Columbia's Steve Lawrence, #1 man in the nation on the *Cash Box* Best Seller list with his smash "Go Away Little Girl," assists the Wurlitzer Company in the introduction of the 1963 Wurlitzer Phonograph Model 2700. The new juke box, being premiered to the nation's music operators this week, features a Golden Bar which activates the Wurlitzer Ten Top Tunes at the drop of a half-dollar. Steve, with his wife Eydie, continues to be one of the hottest night club attractions in the country. His latest LP, dubbed "Steve Lawrence Winners," and which includes his #1 hit, has just been released by Columbia.
JOHNNY MATHIS HAS DONE IT AGAIN!

"WHAT WILL MARY SAY"

JOHNNY MATHIS HAS DONE IT AGAIN!

"WHAT WILL MARY SAY"

COLUMBIA SINGLES SELL!
It’s Swingin’ Time for the record industry!

While most other luxury businesses take an involuntary post-Christmas breather, the record industry heads into its hottest season. And from all indications, 1963 is coming in like a lion.

Everyone seems to be commenting on the great sounds on singles making it big on the charts now. Almost every manufacturer has fired his big guns, unleashing the artists who were held back to avoid confusion during the holiday programming period. And the charts are now showing this excitement and activity.

Radio, which was sounding a bit dull because of the worn titles which had to be programmed over and over until new issues were released, again has that swinging sound. Battle of the Sounds shows during the past week have been sounding like week-end final competitions every day with all the good new singles hitting the market simultaneously.

In the area of LP product, there is tremendous enthusiasm everywhere. Many labels have just concluded national distributor meetings during which some exciting new product was introduced. These hot new LP’s coupled with some tempting incentive plans and dated-billing offers, will no doubt breathe new life into the post-Christmas album scene.

And once again, as has been the case in recent years, phonograph sales have enjoyed a tremendous season just concluded. And who could be more anxious to build a record collection than a new phonograph owner.

The party season is now behind us. The five day week is back in style and everyone seems to be gearing himself for “my biggest year ever.” Add a little cold weather, which we’ve been having quite a bit of all across the U.S., and you have a wonderful setting for more time spent indoors. Since this also means more money spent on records, we must conclude that if there is money to be made in the record industry, now is the time to make it.

1963 could and should be the biggest year for the industry.
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<thead>
<tr>
<th>Position 1/12</th>
<th>1/5</th>
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<tbody>
<tr>
<td>1</td>
<td>GO AWAY LITTLE GIRL</td>
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<td>2</td>
<td>TELSTAR</td>
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<td>3</td>
<td>LIMBO ROCK</td>
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<td>THE NIGHT HAS A THOUSAND EYES</td>
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<td>TELL HIM</td>
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<td>6</td>
<td>HOTEL HOSPITALITY</td>
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<td>WALK RIGHT IN</td>
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<td>UP ON THE ROOF</td>
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<td>BOBBY'S GIRL</td>
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<td>PEPPINO THE ITALIAN MOUSE</td>
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<td>13</td>
<td>HALF HEAVEN, HALF HEARTACHE</td>
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<td>14</td>
<td>ZIP-A-DOO-DAH</td>
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<td>15</td>
<td>EVERYBODY LOVES A LOVER</td>
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<td>DON'T MAKE ME OVER</td>
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<td>LOOP DE LOOP</td>
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<td>I'M GONNA BE WARM THIS WINTER</td>
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<td>MY COLORING BOOK</td>
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<td>20</td>
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<td>KEEP ON THE陽</td>
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<td>BIG GIRLS DON'T CRY</td>
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<td>YOU REALLY GOT A HOLD ON ME</td>
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<td>REMEMBER THEN</td>
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<td>FROM A JACKET TO A KING</td>
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<td>YOU ARE MY SUNSHINE</td>
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<td>WIGGLE WOBBLE</td>
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<td>35</td>
<td>THE LONELY BULL</td>
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<td>RELEASE ME</td>
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<td>TROUBLE IS MY MIDDLE NAME</td>
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<td>LET'S GO TO THE TOWN</td>
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<td>RHYTHM IN THE RAIN</td>
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<td>STRANGE I KNOW</td>
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<td>MAKE ME FEEL</td>
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<td>BLOODY GOLDEN-Swan-5818</td>
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<td>A GYPSY CRY</td>
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<td>SHAKE ME, I RATTLE, SQUEEZE ME I CRY</td>
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<td>RUBY BABY</td>
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<td>CONEY ISLAND BABY</td>
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<td>WALK LIKE A MAN</td>
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<td>I WOULD MAKE ANY DIFFERENCE TO YOU</td>
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<td>CALL ME ON</td>
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<td>PUDDIN' N' TAIN</td>
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<td>SHAKY SHERRY</td>
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<td>MAMA DIDN'T LEAVE</td>
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* BEST SELLING TUNES ON RECORDS COMPARED BY CASH BOX FROM LEADING RETAIL OUTLETS—JANUARY 1963

© SHARP UPWARD MOVE

* OTHER VERSIONS STRONGLY REPORTED PUBLISHER LAST-843 INDEX
Recent releases...on the move...

Frank Slay's Orchestra
EAST OF ISTANBUL
18002
SCA RECORDS

Mike Settle
SETTLE DOWN
1002
FOLKSING RECORDS

Buck Ram's Ramrocks
BENFICA
2806
PRESS RECORDS

The Five Superiors
BIG SHOT
44170
GARPAX RECORDS

Tony Farrar
BLAST FROM THE PAST
14001
TRANS-ATLAS RECORDS

Nick Junior
BETTY-O
4702
GREAT RECORDS

INSTRUMENTAL SMASH... REALLY BREAKING

Willie Mitchell
SUNRISE SERENADE
2058
Hi RECORDS
Decca Signs Nelson To 20-Year Pact

NEW YORK—Rick Nelson’s new label affiliation is with Decca Records, and the popular star singer has inked with the diskery for the label to record him for the next 20 years.

Nelson comes to Decca after six years with Imperial Records, during which time the performer, a member of the famed “Ozzie & Harriet” family, established himself as a leading international disk artist.

Nelson’s dates for Decca will be handled by Sonny Burke, the label’s A & R man for the coast. According to Burke, the artist’s initial sides are due for release during the middle of Feb.

Nelson’s first disk triumph, a million-seller, was in 1957 with a side called “Teenager’s Romance” on the Verve label. That same year he moved over to Atlantic. During his tenure with label he had at least six singles that topped the million mark (some were two-sided million-sellers). His big Imperial numbers included “Stood Up,” “I’ve Ropped Baby,” “Poor Little Fool,” “Lonesome Town,” “What I Want,” “It’s Lute,” “Never Be Anyone Else But You,” “Travelin’ Man” and “Hello Mary Lou,” Nelson’s pact with Imperial terminated last Dec. 31, and months before its expiration a number of labels scrambled for his services.

Phil Everly Marries Archie Blyer’s Daughter

NEU YORK—Phil Everly, half of the Everly Bros, team and Jackie Bette, daughter of Archie & Janet Blyer—he’s head of Cadence Records—were married last Sat. (12) at the Little Church Around the Corner.

England’s Purchase Tax Cut 20%, Disk-Phono Prices Are Down

LONDON—A happy new year for the record industry as the Chancellor of the Exchequer slashed by 20% the purchase tax on television and radio sets, records players, and last but not least, records.

Until Jan. 1, 1963 all these products were in the now abolished 45% luxury tax bracket—the highest in Europe.

The cuts which come into force immediately reduce the price to the consumer of bringing singles down to 6 11/2d (97¢) to 6 3/4d (£.2) and a £2 (£2.59) turntable player to 30d (£.05). Manufacturers welcome this timely shot in the arm for the industry and hope that if prices are cut, the public will benefit on to the consumer. At the same time the industry feels that the new 20% rate on records should be abolished completely bringing them in line with the tax on the sets, which no purchase tax is levied.

For many dealers, however, the cuts will mean a considerable loss of profits on present stock. This is the lowest purchase tax rate introduced in less than 12 months—the last was in the “Distrib” budget of 1962 when there was a 10% reduction. However, it is hoped that the resultant increase in sales will see wholesale prices quickly compensate for this.

Atlantic & Atco Make Initial 63 LP Moves With New Products, Discounts

NEW YORK—The Atlantic and Atco labels are offering 1963 with an all-out album sales program involving 11 new releases, as well as the entire line of their former labels, Imperial, and also, the program, which has been tagged “The Great Atlantic Sales Drive,” considers every aspect of the selling and merchandising of LP’s albums in every corner of the country to give a boost to other distributors and dealers.

The Atlantic-Atco program commences Jan. 15 and continues through Feb. 28, featuring a trade discount in the form of a new catalog which offers discounts on every release. At every seven purchases (12/5%), a 30,40-60 and 80 days delayed billing arrangement available to qualifying dealers that order an extension of advertising material and the Atlantic-Atco division of newspapers and advertising programs.

Atlantic is extending the advertising aspect of the program through Mar. 31st, with local schedules available to all retailers.

Two key Bossa Nova albums have been included in the Atlantic connection with the program, “The Bossa Nova With Herbie Mann” and Joao Gilberto’s “The Boss Of The Bossa Nova.” Dealers in many cities have been calling Atlantic’s distribria to place orders on these albums before they were actually released, the label reports, and already has orders in the house four times the label’s proposed allocation of the LPs.

An album is being released by Atlantic during the program are LaVern Baker’s “See See Rider”; a comedy package by Shel Silverstein; Alice’s “Jazz Is Universal!” as well as jazz releases by Dave New- man, Dave Brubeck and the Glen Gray pajama Band.

New albums scheduled for release on Atco label include Acker Bilk’s “Only You” LP and a blues package by John Lee Hooker.

New merchandising aids with strong consumer appeal have been created especially for the program. These include 10 different release back displays and Klein Stik lithos. An unusual window streamer has been designed for the Herbie Mann album, utilizing the label’s type design, “Do The Bossa Nova With Herbie Mann.” An over-size card divider with a Da-Glo piece of the jacket will be supplied to retailers.

Atlantic is offering each dealer that prominently displays the divider card with the Herbie Mann LPs an album at no charge. A special form is filled out to each dealer, asking him to use the divider card in his store. When he returns the form with the card, he will then be sent a free album.

Atlantic and Atco are issuing two new-color catalogs, which will include the full information about each LP release, as well as illustrations of all album covers.

C/G Intro LPs Sales Drop, 9 New Albums

NEW YORK—Camero/Parkway Rec- orders have dipped off on their entire catalog, including nine new releases.

Plan calls for a 12½% discount plus incentives on all LP’s, with dat- ing from March 1 and April 1, it will be in effect for a “limited time only,” according to C/G.


Talmadge Tells USA Distributs’ 63 Start Is Label’s Strongest

NEW YORK—United Artists Rec- orders start off the New Year with its “strongest array of single商- buhm product in its five-year history,” Art Talmadge, president, told assembled distributors at the UA national sales meeting in New York Fri., Jan. 4 at the Americas Hotel.

As the new year dawned, Talmadge noted, UA had four singles on the charts, the Exciters, “Half Heaven Half Heartache” by Gene Pitney on the music label, “What To Do With Love” by Marty Wilde, and the charts was “How Much Is That Doggie In The Window” by Baby Jane.

To start off 1963, Talmadge said, UA was releasing a new Ferrante and Teicher single, “Theme From Lawrence of Arabia” and was scheduling product by other leading artists as Al Caia, Raphael Marterie, Jay & the Americans and The Highways for release in the immediate future.

In addition to the singles albums as the feature of the “63 Jamboree” program including five new Tale-Spinners For Children packages; five “Great Hits” packages. Talm-adge pointed out that UA was con- tinuing to maintain its pace as a strong album line with such items as Ferrante & Teicher’s new album, “Brazil, Bossa Nova and Blues” by Herbie Mann and “Only Can Break A Heart” by Gene Pitney.

The new albums included such art- ists as Ferrante and Teicher, The Highwaysmen, Al Caia, Lesley Gore, Banana Boat, The Dave Clark Five, The Beatles, Don & Marmalade, Pat Boone, Jan Peerse and others.

The meeting was conducted by Morris S. Price, national sales director of UA, and was attended by all distrib- utors from the United States, Canada and Hawaii.

An added attraction at the UA sales meet was the announcement of four special awards to distributors for outstanding performances during 1962.

The awards went to Marnel Distributions, Philadelphia, for the east- ern region, John O’Brien Distribut- ing, for the west coast region, and Tonic Distributing Co., for the midwestern region.

Awards were made by Price for UA, and were accepted by Marshall Verbit, John O’Brien, Al Sherman and Henry Stone, respectively.

ABC-Par & Impulse! Bow Album Deals

NEW YORK—ABC-Paramount Rec- orders & Jazz affiliate, Impulse! are offering LP discount deals on new and catalog product.

ABC-Par has a 12% discount on 13 previously announced new titles and all catalog items. Impulse! offers a 12½% discount on seven new releases only, and a 20% discount on catalog items. Both plans terminate Mar. 31.
Decca Looks At “Marquee ’63’ In New LP Program; 17 Albums Make Bow

NEW YORK—“Marquee ’63” is the promotional tag of a Jan. program, including the release of 17 new albums, from the Decca-Coral-Brunswick set-up.

The program carries a dealer incentive of 15% on the entire catalog and the entire catalogs of all three labels. Dealers are to contact their local distribs on details of the plan, which ends Jan. 31.

Decca’s classical Gold Label series is offering four new albums for Jan.


The long-hair entries feature Andre Koteles, performed by D. Aguado, the 19th century guitar master; New York Pro Musica’s readings of Renaissance Festival Music, conducted by Frederick Waldbman; and the works of Bechet, Satchini & Vivaldi as performed by the Orchestra San Pietro under Renato Ruotolo’s direction (ork’s debut on Decca).

Losses were due to unsuccessful box-office earnings of film product and the gigantic, over-the-budget cost (more than $30 million) of shooting “The Greatest Show On Earth.”

O’Brien, who has the financial and legal background that the major firm companies are entering into these days, joined MGM in 1957 in the post he held before taking over the presidency.

A lawyer, he was a member of the Securities & Exchange Commission (SEC) from Feb. ’42 through Dec. ’44, and for a time was treasurer and member of the board of United Paramount Theaters.

With the acquisition of the American Broadcasting Co. by United Paramount, he became executive vee of ABC, later becoming financial vee and director of American Broadcasting-Paramount Theaters, Inc.

Lasker To Del-Fi As Exec-Veep, Label Sets Expansion For 1963

HOLLYWOOD—Jay Lasker, who recently left his post as president of Reprise Sales Co., has been appointed executive vee of Del-Fi Records, a move that spearheads an expansion of the label.

In addition to sales functions, Lasker will head production, planning and merchandising, according to label boss Bob Bing.

The diskery is planning its first big LP program for Feb. 1. In conjunction with the LP release, Del-Fi is designing a new logo for the label in honor of the late rock star who died in a plane crash, along with other teen favorites Buddy Holly and J. P. (Big Bopper) Richardson, on Feb. 3, 1958. Extensive deejay promotion as well as in-store merchandising is planned.

Artist-wise, the label recently added Lori Martin of TV’s “National Velvet” and Bobby Crawford, brother of the label’s star Johnny Crawford, to its roster.

Prior to his 2½ year stint at Del-Fi, Lasker was vee at Kapp Rec., in charge of the Sun 45s and 50s and, before that, spent 10 years with Decca Records.

Phillips Signs Gerry Mulligan

NEW YORK—Philips Records has further enhanced its ever-growing jazz roster with the inking of leading baritone sax expert, Gerry Mulligan, on a long-term pact.

Negotiations were conducted and concluded by Mulligan and the label’s current, A&R director for Philips, who has already cut a Mulligan LP for release Feb. 20.

Mulligan just received the 1962 Downbeat Reader’s Poll award for baritone sax, an award he has won every year since 1953.

He currently is playing Birdland in New York, and will appear at the Minneapolis Winter Carnival starting Feb. 3. Famous world-wide, Mulligan will tour England in April, Japan in May.

Mulligan’s other jazz labelmates include Dixie Gillespie, Woody Herman and Georgie Auld.

Andy Williams’ TV’er A Hit

NEW YORK—“The Andy Williams Show,” the Columbia Records songster’s own TV’er, is proving a sleeper of the season.

As a result of a rise in rating and audience interest, NBC-TV has picked up Williams’ option for the balance of the season, and his Barnaby Productions has unofficially been notified that the musical show will be picked up for next season.

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Nardis Names Gerry Mulligan

In New York, Detroit

HOLLYWOOD—William B. Tallant, vice president and national sales manager of Capitol Records Distributing Corp., has been appointed manager of two of new branch sales managers in CRDC’s field force.

Ben Savia, a Capitol sales rep. in Boston since 1960, has been named sales manager of the firm’s New York City branch. Savia has been with CRDC in Boston since 1946 and joined the CRDC sales force of the local branch and was successively promoted to office manager and operations manager before being named sales force three years ago. He succeeds Joe Brown, who has resigned.

James C. Blackwood has been appointed manager of the Detroit branch, succeeding Dick Bushy, who also resigned. In becoming CRDC’s sales chief in Detroit, Blackwood re-joins Capitol after fifteen months with Columbia. Before that he was with CRDC in St. Louis as sales rep. and branch sales manager.

Demand For U.S. Diskings Above Off 50%; Hofer Tells Int’l Club

NEW YORK—The introduction of new tax laws in the U.S. and in other nations and the use of “distance selling” methods to shoot “into foreign markets” to develop personnel to run an operation in territories outside the U.S. and the immediate interest in potential sale of American hits, with need for American publishers to restrict a song until the American version has a chance to be released in the particular market. Hofer offers a list of questions that firms who have (or plan to) establish partnership operations abroad.

Are you finding yourself competing with your own partner? Do you find that when you are asking for a song, your partner in one of the foreign countries is also asking for the same song for his own firm—not for the joint firm? Do you suddenly find that the subsid firm does not have adequate control? That there is a lack of adequate personnel? And that your partner is so overworked that he is unable to give you adequate attention? And it suddenly resolved itself that your firm has gotten to be nothing more than a collection agency?

If you are faced with the tax situations in the U.S. and foreign countries, one of the most important aspects of which is the many “hidden taxes” that are contained in various parts of the world.
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. AS LONG AS SHE NEEDS ME — Sammy Davis, Jr. (Reprise 20,131)
2. ACAFULCO 1922 — Tijuana Brass (A & M 702)
3. RED PEPPER — Kendall Fountain & Pass (Prince-Adams 442)
4. HITCH HIKE — Marvin Gaye (Tamla 54075)
5. MISERLOU — Dick Dale (Deltones 5019)
6. THE SAME OLD HURT — Burl Ives (Decca 31453)
7. OUR WINTER LOVE — Bill Purcell (Columbia)
8. BIG WIDE WORLD — Teddy Randazzo (Catalyst 662)
9. LEAVING ON YOUR MIND/LA LE LE LE TRIANGLE — Patsy Cline (Decca 31453)
10. WALK RIGHT IN — Moments (Eve 3099)
11. LITTLE WHITE LIES — Renalds (A & M 704)
12. GUILTY — Crafty (Salmo 311)
13. AL DI LA — Connie Francis (MGM 13115)
14. LOOK AT ME — Debbie Gray (Coi-Dak 16023)
15. MAMA-OOM-MOW-MOW (THE BIRD) — Reviltons (Liberty 55538)
16. ZERO ZERO — Lawrence Welk (Dot 16420)
17. SHE'LL NEVER KNOW — Brenda Lee (Decca 31454)
18. BIG NOISE FROM WINNETKA — Crazy Cale (Coral 623399)
19. BOSS — Roodlers (Dot 16421)
20. GO HOME GIRL — Arthur Alexander (Dot 164425)
21. NOBODY BUT ME — Isley Bros. (Wand 131)
22. SAILOR BOY — Cathy Carr (Laura 3147)
23. MAGIC STAR — Margie Singleton (Mercury 72079)
24. LET THE FOUR WINDS BLOW/BE BOP BABY — Sandy Nelson (Imperial 5901)
25. ELAPJACKS — Gags & Gags (Clash)
26. COMES LOVE — Shihina (Vivace 104)
27. AINT GONNA KISS YA — Ribbons (March 202)
28. GONNA TAKE A CHANCE/ DON'T CRY DONNA — Tommy Roe (ARC 10198)
29. SPANISH TWIST — Roller Coasters (Holiday Inn 110)
30. 2,000 POUND BEE — Ventures (LIBERTY 67)
31. BABY BABY BABY — Sam Cooke (RCA Victor 8128)
32. JOEY'S SONG — Bill Block's Combo (Hi 2059)
33. HULA HULA DANCIN' DOLL — Trude Martin (Coral 573)
34. YOU'RE GONNA NEED ME — Barbara Lynne (James 134)
35. TELL HIM I'M NOT HOME — Chuck Jackson (Wand 132)
36. THE IN-BETWEEN YEARS — James McArthur (Scepter 1241)
37. SOMEONE, SOMEWHERE — Joeler Parkal (Dot 327)
38. THE LONE TEEN RANGER — Jerry Landis (Arrow 872)
39. LET ME ENTERTAIN YOU — Ray Anthony (Clef 678)
40. GOOD GOLLY MISS MOLLY — Jerry Lee Lewis (Son 382)
41. KISS TOMORROW GOODBYE — Donny White (Frisco)
42. ZING! WENT THE STRINGS OF MY HEART — Fawnt (Mark IV 172)
43. BABY YOU'RE DRIVIN' ME CRAZY — Joey Dee (Roulette 4467)
44. WHITE LEVIS — Majorettes (Texas)
45. CARRYIN' THE LOAD — Ray Charles (Atlantic 2174)
46. GOOD BUDDIES — Counted Bros. (Dot Fl 4191)
47. I BELIEVE — Dick Stewart (Penthouse)
48. FIRST STAR — Frankie Laine (LoRose 101)
49. BONNIE DO — Johnny Cooper (Emoline 42)
50. TROUBLE IN MIND — Aretha Franklin (Columbia 426325)

THE NOVELTY HIT POLKA THAT IS SWEEPING THE COUNTRY

ORIGINAL HIT VERSION BY DANA

DANA RECORDS, INC.
NATIONALLY DISTRIBUTED THRU JAY-gee RECORD CO., INC., 310 W. 48 ST., N.Y. 16, NY 2-2175 A DIVISION OF THE COSMANN CORPORATION

b/w HOYA HOYA — BOOM BOOM
WALTER SOLEK AND HIS ORCH
DANA 45-2112

WHO STOLE THE KEEHSHA?

Cash Box—January 19, 1963
"You Belong To Me"
"My Own True Love"
And Now

... Another SMASH for

THE DUPREES

"I'D RATHER BE IN YOUR ARMS"

COED 574
**Cash Box**

**Pick of the Week**

**WALK LIKE A MAN** (2:11)
(Saturday, Garadenca ASCAP—Crude, Garden)

**LUCY LAUGHS** (2:11) (Conley ASCAP—Crude, Says)

**THE 4 SEASONS** (Vee Jay 885)
The 4 Seasons are in for another tremendous chart run. The group, now with three biggies under their Vesey belt, come thru with a feelingful, cha cha beat stomp, tagged "Walk Like A Man," that again sports the falsetto gimmick. Ultra-commercial arrangement by Charles Caleo on a side that's already busting wide open. The while-back Billie &illy lick gets a similar Seasons treatment on the strong underdog.

**WHAT WILL MARY SAY?** (3:10)
[Em Drive ASCAP—Vance, Snyder]

**QUIET GIRL** (2:56) (Numat ASCAP—Fisher, Segal)

**JOHNNY MATHYS** (Columbia 4666)
Sonster, who got back on the right Top 100 track with "Gina," should easily make-the-grade again in a big way with "What Will Mary Say," an item with much falsetto appeal. Louie Jordan his and full folk-chorus backdrop with an amusing, Nashville-flavored sound. Looks like a hot side. Flip displays Mathys in his more familiar ballad style. Tune is very pretty.

**FOUR LETTER MAN** (2:41)
[Roswell BMI—Feldman, Goldstein, Gottsch]

**COME ON AND LOVE ME** (2:31)
[Claridge ASCAP—Davidson, Winter, Woolley]

**FREDDY CANNON** (Swan 4132)
Cannon's cinch to explode on the wax scene in no time flat with these two pieces of sales dynamics. On one, half, a sizzlin' twister, he notes that when it comes to the record label's two-letter man, "Come On And Love Me," he mentions a host of top teen dances. The bright ork-hornal back beats are handled by Frank Slay.

**SETTLE DOWN** (2:30) [Essex ASCAP—Settle]

**506 MILES** (2:46) [Friendship BMI—West]

**PETER, PAUL AND MARY** (Columbia 4564)
The folk-songsters are sure to add further laurels in the singles dept. as they enter the "Settle Down (Goin' Down That Highway)" sweepstakes. Artists' distinctive style and their genuine fast moving instrumentation should soon send the tune on its merry hit way. Side's culled from their current LP triumph, "Movin.'" The touching, easy goin' "506 Miles" is from their initial LP smash.

**PIN A MEDAL ON JOEY** (2:27)
[Bower BMI—Smith, Montella]

**DIAMOND HEAD** (2:45) [Columbia Pictures ASCAP—Winterhalter]

**JAMES DARREN** (Colpix 672)
Darren's return to Top 100 chart status should be hastened by his new Colpix's release. On it, a rock-ear-butt-tinger tagged "Pin A Medal On Joey," he tells, with mixed emotions, that he lost his heart-breaking gal to the other guy. Terrific instrumental backdrop on this hot contender. The Hawaiian-flavored guitar is in the title-time of the up-coming pie, Diamond Head." Watch it too!

**HALF TIME** (1:57) [Wrist, Giant BMI—Duncan]

**MAKE IT SNAPPY** (2:85)
[Wrist, Marathon BMI—Saraceno, Gordon]

**THE ROUTERS** (Warner Bros. 5322)
Teeners oughta flip over the Routiers instrumental follow-up to their still red-hot WB bow, "Let's Go (Pony)." It's tricky, up beat stomp'er, titled "Half Time," that opens with a phrase of chassis, presumably marking the mid-point at a football game-where the marching bands take over. More of the exciting pounding, instrumental sounds on the flip.

**ANYTHING YOU CAN DO** (3:54)
[Irving Berlin ASCAP—Berlin]

**WHAT IN THE WORLD** (2:20)
[(Travis, Rittenhouse BMI—Meade, Star]

**THE MAJORS** (Imperial 591)
The Majors, who stepped into the limelight with a "A Wonderful Dream," and followed this with a clock-side two "Shes A Troublemaker," appear to have another twin hit on their "A Wonderful Dream You Can Do" and "What In The World." The former's the usual Berlin-"Ann Get Your Gun Favorite" done up in the popular funny, slow cha cha "Zip-A-Dee-Dee-Dah" manner while the latter's a tantalizing cha cha twist new-comer, Powerful pairing.

**BRINGA-BRANGA-BROUGHT** (2:40)
[Sunbeams BMI—Barrett, Maugeri, Jay]

**OUR SCHOLAR** (Eddleman BMI—Dowell)

**JOE DOWELL** (Smash 1799)
Dowell serves up another one that has that sound notched into every groove. It's a cha cha beat tagged "Briga-Branga-Brought," that sports an unusual twist ending; Ear-pleasing Dowell vocal and choral-instrumental support. On the lower lid Joe cases up a shuffle beat charmer.

**THE ACCENTS** (Vee Jay 484)
(B+) "A HUNDRED WAILIN' CATS" (2:30) [Turban BMI—Carril Strong partytime rockin' from the male solo crew, which, along with the musicians, tears up the place. Kinetic teen pacings that could make it.

(B+) "OUR WONDERFUL LOVE" (2:30) [Turban BMI (Carl)] Boys deftly relay a plainspoken balladee. A solid big-sounding romantic for the teenagers.

**THE DIAL TONES** (Lawn 203)
(B+) "CHICAGO BIRD" (1:48) Florentine & Platnum BMI—Valentine Here's a locale item that could be a record's success in both the U.S. It's wild-stylized effort from the one tune crew with an interesting instrumental accompaniment. Watch this workout.

(B) "LUCKY YOUTH" (1:56) [Chicory, Florentine & Platnum BMI—Hawkins] Gals play a major part in another hi-up-let-sock-up number.

**LESTER YOUNG** (Chase 1200)
(B+) "WOBBLE TIME" (2:37) [Young BMI—Young] Songster instructs the listener on how to do this new fancy dance style with a sing-a-narrative aint while the combo supplies a reliable wobbble beat. Enjoy "Our Records of N.Y. handles the diskery.

(B) "YOU'LL MISS ME" (2:28) [Young BMI—Young] Wally-type wisest for the blue trade. On both ends, Young is supported by a crew of drive-thru Carlboys.

**EDDIE FISHER** (Rambler 106)
(B+) "NEARLY WERE MINE" (2:20) [Williamson ASCAP—Boodeger & Hammerstein] This fine version of the lovely R&H song from "South Pacific," was culled from last year's 2-LP set of the recent Winter Garden appearance, which is being distributed by MGM. Jack Jones really go for this bright display.

(B) "DON'T LET IT GET YOU DOWN" (2:10) [Chappell ASCAP—Lawrence, Beal]

**RICHARD ANTHONY** (Kapp 504)
(B+) "I HEAR THE WHISTLE OF THE TRAIN" (2:29) [Biem—Plante] The popular French songster renders a lovely ballad in his native tongue against a very pretty ork backdrop. About all that it lacks is an English narrative explains the storyline, about lovers who must part. Might prove a left-field smash.

(B) "LOIN" (2:36) [Greenleevers]

**THE ZANIES** (Dore 658)
(B+) "RUSSIAN ROULETTE" [Meadowlark ASCAP—Herrick, Brown] Fishers "The Maga Boatman" is the apt theme for this rapid-fire item from the latest "Swans crew. Also true-to-the-title are now—then clicks of a guitar-bar. Can mean much.

(B) "CAUGHT IN A RINGER" (2:24) [Meadowlark ASCAP—Herrick, Stynor] More sunny movement that will make it with the young set and the general twist crowd. Tune here is "London Bridge Is Falling Down.""
Busted Open All Over The Nation!

"LET ME GO THE RIGHT WAY"
THE SUPREMES
Motown 1034

BE SURE TO HEAR THE RE-MASTERED VERSION OF

"SHAKE SHERRY"
THE CONTOURS
Gordy 7012

The Smash follow up to their #1 Hit!

TEMPO: "... difference between day & night—must be a hit!"

TED RANDELL: "Since the record was re-mastered it is a definite hit!"

BEHIND THE SCENES: "new version going all the way"

These are only a sample of the comments we have been receiving on the newly mastered version of "SHAKE SHERRY" by The Contours.

Hits are our Business

TAMLA/MOTOWN/GORDY 2648 W. Grand Blvd.
Detroit, Mich.

Cash Box—January 19, 1963
“JAIL situated New ANGELIQUE” (2:30)

Cash Stevens (Vista 483)

LUE CAZZ (Vesay 483)

B+) “THE WALK” (2:30) [Arch BMI—McCracklin] Jimmy McCracklin’s own one-piece hit vehicle is used in a good, moody, bluesy setting. In fact, McCracklin himself arranged the track. The song directs the popular country, R&B

(B) “DREAMING” (2:20) [Caroleyn BMI—McCracklin] Another McCracklin composition. The soft blues plaintive—is heard on this end.

ANN-MARGRET ( RCA Victor 8139)

B+) “NO MORE” (2:30) [Eastern BMI—Worth] Lark-actress sound here resembles the funky verses and chorus of her initiating single, I Just Don’t Understand, using a blues harmonica. Might get some action.

(SO DID I” (2:32) [Aldon BMI—King, Goffin, Hammond, Orlando] Another strong teen chart-rider. Goffin’s backing, an original strong teen chart-rider evergreen in a duet.

RAY ARTIS (Buddy 222)

(B+) “DEAR LIZ” (2:20) [Mickey Marx BMI—Artis] Named Liz is the one this guy would like to get better treatment from in this pro rock-a-cha (with strings & chorus) outing featuring singer Artis. Well-worth teen audience.

(WILLIAM A-WELLA” (2:21) [Mickey Marx BMI—Artis] Speedy tale of a romance that’s on the right track.

THE PRIVATES FIRST CLASS (John Smith 483)

(H+) “INSTANT CHOPS PT.1” [Lady Grace BMI—Lynn] After the plastic guitar, this choppy number moves in hard-driving twist style, with keyboard, guitars and sax contributing to the strong commercial鸪 out. Could be an active portion for the Juke Box.

(B+) “INSTANT CHOPS PT. 2” [Lady Grace BMI—Lynn] More all-out rockin’ by the musicians.

PETER CRAWFORD (Sandy 1039)

(B+) “DANCIN’ WITH MY BABY” (1:55) [Preston BMI—Crawford] Good-sounding rock-a-cha stroll by the songster and his backup combo-chorus setting. Side serves a worthy teen lunge.

(THERE GOES A YOUNG MAN”) (2:25) [Bob Marley BMI—Crawford] Interesting unhurried romantic entry for the kids.

THE FAGAN BROS. (Swin 1431)

(H+) “MR. JAMES” (2:20) [Clarence ASCAP—Fagan, Fagan] The song duo, which has an Everly Bros.-type blend, offers a cute, ditty, bluesy kind of stroll as a topper for the impatient teen who’s been left out. A good funky guitar back-up can get some action.

(JAIL BREAK” (2:09) [Clarence ASCAP—Fagan, Fagan] Colorful folk-fold stroll by the team.

JAY (Michele 504)

(B) “BILLY JOHNNY” (2:58) [Pemberton BMI—La Greca, Pemberton] This is hearty rockin’—featuring the songster—with a sound that’s consistent time to time to time in these days. Waxy is situated in New York.

(ACE OF HEARTS” (2:28) [Pemberton BMI—La Greca, Pemberton] Another hit—this time in beat-ballad-tempo—that has the feel of yesterday’s teen decks.

Cash Box January 19, 1963

CASH BOX

B+ very good B good for C mediocre

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

RECORD REVIEWS

Pick of the Week

“MAMA, OOM, MOW, MOW (THE BIRD)” (2:27)

( Beechwood BMI—Frazier, Wilson, Jr., Harris, White)

(Beechwood BMI—Frazier, Wilson, Jr., Harris, White)

THE RIVINGTONS (Liberty 55528)

The Rivingtons, who scored heavily with their zany waxing of “Papa, Oom, Mow-Mow,” gear up to fill out another chart is simply with this sequel. Tagged “Mama, Oom, Mow, Mow (The Bird),” it’s a wild, jet-speed novelty that’s already breaking loose ‘round the country. Money-shooters-for all concerned. Coupler’s a complete change-of-pace beat-ballad entry.

“DON’T WAIT TOO LONG” (2:20) [Lloyd & Logan BMI—Franklin]

“TIME AFTER TIME” (2:56) [Sandas ASCAP—Cahn, Styne]

[Harms ASCAP—Harbach, Hammerstein, Frlmi]

STEVENS & NINO TEMPO (Atco 6218)

Stevens and Tempo, who teamed up in successful fashion on their previous Afro-sounding, Sweet And Lovely can make it two-in-a-row with this new single. It’s the Russ Columbo classic, “Paradise,” that the duo wraps up ingratiatingly, Delectable shuffle beat cha cha arrangement by Jimmie Haskell. Bucking’s another strong teen chart-rider evergreen in a duet.

“SHIRLEY” (2:15) [MKT-ASCAP—Kaye]

“JOANIE” (2:25) [Aldon BMI—Goffin, Sherman, Orlando]

TONY ORLANDO (Epic 9576)

Chances are “Shirley” will be Tony Orlando’s next big chart romance. The songster’s soft, ear-pleasing delivery, backed by a most attractive Goffin-Sherman cha cha beat, arch-choral arrangement, should send the lid soaring up the hit ladder in the weeks to come. “Joanie” is the gal he warmly devotes the potent cha cha underfoot to.

“YAKETY SAX” (2:00) [Tree BMI—Randolph, Rich]

I’LL WALK IF YOU WANT TO HATE ME” (2:17) [Hill & Range BMI—Harnes, Robertson]

BOOTS RANDOLPH (Monument 501)

Randolph’s sensation sax work on “Yakety Sax” could send the Monument chart romancer zooming along the charts. It’s a multi-harpischord effect that comes into a staggerer, quick beat happily-go-lucky affair by Boots and his instrumental buddies. Artiste’s sax sounds are a treat on the moody, slow beat-ballad revival companion piece.

“COOL WATER” (2:24) [American BMI—Nolan]

“WHEN JOHNNY COMES MARCHING HOME” (3:39)

(BM—Martin, Hauld)

THE BLUE BELLES (Newtown 5009)

The girls, who made a solid chart impression a short-while-back with the oldie, “I Sold My Heart To The Junkman,” can take another ‘evergreen’ ride to hitville with this new Newton offering. It’s Cool Water that get the sparkling teen rock-a-twist up-dating and the vocal-instrumental performance rates an immediate sales response. More of the top teen stuff on the oldie companion piece.

“DON’T MENTION MY NAME?” (2:44) [Bobol ASCAP—Crew, Gaudio]

“WHAT MAKES LITTLE GIRLS CRY” (2:41)

(Bohol ASCAP—Crewe, Gaudio)

THE SHEPHERD SISTERS (Atlantic 2176)

The Shepherd Sisters, of the white-back “Alone” fame, can head back to chartville with their Vesay bow, “Don’t Mention My Name.” The potenti stompin’, handclappin’ arrangement by Charles Calello is from the Four Seasons’ school. Side’s chock full of hit ingredients. Undercut’s a very romantic shouter that the gals carve out in oh-so-smooth style.

Jim Reeve’s “Is This Me” looks like the chanter’s next big pop-country chart-rider. See country reviews.
To Kapp Distributors, Disc Jockeys, Dealers and all those who made it possible for me to sell 6,000,000 albums and earn my sixth gold record award...

thanks
a million!
(six times)

Roger Williams exclusively on Kapp Records.
LINDA HOPKINS (Brunswick 5528)  
(B+) “MEMORIES & A BROKEN HEART” (2:15) [Pearl BMI-McCorr]-McGee, Puyallup, Washington. Their newest offering, "Save the Last Dance for Me," is a strong backbeat song from the full orchestra and bold orchestration highlight. Could make a stir.  
(B-) “I CAN'T STAND ANOTHER HURT (IN My Heart)” (2:34) [Merrily BMI-Austin]—McGee, Puyallup, Washington. The former is close to the style of Dinah Washington in this semi-waltzer.

DENNY RANDALL ORCH. (Jamie 1241)  
(B+) “LIMBO LOW” (2:15) [Shappi, Bernstein ASCAP-Kohler]-Kohler. The big-sounding and deep-voiced is now combined with a South-of-the-Border sound by the Latin rhythm instrument display. Both teenagers and adults will enjoy the cut.  
(B+) “LONELY MELODY” [Painted Desert BMI-Testa, Mash, Toney] A lazy approach to a catchy tune, featuring a twangling key-  

STICKS & STONES” (2:00) [Tangerine BMI-Turner]  
LARRY HENLEY (Hickory 1198)  
Newcomer Henley has what looks like a Hickory debut chart smash. It's a stonking rock-a-twist opus on which he tearfully cries out "It's Happening Again." Stellar star-chord showcase on a little loaded hit potential. His backing's a heartfelt beat-ballad wallower that also has the chart goods.
Kapp Records have a habit of selling!

16 New reasons why!

Program includes: 10% discount on new releases and entire Kapp catalog, plus incentive bonus and dating available to qualified dealers. Termination of program—March 30, 1963. Contact your Kapp distributor for complete details.
THE WESTERN TUNE

STRONG SAN FRANCISCO

HIGHLIGHTED OTHER "THE STRANGER"

WHAT A "THE JOANN"

ONCE "DOUBLE JUCY"

EVERYBODY SINGLES A "YOU ON" "TINA"

SUNNY LIMBO (2:05) [Amin BMI—Olatunji]

THE UPCOMING (10386) [Marti BMI—Verdine]

"I'M THE ONE WHO LOVES YOU" (2:25) [Carton BMI—Mayfield]

THE DUTONES (Columbia 42557)

"DON'T RIDE THE 'RIDE" (2:13) [Polk BMI—Davis, Smith, Parker]

THE RON-DELS (Shalimar 19011)

"LAUGH AND THE WORLD LAUGHS WITH YOU" (2:10) [Gib BMI—Benford, Woods, Robinson]

JACK SCOTT (Capitol 49863)

"STRAWBERRY BLUES" (2:06) [Valco BMI—Otis]

LORNE BRACY (Sandy 1068)

"MISS YOU" (2:27) (Acuff—Ross BMI—Gallin)

RAY MILAN (A&M 10084)

"DANCIN' TO THE ROSSA NOVA" (2:17) [Pameo BMI—Ward, Johnson, Johnson, Manley, Pameo].

STINGER ON THE SHORE" (2:32) [Robert Melin—Melin, Bilik].

BOB LLOYD TIO (Arlo 510) [NEVADA SUNRISE] (2:45) [Arlo—Cook].

"SAILING - ON A PINK CLOUD" (3:00) [Arlo—Cook].

RAY FRUSHAY (Hacienda 0021)

"JUST A LITTLE BIT" (2:35) [Amin BMI—Boyece].

LAWRENCE'S DOWNEY 104)

"MOVE IT" (2:12) [Downey BMI—Lyken, Walker, Wilson].

CHARTS" (2:35) [Downey BMI—Lyken, Walker, Wilson].

CHRIS WATERMAN (Carduff & BMI—Brooks)

"MY DREAM IS OVER" (2:25) [Carduff BMI—Spickard].

RICHIE McHUGH (Raewood 887)

"YOU NEEDED ME SOME TIME" (2:30) [B—Spickard].

BOWDROW, ROMANO). This is a well-done upbeat rock sound somewhat on the heavy side. Besides McHugh's pro semibits, there's a distinctive sound from the organ. Drum could get around.

JOANN" (2:30) [Edith BMI—Carson, Browder]. Nice name-song softie for the youngsters.

LEBONTE (Sound-O-Rama 113)

"DEAD PIGEON" (2:30) [Rama BMI—Lebo]. This is a good-sounding rock-jazz rendition of a pulsating theme written, according to the copy on the sleeve, for a leg play of the same name. Sound carries effective rock-mallet weight.

"SOUNDTRACK #9" (2:15) [Empire Songs & ASCAP—Thorny]. Lazy rock instrumental novelty.

CRAG DOUGLAS (Bethlehem 3057)

"WHEN MY LITTLE GIRL SMILES" (2:12) [Alan BMI—King, Davis]. A good U.S.-style rock-'n'roll hit by The Drifters gets a polished pop-tune treatment here, skillfully coordinated and supported by a potent rock-n-rollyard tone. Tune still plenty of teen appeal.

"RING-A-DING" (2:08) [Hall & Range BMI—Paramar, Lewis]. Joyful, offbeat teen doow.
IT'S A HIT!

On The Charts Overnight

"WHO STOLE THE KEESHKA"?

THE MATYS BROS.

SELECT #719

Original Smash Hit Version!

Shipping Immediately

GUY MITCHELL

HAVE I TOLD YOU LATELY THAT I LOVE YOU

JOY 273

and

RONNIE THOMPSON

PATTY DEAR

(Shame On You)

SELECT 720

JOY/SELECT RECORDS 1619 B'WAY, N.Y. 19, N.Y.

Cash Box—January 19, 1963
**Cash Box—January 19, 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 9TH)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDED TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>43%</td>
<td>You're The Reason I'm Livin'—Bobby Darin—Capitol</td>
<td>43%</td>
<td></td>
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<tr>
<td>38%</td>
<td>Ruby Baby—Dion—Columbia</td>
<td>38%</td>
<td></td>
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<tr>
<td>36%</td>
<td>Baby You're Drivin' Me Crazy—Joey Dee—Roulette</td>
<td>36%</td>
<td></td>
</tr>
<tr>
<td>32%</td>
<td>Send Me Some Lovin'—Sam Cooke—RCA Victor</td>
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<td>I Will Live My Life For You—Tony Bennett—Columbia</td>
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**LESS THAN 10% BUT MORE THAN 5%**

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<td>Puddin' N' Tain—Alley Cats (Philles)</td>
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<td>Four Letter Man—Freddy Cannon (Swan)</td>
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<td>Fly Me To The Moon—Jee Hornell (Kapp)</td>
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Cash Box—January 19, 1963

TONY ORLANDO "SHIRLEY" 5-9570

ADAM WADE "DON'T LET ME CROSS OVER" C/W "RAIN FROM THE SKIES" 5-9566

© "EPIC",Marca Reg. T.M. PRINTED IN U.S.A.
**2 Sure Fire Hits**

The Shepherd Sisters

**Don't Mention My Name & What Makes Little Girls Cry**

**Van Trevor**

I WANT TO CRY

b/w

Tuesday Girl

2175

**Atlantic Records**

1841 Broadway, New York 23

Produced by Bob Crewe

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<td>THE ABERBACH GROUP</td>
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Sandy Nelson Forms Firm To Produce Teen TV Show

**Beverly Hills**—Sandy Nelson, the Imperial label's strong-selling percussionist, has formed his own independent production company, Nelson Productions, with Cliff Anderson, his manager, to produce a weekly filmed TV series called "The Sandy Nelson Show." Format of the show will feature Nelson as host to various international stars. First show will have Nelson visiting Duane Eddy in Phoenix, Brenda Lee in Nashville, and Bobby Vee playing an engagement in London.

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Columbia's Hammond Cuts 2 Jazz LPs In "H'wood"

**Hollywood**—The Columbia label's jazz catalog will be two albums richer thanks to some speedy album sessions in Hollywood last week under the direction of John Hammond the disc jockey's vet jazz A&R man.

Hammond cut guitarist Herb Ellis with a small ensemble on Sun. (6) and longtime jazz violinist Stuff Smith—with Ellis—on Tues. (8).

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Since Ellis is currently a member of the orchestra performing on the Steve Allen Show emanating from Hollywood, Hammond flew to the coast from New York to produce the albums.

Ellis is heard on a new LP from Epic Records, Columbia's affiliate, called "Midnight Moon." Sidemen on the date include the last bassist Israel Crosby, who died shortly after the sessions last June, marking the LP as his last recording; pianist Ray Bryant; and trumpeter Roy Eldridge.

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**United Artists Sales-Distrib Meeting**

NEW YORK—United Artists Records recently held a series of sales and new product meetings with their distributors in the Americana Hotel here. Top left pic during a pause in the luncheon session a group gathered to discuss current business situations. Seated: Bill Gerber, Syracuse; Al Sherman, Los Angeles; Johnny Vincent, New Orleans and Joe Chaitl, Miami. Standing (left to right) are Phil Goldberg, Charlotte; Norman Weiner, NA veep; Leroy Holmes, label recording artist; Gene Pitney Musicor's chanter: Morris S. Prince, National sales director; Harry Stone, Miami, and Jay Jacobs, Eastern sales manager. Top right shot: Garry Greenbery (seated left) traveled all the way from Honolulu to attend the meeting. He joins Fran Shapiro and Naomi Croke of the label; Jay Pitney, San Francisco; (standing) Kent Beauchamp and Jim Scully, Chicago; Gill Robbins and Chan Dukels, two members of the Highwaysmen; Joe Levinthal, Seattle and Bob Ellis, San Francisco. Bottom left photo: Frank Luther, UA kiddie records producer, joins Lou Teicher of Ferrante and Teicher and Sidney Shemel, the firm's director of foreign operations; Middle: Jerry Lieber (right), of the indie producing team of Lieber and Stoller who have turned out a series of hits for UA, is introduced to the label's distributors by proxy Art Talmadge. Bottom right pic: Talmadge introduces Mike Clifford, new singing star, to the distributors during the sales meeting.
MONAURAL

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<th>No.</th>
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<tr>
<td>1</td>
<td>THE FAMILY</td>
<td>Andy Williams (Columbia CL 1469; CS 8469)</td>
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<td>2</td>
<td>MR. PRESIDENT</td>
<td>Original R&amp;B Cast (Columbia KOL 5870; KOS 2278)</td>
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<td>3</td>
<td>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC</td>
<td>Roy Charlin (ABC Paramount)</td>
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<td>4</td>
<td>BOBBY YEE'S GOLDEN HITS</td>
<td>Liberty LSP 3245; LSP 7345</td>
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<td>5</td>
<td>THE TWO SIDES OF THE SMOTHERS BROTHERS</td>
<td>Mercury MG 2687; SR 60575</td>
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<td>6</td>
<td>VENTURES PLAY TELSTAR &amp; LONELY BULL</td>
<td>Duets BUP 2019; BST 8019</td>
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<td>RUSTY WARNER IN ORBIT</td>
<td>(Innsbruck 1944)</td>
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<td>BIGGEST HITS</td>
<td>Chubby Checkers (Parkway 7021)</td>
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<td>NEW CHRISTY MINSTRELS</td>
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<td>HATARII!</td>
<td>Henry Mancini (RCA Victor LP 3599; SR 2599)</td>
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<td>A TASTE OF HONEY</td>
<td>Martin Lawrence (Liberty LSP 2577; LSP 7327)</td>
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<td>ONLY LOVE CAN BREAK A HEART</td>
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<td>WARM AND WILLING</td>
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<td>MOON RIVER &amp; OTHER GREAT FILM THEMES</td>
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<td>Laurindo Almeida (Capitol ST 1759)</td>
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<td>David Rose &amp; Orch. (MDM 58 4942)</td>
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<td>WEST SIDE STORY</td>
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(Columbia CL 1879; CS 6079) | Also available in Stereo
(Columbia CL 1469; CS 8469) | Also available in EP
"SINATRA-BASIE"—Frank Sinatra, Count Basie

The wax marriage of Frank Sinatra and the Count Basie band is one of the most enjoyable musical romps that either the chanter or orkester has cut. The band sound here is more prominent than that of other Sinatra albums. The forceful drive and exuberance of the crew is given plenty of opportunity to roll in their own distinctive fashion. However, the chanter does not take back-seat position. Sinatra's inimitable, original style is firmly pronounced as "I'll Be Kind," "My Kind Of Girl" and "I Won't Dance." Sure-fire chart item.

"1962's GREATEST HITS"—Billy Vaughn—Dot

1962's greatest hits! Vaughn's albums this year apparently are at the top of the list. His biggies are "Our Foolish Heart," "Ramblin' Rose." For his latest effort Vaughn has recruited a couple of the industry's top talent—Billy Vaughn and the Cheetahs. The result is a collection of biggies that should rate among the year's top sellers. Vaughn's album features a range of vocal and instrumental solos by some of the industry's top performers. Included here are "My Foolish Heart," "Ramblin' Rose," and "I've Got the World on a String." A sure-fire hit on every market.

"THE NEW CHRISTY MINSTELS IN PERSON"—Columbia CL 1941

The New Christy Minstrels clicked with their first album and this second edition of their distinctive blend of folk harmonizing seems destined to reach the charts in no time flat. This session, cut live at Hollywood's Troubadour, spotlights the group reading an interesting group of familiar and little-known numbers. The group's director, Randy Sparks, skillfully leads them through readings of "Denver," "The Invalids" and "You Know My Name."

"OUR MAN IN BOSTON"—Arthur Fiedler & Boston Pops—RCA Victor LSC-2399

Arthur Fiedler and the Boston Pops Orchestra have captured a lot of chart laurels in the past and this newest session on Victor seems destined to travel the same path. This very diversified program includes tunes from Broadway, the flics, and TV commercials. The maestro leads his men with the expected verve and artistry that has made this aggregation one of the best-selling in the country. Exciting bands here are "Al Fiedler's Band Of The Charlestons," "Guys And Dolls Medley" and "Hey, Look Me Over."

"THE GOLDEN HITS OF ITALY"—Emilio Pericoli—Warner Brothers WS 4189

Emilio Pericoli's chart-racing disk, "Al Di La," made him an overnight sensation in this country and this tuneful package of old and new Italian goodies should score handsomely in the coin department. Singing in English and Italian, the baritone gives a pure romantic flavor to such items as "Non Dimentica Roma." Plenty of vocal excitement here for the ballad lover's legion of fans.

"SOFT AND GENTLE"—Buddy Greco—Epic LN 24082

Through the years Buddy Greco has earned a solid reputation as a singer's singer. The talents of this chanter are perfectly capable of belting out blues items or up-tempo tunes but on this new set he directs all of his attention to a warm collection of romantic ballads. Greco's versatile legt flavor voiced, backed by Robert Mersey's strings, is superbly showcased in "I Wish You Love," "My Funny Valentine" and "Moonlight In Vermont." Loads of sales potential.

"OUR MAN IN NASHVILLE"—Chet Atkins—RCA Victor LSP 2616

Chet Atkins, who recently struck paydirt with his "Caribbean Guitar" LP, comes up with another first-rate session on Victor. This time out the talented guitarist exemplifies the Nashville sound on a bevy of country and pop items. Included here are inventive and nimble-fingered readings of "Alexander's Ragtime Band," "The Old Double Shillelagh" and "A Little Little Titty Tack." The disk has plenty of built-in sales ingredients and should go the success route rapidly.

"EDDIE FISHER AT THE WINTER GARDEN"—RCA Victor

Eddie Fisher's triumph at Gotham's Winter Garden is perfectly captured on this delightful two-disc set cut live during the chanter's engagement at the theater last year. With Eddie Samuels providing the musical backing, Fisher displays a mature polish, professional delivery on a top-flight group of standards. Best listening bets here include "This Nearly Was Mine," "Sitting On Top Of The World" and "Wish You Were Here." Part of the artist's legion of fans should come out for the package.

"STRINGS IN DIXIELAND"—Henry Jerome

With eight albums in his successful "Brazen Brass" series to his credit, Henry Jerome has established himself as one of the most imaginative musical innovators around today. As this album's tag suggests, Jerome has combined the hard-driving sound of traditional dixieland style with the subtlety of massed strings. The effect makes for a delightful, free-flowing brand of music. Standout sides include "Mamou Ramble," "Chicago" and "Sweet Lorraine."

"JACKIE WILSON SINGS THE WORLD'S GREATEST MELODIES"—Brunswick DL 734108

The Brunswick hit-maker has earned many laurels in the past for his imaginative song and this new package of romantic evergreens ranks as one of his best. As sessions to date, Wilson's wide- range, rich voice and inflections are delightfully suited to such favorites as "Forever And A Day," "Take My Heart," "Each Night I Dream Of You." Kudos also go to Dick Jacobs for a top-notch orchestra backing. Eye the LP for rapid acceptance.

"TOGETHER WITH LOVE"—Eileen Farrell, Andre Previn—Columbia 1920

Both of the classically-oriented artists here display an unusual ability to communicate in the popular idiom. Previn has come up with a bevy of inventive arrangements and treatments for a fine group of Broadway standards and does all in a style perfectly suited to such favorites as "Forever And A Day," "Take My Heart," "Each Night I Dream Of You." Kudos also go to Dick Jacobs for a top-notch orchestra backing. Eye the LP for rapid acceptance.

"PORTRAIT OF MARTY"—Marty Robbins—Columbia CL 1885

Marty Robbins continues with his trend of country music hits. This Columbia outing which features the warm-voiced baritone in a solo setting and the Spira Sisters. Robbins' voice blends perfectly with the Spira Sisters in good stead. The package includes a portrait of the singer. One of Robbins' best to date.

"THE BOSS OF THE BOSSA NOVA"—Joao Gilberto—Atlantic 8670

In recent months the Bossa Nova has been a tremendous amount of bossa nova product released but little, if any of it, is authentic. This first-rate Atlantic set spotlighting the singing talents of Joao Gilberto is a delightful exception to the rule. The chanter treats the same pleasing Brazilian rhythm not as a new dance craze but as a significant highly-personal mode of expression. Gilberto's musical feelings come through in good stead on "Barquinho," "Vez E Eu" and "Caisa Mais Linda." A splendid entry.

"TEEN STREET"—Maurice Chevalier, Hayley Mills—Vista BV 3313

Maurice Chevalier and Hayley Mills team up to introduce some teenage performers and launch the session themselves with a clever talk-sing number called "Teen Street." Some of the performers included here are Annette, Billy Sherman, Gary Shorts and shots of the popular youth are provided by occasional commentary by Chevalier and Hayley Mills. Rockin' tracks here are "Walkin' and Talkin'," "Double Feature Movie" and "Double Date." The teen dance crowd should come out in droves for this one.
is proud to announce the release of

**ORIGINAL SOUNDTRACK RECORDING**

Finally the creation of "The Bridge On The River Kwai"
Columbia Pictures presents
The SAM SPiegel - DAVID LEAN Production of

**LAWRENCE OF ARABIA**

ALEC GUINNESS
ANTHONY QUINN
JACK HAWKINS
JOSE FERRER
ANTHONY QUAYLE
CLAUDE RAINS
ARTHUR KENNEDY
OMAR SHARIF
PETER O'TOOLE

Music composed and conducted by MAURICE JARRE

**HI FIDELITY**

CP 514

SCP 514

Popular singles also available on Colpix and May records:

673 • LAWRENCE OF ARABIA
   Bernie Leighton

CP 674 • THE VOICE OF THE GUNS
   Arabian Knights

MY 131 • LAWRENCE OF ARABIA
   Jim Hall
**AMERABA**—Eddie Koehak, Hakki Obadia—Georgette 621

In the past several years there has been a widespread interest in eastern music and culture as evidenced by the appearance of numerous Arabic and Egyptian groups. Now one of the best of these groups, Eddie Koehak and Hakki Obadia serve up a dozen samplings of the tune form for music on this delightful Georgette release. The songs shine as they render top-notch renditions of "Hava Nagila" and "Cleopatra Dance." A refreshing musical experience.

**“DO THE ASSA NOVA WITH HERBIE ALLEN”**—Atlantic 2515

Herbie Mann, who has created an outstanding reputation for his efforts in the Afro-Cuban field, offers one of the most exciting and ingenious efforts of this style. With top-notch arranger Arturo O'Farrill, and backed by the top-notch orchestra, Mann carries this recording over the top and wins a lasting place in the jazz field.

**CAROL SLOANE LIVE AT 39TH STREET**—Columbia CL1923

Carol Sloane makes her second appearance on Columbia with this collection of beautifully arranged bossa novas. Her singing is supported by a top-notch quartet led by Bob Haggart. This is one of the best recordings of this style in years.

**WOODY HERMAN-1963**—Philips HPS 6009-965

Woody Herman has long been recognized as an important figure in modern jazz, and this program of big band jazz items contributes much to his reputation. His artistry is never more evident than on this session which features some of the best sidemen in the business. The solos are filled with abandon but within the bounds of the artist's creative arrangements. This is a must for your collection.

**THE HAPPY BIRD**—Charlie Parker—Charlie Parker PLP 404

Spike Jones has teamed up with Parker, as well as other jazz and popular groups to cut the greatest alto saxist. This new session, cut at a jam session in 1951, has never been released before and stands as an impressive testament to Parker's talent. His sideman capers as Charlie Mingus, Wardell Gray and Roy Haynes are featured in sidemen are featured in sidemen, but all the excitement is strictly around Parker. This is a must for your collection.

**CLASSICAL PICK OF THE WEEK**

**TOSCANINI PLAYS LIGHT CLASSICS**—RCA Victor VS 1015

Throughout his life Toscanini's technical virtuosity and amazing musical comprehension established him as perhaps the greatest contemporary conductor. Although he was better known for his interpretations of the heavier classics this excellent two-record set should firmly establish his ability to render lighter selections. The conductor directs the NBC Symphony Orchestra through the intricate pieces of Bizet's Carmen Suite No. 1, Rossini's "William Tell Overture" and some other melodic pieces with Polish and Verdi, a superb offering.
THE ALBUM SALES PLAN OF THE YEAR!
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AUDIO FIDELITY

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to all Qualified Dealers!

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Sound Effects, Bawdy Songs, Bossa Nova,
Al Hirt, Brave Bulls, Johnny Puleo, Port Said,
Dukes of Dixieland, Limbo and many more.

Remember, new set owners and January record shoppers
will be looking for exciting records and exciting values.

SUGGEST! STOCK! DISPLAY! AUDIO FIDELITY
for maximum sales and profits to you!

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CALL YOUR DISTRIBUTOR TODAY OR WRITE FOR
ADDITIONAL DETAILS ON THIS SENSATIONAL SALE TO:

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770 ELEVENTH AVENUE, NEW YORK 19, N.Y. Plaza 7-7111
The Dick Clark Show (7 PM to 9 PM, Monday thru Friday) made its debut last February on WWDC-Washington. Hosting the program along with Clark was WWDC personality Earl Robbin. This was the first time in Washington radio history that a national personality and a local personality will be doing a radio show together. The show is custom-made for young people and is designed specifically to appeal to listeners of the greater Washington area. In addition to performances on the top tunes of the Washington area, Clark and Robbin will interview the top recording artists in the country. On the debut show, Tony Bennett, Connie Francis, Chubby Checker, Dion and Dee Dee Sharp were featured.

The Pete Myers Swamp Fund, a tongue-in-cheek campaign to collect 105 acres of swamp property actually needed by New York to qualify its great Jewish swamp as a federal game preserve, relies on the successful completion of the WINS-New York mall contest to swell the $5,000 goal. Among the contributors from outlet listeners to Myers on the-air plea for swamp fodder was the Fort Hamilton University parking lot, offered by the University in Leon Valley, George J. McMahon, S. J. Other listeners generously offered damp sponge mops, and others, such as George's father, the entire community of Far Rockaway and various New York City high schools.

They're still dancing to radio and WNEW-FM-Peckkill proved it. New Year's Eve dancing party, featuring the Rhythmic Movement and band dance music, drew enthusiastic listener response. From 6:10 PM until 5:40 AM, the 20,000 Westchester station aired every kind of music imaginable, spotlighting name bands from the 30's and 40's, up right to the latest dance fads.

WSXN-FM-NASHVILLE has applied for a F.C.C. for authority to increase FM transmission power from 97.9 mc to the present 30,000 watts to 100,000 watts and to raise the transmitting antenna from the present 800 feet above the average terrain to 1000 feet above average terrain (or an actual 1500 feet above sea level). If the request got approved . . . the changes will permit the station to serve an additional half million potential listeners in the middle Tennessee, northern Kentucky and northern Alabama area.

Party Time with Darrel Peters spinning sing-along-songs and for the by-gone recently premiered WGN-Chicago. The program will be broadcast five days (Mondays thru Fridays) on WGN at 9:06 to 9:30 PM, and on Saturdays at 9:30 to 10 PM. Darrel will include dance-along tunes as well as sing-along-songs from music of the gay '30's, the roaring '20's and the '30's and '40's during the broadcasts.

Cal Milner, KJH-Hollywood, announcer recently interviewed more than 20 local TV and flick stars for use on night program. The celeb was attending to a special interview session, showing of "Two For The Seesaw" at a Beverly Hills theater, . . . KJH went whole hog for 1962 on its New Year's Day broadcast. For 17 hours (outside of the Tournament of Roses Parade) the station ran a recall-1962 show, which featured the outstanding musical hits, leading artists and top news stories of the year. Station topped off the proceedings with a cutting of Candle in the Wind.

KJFZ-Fort Worth's "traveling newswoman," Porter Randall, has left again on another tour of strange and interesting and in direct fashions to gather material for a series of new programs. Porter Randall will conduct a tour of thirty Texas through the Holy Land, Egypt, the Middle East, and the Mediterranean. He will visit Rome, Paris, London, Switzerland, Jericho, Araman, the Dead Sea area, Bethlehem, Jerusalem, Tel Aviv, Haifa and the Sea of Galilee. His itinerary will bring him back across the Mediterranean to Madrid, Tangiers, Gibraltar and his last stop will be London. He will, of course, be collecting local oddball incidents and should anything break out in the country, he will be the first to cover it via telephone for KJFZ.

It seems that there has been a great deal of confusion about the deejays at KEAW-Fort Worth, New Jersey. The correct line-up is as follows: Gene Packard (6 to 10 AM), Bill Vosburgh, Larry (10 to 12), Tom Lamaine (12 to 3), Bob Connell (3 to 7), and Skip Rafferty (7 to 12).

The transfer of ownership of six radio stations from the Biscayete Television Corporation to Miami Broadcasting Corporation was recently finalized in Miami. Word came from J. Leonard Reinsch, president, of the Miami broadcasting and television organization.

The Intermountain Network announced last week the formation of a Montana Intermountain Network News Bureau forging the last link, in a much-expanded regional news coverage pattern. Intermountain Net-work completed installation of new feeding facilities located in KBIL-Helena and placed it in charge of Terry Bass, vet Montana newsman. Bass will be in charge with complete Montana news coverage and is currently engaged in furnishing two legislative reports daily. All thirteen Montana stations of Intermountain Network and one complete regional network in the Dakotas is serving Salt Lake headquarters with three daily reports which are incorporated in regional news coverage originating from that point.

KDKA-Pittsburgh listeners shared in a surprise party for an outstanding broadcasting personality on New Year's Night. The guest of honor: Ed Shaughency, one of the area's most popular figures just as he has been for year and a half. Shaughency was presented a special award from Westinghouse Broadcasting Company.

VITAL STATISTICS:

Ken Dowe exits his air spot on KXAC and takes a similar position on WQX-Atlanta. . . . Bill Cusack is now spinning 'em on WKOX-Framingham, Massachusetts. . . Otto Geesel rejoins WTMX-New Orleans after a year's leave of absence for military duty. . . Bud McGregor given the green light as program director of KTRH-Houston.
WALK LIKE A MAN
4 SEASONS
VJ485

Heading For The Charts

HIS & HERS
TONY DOUGLAS
VJ481

Starting To Happen

THE WALK
LUE CAZZ
VJ483

Breaking Big

A HUNDRED
WAILIN’ CATS
ACCENTS
VJ484

Flipped Over By Request

RAINBOW
GENE CHANDLER
VJ486

Going Strong

LETS GET TOGETHER
JIMMY REED
VJ473

On The Charts And Going Higher!

LOVESICK
BLUES
FRANK IFIELD
VJ477

Moving To Chartsville

MOVE 'N GROOVE
GIL HAMILTON
VJ479

1st C&W—Going Pop

HELLO TROUBLE
ORVILLE COUCH
VJ470

On The Charts

DARKEST STREET IN TOWN
JIMMY CLANTON
ACE 8005

1449 S. MICHIGAN AVE., CHICAGO 5, ILL.
NEW YORK—Allan Sherman, who is currently pulling loads of loot with his runaway best-selling Warner Brothers album of “My Sue, The Folk Singer,” recently stopped by the New York radio stations to promote his follow-up chart-riding LP, “My Son, The Celebrity.” Shown (left to right) in the studio at WMCA are Joe Boccardi, Ruth Meyer, program director, Sherman and Don Davis. The laugh track is flanked by Al Trilling (left) and Mike Comito at WNEW in the middle shot. Standing (left to right) in the bottom photo at WINS are Stan Z. Burns, Sherman and Jack Lucy.

MGM Makes TV Tie-In For Kiddie Line

NEW YORK—MGM Records and Presto-Pop Popcorn, sponsors of TV kiddie programs, are cooperating in a special tie-in that will promote five albums of the label’s kiddie series on 34 TV outlets in major & secondary markets throughout the country. Promotion, set to run through Jan. 31, features such kiddie sets as “Tom Thumb,” “The World of Gireuses & Clowns,” “Big Van Winkle,” “The Children’s Sing-Along” and “Favorite Marches For Children.” Arrangements call for albums to be shown on camera with accompanying audio credit for each album on all participating stations. Albums and boxes of popcorn are awarded as prizes to young viewers through write-in contests.

Who Stole What?

NEW YORK—If you’ve been listening to The Matys Bros. polka diskling of “Who Stole The Keehska?” on the Select label, a subsid of Joy Records, you may not only be concerned about who stole it, but also what exactly was stolen. Well, keehska is a polish sausage, which also takes the form of a Jewish stuffed derma, Russian-type sausage, etc.

A number of radio outlets—to the advantage of the deck, which enters the Top 100 this week in the no. 98 slot—are using the offbeat title to run various contests which require audiences to tell who stole the keehska and what ingredients are used to make one.

GO NNA TAKE A CHANCE DONT’CRY DONNA
Tommy Roe (ARC-Pop 10399)

ONLY YOU
Mr. Acker Bilk (Atco 6247)

HONEY SUCKLE ROSE
Jimmy Smith (Blue Note 1552)

WHAT GOOD AM I WITHOUT YOU
Jackie Wilson (Brunswick 55736)

GREENBACK DOLLAR
KING CONI (Capital 4398)

LET ME ENTERTAIN YOU
Ray Anthony (Capital 4076)

MR. COOL
Chadys (Challenge 9108)

WELCOME HOME
Frankie Avalon (Columbia 1125)

HULA HULA DANCING DOLL
Trade Mark (Cord 5753)

BIG NOISE FROM WINNETKA
(Pat 1 & 2)

Cody Cole (Cord 62339)

LEAVIN’ ON YOUR MIND
TRA LE LA LA LA TRIANGLE
Patty Cline (Decca 31452)

SAME OLD HURT
Curry Road (Bell ROW 102)

MISERLOU
Dick Dale (Del-Tone 5019)

LET THE FOUR WINDS BLOW
Tommy Hunter (Imperial 3090)

KNOCKERS UP (EP)
Rusty Warren (Jubilee MGM 2009)

LET’S STUMP
Bobby Comstock (Lawn 202)

RED PEPPER
Roosevelt Fountain (Prince-Adams 447)

DAYS OF WINE AND ROSES
Henry Mancini (RCA Victor 1150)

AS LONG AS SHE NEEDS ME
Sammy Davis, Jr. (Reprise 20138)

WHO STOLE THE KEEHSKA
Matys Bros. (Select 719)

HITCH HIKE
Martin Gaye (Tamla 50075)

TELL HIM I’M NOT HOME
Chuck Jackson (Wand 132)

NOBODY BUT ME
Bobby Brax. (Wand 131)

NEW ADDITIONS to Top 100

66—RUBY BABY
Don (Columbia 42662)

69—YOUR USED TO BE
Patty Cline (Decca 31454)

71—WALK LIKE A MAN
4 Seasons (VeeJay 485)

77—YOU’RE THE REASON I’M LIVING
Bobby Darin (Capitol 4897)

80—LOVE MAKES THE WORLD GO ROUND
Paul Anka (RCA 8155)

81—END OF THE WORLD
Dorothy Davis (RCA 4894)

83—I WANNA BE AROUND
Tony Bennett (Columbia 42634)

84—BLAME IT ON THE BOSSA NOVA
Eddie George (Columbia 42661)

86—PUDDIN’ IN TAIN
Alice Cuts (Philadelphia 180)

88—OO-LA-LA-LIMBO
Danny & Juniors (Gordy 1240)

90—I WILL LIVE MY LIFE FOR YOU
Tony Bennett (Columbia 42634)

94—I’D RATHER BE HERE IN YOUR ARMS
Dorothy (Cord 734)

98—WHO STOLE THE KEEHSKA
Matys Bros. (Select 719)

99—THAT’S THE WAY LOVE IS
Sherri Davis (Decca 306)

100—WILLY MCC
Sue Thompson (Nicky 1176)

AIMED AT OPS

Near You/Dancing With Tears In My Eyes—Wayne King—Decca 25590

HOLLYWOOD—Warner Brothers Records recently held a series of key sales meetings in their Hollywood home base. Key label personnel from all over the country attended the event, sitting (left to right) in the foreground are the label’s Matt Gilligan, Arnold Theis, Sid Schaeffer and Joel Friedman. In the foreground (left to right) are Bob Summer, Stan Applebaum, Jimmy Hilliard and Hugh Hilliard. The photo was taken by Marvin Deane who also attended the meetings.
EXTRA SPECIAL DELIVERY!
NEW CHART-TOPPER ON ITS WAY—BY A SWINGIN' U.S. MALE!

RCA VICTOR

THE MOST TRUSTED NAME IN SOUND
NEW YORK:
Harry Finfer in town last week, from Philly, tells us that his outfit is red-hot with three different labels: Danny (For Us: Tomorrow Goodbye) (Frisco), the Tams’ “Deep Inside Me” (Atlantic), and Jimmy Milburn, Jr.’s “Gloria” (Shalimar). . . . Ella Fitzgerald’s set for a 1/21-22 stand at the Beach: Thur’s latest L’Vee LP’s tagged “Ella Swings Gently With Nelson.” . . . Bill Darnell, of the Herald-Express set-up, sends word that the Cordons’ “Mar- lene” is now spreading to Cleveland after winning here. . . . Bob Kornheiser sends along word that Tony Thomas (Stax) continues to break out in new markets: that Ray Charles’ “Carrying That Load” (Atlantic) is getting the heavy stuff in the major markets. . . . Benny Mendel, working indie promo work on all the hits, has finished a two-weeks in the studio picture block-buster, “Lawrence Of Arabia,” in association with U.S. Ferrante & Teicher, London’s Frank Chelsfield, Columbia’s Paul Miscovich, Maybury’s Bernie Leighton and May’s Jim Hall. . . .

SMASH: Smashes roving ambassador Doug Moody in town long enough to tell us that Cleveland’s “Folks Keep Changing” (on Halfway) is starting to break through especially in the more northerly markets. . . . Once again, we see the great influence of a visual and emotional reaction to Tony Fisher’s Smash “How Sweet It Is” which has sold more LP’s to the big sellers with Connet’s saleable Evelyn Cornell are the Drifters’ “Up On The Rooftop” on Mercury and the Sea’s “Red Pepper” (Prince) which is also doing well on the West Coast’s and Charles Atlantic stations. . . . Mercury’s George McCann III continues to send along attention-getting gits in behalf of his up-coming release wherever. A target Custer’s “In The Wind” time he sent a small candle. . . . Connie cio who’s currently currying smash single is “I’m Gonna Be Warm This Winter,” own her Sahara stand in the local scene. While there she’s had her act waxed live for an LP release next month.

Tony Bennett, who has a double-barreled Columbia follow-up to “San Francisco” (in “I Will Live My Life For You” and “I Wanna Be Around” (Atlantic) currently at the Sahara Inn Motel, in Chi, thru the 19th of Jan. . . . Date’l be followed with a one-weeker at Puerto Rico’s San Juan Hotel. . . . Metropolitan’s “Easter Special” Holiday House in Milwaukee for a 3/15-21 run . . . John Ceveto finds out that he has just signed Ricki TV to a wax pact and that his label’s output will be known as “Linda” . . . Comedian Rip Taylor, who’s been getting top TV exposure via the Ed Sullivan show, has waxed an LP of his “crying routines,” tagged “The World’s Most Famous Fugitive.” . . . Lonnie Doney and the Earley Brothers, with a “new face” and a big sound, are set for an Epic LP release this week. . . . Joe Penner is currently breaking through at the Biltmore Saddle- Ridge in the new Robert Darin & Dave Cash Box—January 19, 1963

CASH BOX RECORD RAMBLINGS

TONY BENNETT

CLEVE LARADO

CONNIE FRANCS

RIP TAYLOR

LOU RAWLS

FRANKIE ANTHONY

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CHICAGO:
Oscar Brown Jr. (Columbia) took to the current upper levels of Harlem engagement to perform, along the way getting a splashy youth benefit in the Lawndale Neighborhood Center (1/6), hosted by Marvin & Erma Gaye. Before headin’ east on a brief trip, Ben Brown, the Columbia Exec., was in town for a presser that “I’ll Go” by Paul & Paula Rovin’s “Lonely Star” . . . Best of all, Tony Lawrence gets a date at the 6th. E. 22nd Street’s Plymouth on 1/11.

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CAMEO/PARKWAY STARTS 1963 WITH A BANG

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BIG MONEY MAKERS FOR YOU!

C-1040 All The Hits—Vol. II
C-1032 All The Hits—Vol. II
P-7016 All The Hits/All Stars—Vol. II
C-1042 Beethoven Ben Plays Piano Favorites
C-1037 Songs That Will Live Forever
C-4020 Academy Organ—Vol. II
P-7024 American Folk Songs
C-1030 Sunny’s Gallery Of Folk Ballads

PLUS THESE BIG DISCOUNTS NOW!

12 1/2% on new releases...plus incentives
12 1/2% on every LP in the Cameo/Parkway catalog plus incentives
THIS OFFER FOR LIMITED TIME ONLY...START THE NEW YEAR RIGHT BY ORDERING NOW!

DATING: February, March, April

THE BIG ONES ARE ON CAMEO/PARKWAY

Cash Box—January 19, 1963
Shannon in her new single, "Faded Love." Rod said disk is getting unanimous pick hits throughout the country ... George Jay has been named the number one promotion man in the country by both Bill Gavin's report and by behind the Scenes out of Buffalo, New York. ... New West Coast label, Vault Records have a smash album in their first effort. LP is "Surfbeat" by The Challengers and label is being distributed by World Pacific ... Fred Astair's Ava Records has purchased the master of "I Believe" recorded by San Francisco disc jockey Dick Stewart. Record sold more than 30,000 copies in the San Francisco area in three weeks. ... Gene Block held Columbia distributor and branch sales meetings for the Southwest and the West Coast at the Sands Hotel in Las Vegas. ... London Records big group, The Tornadoes who hit so big with "Telstar" arrive in this country next month for a series of appearances. ... Georgia Gibbs currently in her Reno debut at Sparks Nugget Circus Room. ... Infinity Records have a big new version of the oldie ballad "Went The Strings Of My Heart" by The Furys on their March 4 label. "The First Lady Waltz" by Ned Washington and Jimmy McHugh will be the big hit of the pre-Valentine ball, and it was also included in California Governor and Mrs. Pat Brown's Inaugural festivities. ... Rita Christie's "This Year" on Hollywood label was the best record ever hit by the Chicago area, and now starting to take off nationally. ... Nancy Wilson has been signed for a limited return engagement at the Crescendo starting March 13. Prior to her Crescendo bow, songstress is scheduled to record two new Capitol albums ... Fabor Robinson reports this week's action the biggest for his Fabor recording of "From A Jack To A King" by Ned Miller. Kitty Kellen currently appearing at the Hotel Roosevelt, New Orleans ... Composer Dy Dunham has been signed by producer Michael Wayne to write "Just Right For Me," a light love ballad featured in the HitCap Productions of "McLintock." ... Jerry Colonna opened Harrah's Tahoe lounge following 25th yuletide inlet to serve the people with Bob Hope. ... Georg Stoll composed and scored the music for Ken Murray's new hour TV special, "Ken Murray's Hollywood Without Makeup." ... Vet DJ Al Jarvis now promoting for Mark-Fi Records, Sue Evans and Her Scamps returned to the Premiere Laces in Santa Fe Springs Jan. 8 for a four-week stand. ... Frankie Anthony, who scored with a recent Coast clik in "Goin' to the River," is off to a strong start with "Little Girls Have Big Faws," on DRA Records ... Geri Hale, vocalist, is featured with Tom Rows and the Halfbacks at Hotel El Rancho in Sacramento, for an indefinite stand. ... Composer George Duning has started conferences with Geo. Ray Hill on the score he is writing for the Mirish production, "Toys in the Attic," ... yet for his Fabor recording of "From A Jack To A King" by Ned Miller. ... Dionne Warick, hitting big with "Don't Make Me Over." ... The Kirby Stone Four making a return engagement in the Thunderbird Hotel Lounge, for a break week at Michael Tolley's Cal-Verse RCA recording of "Have You Had A Change Of Heart," was arranged and conducted by Jimmy Haskol. ... Burly Ives unhappy re prospects of putting his head and heart LP up, and coming role in next pic, "The Bruss Bottle," in which he plays a genie. ... the Pu, arena for wax hope this week. ... Believe it or not! Chips' promo man for Cameo/Parkway Ed Cotlar made 8 hops last weekend-in 9 hours, with Don Covay, who's hitting with the "Pepooy Waddle." ... JACKSON MICH. — Walt G. B. Kisiel sends along his thanks for all the help and tapes he received, especially from WLJB—Laurens, S. C. Larry Gay and N. Y., etc, "T. J." Johnson, that were used on his WOLA radio show, Walt adds that we oughta keep an eye on Bill Simmons & the Imprints and Aunt Ruby Jones & her Gang.

ASHLAND, OHIO—Hilltop Records announces the release of Dale Godby and his Blue Sky Trio's "Day Dreaming," featuring the voice of Teak Board—written by the leader of the group, Godby. The flip side features the voice of Gene Barkhart doing a special arrangement of the old favorite "Franky and Johnny." Tunes are published by B-W Music.

SAN FRANCISCO—Fantasy's Saul Zant pens both the Vince Guaraldi Trio's "Cast Your Fate To The Wind" single and "Boy Impressions Of Black Orpheus" LP are climbing the charts all across the country.

PORTLAND, ORE.—Bro's Rocky & Hal have a funny promo gimmick going for their waxing of "Innocent." Platter spinners in the northwest and

**Here and There:**

**Philadelphia**—A&L promo man Harry Phinque notes that the outfit's really using the extra space at the larger quarters with all the action on Jerry Landis' "Lone Teen Ranger" (Amy) and Young William & the Jamaicans' "Limbo Drum" (Himen-don). Arthur Lyman's "Love For Sale" (Hi-Fi), the Majorreets' "White Lydia" (Troy) and the Concord's "Marlene" (Herald)... Over at Bob Heller's place promo gal Ella Robinson saw her biggest deck this week is Rob Gallon's "Wall To Wall Love" (Hick-ory) and that in various parts outside of Philly it's Ned Miller's "From A Jack To A King" (Fabor), Gary U. S. Bonds' "where Did The Naughty Little Girl Go" (Legrand) and the Vince Guaraldi Trio's "Cast Your Fate To The Wind." ... Fran Murphy notes that Ed S. Barsky's is now handling the LaRose line out with Frankie Love's "First Star." Frankie'll be in

**Cash Box—January 19, 1963**

**Breaking Wide Open**

**Dodie Stevens**

"**Daddy Couldn't Get Me One of Those**"

_#5908_

**Imperial Records**


_IN CANADA • LONDON RECORDS, LTD._
MAKE ROOM AT THE TOP!
FIVE BIG ONES FROM MGM
ARE ON THEIR WAY UP!!

CONNIE FRANCIS
I'm Gonna Be Warm
This Winter
c/w AL DI LA .................. K13116
Packaged in eye-catching four-color sleeve!

JONI JAMES
Any One But Her
.................... K13117

THE LITTLE SISTERS
Goin' To Boston
..................... K13113

CONWAY TWITTY
The Pickup
.................... K13112

DICK STEWART
I Believe
..................... AVA C-117

AVA Records are distributed by MGM Records
**New York**—Bobby Vinton's new Epic LP, "The Big Ones," includes "Ramblin' Rose," which was co-authored by Joe Sherman. The songster is pictured above with Sherman at a recent recording session. Vinton currently is represented on the Top 100 with "Trouble In My Middle Name.

**Epic Signs Bobby Helms**

NEW YORK—Epic Records has announced the signing of star country singer-composer Bobby Helms to an exclusive recording contract. Recordings by Helms will be produced in Nashville by Don Law, executive producer.

Helms, previously on the Decca label, is best known for his perennial hit, "Jingle Bell Rock," with sales reported in excess of 19 million copies. In addition, he has recorded such hits as "Rathbone" and "My Special Angel."

The singer has made appearances throughout the United States, as well as having performed at prominent Forces bases in many foreign countries. Helms has appeared on numerous television programs, including the Ed Sullivan Show and Dick Clark's "American Bandstand."

**Dickie Dale Crew A Click In L.A.**

HOLLYWOOD—One of the hottest groups in the Los Angeles area is that of bandleader Dickie Dale & His Tornadoes, and its beginning to get national attention. Instrumentalists' Del-Tone single of "Peppermint Twist" is No. 90 on this week's Top 100. Furthermore, Sid Talmadge of Record Merchandising, local L.A. Del-Tone distributor, which also is an LP by the crew, "Sourcers Choice," sales are in excess of 50,000 albums. Dale and his musicians are playing to capacity crowds at the Harmony Park Ballroom in Anaheim, Calif.

**Reprise Inks Michael Callan**

NEW YORK—Michael Callan, an actor, has been signed to an exclusive recording contract by Reprise Records. Callan, who is under contract to Columbia Pictures, has just completed a key role in Carl Foreman's "The Victor." He will meet with Reprise heads this week to work out schedule for singles and two planned albums to be done in the next few months.

**Frisco's Record Room Set To Close This Month**

SAN FRANCISCO — The Record Room, a disk retailer housed in San Francisco's Fairmont Hotel for the past 15 years, is calling it a day at the end of this month.

The emergence of the discount house is blamed for the demise of the firm, notes Andy Johnston, head of the dealership.

"These outlets began to affect our business in 1958 and our income has been declining steadily ever since, although we have been fortunate in that the Record Room has shown a profit for each and every year, including 1962..."

**Charles 'Carryin' Is On Atlantic**

NEW YORK—In last week's Radio Active Chart, the Ray Charles disc of "Carryin' the Load" carried the wrong label. It was actually released on Atlanta Records.
CUB'S HIT OF THE YEAR!

WEST

NORTH

EAST

SOUTH

Breaking Big

R & B — Goin' Pop!

DRIFTING APART

MACK STARR

AND THE MEADOWS

K 9117

CUB

HIGH FIDELITY

DISTRIBUTED BY

ATLANTA, GA.: Godwin Dist. Co., 1220 Spring St., N.W.
BOSTON, Mass.: Mutual Dist., Inc., 1241 Columbus Ave.
BUFFALO, N.Y.: Paragon Record Dist. Co., 747 Main Street
CHICAGO, Ill.: Music Dist., Inc., 1343 S. Michigan Ave.
CINCINNATI, OHIO: Supreme Dist. Co., 1000 Broadway
DALLAS, TEXAS: Big State Dist. Corp., 1337 Chemical St.
DENVER, COLO.: Walter Single & Co., 725 S. Broadway
DETROIT, MICH.: S & L Dist. Co., 7717 Lyndon St.
EL PASO, TEXAS: Sanland Supply Co., 1201 E. Missouri Ave.
GREAT FALLS, MONT.: Music Service Co., 204 Fourth St. South
HARTFORD, CONN.: Trinity Record Dist. Corp., 477 Park Ave.
HIALEAH, FLA.: Tan Record Dist., 475 S.E., 10th Court
HONOLULU, HAWAII: Eric Of Hawaii, 607 Coral St.
HOUSTON, TEXAS: United Record Dist. Co., 1618 St. Emanuel

INDIANAPOLIS, IND.: Associated Dist., Inc.
LOS ANGELES, CALIF.: Record Sales Co., 2818 W. Pico Blvd.
MINNEAPOLIS, MINN.: Harald N. Lieberman Co., 257 Plymouth Ave. N.
NASHVILLE, TENN.: Southern Record Dist., 147 Lafayette St.
NEW ORLEANS, LA.: Record Sales, Inc., 640 Baronne St.
NEW YORK, N. Y.: Supreme Record Sales Co., 656 Tenth Ave.
OKLAHOMA CITY, OKLA.: B & K Dist. Co., 129 Northwest 23rd
PHILADELPHIA, PA.: David Rosen, Inc., 835 N. Broad St.
PHOENIX, ARIZ.: Sunland Frontier Dist., 2832 N. 16th St.
SALT LAKE CITY, UTAH: Great Western Record Co., 1544 South Redwood Rd.
SAN FRANCISCO, CALIF.: Mainland Dist. Co., 235 Ninth St.
SEATTLE, WASH.: C & C Dist. Co., 3711 Hudson St.
SHREVEPORT, LA.: Stan's Record Shop, 728 Texas St.

Cub Records is a Division of Metro-Goldwyn-Mayer, Inc.

Cash Box—January 19, 1963
Decca Intros 9 New Phonos

NEW YORK—Decca Records has just marketed an additional nine new phonos for its 1962 line. Prices range from $19.95 to $199.95.

All of the new models (see below) as well as those being continued in the line, are available for immediate delivery. Supporting their intro will be strategic trade ads and consumer ads on a local level.

Sydney N. Goldberg, Decca’s sales chief, noted, in announcing the new phonos, that “the outlook for the phonograph industry looks very favorable.”

“We have had one our best years in 1962, and we feel confident that the Decca phonograph line will continue its growth and strength, and maintain its leadership in the field of portable phonos for an even more successful year in 1963.”

Here’s the lineup of the models:

DP-16, The Palm Beach VI—a four-speed manual portable, now available in four colors instead of three, highlighting a front mounted speaker, turnover cartridge, and luggage style cabinet. Suggested list price—$10.95. DP-504, The Seaford VII—an improvement over last year’s model by moving the controls to the front panel with an escutcheon. The cabinet features a shadow box effect in the front of the lid, with the covering available in three color choices. Suggested list price—$24.95.

DP-506, The Lenox II—this different version of a step-up manual features a detachable speaker. By using a special network with a low-pass capacitor, it gains about 30% more volume output than previous models, says Decca. Suggested list price—$34.95. DP-662, The Sheldrake III—this unit features an improved on-off bass response, along with a newly designed cabinet which enables the phonograph to be played with the lid closed. The controls are exposed, but are made much more accessible than if they were in front. Availability is in two new materials which have a glazed metallic finish. Suggested list price—$79.95.

DP-663, The Verza-Tilt—a highlight unit of the entire line, this new phono describes its function. Recognizing the trend to tilting or angle stereo portables, this model features a different design with two 8” speaker rings, resulting in a better space-amplifier combination. Availability is in two colors, glazed copper trays and glazed black twined. Suggested list price—$79.95.

DP-758, The Devon III—successor to one of the most successful models ever released in the Decca line, this unit has been completely redesigned inside and out. The amplifier is considerably larger and delivers double the power output of its predecessor. In addition, all full stereo portable automatic features two separate enclosures, plus a diamond-sapphire needle. Suggested list price—$139.95.

DP-118 (Mohagany finish), DP-119 (Walnut finish), The Ransey IV—moving improvement in the DPS-16, this year. Suggested list price—$119.95.

DP-215 (Mohagany finish), DP-216 (Walnut finish), DP-218 (Blond maple finish), The Marshall—this self-contained full stereo console features an enlarged cabinet with a split top, a newly designed BSR changer, and an increased speaker compliment of four. Suggested list price—$119.95 (DP-118), $124.95 (DP-119), DP-215 (Mohagany finish), DP-216 (Walnut finish), DP-218 (Blond maple finish). The Marshall—this self-contained full stereo console features an AM/FM radio, a superior speaker compliment of 9” x 6” oval speaker, with heavy bass magnets, plus tweeters and a balance control, and a diamond needle. All models are of hand-rubbed veneer cabinets. Suggested list price—$189.95 (DP-215), $199.95 (DP-214-215).

Tom Smothers Marries

CHICAGO—Tom Smothers, elder brother in the Mercury label’s Smothers Brothers comedy-folk-singing team, was married to Stonnie Rose Green in Sherman Oaks, Calif., last Sat. (12).

Cortland Names 2 To A&R Staff

CHICAGO—Earl Glieken, executive vice president of Cortland (Philips’ American East, associated with Philips, has announced the appointment of Bob Sittler and Karl Popper to the label’s A & R staff.

Sittler, a veteran in the music business having formerly produced for the Sue and尼克 labels, has completed his first season for Cortland, a single titled “Don Juan” wowed by newly signed vocal duo The Starr Brothers. Cortland is currently enjoying success with a recent release by Johnny Cooper. Alkaline Do” on its Ermine affiliate.

Vienna Choir Boys In U. S. For Tour

CHICAGO—The Vienna Choir Boys, exclusive Philips label recording artists, are in the United States, for a concert tour that will bring them to 57 American cities in 69 concerts. The tour, which began Jan. 5 in Baltimore, will run through march 24. A New York City, Town Hall appearance is scheduled for March 22 and 23.

The artists made their American album debut on Philips’ “The Vienna Choir Boys Singing Songs by Schubert & Brahms.” A second album, released by Phillips Jan. 1, is entitled, “The Vienna Choir Boys Sing Madrigals from Germany, Italy, England and France.”

The Walt Disney film, “Almost Angles” currently being shown throughout the country, features the songs of The Vienna Choir Boys.

Another Philips attraction, star French actor-singer-composer Charles Aznavour, has had two of his hits singled out by The New York Herald Tribune as among the best hits of 1962. They are: “Shoot the Piano Player” and “Tomorrow is My Turn.” Aznavour made his American LP debut with a Phillips offering, “The Time is Now—Charles Aznavour,” which features some of his French hits.

The other Samoa performs are: Howie Doll, Richard Greenspan and John Thomas.

Sylvia Green Returns To Disk Biz

NEW YORK—Sylvia Green is back in the disk business after a nine year absence. She has become associated with the plant in Dist. New York. She was formerly national sales pro motion head of the now defunct National Records, which had the million selling deck by Eileen Barton, “If I Knew You Were Coming I'd Of Baked A Cake,” back in 1950.
Reprise announces
with particular pride
the coupling of its prodigal,

Frank Sinatra

with the sound of

Count Basie

and the Basie Band

to achieve a level of record
provocation without parallel
in all the history of popular music

The album called simply:

**Sinatra-Basie**

is available now at
conscientious dealers everywhere

reprise

Mono or Stereo 1008

A sheet...S.V.P.
NEW YORK—Columbia Records has promoted V. Peter de Rougemont as vice-president of European operations, it was announced last week by Harvey Schein, newly-named vep and general manager of the label's international dept.

de Rougemont has been reassigned from his former office as vep of Latin-American operations. Most recently, he supervised the opening of Columbia's new studios in Buenos Aires.

Schein said that the move would be responsible for directing Columbia's "growing operations throughout Europe."

Joining Columbia in 1955, de Rougemont has been director of Columbia's three wholly owned Latin-American subsids, Columbia Argentina S.R.L., Columbia do Brazil, S.A. and Discos Colombian de Mexico.

FCC AM "Freeze" Under Attack, 2 Outlets Get Bad Renewal News

WASHINGTON — The Federal Communications Commission's "freeze" on applications for new AM radio outlets was opposed by a number of witnesses at a "shirtsleeve conference" here last week sponsored by the FCC and the National Association of Broadcasters (NAB).

The "freeze" drew fire on two main counts: It means more Government control of competition in the radio industry, and it is unfair to those who want to go into the radio business, and particularly those who have already gone to the time & expense of preparing to apply for an AM license.

Witnesses included communications attorneys Robert M. Booth, Jr., former president of the Federal Communications Bar Association, and Lauran A. Colby, who noted that six of his clients had half-ready applications.

In other FCC-station developments last week, the FCC voted to reconsider a 1957 grant of Orlando-Fla. TV outlet, Mid-Florida Television Corp., because of the possibility that the original grant was the result of an improper attempt to bias a commissioner.

The FCC requested that the U. S. District Court of Appeals in Washington send the case back to the Commission. Case is in the court of an appeal by Woz, Inc., which competed with Mid-Florida for the license.

Basis of the appeal is conversations between William H. Dial, an Orlando attorney working for Mid-Florida on a matter indirectly related to channel 9, and Richard Mack, an FCC commissioner and friend of Dial. While the FCC note that the conversations are not proof that Mack was swayed to vote in favor of Mid-Florida, it noted that Mack should have disqualified himself in the voting.

In yet another FCC move, it refused to reconsider its denial of a license renewal for WKDK, Kingstree, S. C., an outlet that the FCC had accused last year of allowing a deejay to make off-color remarks on the air.

MGM's Kepler Loads DGG-Archive Build-Up In U.S.

NEW YORK—Leo Kepler, director of classical activities for MGM Records, is on the move as part of the label's efforts to "strengthen the character and identification" of the DGG yellow label and Archive line in the U. S.

Effective Jan. 2, MGM completed the last phase of taking over distribution of the complete catalogs of DGG in North America. These lines include both the yellow label DGG records and the Archive production records. Two catalogs comprise between 700 and 800 catalog numbers. Last April, MGM began to distribute new releases only for DGG and in August of '62 it offered the first Archive release of new material.

Along with Carl Post, recently named sales manager for the label's DGG and Archive lines, Kepler left last week (11) to attend the Music Educators National Conference meet at the Chase Park Plaza Hotel, and the exec leaves for Hamburg, Germany this Fri. (18) for an important series of meetings with the top execs of DGG.

At the St. Louis meet, one of the first of the major '63 regional conventions of music educators, Kepler and Post will present for the first time under the MGM banner, the complete DGG yellow label and Archive production catalogs.

Attendance at the meet is the beginning of MGM's efforts to distribute on the widest possible basis information about these two lines of disks to educators as well as dealers. The label will exhibit at all other important educational conventions across the country.

While in Europe, Kepler will talk with DGG about the whole spectrum of American activities with particular emphasis on A&R, American-sloned product, advertising, promotion, artist relations, etc.

It was pointed out that even though DGG and Philips are working quite closely together in many areas of the disk business, there will continue to be a completely separate operation of all the lines controlled by either of the companies in the U.S.

Terry Melcher Upped In A&R At Columbia

HOLLYWOOD—Terry Melcher has been promoted to associate A&R producer of pop music for Columbia Records Coast operation. His promotion was announced by Irving Townsend, the label's new West Coast vep who has headed the California A&R department the past three years. He's the son of Doris Day and Marty Melcher.

Melcher, who will be 21 in Feb., has worked in the Hollywood office as an A&R man since June 1962. He, originally joined Columbia under its management trainee program in April 1962 and was transferred here after two months on the East Coast.

Melcher has been handling singles production, working with the recently-signed vocalist Eddie Hodges, for whom he produced the record, "Seven Is Believer," "The Rip Chords (a vocal duo) and Em G'onna, an R&B singer. In line with his promotion, Terry will be working on singles projects in the future with several of Columbia's major coast artists.

In addition to handling A&R assignments, Melcher is also a Columbia recording artist. His latest single, "Be A Soldier," is scheduled for release late this month.

Rick Willard Heads Promo At Ad Lib

NEW YORK—Rick Willard has been named national promotion director of Ad Lib Records and its subaid firms.

Willard comes to the set-up after a stint as R&B national promotion manager for Jay-Gee Records. Prior to that, he was record librarian at radio station WNEW-New York for 7\(\frac{1}{2}\) years and a deejay-librarian at WOW, also based in New York.

Willard will travel around the country visiting deejays, distributes, one-stops, etc., and also will be working with artists on the Ad Lib and Lenox labels. Laster diskery has a big hit with "Little Esther" Phillips' "Release Me."

The Family Behind "First Family" Success

NEW YORK—Archie Bleyer, presx of Cadence Records, acrps a gold record from RCA Custom Records, commemorating the two millionth pressing of Vaughn Meader's smash "First Family" album. With Bleyer (from left to right) are: Carl Reinschild, Ralph Wadkins and James Head of RCA Custom Records and Bud Delinger and Robert Mack, national sales manager and production manager respectively for Cadence Records. RCA Custom pressed the two million copies of the LP in the amazingly short space of three weeks.
TOWN WITHOUT PITY
THE MAN WHO SHOT
LIBERTY VALANCE
ONLY LOVE CAN BREAK
A HEART
HALF HEAVEN—
HALF HEARTACHE

geared for
greatness...

G E N E
P I T N E Y

MUSICOR
RECORDS
MAINSTAY
MANAGEMENT, INC.
Bookings:
WM. MORRIS
AGENCY

Cash Box—January 19, 1963
Malverne’s Shockets Lists
Evils Of Transshipping

NEW YORK—What is the effect of transshipments on the different seg-
mants of the record industry? Bill Shocket, of Malverne Distributors, this city, who prepared a draft of a proposed manufacturer-distribu-
tor standard contract for the ACMA (see separate story), has given considerable thought to the problem. Here are the results of transshipping, in the view of Shocket:

To the manufacturer, transshipping means large credit coverage on LP records; but it completely limits sales of the manufacturer’s merchandise in demand. The manufacturer then as-
sumes the status of depending upon his own merchandising and survival—which is directly opposite of the traditional concept of shipping through catalog sales.

To the distrib who is the victim of transshipping, it means loss of busi-
ness caused by unauthorized handling and destruction of his efforts in maintaining and creating good will. To the average record dealer—who is not in a position either financially or from a merchandising point of view—to buy large quantities of product from transshippers, it means that he is forced to compete on a basis which is unjust, unfair and unwise.

Shocket notes that transshipping is not illegal; that in other industries at certain times it is even desirable. Therefore, if the record industry desires a distrib and dealer, it can only be termed a menace, he stated.

Aldon Music Keeps
On Rolling Along
With Those Hit Tunes

NEW YORK—After four years of publishing, Aldon Music continues to amaze the trade with its consistent chart successes. This week, marked by 12 Top 100 entries, the most clicks the firm has had on the charts at one time.

Aldon’s chart strength is sharply accentuated in the Top Ten positions, with the top song in the country, the King-Goffin composition “Go Away, Little Girl,” with Barry Mann and Cynthia Weil. Another King-Goffin effort, “Up On The Roof” by the Drifters, holds the No. 9 position.

Carole King and Gerry Goffin alone are responsible for four chart-makers this week—aside from the two already mentioned, they wrote The Cookies’ “Chains” and Little Eva’s “Keep Your Hands Off My Baby.”

Another team with four on the charts this week are Aldon’s Barry Mann and Cynthia Weil. Besides “My Dad,” they have the new Crystal’s record, “He’s Sure The Boy I Love” (10), Johnny Crawford’s “Proud” (44) and the new Ellie Greenwich composition, “Blame It On The Bossa Nova,” which entered the charts for the first time this week in the 84 position.

Consistently coupled with this success is the story of the Roundfield supplied two more chart-makers: Brenda Lee’s brand new “You Gotta Be True,” makes its initial appearance this week at No. 68 and written with Jack Keller, and Jimmy Clanton’s “Darkest Street In Town” with Benny Kardes collaboration.

Three new Novins-Kirshner writers round out the chart show with the Bobby Goldsboro record “Molly,” composed by Steve Karaliski, and the Alley Cats’ “Puddin’ N Tain” by Brice Coefield and Gary Pipkin. These are the first chart songs for these three boys.

Disk Distribrs Can Get
Peter Pan Exclusivity

NEW YORK—Disk distributors around the country for the first time are being given the opportunity of handling the Peter Pan kiddie catalog on an exclusive basis, according to Ira L. Moss, exec veep of the parent firm, Ambassador Records.

Ralph Gould, sales veep, is leaving on a 30-day sales trip for discussions with distributors and the presentation of the label’s new $1.98 LP releases, which includes albums by Captain Kangaroo, Arnold Stang, Jimmy Nelson, Sonny Fox, Deputy Dawg, Cas-
per the Friendly Ghost and a group of 109-114-1682-1685.

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per the Friendly Ghost and a group of 109-114-1682-1685.

CMA Officers, Board Set N.Y. Meet

NASHVILLE—Officers and board of directors of the Country Music As-
sociation will hold their first quarterly meeting of the Spring Hilton Hotel in New York Jan. 24-25.

This will be the first official meet to be presided over by Gene Autry, who was elected president of the CMA at the annual meet here in November. Wesley Rose, president of Acuff-Rose Publications based in Nashville, was elected Chairman of the Board at that meeting.

The CMA meeting in New York will find such key topics on the agenda as the organization’s plans for a second radio station survey, tactics for “crashing” Madison Avenue, and plans for a combination CMA office building and Country & Western Museum.

In 1961, CMA officials surveyed all U.S. record manufacturers and artists, with the aim of developing a program of C&W music and the number of hours devoted to it. The survey revealed that few radio stations parallel the country music format with other stations adopting rock and pop formats.

CMA recently moved its Nashville headquarters to the heart of the city’s disk-pubocracy center, at 801-10th Ave. South.

Frankie Avalon To Wed

PHILADELPHIA — Singer — actor Frankie Avalon married former Miss Rheingold contestant Kay Deibel this Sat. (19) in Hollywood.

A quiet church wedding is planned, with the house of the church not to be divulged.

The wedding party will consist of the bride and groom’s parents, Mr. & Mrs. Bert Deibel of Miami, and Mr. & Mrs. Frankie Avalone, respectively; Bob Marucci, Avalon’s manager and owner of Chan-
celler Records, will be best man; and John Wayne, who is married to the bride’s sister, who’s mar-
rried to Michael Wayne, son of actor John Wayne.

The couple plan to honeymoon in Mexico.

Laurie Buys Gold Catalogs, Sets Pubbery Expansion

NEW YORK—Laurie Records has purchased the BMI and ASCAP cata-
logs owned by publisher Jack Gold, who is making the move as part of its drive to become more active in the pub-
lishing field.

Laurie is presently interviewing candidates for house publishing op-
erations, which will be expanded by the acquisition of other catalogs or individual well-known copyrights. Laurie plans to make separate purchases, and operate completely separate from the label.

Some of the Gold copyrights in-
clude "See You In September," "My Favorite Song," "Love Me Forever," "Baby Blue," "Look Homeward An-
gel" and "Hickory Way."

Correction

NEW YORK—In a Del-Tone label ad in last week’s Cash Box, the call let-
ters of a Los Angeles radio station were incorrectly stated. Actual sta-
tion is KF渭.
“TELL HIM”
UNITED ARTISTS RECORD UA 544
THE EXCITERS
TOP TEN!
PRODUCED BY LEIBER AND STOLLER

“HALF HEAVEN"
“HALF HEARTACHE”
MUSICOR RECORDS MU 1026
GENE PITNEY

“WHAT TO DO"
“WITH LAURIE”
UNITED ARTISTS RECORDS UA 557
MIKE CLIFFORD
NEW CHART MAKER
HEADING TO THE TOP
PRODUCED BY LEIBER AND STOLLER

“KEEP TELLIN’"
“YOURSELF”
UNITED ARTISTS RECORDS UA 556
MARV JOHNSON
HIS BEST TO DATE
PRODUCED BY LEIBER AND STOLLER

“BEWARE”
UNITED ARTISTS RECORDS UA 531
BILL BUCHANAN
SLEEPER STARTING TO MOVE IN
CLEVELAND, BOSTON, DETROIT, HARTFORD

DISTRIBUTED BY UNITED ARTISTS RECORDS • 729 SEVENTH AVE. • NEW YORK 19, N.Y.
New NARM Members: 3 Racks, 1 Label

NEW YORK—Four firms—three rack-jobbers and one label—have just joined the ranks of NARM, the rack-jobber organization.

Accepted as regular members are the following rack organizations: Garden State Record Dist. of Rochelle, N.J., which services accounts on the eastern seaboard in supermarkets and department stores, including Stern's and Gertz's; M. G. III Records, Inc., Chicago, which services over 500 retail outlets of different types within a 150 mile radius of Chicago; Park Record Dist., which services variety store chains such as Woolworth's, Kresge, W. T. Grant, etc. in the New England area, as well as a group of supermarkets and drug chains.

The new associate member is Cosmo Records, which produces a children's disk line under the Simon Says tag.

According to Jules Malamud, executive secretary, NARM has increased its rack membership 70% in less than two years. Labels in NARM now number 47, representing parent firms, with subsids not included in the figure.

Monarch's New L.A. Plant Ups Monthly Production To 4 Million Units

NEW YORK—The new Los Angeles plant of Monarch Records, a subsidiary recording division of The Comsat Corporation, is in full operation, and has enabled the division to increase its production capacity to 4,000,000 units a month. This is double the production of one Monarch plant operating at its highest in Monarch's history.

The new building, one of the largest record pressing plants in the U.S., stands on 17,000 square feet of space at the corner of LaCienega Blvd. and Jefferson Blvd. It is a one-story structure which houses manufacturing equipment, including a tool and shop die and sixteen injection molding machines—each capable of producing a playing record simultaneously—and warehouse, shipping and loading facilities.

The plant's injection molding machines can also produce toys and plaits during periods when the disk production schedule permits such manufacture. While in many instances the phase of Monarch's business is currently centered on contractual agreements with outside firms, Blaine anticipates that future expansion of factory facilities will enable the company to manufacture its own brand of plastic records.

The Comsat Corporation, record distributors, acquired Monarch and its associated companies—Monarch Records, Monarch Presses and Etan Products, Inc., in May. Monarch is also in the record producing business through its subsidiary, Jay-Gee Record Co., Inc., and has added a new facility in the record Archive Records, Ltd., New York City.

ARMADA Draws Up Model Label-Distriact Pact

NEW YORK—A manufacturer-distributor contract form spelling out the obligations of each party and preserving the general purposes of the relationship has been drawn up by Bill Mills, vice-president of the American Record Distributors and Associations.

Shockey, a member of the ARMADA committee, has been chosen to association to draft the document in view of his experience as a distributor and an attorney.

The assignment was delegated at the last meeting, at which time it was pointed out that a manufacturing contract could serve as a guide for both distributors and manufacturers; could standardize the relationship between these two industry segments, and could restore a measure of stability and ethical practice in the charted relationship. The board will consider this draft at its next meeting.

Shockey noted that the concept of a standard contract is a common one in other industries—and is well-known in the music business, an example being the standard recording contract covering songwriter-publisher relations.

ARMADA-DA-SHOCK-Contract document contains three main sections: A) Duties and Obligations of a Distributor; B) Duties and Obligations of a Manufacturer; and C) Conditions of Termination.

The section titled Duties and Obligations of a distributor (Section A) specifies the following provisions: D) to promote and exploit all records purchased by M and to create no direct competition with M; E) to cooperate with M in merchandising from its customers. Such returns may not exceed five percent of the retail sales price of the record for the period commencing from the last semi-monthly billing through the last day of the month of the billing period.

In the case of a D in classification C-2, such returns may not exceed eight percent of the retail sales price of the record for the period commencing from the last semi-monthly billing through the last day of the month of the billing period.

5) At end of period D shall return all records purchased by M's merchandise in its possession.

6) M shall return any period after the end of the notice period substantially all records purchased by M's merchandise from its customers. Such returns may not exceed five percent of the retail sales price of the record purchased by M's merchandise.

7) Payment of balance due must be made within 30 days after receipt of returned merchandise by M.

8) All purchases by D within 30 days prior to date of termination notice shall be valued at actual cost.

9) The remaining balances shall be paid in full immediately or in regular installments, including interest as required to carry on a normal business; such payment by D shall not apply to a M where D is 20 or more days past due in the payment of any accounts.

10) If the contract is not renewed by D as specified in subparagraph A-4, then and in such event, it is agreed that the M shall not be required to repurchase the inventory of such D.

Purchases made or credits given shall be on the following basis:

a) All purchases by D within 30 days prior to date of termination notice shall be valued at actual cost.

b) The remaining balances shall be paid in full immediately or in regular installments, including interest as required to carry on a normal business; such payment by D shall not apply to a M where D is 20 or more days past due in the payment of any accounts.

12) It is understood and agreed that selling, publicizing and creating good will for the name, trade-mark and good will of the M shall not be the usual function of a D, and in no way, directly or indirectly, creates any interest or rights in and to the M or its obligations.

13) It is agreed by the parties hereto that upon compliance with all the provisions herein, the D and M shall have fully and satisfactorily discharged their rights and obligations, and that upon final payment by one or the other, general releases shall be simultaneously exchanged.

Hornet, Grant Are Charter's 1st Artists

HOLLYWOOD—Charter Records, the label recently formed by Dick Pierce, former head of Capitola Records, has inked two major barbs as the first artists on the label, Lena Horne and Peggy Lee.

Thus, Lena Horne ends a long and highly successful association with the Victor label. Gogi Grant, once a Victor pactee, hasn't been too active of late in the disk field.

Plans call for Lena Horne to record for Charter within 90 days, while Gogi Grant's deal with RCA has material currently being worked by Pierce.

Charter will headquarters in Hollywood.

Transglobal Music Expands

NEW YORK—Transglobal Music Inc., after eight months of operation, has announced that it has enlarged its operation to the point where it, in effect, now has the foreign department of the American label it represents. The services offered consist of overseas correspondence, accounting and shipping of all parts of the label's material.

Transglobal reports that it has placed "Remember Then," "Release Me," "Lonesome Bull," "Why," "Beautiful Love," "Belong To Me," and "Roses Are Red" overseas clients. Some of the 40 labels represented are Swan, Seetzer, Rendezvous and Furry.

Label Watch

Watch For The New
HARRY SIMEONE CHORALE
Album Release
"SING WE NOW THE SONGS OF FAITH"
DJ's Write In For Sample Copy

RCA Custom's Hines, Selvin To Europe

NEW YORK—Drex Hines and Ben Selvin, A&R directors at RCA Custom, are going on a six-weeks tour of Europe this week (16). They will meet with RCA Custom reps in London, Brussels and Vienna to acquaint themselves with new recording techni-
MGM Reports Big Start
For "Kildare's" 1st LP
NEW YORK—MGM Records says it has booked an "unprecedented" num-
ber of advance orders for Richard ("Dr. Kildare") Chamberlain's first
album, "Richard Chamberlin Sings." Arnold Maxin, proxy, said that he
had never seen such advance interest.

Added demand for album was fur-
erther increased, the label reported, by
Chamberlin's singing of "Hi-Lili, Hi-Lo," one of the tunes from the al-
bum that was written into the script
of a recent "Dr. Kildare" showing.

Before the LP, Chamberlin got sin-
gles chart action with the theme from
the show and "Love Me Tender," both
of which are included in the LP.

In order not to interfere with the regu-
lar daily filming schedule of his TV series,
the album had to be cut on weekends.

Cash Box—January 19, 1953

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

"RHYTHM OF THE RAIN"
CASCADAS
Valiant 6026

"MAMA DIDN'T LIE"
JAN BRADLEY
Chess 1845

FASINATIONS
ABC-Paramount 10387

"A GYPSY CRIED"
LOU CHRISTIE
Roulette 4457

"YOUR USED TO BE"
BRENDA LEE
Decca 31454

"WALK LIKE A MAN"
4 SEASONS
VeeJay 485

"SEND ME SOME LOVIN'"
SAM COOKE
RCA Victor 8129

"WOULD IT MAKE ANY DIFFERENCE TO YOU"
ETTA JAMES
Argo 5430

"YOU'RE THE REASON I'M LIVING"
BOBBY DARIN
Capital 4897

"LOVE (MAKES THE WORLD GO 'ROUND)"
PAUL ANKA
RCA Victor 8115

"END OF THE WORLD"
SKEETER DAVIS
RCA Victor 8098

Col. Swingin' With Singles Offerings
NEW YORK—All's right in the sin-
gles world for Columbia Records. The
label is currently enjoying one of its
top singles months. In fact, a label exec told Cash Box that on Fri., Jan.
4, Columbia had its biggest singles sales days in three years. Columbia's
present pride-and-joy is Steve Law-
rence's "Go Away Little Girl," which
has the top spot on the Top 100 this
week. Dion's first single for the label,
"Baby Baby," makes its initial chart
appearance in the No. 66 spot, with
the label reporting sales of 200,000.
Flatt & Scruggs' latest big pop hit, "The Ballad Of Jed Clampett," is No.
48, while "Shake Me I Battle" by
Marion Worth holds down the No. 83
spot. (It's also a country-market hit).

Eddy Gorme hits the Top 100 this
week in the No. 85 slot with "Blame It
On The Bossa Nova" and Tony\n
Bennett holds "I Will Live My Life
For You." to the charts (No. 90) to
join the flip portion, "I Wanna Be
Around," No. 85 this week.

Columbia's final representation on
this week's Top 100 is Dave Brubeck's
"Bossa Nova, U.S.A.," which holds
down the No. 97 slot.

Colpix Inks Song Crew
Bows New Singles, Promo Shots
NEW YORK—The Dreamers, a vocal
quartet from Yorkers, New York,
have been signed to an exclusive re-
cord contract by Colpix Records.

The group was picked on the strength of a master submitted to
Colpix by their manager, Lew Ciec-
cattu. Tunes on the first release by
The Dreamers are rhythmic version
of the standard, "Borrowed From
You," and "Little Girl." Members of The
Dreamers are Bob Malana, Frank
Camarata, John Troyer, and Frank
Volti.

Other disks being released with
The Dreamers' platter are "Diamond
Head" and "Pin A Medal On Joey" by
James Darren and "Hello, Mrs.
Brown" by Don Gant. "Diamond
Head" is the title tune of the upcoming
flick, Darren is one of the film's stars.

In other news from Colpix, Ray
Lawrence, national sales manager for
the diskyery, has designed "Chart Ac-
tion" and "Pick Action" sheets, which
are sent to trade papers, distribu-
tors, dealers and jack robbbers each
week. The "Chart Action" release contains
the positions of Colpix best-sellers as
listed on station programming charts,
received from outlets all over the
country, while the "Pick Action" sheet
has the picks of all Colpix records from
radio stations across the nation.

Current items on the "Chart Ac-
tion." sheet are "My Dad" by Paul
Petersen, "My Coloring Book" by
Sandy Stewart, "Big Wide World" by
Teddy Randazzo and "Telephone
(Won't You Ring)" by Syl Velarde.

Getting Down To Earth

NEW YORK—Georgia Brown and
chords are pictured above belting out
one of the numbers from "Oliver!"
during the original cast recording of
the hit Broadway musical. The LP,
which has been out for several weeks,
is currently riding high on the best-
selling LP charts.

New LPs Hits!

"MISS YOU SO" b/w "I'D BE THE LAST TO KNOW"
LITTLE FLORENCE (Excello, 5226)

"I'M A KING BEE" b/w "GOING THROUGH THE PARK"
JIMMY ANDERSON (Excello, 5227)

"NOT SPIRITUALS!!"

"LORD SOMEBODY TOUCHED ME"
 b/w "LORD I'M IN YOUR CARE"
 SINGING CRUSADERS

"THAT LIGHT OF MINE"
 b/w "SAVED BY THE BLOOD OF JESUS"
 HIGHTOWER BROTHERS

"SOMEONE TO CARE"
 b/w "FLY AWAY"
 THE SKYLARKS

"WANT JESUS TO HOLD MY HAND"
 b/w "I HEARD THE ANGELS SINGING"
 NATIONAL CLOUDES OF JOY

"RAP SAUS SIZZLER!!"

"WINTERWHITE BLUES" LIGHTNIN' SLIM

NASHBORO RECORD COMPANY
172 3rd Ave., N., Nashville, Tenn.

Cash Box—January 19, 1953

Kapp LP Discount Is 10%
NEW YORK—Last week's story on
Kapp Records' N. Y. sales meet con-
tained an incorrect statement as to
the percentage discount being offered
on LP's by the label, Figure stated
was 15%. It's actually a 10% deal.

Vista LP Takes Listener Down "Teen Street"
NEW YORK—"Teen Street" is a new
off-beat LP presentation from
Walt Disney's Buena Vista label.

Rock performances by Annette, B
tony, Shortall and The Sylve Sisters
will be released on their label, Col-
sum Records, a Vista affiliate. Sides
are "Cinderella Jones" and "Double
Feature Movies."
MANILA—Columbia songstress Anita Bryant is one of the four beauties flanking Bob Hope after arrival in the Philippines during Hope's annual holiday tour of the Armed Forces bases. Standing behind Hope are Amadee Chabot, Miss U.S.A., and click star Janie Faye. In the front row are Lana Turner, the laughman and Anita Bryant. Highlights of the show make up an NBC special for beaming Jan. 16. On the tour which took the troupe to Japan, Formosa and the Philippines, Anita sung songs from her new Columbia LP, "Anita Bryant's Greatest Hits."

This is the record 12 companies tried to buy!

*Ain't Gonna Kiss Ya*

_by The Ribbons_

 shouting

*Be Mine*

_by The Uptones_

MARSH RECORDS

7250 Beverly Blvd.
Los Angeles 36, Calif.
Phone WE-3-9525

Al Kavelin Pres.
Marshall Leib A&R Dir.

ALBUM PLANS

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

**ABC-PARAMOUNT**

15% discount on 10 new releases and all catalog items. Expires: Mar. 31.

**ATLANTIC & ATCO**

1 free LP with every 7 purchased (amounting to a 12 1/2% discount). 30-60-90 days delayed billing arrangements available to qualifying dealers. Expires: Feb. 28.

**AUDIO FIDELITY**

Consumer can buy an AF LP at 1/2 off suggested list if he buys another at the regular price.

**BLUE NOTE**

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

**CAMAY**

Two albums, "The Crew Cut" and "Country & Western Boonmans" are offered to rack-jobbers on a buy-10-get-2-free basis and to distribute on a buy-5-get-1-free basis. Deal ends Mar. 31.

**CAMEO/PARKWAY**

12% discount on all LP's. No termination date announced.

**CAPITOL**

All classical albums 20% off the invoice on all purchases. Capital-of-the-World LP; one free for every two purchased at the regular price. Guy Lombardo LP's; buy 1 get 41 free for every one purchased at the regular price. Deferred payments for program merchandise shipped between Jan. 7 and Feb. 25. Payment is due in three equal installments on Mar. 15, Apr. 15 and May 15. All items shipped between Feb. 26 and March 15 may be paid for on Apr. 15, May 15 and June 15.

**EPIC**

15% discount on all LP's and tapes. Expires: Feb. 28.

**FIRE/FURY**

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

**HORIZON**

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

**IMPULSE!**

The ABC-Par jazz label offers a 12 1/2% discount on seven new releases; 20% discount on catalog items. Expires: Mar. 31.

**KAPP**

10% discount on LP's with a special bonus discount and dating to qualified dealers. Expires: Jun. 30.

**KING**

15% discount on all LP's. Expires: Feb. 28.

**LIBERTY**

10% cash discount off the invoice on all dealer orders; an extra 5% discount authorized on individual dealer orders of 20 or more LP units. 100% exchange privilege with merchandise exchangeable after July 1, 1963. Payments: 1/3 March 15, 1/3 April 15, 1/3 May 15. Expires: Feb. 15.

**NASHBORO**

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

**PHILIPS**

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

**PRESTIGE**

15% discount on all LP's by Jack McDuff, Etta James, Willis Jackson, Herbie Mann and the Modern Jazz Quartet.

**PRESTIGE/INTERNATIONAL**

16% discount on all LP's. Expires: Feb. 15.

**REQUEST**

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

**SONODOR**

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

**STARDAY**

"Country Music for the People Sake Plan" Consumers get one free LP for every three purchased, and distribute & dealers buy the LP's on the same basis. Feb. 28.
Freddy Martin Returns To Capitol Roster

HOLLYWOOD — Maestro Freddy Martin is back in the Capitol Records fold after a year's absence, to direct a large, long-term pact. With the Kapp label for the past two years, Martin will begin cutting this week under the aegis of exec producer Lee Gillette. Set to be recorded are several singles and two LPs.

Immediately following the sessions at the Capitol Tower, Martin and his orchestra will leave for Florida, where he will be booked as the first attraction at the new $10 million Doral Hotel in Miami Beach. The Martin crew will be there for 2½ months, then head west for a two-month stand at the Flamingo in Las Vegas.

Before his original pact with Capitol in 1957, Martin was heard on the Victor label for almost 25 years.

RIAA Made 37 LP's, 5 Singles Awards in '62

NEW YORK—Forty-two records—five pop singles and 37 LPs—were certified for Gold Record Awards by the Record Industry Association of America (RIAA) during 1963.

This total is more than double the number of records certified in 1962 and establishes an all-time high for authenticated Gold Record Awards since RIAA's certification program was initiated in 1958.

Among the LPs, Columbia easily leads the awards parade with a total of 18, while Capitol came up with 10; Warners, nine; and RCA-Victor, ABC-Paramount and Cadence each had six.

To qualify for an RIAA-certified Gold Record Award a pop single must have sold more than one million copies; an album must have accumulated a million in sales. Sales figures are subject to audit by an independent firm of certified public accountants in order to qualify for an RIAA Award.

The five pop singles so far certified as Gold Record Award winners are: "The Loneliest Night," Tommy Roe (Capitol); "Can't Help Falling In Love," Elvis Presley ( RCA Victor); "Ain't Nobody's Business," Aretha Franklin (Motown); "Roxanne," Bobby Vinton ( Epic); "Theme From A Summer Place," Percy Faith ( Columbia).

The LP's that received Gold Record Awards in 1962 are: "Holiday Sing Along With Mitch," Mitch Miller (Capitol); "Frankie and Johnny Along With Mitch," Mitch Miller (Columbia); "More Johnny and Johnny Mathis (Columbia); "West Side Story," Original Cast (Columbia); "Carnegie," Original Cast (Columbia); "Flower Drum Song," Original Cast (Columbia); "So Long, My Love," From A Summer Place," Billy Vaughn (Dot); "Blue Hawaii," Billy Vaughn (Dot); "Alone In Toyland," Billy Vaughn (Dot); "The Buttondown Mind Of Bob Newhart," Bob Newhart ( Warner Bros.); "Memories Sing Along With Mitch," Mitch Miller (Columbia).

Also, "Sentimental Sing Along With Mitch," Mitch Miller (Columbia); "Star Carol," Frank Sinatra (Capitol); " nearer The Cross," Ernie Ford (Capitol); "Only The Lonely," Frank Sinatra (Capitol); "Nice 'N Easy," Frank Sinatra (Capitol); "Swinging Lovers," Frank Sinatra (Capitol); "String Along," Original Trio (Capitol); "Music, Martinis And Memories," Jackie Gleason (Capitol); "Music For Lovers," Jackie Gleason (Capitol); " Judy At Carnegie Hall," Judy Garland (Capitol); "Happy," Times Sing Along With Mitch Miller (Columbia); "Memories Are Made This Year," Ella Fitzgerald (Capitol).

Also, "Modern Sounds In Country & Western Music," Ray Charles (ABC-Paramount); "Breakfast At Tiffany's," Henry Mancini (RCA Victor); "This Is Sinatra," Frank Sinatra (Capitol); "Bouquet," Percy Faith (Columbia); "So Much In Love," Ray Conniff (Columbia); "Faithfully," Johnny Mathis (Capitol); "Swinging Softly," Johnny Mathis (Columbia); "Open Fire, Two Guns," Johnny Mathis (Capitol); "Three's A Crowd," Mary, Peter, Paul and Mary (Warner Bros.); "My Boy," The Folk Singer, Allan Sherman ( Warner Bros.); "The First Family," Vanya Hender (Columbia).

C/P Buys 2 European Masters

NEW YORK—Cameo-Parkway Records has acquired two masters from abroad. One is an English version of Joe Brown's "It Took Only A Minute," which was released overseas by England's Pye label, and the other is a popular Swedish artist Arne Ollerman's dashing of "Madison Pies." The Brown deck is released by C/P for distribution in the U.S., while the second deck is being handled by C/P in both the U.S. and Canada.

New Addition

NYGIL—Rod Sims (left) who recently obtained the manager's seat when Steve Trott left to return to school, discusses a new arrangement with regulars Steve B., Dave Fisher and Dan Daniels. Robbins stepped into the groove, for perform- ing as a soloist in Miami, and appears at The Highwaymen's new UA album, "March On Brother's!"

Circa To Have Its Own Label

HOLLYWOOD—Circa, the national disk distro, is forming its own label, according to proxy Mike Elliot.

Establishment of the label, which the 21-year-old enterprise, is still in the planning stage, but several artists have already been set for initial releases. Reper-

tory will include Circa's own stable, while LP product will be geared to specialized items.

In announcing the deal, Elliot said: "In the next few months, Circa has been swamped by producers and artists who have excellent masters, but neither the desire nor where-to releas their own works. ... We feel it has become necessary for Circa to make this move for them.

Laganella Exits Chancellor's Art Dept.

PHILADELPHIA — Chie Laganella, Chancellor Records' art director for the past four years, is leaving the firm this week (15) to free lance. His plans include overseeing not only albums and jacket design, but also further art work needed in the entertainment field. He'll be doing work for Chancellor on a free-lance basis, the label said.

Travelin' "Book" 

BALTIMORE — Kitty Kallen, who is currently riding high on the charts with her "My Coloring Book" on RCA Victor, has spent the past two months traveling around the country promoting the deck. The lark is shown above doing an interview with Buddy Dean on his top-rated WJZ-TV station.

The above feature is designed as an aid to retailers who have requested such a list to help them locate bar singers when consumers ask for them by artist name.
CONSIDERATIONS AFFECTING U.S. COMPANIES DOING BUSINESS ABROAD

By Attorneys
WALTER HOFFER, ESQ.
THOMAS R. LEVY, ESQ.

The following is an excerpt of the brochure that was addressed to all those
who have an interest in international banking and international trade and
were guests at the International Desk-Men’s Men’s Club in New York City,
1962, under the auspices of the International Desk-Men’s Club.

The American businessman doing business abroad is constantly faced with all sorts of new tasks and responsibilities. To mention just a few:

- The problem of keeping up with the changes in the law of the land, especially the changes in the tax laws. The law is constantly changing, and the businessman must keep up with it. He must constantly check with his tax attorney to make sure that he is not violating any laws. In addition, he must make sure that he is paying the right amount of taxes. He must be aware of all the different tax laws that apply in different countries.

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- The problem of keeping up with the changes in the law of the land, especially the changes in the tax laws. The law is constantly changing, and the businessman must keep up with it. He must constantly check with his tax attorney to make sure that he is not violating any laws. In addition, he must make sure that he is paying the right amount of taxes. He must be aware of all the different tax laws that apply in different countries.
ITALY

The names of the S. Remo songs performers are not yet announced. It is remarkable that three top Italian artists, Adriano Celentano, Mino, and, according to the latest information, also Preghero, have refused to participate in the Festival. The moment, the atmosphere of the Festival is exciting. Every participant, composer and performer of the 28 chosen songs is now preoccupied (and troubled) to secure the best interpreters for his song. Among these, the Italian Yank, the music publishing firm established by the Italian artist Adriano Celentano, has signed a publishing contract. Granitto Reci of Curtis asks all foreign publishers to send him the best offers under the title "Adriano Celentano to record and to be published by Italian Yank." A festival of the best Italian songs, which was held in San Remo on the occasion of the Italian showing of Disney film "Fantasia," was celebrated last weekend. At the San Remo Festival, the Italian composers took part in it, such as Kramer, C. A. Ross, Donaggio, D'Anzi, Panzeri, Dorelli. The festival was successful. It has been more or less of a success in that the popular concert managed to attract the audience. The Festival represented good publicity for the songs of the last year, which have been preoccupied (and troubled) to secure the favourite song. In a special agreement between the composers and Walt Disney, all songs are owned by Walt Disney Production. All composers were bound by a sole agreement with different publishers. On this occasion, all publishers, as a homage to Walt Disney, authorized their own composers to write songs for the film. It is expected that the Festival will be held next year with larger participation of foreign composers too.

CBS in Italy is gaining ground. After the first record "I Giorno, Pitt Luigino," which was achieved by great expectations, "Gina," by Johnny Mathis, "I Left My Heart In San Francisco" by Tony Bennett, "The Continental" by Ray Conniff and "Arriverdeci Amore" by Frank Sinatra have been issued. In a few days, also "Maria" and "Tonight" (West Side Story) by Andy Williams will be published. Several new records are planned to be released in January.

As for Ricordi, which handles CBS in Italy, "Anche Se" by Orenna Vannini is a hit hit which has been sold to all foreign publishers. The single "Mi Son Immorato Di Te" last but not least, the most time, will be a performed record! In fact, every sleeve containing "Mary" by Frank Sinatra, "Desafinado" by Emilio Aragall. For the first time, there will be a performed record! In fact, every sleeve containing "Mary" by Frank Sinatra, which is sold by Nancy which will be offered, as a gift, to all the purchasers of the record.

First RIFI Records' female name Cocki Mazzetti was invited to take part in radio, television Maris in Miami, Florida. At the same time, RIFI announced it will open its own branch in Paris, in cooperation with Gilbert and Marini of the publishing firm Caravelle. First release of the new Cocki Mazzetti is a collection of two San Remo songs in French. Moreover this songstess has cut two singles in the Italian language to be distributed in Germany and Austria by Bernard Minksi of Frankfurt.

Another RIFI Records' artist Fred Bongusto was recently dated for a recording on his own label which he owns with his other record company. The current chart with "Aufwiedersehen Madeleine" is currently cutting the title "Bossa Nova" among those with which has just issued "Desafinado," "Samba Di Una Nota" by Ennio Enock conducting the Big Band Bossa Nova (on Command). Among the artists of RCA, arrived to Rome from the States just to take part in TV show Studio One, one of our most followed television programmes. This is the result of an interesting and special part between RCA Italiana and the Italian radio TV station RAI.

News from Messaggerie Musical publishing group: "Lolita Ya Ta," the composition of Richard and Preghero, which has been recorded in Italy by 15 different artists. There are recordings by Marino Marini on Durini, and a "Lolita Ya" with on his orch. on Phillips. "Goody Goody," the oldie, has been recorded for the first time, in Italian by Milva on Cetra. "Il Disco Rotto" (The Broken Record) penned by Ruel and Preghero, "Alice," "Arriverdeci Amore" by Minksi at the success of this top star. Two Bossa Nova songs, penned by Antonio Carlos Jobim (Lavino), "Bossa Nova" (originally Dancio San Remo) and "Samba Do Aivo" (Airplanes Samba), included in the film "Capocavala Palace," are owned by Messaggerie Music. Both compositions are recorded on the CBS label by Minksi, a Brazilian singer.

Italy's Best Sellers

This week's hits include:

1. "Hey Jude" by The Beatles (EMI BMG)
2. "My Love" by The Beatles (EMI BMG)
3. "Let It Be" by The Beatles (EMI BMG)
4. "We Can Work It Out" by The Beatles (EMI BMG)
5. "Help" by The Beatles (EMI BMG)
6. "The Long and Winding Road" by The Beatles (EMI BMG)
7. "Yesterday" by The Beatles (EMI BMG)
8. "A Hard Day's Night" by The Beatles (EMI BMG)
9. "A Team" by The Beatles (EMI BMG)
10. "Day Tripper" by The Beatles (EMI BMG)


CASH BOX TOP 1000'S PUBLISHERS

(The top 1000 titles listed Alphabetically see card for artist and label credit)
The last 1962 program of Antonio Prieto TV's "コンテン曲的 1962" program of Antonio Prieto TV's "Viva Mexico" included some of the best musical groups from Mexico. This program took place Dec. 20. During this program, Prieto and Jorge González, producers of various segments of this program, awarded different "Viva Mexico" awards which are given entirely according to Cash Box nominations. The program, scheduled to reprise next April, presented last year several top artists such as José Gilberto, Elza Soares, Los Sirenos, El Cid, and others. During the "Viva Mexico" program, it featured Los Jazz Singers, Laura Regal, young star Marty Coons and Chile's Latin Star, Patricia Caro. Mario Raminsky of Microfón Informed Cash Box about his disky's operations during last year. According to him, Microfón's sales were an average of 100,000 copies per week, basically because of the increase of Audio Fidelity, Durian and its own catalog. AF's bestselling stereo LP has been "Percussive Jazz" "Ritmo". "Architectonic", Microfón's promotional album, the local top seller. In the single field, "Corazon de Luto" has reached top sales. About ten Microfón singles broke onto the charts during the past twelve months. Now, the diskery's promotional plans have moved to the New World, with a new Mexican-American, Carol Brunswick, Cadence and other important American labels. There were three interesting things at CBS' Year End Party, held at the diskery's new studios. The most featured the award of a gold record to Roberto Yanes for his sales of the records, and song and dance contests for CBS' employees, which saw several labels executive doing the twist. Besides, the studios were officially inaugurated, and blessed by Father Alejandro Mayol, who is also a CBS artist. Yanes has just finished recording a Compact 35 with Astor Piazzolla's orchestra singing four tangos with modern arrangements: "Cafetín, "Gribeta, "Fumiens" and "Marquiza Gautier." This has been a good year for the diskery, and it's expected to have the same success in the coming year, which is considered "Argentina's best male singer" by Cash Box, he will also release the "Audiocírculos," a group produced by Julio César Yanes. Produciones Fermata is continuing its Bossa Nova releases, with another version of "Desafinado" by Chubby Checker. A few weeks ago, it had put together the "Desafinado" program, which now is titled the "Desafinado" for the Argentine charts. Mixing the "Desafinado" program with the recordings made by Siro San Roman, who is becoming to be a big star, and has a big sales potential, after his latest single, with two chart riders, "Di Pappo" and "Dame Feleciidad" and also "Di Pappo" and "Dame Felicidad," among others. The discery will be releasing a new album by this artist, under the title of "Canas Esxoto." Son饔o and his orchestra is to launch a new series of recordings, with great success. Early this year, he will start a new musical program on Channel 7. Another Music Hall new is "Pepino the Italian Mouse," a children's series, which is also expected to hit the charts in the near future. For Wick, the Jockey is releasing its first stereo record, cut in Buenos Aires. The title is "César Boy y guitarra," and is available also on mono. Although the bad economical situation has delayed its plans, BBC hasn't stopped thinking about starting a new recording studio. With the new studio's construction will be released Brazilian artists Edith Veiga, Marta Mendoneo, Renato Girelli, Maria Pilar, and others, which will be recorded in Miami. Also, the new studio will be recording a new Bossa Nova LP for some German artists, under the title of "Duleo Musical." The album features, Paul Kuhn, Werner Twardy. The new artists and others. The diskery's share of the Brazilian music market is also being increased with several new releases, after the big success of José Gilberto's "Bossa Nova" album, still a chart rider, and Walter Wanderley's "Pepino the Mouse" album, now followed by "Samba de Mas Samba." Julio Korn Publishers continues its work with "La Novia de Enero," a very important album in the original Chilean copyright, recorded in that country by Los Conuto Hernandez. Silt, the first Argentine rock LP to appear is the one cut by Hugo Marcel for CBS. Both the pulperry and diskery expect very much from the time. Up to now, RCA hasn't informed us if it will release the original version by Los Silva.

Argentina's Best Sellers

1. Dame Felicidad (Free Me) (Painted Desert-Korn) Enrique Guzman (CBS) Siro San Roman (Music Hall); Raul Lavie (RCA).
2. Felicidad (Budd-Fermata) Pat Boone (Music Hall); Jose Guardiola (Odeon); Raul Lavie (RCA).
3. Baby Elephant Walk (Famous-Neumann) Lawrence Welk (Music Hall); Henry Manzini (RCA).
4. Anda Noche Sini (Every Night) (Samba-Fermata) Paul Anka (RCA); Raul Lavie (RCA). (see Korn).
5. El Malandarte (Crespo-Fermata) Los Panchos (CBS); Antonio Prieto (RCA); Luchi Gatica (Odeon).
6. Buenaventura (Korn) Alfonso Ortega (Orfeon); RCA. Los Finz (FGR).
7. Darlin' (Essex-Essay) Paul Evans (Kapp).
8. Quiero (Late) (Korn) Chacho Santa Cruz (Microfon); Luis Ordovas (CBS); Ciro Mancini (Antonio Biscio); Antonio Biscio (CBS).
9. El Super (Crespo-Fermata) Los Panchos (CBS); Antonio Prieto (RCA); Luchi Gatica (Odeon).
10. Sealed With A Kiss (Rock-Hanylian) (Ari)
11. El Fantasma (Felipe) (Fernanda) Los Panchos (CBS); Antonio Prieto (RCA); Luchi Gatica (Odeon).
12. Bambina (Crespo-Fermata) Pastel Momie (Samba-Fermata); Josita (CBS).
13. The Best Of The Best (Korn) Paul Anka (RCA); Raul Lavie (RCA).
15. A Woman Is A Woman (Fernanda) Bata Kreampert (Polydor); Trumpet Boy (RCA).
16. "El Ramo (Fermata) Zoe De Armenta (Odeon Pops).
17. Triunfo (Korn) Rosamond Araya (Disc Jockey); Los Marroqui Marcellos Ferial (Microfon).
18. Triunfo (Fermata) Freddy Luciano (Music Hall); Jackie CBS; Adriano (Fermata); Micron (Microfon); Raul Ramon (Disc Jockey).
19. Lumbro Gomme (Fermata) Chubby Checker (Fermata); The Cousins (Disc Jockey).
20. Me Siento Feliz Berta Kreampert (Polydor). (Local).
The American musical "Carnival" currently on a pre-London tour opens in the West End at the Lyric Theatre on Feb. 8. Life's already lined up inclusion of The London Cast on HMV. The original Broadway cast and Cyril Ormand and The Starlight Symphony Orchestra—both with RCA—will appear. "Carnival In Persuasion" by The Paul Smith Ensemble on Verve, Publisher A. H. Ciuste, RCA recording star Odetta arrived in London from Milan accompanied by her manager Albert Grossman and bass player Bill Lee. Odetta is playing 13 nights at the new St Martin's Lane Theatre, Palace Charles and is the first artist to be engaged for the late night show. Impressario Harold Fielding plans a long term association with Odetta and expects him to be included in film shows, lunch hour concerts, special matinees, etc. Running concurrently with Odetta's season is the revue "Clap Hands," which opened on Boxing Day. Early reaction is that it is enjoying a healthy "Take Off." It has been pointed out to us that Mike Sarne's best selling Parlophone disk, "Come Along Baby" (London) and "M. D. Charles Blackwell. Stigwood has also recorded the Billie Davis cover of the American hit "Tell Him" to be released by Decca on Jan. 18. Although this is the first time that Sony has been the voice which will follow up another of Mike Sarne release, "Will I What?" The original American version of Sandi Shaw's "Puppet on a String" with Cima Gecn has also recorded the number on Columbia. Publisher Robert Mellin.

American smash "Big Girls Don't Cry" by The Four Seasons, which is also enjoying chart success in Australia is released here on Side and published by Armore & Beechwood. The puberty's chief Sid Coleman also has the next Rolf Harris disk lined up. The flip side Title In The West, in the can and the A Make Wanda Jackson's most recent single in the UK. The producer has the voice which has been the most talked about in England. The lettuce disk has selectively six or seven items which he feels have topological quality. Contributing to the LP is the stars of the show David Frost, Roy Kinnear, Millie Perkins, John Thaw, and John Hurt. The Tornados topping the Cash Box Top hundred with "Telstar" for the third consecutive week have earned their second Gold Disk. World sales have passed the 750,000 mark. This is the film, of course, which has been so heavily, in royalties worth $20,000. At the end of January the group begin shooting their first full length feature film as yet unitled.

Southern Music's British policy continues to pay off. Mike Berry should make the Top Twenty with "Don't You Think It's Time" on HMV and British number "Lilac Time" has one of the top four spots of the current single listings. -Jungle Fever (Tealor) by Tornados on Decca. "That Kinda Talk" (Go Away Little Girl) Mark Wynter on Pye; Don't You Phone Me I'll Be There on Fontana; The Shadows "The Shadow On The Water" on Fontana. "The Shadow On The Water" is being referred to as the "singing" in royalties worth $20,000. At the end of January the group begin shooting their first full length feature film as yet unitled.

Irving Milchak, manager of Johnny And The Hurricanes, has arrived from New York to finalize plans for their forthcoming nationwide tour promoted by Reilly Markham. Also touring with them are an American band, THE JETS who have had a recent single "Whatever Happened To Baby Jane" backed "Beans And Greens" is released on HMV.

Board of Trade figures just issued for October show that record sales which in September had taken a heavy fall, picked up again and were, in fact, 7% ahead of the corresponding month last year. Who's Who in this single "Whatever Happened To Baby Jane" backed "Beans And Greens" is released on HMV.

One of Britain's brightest young stars, Susan Maughan, follows her current chart "Bobby's Girl" with "Hand A Handkerchief to Helen" on the newly-formed label of the family-run Fairwich. The single "Tossed and Turned" by Mike Sarne is on the British pressing of Discord. The single "Hey, Baby" released on the London label of the band's manager, Johnny Midgley.

Petula Celtia has recorded an English version of "Charriot"—the French tune with which she topped the continental charts. Retitled "I'll Follow Him" the disk was simultaneously released last week in Britain and on Americon in Laurie.

The disk already lined up for American group The Limeliters due here at the end of the month include "Tonight In Person" for BBC-TV and an appearance in the famous Festival Hall on February 7th. To coincide with the Limeliters London visit RCA will issue an Lp "Sing Out."
The purpose of this column is to report news of the German record market, but after an exciting week examining the music business in London, we feel that the German scene is full of excitement and the Business Week is the only way to compare the two biggest record markets outside of the U.S. and see how two completely different markets with different methods can both enjoy the sales of records. This week’s business in London was one of the best weeks of the year in the market. For those who are familiar with the German market, it is the only way to compare the business of the week in London with the German market. The German market is the only way to compare the two biggest record markets outside of the U.S. and see how two completely different markets with different methods can both enjoy the sales of records.

Cash Box - Germany

The Christmas and New Year festivities brought about a total stop on novelty releases, but January promises some very important new pressings. Many of the releases we have seen are some of the best things that have been done in the Munich Prince Billy Bridge. Arteco has just brought out a new LP on the market with a color photo of the Prince. It reminds us of the LPs that Eddie Barclay uses to plug his releases.

First record by Georges Arvanitas on the Odeon label, a new sound Bossa Nova, has been very successful. The release is the first of its kind in Atlantic Kaiser, and it has been a big hit in the German market. The record is a good example of the way that the German market is catching on to the new trend in music.

At the Olympia Music hall, an excellent debut by Sache Distel but Méggi Ghiotto, has been announced. The new release is an LP of the famous tour of the Machacumbos who gave us a version of “Trigolito.” We must say that any records by Sache and Méggi Ghiotto are not overly commercial here, but we must admit that they are the best albums released in the German market.

Pathe Marconi is bringing out in big style new record releases on the market. Two new releases, the first of them announced last week, is an E.P. release by the Negro Band with principle title “Moiyo.” More than a few single releases they have Ackers’ “Lonely” and “When You Smile.” News for Brazil is that they have announced the LP release of the band Teldec, the next tour of the Machacumbos who have given us a version of “Trigolito.” We must say that any records by Sache and Méggi Ghiotto are not overly commercial here, but we must admit that they are the best albums released in the German market.

We have never mentioned in our column the recordings of songs in Arabic, but its certain that these exist for the French firms, an important market, which could come to light, now that the political question has died down. Pathe Marconi is bringing out in big style new record releases on the market. Two new releases, the first of them announced last week, is an E.P. release by the Negro Band with principle title “Moiyo.” More than a few single releases they have Ackers’ “Lonely” and “When You Smile.” News for Brazil is that they have announced the LP release of the band Teldec, the next tour of the Machacumbos who have given us a version of “Trigolito.” We must say that any records by Sache and Méggi Ghiotto are not overly commercial here, but we must admit that they are the best albums released in the German market.

A curious fact about the German recordings of Petula Clark is that they are all of the same quality and in English. The success of the recording in the U.S. has given us an idea of the quality of the selection and the people involved when asking abundantly for “Monsieur, Monsieur.”

With Decca a disk selling very well in Little Eva’s “Locomotion” and now “Papa Loves You Rabbit,” Tornados that seems to be a future best seller. We are waiting for the French version of this record and its been announced that Colette Darel will groove this one out, also that Compagnons de la Chanson, who are in need of a successor, have announced their coming out with a new record. Let’s talk about “Tumore” to remind you that Vogue have just released a new series of this dance by the Karka to be noted “Elle Est Partie Danseuse” and “Maison.” The song “Papa Loves You Rabbit” was predicted the Machacumbos also have turned over to bossa nova, they support us in particular “Samba da maternidade” and “Samba Torto.”

To end our column a couple of words on Henrico Miese, this young singer actually breaking out with Pathe with his song “Ma Maison, Ma Maison” his own composition he has something in common with Sache Distel, in a way that they started off as musicians with a guitar, and the second point in common, the same way that Sache went back to the music store to sell records from musician to singer. Henrico continues to sell a great deal of Salvadore’s version by Jacky Moulier on the Salvadore label, which of these two versions and the two guitarists will sell? We’ll see soon and may best the “Guitar Man” win.

Cash Box - France

France’s Best Sellers

1. Tetslar: Bud Ashton.
2. Sheila: Tommy Roe.
4. King Of The Whole Wide World: Don (‘Kid Galahad’).
5. If You Were A Rock And Roll Singer: Peggy Lee.
6. Love Came To Me: Dion.
7. ‘I’m Up To You’: Tommy Roe.
8. Baby Face: Bobby Darin.
9. I’m Gonna’ Be Warm This Winter: Carol Lynette.
10. ‘Cry Me Heart Out’: Helen Shapiro.
12. ‘I’m Gonna’ Be Warm This Winter’: Carol Lynette.
15. ‘Cry Me Heart Out’: Helen Shapiro.
16. ‘I’m Gonna’ Be Warm This Winter’: Carol Lynette.
17. ‘Cry Me Heart Out’: Helen Shapiro.
18. ‘I’m Gonna’ Be Warm This Winter’: Carol Lynette.
19. ‘Cry Me Heart Out’: Helen Shapiro.
20. ‘I’m Gonna’ Be Warm This Winter’: Carol Lynette.

Israel’s Best Sellers

1. Tetslar: Bud Ashton.
2. Sheila: Tommy Roe.
4. King Of The Whole Wide World: Don (‘Kid Galahad’).
5. If You Were A Rock And Roll Singer: Peggy Lee.
6. Love Came To Me: Dion.
7. ‘I’m Up To You’: Tommy Roe.
8. Baby Face: Bobby Darin.
9. I’m Gonna’ Be Warm This Winter: Carol Lynette.
10. ‘Cry Me Heart Out’: Helen Shapiro.
**DENMARK**

The American song, “Tia Juanita Ball,” from Budd Music, Inc. in New York, describes the new adventures of “Speedy Gonzales.” It has every chance to replace “Donkey Jazz” as the top seller all over the world, according to Buddy Kaye, head of Budd Music. In Scandinavia, “Tia Juanita Ball” will be published by Immodico A/S, Stockholm.

New Danish recordings expected to do very well are “Eso Bens” and “Give Me Back My Heart” with Birthe Wilke on Philips. The latter is titled “Man maa krybe for man gud” in Danish. Lisa Linn has recorded “Best Things In Life Are Free” and “Send Me On Your Love” with Tony Renis on Polydor. Sven Gregers on Tono is making a recording of “Send Me The Pillow.”

**FINLAND**

Osmo Ruuskanen, a & r man of Oy Musikiatti-Fazer, reports to Cash Box that the successful Norwegian lullaby by John Bott, “Jag har bott vid en landsväg,” on Decca looks like the first top seller in Finland in 1963. Also coming on strong is “Suolmensimulutte kirjestit” (Sealed With A Kiss), recorded in stage appearances. The correct season will start with “Tyttö julietta” (Under the stars of the night) recorded by Elia Pellinen on Decca, looks like another top seller according to Ruuskanen. Sealed With A Kiss, “Esperanza” and the Swedish song “Josefina” are released as sheet music by Musikiatti-Fazer.

**NORWAY**

Rolf Syversen, a & r man of Iversen & Frogh A/S (EMI in Norway), told Cash Box that their Christmas sale was very satisfactory. Record labels seem to have shown more interest in local Norwegian recordings than usual and it is said that Norwegian recordings are in competition with foreign (mainly American and English) recordings during 1963.

The Swedish song “Jag har bott vid en landsväg,” an oldie from the 30’s, did very well on the charts in Norway recently. Publisher in Norway is Norsk Musikforlag A/S, not Sonora Musikforlag AB as has been reported in Cash Box. Sonora handles the copyrights in Sweden only.

“The Swiss Maid” introduced Palace Music (Sweden) AB, new Swedish publishing house, in Norway and became a top seller immediately, reports Zizirp Amason, head of the new publishing house.

**SWEDEN**

Mrs. Simon (Barbro) Breth gave birth to a daughter on January 1st. The proud father is the head of Karlsson and Joker Grammofon AB in Solna (his own birthday happens on Dec. 28th). Early in 1963, Simon Breth is planning a big trip to the U.S. Cash Box was told.

Arriving here Jan. 6th from Geneva, Switzerland, was American publisher, Carl Mogull who spent a couple of days in Sweden during his European trip.

Sture Borgedahl, head of Sonora Musikforlag AB, told Cash Box that striving for January 1, 1963, Sonora began to publish Dick James Music Ltd., London, in Scandinavia. First release from this British publishing house will be “Double Scotch,” from the German musical “Heinwein mach St. Pauli,” starring popular German singer Freddy. Sonora has acquired the Swedish rights for “Junge kornm bald wieder,” at the present on top of the charts in Germany. Sonora has also obtained the Swedish rights for “It Took Only One Kiss,” the new top sedentary high on the charts in England. Finally, Borgedahl said that “Guitar Man” is published by Sonora Musikforlag AB and not by Philips as previously reported in this column.

Stig Anderson, head of Bens Musik AB told Cash Box, that Bens has taken over the catalogs by American publisher Aaron Schroeder, including his January 4th release, “New Se-Lark Music, Arch Music, etc.”

Ake Oquist leaves Philips-Sonora AB as producer of the international repertoire for the labels Philips and CBS on Feb. 28. He will be replaced by Lars Lindan, at the moment working with Sweden Music.

Simen Breth of Karlsson Grammofon AB, told Cash Box that he is very happy with the success of the Norwegian lullaby, “Jag har bott vid en landsväg,” which they have sold very hard in Paris, where they were twice in less than one month for TV appearances. The correct season will start with plenty of well-known artists coming to Scandinavia, Breth said. Sonny Rollins’ Quartet opens in Copenhagen Jan. 19th, and Duke Ellington arrives on Feb. 3.

New record releases arriving at this Cash Box office include two EPs from Pye’s “Traditional Jazz” with Ian Muniery and His Clyde Valley Stompers, and “It Only Took A Minute’ / ‘Your Tender Look” / ‘Shine’ / ‘The Switch,” with Joe Morello, both released by Philips in Denmark. A new album featuring Monica Zetterlund singing three songs from the show, all three of Swedish origin, Marianne Nilsson has made a single on Philips including “He’s The King Of Million Years” (Danuca Nysgjet, runt (in Swedish) and “Dansa Twist,” the latter being a ‘modernd’ version of “Jesnhus Fill The Battle Of Jericho.” Philips-Sonora distributes the Pye label in Sweden.

**Australia’s Best Sellers**

1. Telstar (The Tornadoes—Decca) Reg Connelly Music
2. Return To Sender (Elvis Presley/RCA Victor) Belinda Music
3. Big Girls Don’t Cry (The Ronettes—Philles) Bellina Music
5. Let’s Dance (Chris Montez)—Hussey A/S
6. Love Me Tender (Elvis Presley—RCA Victor) S. Limbo Rock
7. Guitar Man (Manu Eddy/RCA Victor) Sonora Musikforlag
8. Thank You (Johnny O’Keefe—Leddon) Victoria Music
10. Alley Cat (Best Fabric—Columbia) Chappell & Co.

**Norway’s Best Sellers**

This Week Last Weeks on
Wk Wk Chart
1. 1. 3. Return To Sender (Elvis Presley/RCA Victor) Belinda (scandinavia) AB
2. 2. 1. Love Me Tender (Elvis Presley—RCA Victor) Bellina Music
3. 3. 5. Love Me Tender (Elvis Presley—RCA Victor) Belinda (scandinavia) AB
4. 4. 2. Guitar Man (Manu Eddy/RCA Victor) Sonora Musikforlag
5. 5. 4. Jazz Har Bott Vid En Landsväg (Ray Adams/Manu) Norsk Musikforlag A/S
6. 6. 3. Juice, Biscuits & Quaodo (Jan Hjalared/Columbia) Belinda (scandinavia) AB
7. 7. 6. King Of The Whole Wide World (Elvis Presley/RCA Victor) Belinda (scandinavia) AB
8. 8. 7. Skobol (Carl Magnus Blaine) London
9. 9. 5. Bobby’s Girl (Susan Maughan/Philips) Broadway Music
10. 10. 8. Swede Made (De/Phillips/Big Top) Palace (Sweden) AB

**Sweden’s Best Sellers**

This Week Last Weeks on Wk Chart
1. 1. 8. Regina Natt (Gråtende Sky) (Anne-Lena/Melromme) AB
2. 2. 4. Return To Sender (Elvis Presley/RCA Victor) Belinda (scandinavia) AB
3. 3. 6. Bobby’s Girl (Marcie Blane) London/Broadway Music
4. 4. 2. Let’s Dance (Chris Montez/London) Thore Ehring Musik AB
5. 5. 7. Bop-A-Lula (Gene Vincent/Capitol) Belinda (scandinavia) AB
6. 6. 9. Down Home Says (Ron Goodwin/Panoramic) Reutter & Reutter
7. 7. 8. Twist A Saint-Tropez (Les Chats Suivages/HMV) Bens Musik AB
8. 8. 6. Lovesick Blues (Frank Ifield/Columbia) Bens Musik AB
9. 9. 10. Quand À Los Angeles (Tony Renis/HMV) Belinda (scandinavia) AB
10. 10. 10. Bop-A-Dena (Gunnar Kinch/Phillips) Cedwood (scandinavia) AB
I've Got the World By the Tail

Call It "Cousin Eddy"

Singer-Songwriter

The Songs of Eddy Arnold

BY TIM RICH

For the past few years, Eddy Arnold has been a sought-after songwriter for some of the biggest names in the business. His songs have been recorded by everyone from Patsy Cline to George Jones to Waylon Jennings. But for all of his success as a songwriter, Arnold is still best known as a singer. His smooth, easy-going style has made him a favorite of country fans for decades. 

Arnold was born in 1930 in Kentucky, and he began his career as a singer in the early 1950s. He had his first hit record in 1954 with "Rose Marie," which topped the charts. Since then, he has had many more hits, including "Make the World Go Away" and "Two Pina Coladas."

Arnold's songs have a distinctive sound, with his smooth vocals and his liking for country-funk and doo-wop elements. He is also known for his playful approach to life, often reflecting a carefree and laid-back attitude in his music. His songs often feature themes of love, heartbreak, and the simple pleasures of life.

The songs of Eddy Arnold are a treasure trove for fans of country music, and they continue to be popular even today. If you're looking for a singer who knows how to make you feel good, Eddy Arnold is the man. His music is a perfect accompaniment for a lazy afternoon, and his stories of love and loss will resonate with anyone who has ever felt a deep connection to the music. So sit back, relax, and let the songs of Eddy Arnold take you away.

Cash Box—January 19, 1963
Johnny Cash and the Tennessee Three sentenced the inmates of San Quentin during the special annual New Year's Day Show to a variety of Cash-styled compositions. Also on the show was a special added attraction was June Carter. This is the third time that the chart hitters and his boys have donated their services so that a star format show could be offered to those in San Quentin. He gets "out" by the penitentiary with a sense of satisfaction plus a first-hand opportunity to observe and study some background material which will serve as the research sources for an eventual prison album release that he plans.

Later this month, Johnnie Cochran, music manager and producer of Earl Scott, reports that he is now on "Street talk" by Decca Records, a big man. He is now new records by George Jones, Rose Maddox, Warner Mack and Mel Tillis. Deedee's record store can write to Richie at Box 2, Bellen, New Mexico. Richie also reports that Earl Scott is going to cut his first record for Mercury later this month. His current Kopo hit "Then A Tear Fell" is riding the charts. The artist is now touring with Ernest Tubb and George Morgan and group is backed out of the Nashville-based Hill-O-Well Agency.

Johnny Cash and the Tennessee Three went over their "Street talk" by Decca. Cash and the band were on the show to give the inmates of San Quentin a special New Year's Day Show. The show was a hit and was later released as an album. The Tennessee Three also played a special set for the inmates.

Vincent Price, the horror movie actor, is confirmed to be making a guest appearance on the television show "The Sword and the Sorcerer." Price will play a character named "Dr. fille" in the upcoming episode. The show is set to air on October 15th.
That's the deal, isn't it?—to sell the music that makes the most money. If you've picked up the idea this new Seeburg was made just to put Leonard Bernstein out of business, forget it. Anywhere there's room for entertainment... including the corner tavern and the hamburger drive-in... this is the baby everyone goes for. Sawdust floor or plush carpet, it's the one phonograph that can deliver all the music everybody wants today. **Seeburg LP Console**
We received some nice compliments from people in the trade following last week's editorial entitled "A New Challenge" and after reviewing it, noticed that we omitted mention of still another major avenue of opportunity open to the operator—namely the cigarette-candy path to the vending business which has enabled coin machine operators to profit and diversify at the same time.

It continues to be an attractive business for the enterprising music and games operator. We say this because the operators have told us so and the cigarette and candy suppliers have confirmed it. The only individuals who do not agree are those operators who either cannot make the investment or are acting typical in their reluctance to venture out on new profit opportunities.

First off, where are the locations? A good question. It reminds us a little of a pin game operator of thirty years of age who was expanding his route in New Jersey two years ago, when locations were as scarce as hen's teeth (and still are). Considering the competition in this State we asked him the same question—where do you find the new locations? His answer will suffice for both pins and vending and almost anything else you care to mention—"you open your eyes and you look, and before you know it, there they are!" He failed to mention that the new location is arrived at only after much shoe leather has been ground into the pavement, but 'twas ever thus.

How many pool rooms have uncovered the dust to find that the tables are not only drawing crowds but are the biggest amusement attractions in most neighborhoods these days? And how many youths can shoot several lines without the aid of a cigarette or candy machine or perhaps a cold drink machine? These are the locations which couldn't support a peanut machine two years ago.

Is there any profit on vending nickel candy? How much money can you make with a cookie machine? And where do you come off to say that there are cigarette machine locations available today? Good questions. But there are answers, and since we don't operate machines we can only refer you to the people who do and their answers follow: Nickel candy won't make anyone rich and it's doubtful that you will ever survive. But that's your fault. All candy should vend for ten cents and your gross will be in the neighborhood of about four and one-half cents less the cost of the machine. Biggest argument is the limited capacity of the present machines. It's costing operators money since many locations don't warrant two machines. Cookies are excellent money-makers especially since you can, in many instances vend packs which cost you approximately one cent less than candy, and vend for the same ten cents. And don't forget your present music and game locations when you start looking for new outlets.

As far as new cigarette machine locations are concerned, a friend of ours just bought up $21,000 in used Rowe and National and expects to have them sold in 90 days. This is his business and you can bet the machines will be sold by March 30. To whom? Customers who have placed them in new locations continuously for over one year, and this jobber's operator-customer list has grown and grown. The stops aren't the best but they pay for the machine, and then some.

We admire the news magazines which publish audited surveys from time to time pointing out the economic trends of various industries. However, these reports are often impersonal and fail to consider the individual. Since this industry is based on the personal relationship between operator and location we place a great deal of importance on what we hear on the street. And we present it here for your consideration.
National Wurlitzer Week Begins As Distribs Premiere 'Model 2700' Featuring Ten Top Tunes Via 'Golden Bar', Single Coin 50c Wall Box

Bear Says: "Wurlitzer Has The Winner In 63"

NORTH TONAWANDA, N.Y.—Invitations have gone out to music opera-
tor managers and dealers, inviting them to see the Wurlitzer "Model 2700" as described in The Grand Musician, in "Make Mark Of Them All" during National Wurlitzer Week scheduled from Sunday, Aug. 15, through Friday, August 19. The new line designated "Model 2700" and "Model 2710" for the 100-selection is again offered with the Wurlitzer exclusive "Ten Top Tunes" via the 'Golden Bar' Wall Box. The equipment is offered with an optional equipment. The standard phonograph is set up to "Play Golden Bar Best Music," whichever be his location requirements.

Accent On Color

In describing improvements in the "2700" series which are immediately apparent to the dealer, General Manager, of Sales, has to say, "Soft back-lighting from three standard lamps makes this a real "Do-It-Yourself" unit. It is the first in this new series of Wurlitzer phonographs ideal from the standpoint of tailoring color and light control to each location. Fluorescent strips around the back and panels, blue, red, and green, and may be used to soften the light or turn it into color light. Both models are contained in the same cabinet, and we consider the dimensions and materials appropriate to operators. The phonographs are large enough to satisfy the most extravagant yet small enough not to demand too much floor space."

"The "2700" is well built—it’s constructed of the newest alloys to insulate it from external reaction. Where steel is required—steel is used. Where die castings enhance appearance, die castings are used. Some of the parts are cast in lots of them. Where aluminum and magnesium are desired for lightness and weight and down shipping charges— they have been used to advantage."

"With the 'Golden Bar,' the Wurlitzer has incorporated heavily chromed zinc die castings with a very attractive scultped pattern in the center of each. These castings are also used on the interior phonograph and flank the back-lighted top display. A new faceplate, with a slight brown touch, which is packed with a full color of lighted 'Wurlitzer Crest mounted in a circular frame with a deep-effect in the molded plastic design which gives softly and gives added attractiveness to the side view of the phonograph. Aluminum extruded guard rails assist in handling the new Wurlitzer models and protect the two metal rear doors which give access to the interior phonograph, which is the same key which releases the doors and the inter-connect latch. Both of the rear doors giving full access to the phonograph interior," said Bear.

Easier Service

"Operationally, the new Wurlitzer models contain some interesting innovations. The new amplifier mounting provides an easy weight forward so that one movement places the amplifier entirely outside the cabinet housing. This is accomplished by first releasing a knurled screw with which the amplifier is locked to its base, and then with the lockout in a cinch. Two knobs for each control are built into the cover. These adjustment levers make it possible to bend the amplifier at any of four positions to a pleasing level regardless of the construction of the cabinet units, ceil-
ing, and in many instances the physical shape of the location. Below these four levers is a balance control which controls the volume for the very finest results from an automatic music installation."

"Another innovation this year is the quick-change relays which may be seen at the side of the junction box. One of these relays has a red plastic cover, the other a plastic cover in white. Should relay trouble develop, it is possible to immediately change each unit by removing it and replacing with a new one. This is the work of seconds and will offset much check-out time which was previously needed to accomplish the same correction. The relay plug is color-coded to insure proper replacement. The Wurlitzer

50c Wall Box

"Three wall boxes each designed to serve as a complete phonograph, the Wurlitzer Line for 1963. These include a new Half-Dollar, Single Coin Wall Box, and an all new 100-selection Wall Box Line. Wurlitzer has been specifically for use with the 'Wurlitzer Ten Top Tunes' play stimulator. This wall box lists the Top Tunes which the patron will hear behind an attractive glass frame, which have been made available on bars, counters or in booths. The Model 2700 Wall Box accepts all coins including half-dollars and is used with the 200-selection model. Model 2710” is offered for use in conjunction with the 100 selection phonograph."

"The Wurlitzer line of stereo speakers is unusually complete. It offers designs which will furnish true stereo or full range high-fidelity sound coverage regardless of the size, shape or area of the location. The Stereo Extender Model 5125 is a drum type speaker with an attractive wood frame, which may be set on a table or on the floor. The Wall Speaker Model 5121 is a heavy-duty, full range high-fidelity unit which has a 19-inch cone and middle range cone and. It’s 'twist' tweeter enclosure is designed to enhance bass resonance, continued "Bear."

"Wurlitzer Distributors are offering a complete brochure with full-color illustrations and graphically describing the features and specifications of the Wurlitzer 2700 and its allied remote controls. This brochure will permit them to become conversant with the many developments in this line which encourage the manufacturer to claim that "Wurlitzer Has The Winner In 63.""

Gordon Named Seeburg Exec V.P.

Distribution in July of last year. Gordon who is widely known as the coin-operated phonograph industry’s foremost innovator took the key role in the vital eastern market in selling the ‘Coin-Select’ Model 60 in the nation when the Seeburg Select-O-Matic 100 was first introduced in 1948.

Many of the features and concepts that he originated and introduced to the coin-op industry are now standard. In the "Art of the Month," which has been the most popular feature in most standard industry publications.

The "Artist of the Week" with its album cover display and unique concept, has been an inexhaustible source of excitement and sales in the coin-op field. In the "Coin-Select" model, where the "Gordon’s Breakthrough" LP Console program introduced last August as the "Art of the Month," the feature is that the LP gets top billing in the selection, income totalizing and the "Con- solate" Wall Box featuring albums of major artists in the coin-op field.

"Directional Stereo," the principal feature in the Seeburg "DSD" model and personalization of music equipment, subsequently adopted by other companies, were also products that were originated by Jack Gordon.
United Names Atlas-Des Moines
Distri Appoints Tom Freestone Sales Rep

CHICAGO—C. B. (Bill) DeSelrn, executive vice president in charge of sales for United Manufacturing Company, this city, announced the appointment last week of Atlas Music Company, of Des Moines, Iowa, as exclusive distributors for United amusement games in the State of Iowa.

The Des Moines firm, which is headed by Bill Phillips, is arranging a series of service school sessions to further acquaint operators in the territory with United Mfg. Co.'s amusement games, according to DeSelrn.

The service classes will be supervised and conducted by United's staff engineers. The school series will be initiated in the weeks to come.

DeSelrn stated that he, and the entire sales force at United, welcome Atlas Music Company of Des Moines into the "family of outstanding distributors representing the United Manufacturing Company."

MONROE
Coin Machine Exchange, Inc.
2621 Payne Ave., Cleveland, Ohio
Superior 1-4600

If you are reading someones elses copy of The Cash Box, why not mail this coupon today?

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NEW YORK 19, N. Y.

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☐ $15 for a full year (52 weeks) subscription
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☐ $30 for a full year (outside United States)
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[Cash Box—January 19, 1963]
**Cash Box**

**VENDING NEWS**

The Vending Machine Industry's Only Newsweekly

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**Restaurant Management, United Servomation Merge**

PHILADELPHIA—Restaurant Management, Inc., with executive offices in Bala-Cynwyd, Pa., has merged with United Servomation Corp., of New York City, and will operate as an independent division of the national company, it was announced jointly by William J. Hrabrick, president of Restaurant Management, Inc., and Joseph E. McDowell, president of United Servomation.

Hrabrick, who has served as a consultant for many of the national restaurant chains and is a member of the International Society of Food Service Consultants, is the founder of Restaurant Management, Inc., and will continue as president of the new division.

Stockholders and members of the board of Restaurant Management, Inc., all from the Philadelphia area, have resigned. Mr. Hrabrick said. The merger was effected by an undisclosed amount of cash. United Servomation Corp. is one of the country’s largest food vending and service organizations. During its 1961-62 fiscal year, ending June 30, 1962, the company earned $2,701,000 after taxes, or 88 cents per share on sales of $64,758,000.

Restaurant Management’s president said the company will continue to operate from 21 Bala Avenue, Bala-Cynwyd, Pa., and will carry on its initially stated objectives of a complete consulting service for the restaurant and vending industries, the building and management of quality hotel restaurants, and the initial operation and later possible franchising of four prototypes of highway and urban type restaurants of manual and automatic types under the name of Mr. Bill’s. At the present time Restaurant Management, Inc., are planning for a large downtown restaurant in Philadelphia and 2 “Mr. Bill”s, which will be located in the Philadelphia area.

“Our financial support has now been greatly enhanced,” said Mr. Hrabrick, “and we will accelerate our schedule of opening such restaurants.”

Hrabrick formerly was staff consultant for Sister Food Service Management and has served as food service consultant for many of the country’s large restaurant operators. He is a member of the International Society of Food Service Consultants.

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**Failure Of Coin-Op Dry Clean Biz Seen Due To Financing**

**Survey Points To “Right” And “Wrong” Locations**

NEW YORK—While the introduction of coin-operated drycleaning equipment has been going on in America since 1960, a national survey by SFC Financial Corporation (formerly Stand- ard Financial Corporation) of the 7,000 drycleaning establishments in operation today to overcome the problem of financing a new financing plan for manufacturer, wholesalers, distributors and jobbers in this field. The 7,000 self-service drycleaning establishments operating today account for about $100,000,000, sales, which is only about 5 per cent of the drycleaning business in the nation. The survey was released by Arthur F. Silbert, vice-president, SFC Financial Corporation.

Survey results showed more rapid growth when they started after World War II, the survey said. Manufacturers cited for the lag in the coin-operated drycleaning establishments are two:

- Lack of sufficient charges on installment purchase of drycleaning equipment is high and may be interpreted as placing a burden on owners’ working capital. High finance charges and short maturities are attributed to the fact that most installment sales of such equipment are financed by manufacturers who are anxious to have their money returned quickly since they need the working capital in their own manufacturing business. Finance charges by national finance companies are lower, and manufacturers are almost invariably longer.

- Service, self-service laundries, the coin-operated drycleaning establishments require an attendant to expand to a full service cleaning unit so as to assure satisfactory cleaning quality in order to attract customers and squeeze his working capital.

- The survey report said: “Manufacturers are usually not prime borrowers at national banks and national banks are reluctant to install or offer installment terms through their distributors, the interest rates are high and the maturities are short. Usually, these drycleaning units are not sold on terms longer than 30 months.”

**SFC Financial, in its survey of the industry, found that short length of term for installment purchase of service self-service drycleaning equipment should be at least 30 months, and perhaps as long as 48 months. Shorter terms do nothing but cut out the working capital of the drycleaning owner.”**

“Also, as a prime borrower at more than 100 banks, SFC Financial believes that money costs to the self-service drycleaning industry should be kept at rock bottom in order to enable the industry to expand its outlets and sales. Our new plan for this industry reflects our beliefs about long term and low cost loans.”

The survey found that of the 7,000 self-service drycleaning establishments, about 49 per cent were located “downtown,” and 24 per cent located shopping centers. Location of the store is a factor. A small percentage are located in major high traffic areas. These are said to be in the “wrong” locations.

“Many highway locations are successful for self-service laundries in tourist areas, and they do not work best for self-service drycleaning, despite the availability of the business. The most successful experience seems to be in or near shopping centers, or in neighborhood locations.”

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**Canteen Installs 12 Vendors For Chi Police**

CHICAGO — Beginning this week, duty at Police Headquarters for “Chicago’s Finest” will offer increased pleasures for the inner man as a 24-hour automatic cafeteria goes into permanent operation.

Located in Room 506 of Chicago Police Department Headquarters, 1121 S. State Street, “Club 200” has more than a dozen automatic vending machines providing round-the-clock service of hot meals, snacks, sandwiches and beverages. There’s even a dollar bill changer to convert currency into coins.

Stanley Sarabornek, President of the Policemen’s Benevolent Association, the organization which will receive all proceeds from the installation, said the new canteen is a real benefit to police personnel, especially during off-duty hours and inclement weather. Formerly, he said, “we had to go out of the building.”

According to Harry Creighton, Manager of the Chicago Branch of Automatic Canteen, this is the first all-vending food service installation within the Chicago Police Department. It is patterned after successful industrial installations made by Automatic Canteen throughout the country, using sophisticated equipment to vend a variety of hot meals, as well as salads, sandwiches, soups, pastries, ice cream, coffee, milk, soft drinks, candy and cigarettes.

**Seeburg Names Bill Schwartz Vending Sales Mgr.**

CHICAGO—William F. Adair, Sales Vice President of The Seeburg Corporation, has announced the appointment of William Schwartz as National Sales Manager of Seeburg’s Vending Division.

Seeburg vending equipment sales executive, Schwartz, has been in the business for more than 20 years and is nationally known to the automatic merchandising fraternity, particularly in the field where he has lived and worked most of his business life.

He attended the University of Southern California and acquired his degree in law from St. John’s Law School. He joined the vending industry in 1941 when he set up his own business to refurbish and resell vending equipment older than 10 years and worked most of his business life.

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Seeburg’s new Vending Sales Manager joined the Stone Company in 1945 as Sales Representative in the East and was with the company for 16 years through the period after it was acquired by Vendo. He left in mid-1960 and joined The Seeburg Corporation as Eastern District Manager.

**Charles Brinkmann**

SPRINGFIELD, MASS.—Charles H. Brinkmann has been appointed general manager of the newly organized Automatic Electric Corporation’s automatic merchandising division here. It was announced last week by R. N. Campbell, vice-president and general manager of the company.

The new merchandising division’s principal product is beverage coolers and its manufacturing facilities are at the company’s East Springfield plant.

Brinkmann brings to Westinghouse experience as a sales executive for over 16 years experience in the vending machine industry. For the past year and a half he has been vice president in charge of sales for Automatic Retailers of America, Inc., in Chicago, and for the previous 15 years had been associated with the Rowe Manufacturing Company which currently is a subsidiary of Automatic Canteen.

He was vice president in charge of sales for Rowe from 1942 to August, 1950 when he became president of the Rowe-M-F Sales Company. He joined Automatic Retailers of America in May, 1957.

Brinkmann holds bachelor and master of science degrees in chemical engineering from New York University and a master’s degree in industrial engineering from Columbia University.

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Nathaniel Leverone, Founder-Chairman, Automatic Canteen Co. of America and Patrick L. O’Malley, President, along with Stanley Sarabornek (left), President of the Police’s Benevolent Association of Chicago, and an unidentified police personnel at ceremonies opening new 24-hour automatic cafeteria at Police Headquarters.
Interstate's Wrigley Bldg. Installation Combines Machines With 'People' As Chi Promotion Publicizes 'Chef Phillip', Bus Girls

CHICAGO—A totally new type of public restaurant opened on North Michigan Avenue November 19, with the opening of The Brass Rail Automatic Restaurant in the Wrigley Building. Interstate Vending, parent company, operates the installation.

The largest of its type in the nation, The Brass Rail seats 250, is over 4,700 square feet in size and automatically serves a complete menu of Brass Rail main course meals, sandwiches, salads, desserts and beverages, including freshly brewed coffee, through a bank of over 20 vending machines. Micro-wave ovens heat food in 15 seconds.

"High quality food at moderate prices and quick service in a relaxed atmosphere are the principal reasons for the growing popularity of automatic food service, improved technology in vending equipment, and the development of specially prepared meals for vending are now bringing the automatic restaurant into an ever increasing number of public, industrial and institutional locations," said Ronald Wolff, Interstate president.

He pointed out that care had been taken in the new Brass Rail restaurant to emphasize the people associated with the automatic restaurant rather than the machines.

To accomplish this, a Brass Rail-trained chef carver is prominently stationed at a buffet counter located between two recessed rows of vending machines. The carver prepares roast beef, turkey, ham and corned beef sandwiches to order. Also, attractively costumed bus girls are in attendance in the dining areas.

Bold use of color and light was another method for bringing life to the new Brass Rail. An "appealing" combination of Cantaloupe Orange, Chocolates, Brown and Cream was used on the walls, tables, light fixtures and in the upholstery fabrics.

The new Brass Rail Automatic Restaurant, which Interstate opened November 19, offers the latest in automatic food service in a relaxing, intimate setting.


OKLAHOMA CITY — Charles M. Beith recently joined Council Manufacturing Company, Fort Smith, Ark., as production manager. He will supervise all internal production activities on the company's Iconackers, Drinkmakers and Handy Dan's ice Vendors and components. Donald A. Council, president, said, Beith has held supervisory positions in engineering and production with Eastern Aircraft Division of General Motors Corporation. He has worked as production supervisor and cost control analyst for International Harvester Co. Prior to joining Council Manufacturing, he was chief industrial engineer and production plant manager for the plastics division of Doughey Industries. He has studied at the Universities of Michigan and Maryland and the General Motors Institute of Technology.

Cash Box

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Risman Calls Exec Meeting To Discuss Problems Prior To Directors Meet In Florida

Wash. D.C. Talks To Be Followed

CHICAGO—The executive and finance committees of National Automatic Merchandising Association will meet here January 21-22 at the Sheraton-Park Hotel, Washington, D. C., according to Louis J. Risman, NAMA president.

He said the committees will discuss problems facing the vending industry in 1963 and will make recommendation to NAMA Board of Directors meeting scheduled for February 14-15 in Hollywood.


Finance committee membership is the same as the executive committee with Treasurer W. J. Manning, Jr., as chairman.

Following the committee meetings at the Sheraton-Park is the Second Annual Association Public Affairs Committee meeting which is sponsored by the Chamber of Commerce and is expected to complete its work by the First Session of the 86th Congress.

Some 2,000 association representatives and businessmen are expected to attend. A similar conference last year attracted 1,117 vending industry executives.

Georgia Council Meets Jan. 19 At Americana To Be Followed By Labor Seminar, Wene Conducts

CHICAGO—The third annual meeting of the Georgia Automatic Merchandising Council is scheduled for Saturday, January 19, according to NAMA's Sidney J. Schapira, council secretary.

Council President William Martin, Automatic Candy Company, Columbus, Ga., said the meeting is open to all Georgia vending operators whether or not they are members of the council. The meeting will be held in Atlanta beginning at 4:15 p.m. at the Americana Hotel.

The business agenda includes elections of a new board of governors and officers, discussion of coming legislative problems, the vending machine sales and loss prevention problems, and a review of national legislative programs.

Guest speaker will be Richard W. Funk, NAMA labor relations counselor.

The Georgia council meet follows an all-day Labor Relations Seminar sponsored by NAMA which is being conducted January 19 at the Americana Hotel.

Georgia Automatic Merchandising Council is a state affiliate of National Automatic Merchandising Association.

Insalata, Whaley Promoted

CHICAGO—National Automatic Merchandising Association announced the promotion of S. John Insalata as Assistant Legislative Counsel and Gerald F. Whaley to Manager, Information Services.

Insalata joined the NAMA staff as Assistant Legislative Counsel in 1960. He formerly was an attorney with the U. S. Department of Health, Education and Welfare.

Whaley joined NAMA in 1959 as Assistant Director of Public Relations. He previously had been Director of Public Relations for the City County, Illinois Sheriff's Office and a public relations consultant to several national associations.

CHICAGO—Employer-employee relations problems and vending operators will be explored January 19 in Atlanta, Ga., at a day-long labor relations seminar sponsored by National Automatic Merchandising Association.

The special seminar is the second conducted by NAMA and will be open to all NAMA member companies in 10 states including Louisiana, Mississippi, Alabama, Florida, North Carolina, South Carolina, Tennessee, Kentucky and Virginia.

The meeting will run from 10 a.m. to 4 p.m. at Atlanta's Americana Hotel.

Dr. Benjamin Werne, NAMA labor relations consultant, will conduct the seminar with discussion, according to Richard W. Funk, NAMA legislative operations director, who added the seminar will be a workshop and not a lecture. "Funk pointed out. "The practical labor relations problems which vending operators will be explored thoroughly and specific recommendations for action will be advanced," he said.

NAMA conducted a similar seminar October 17-18, 1960 on San Francisco, California, following the national NAMA Convention there.

Funk explained that both seminars are pilot programs and the decision to conduct a future series of such meetings throughout the country will await evaluation of the first two meetings' success.

Registration fee for the seminar is $10 per person.

Davis Will Hold Coffee School, Answer Milk Quiz

SYRACUSE—Night school services for the new Seeburg Coffee Vendor will be held from 7:30 p.m. to 10 p.m. at the Distributor Corporation, from January 14th to January 17th. Classes will be held at all Davis offices.

Dwane Gesner, Seeburg factory service engineer, will conduct classes in Syracuse on Monday, January 14th, Rochester, Tuesday, January 15th, Buffalo, Wednesday, January 16th, and Albany, Thursday, January 17th.
The BIGGEST Export News Story Is About To Break In Europe and Cash Box Will Be On Hand To Serve This 19th Annual A.T.E. Convention In London—Jan. 29th thru 31st ......

...... BE SURE YOUR AD IS PART OF THIS ALL-IMPORTANT A.T.E. CONVENTION SPECIAL!!!

2500 BREAK A. T. E. RECORDS! SIXTEEN NATIONS VISIT LONDON'S 17th ANNUAL AMUSEMENT TRADES SHOW

Latest Equipment Exhibited From Modern Displays As Coinmen Take In 3-Day Convention

EXHIBITORS SHARE DISPLAY SPACE AS HORTICULTURAL HALL FILLS TO CAPACITY WITH PEOPLE, MACHINES


Pay-Out Machines Attract Wide Attention With All Types Of Machines Shown From Stands

68 FIRMS OCCUPY 130 STANDS AS A.T.E. MANAGEMENT LOOKS TO LARGER QUARTERS FOR '62

REPORT ON A.T.E. EXHIBITS

Your A.T.E. Ad Is Personally Presented To Visiting Buyers When It Appears In Cash Box—Feb. 2nd Issue!

SEND ALL COPY TO 1780 BROADWAY, NEW YORK 19, N.Y.

DEADLINE FOR COPY: WEDNESDAY JAN. 23rd !!!


- More than 3000 international coin machine buyers expected to attend from more than twenty different countries. The largest number of buyers for your equipment marked for export sales! Reach them all at once during the A.T.E. Convention when the ONLY international trade paper in the business to attend, Cash Box, is on hand at New Royal Horticultural Hall in London (Booth #130) los always.

- Prepare copy now and advertise your export facilities, services, list inventory for immediate delivery. Speak to the world's coin machine buyers through the pages of Cash Box in the A.T.E. CONVENTION SPECIAL ISSUE. Dated February 2nd—Deadline for copy, Wednesday, Jan. 23rd!!!
Milner Added To Empire's Staff

CHICAGO — Joe Robbins, general sales manager of Empire Coin Machine Exchange, of this city, announced the appointment this past week of William (Bill) Milner to Empire's sales staff. Milner, who has been employed in the coin machine industry for more than 20 years, will handle Chicago city sales for Empire Coin.

Robbins stated that both, he and Gil Kott, owner of Empire Coin Machine Exchange, "are delighted to add a man with Milne's experience in the coin machine business, to the firm's staff."

United Show In Milwaukee

MILWAUKEE—A large contingent of Wisconsin music operators, their families, and service personnel are expected to be packed into the new Milwaukee Academy of Arts for cable television Thursday, Jan. 10th, when the American Cable Television network will broadcast Milwaukee's annual musical gala — "Rosenfest" — to cable viewers throughout the region. The gala, which is a salute to the Crescent City's many musical groups, features a variety of Milwaukee performers, including the city's largest symphony orchestra, the Milwaukee Symphony Orchestra, under the direction of Maestro John Mauceri. The concert will be held at the Milwaukee Symphony Hall, and is being sponsored by the Milwaukee Civic Theatre.

First Coin 'Wide Open'

CHICAGO—Joe Kline, president of First Coin Machine Exchange, distributors throughout the Greater Chicago area and beyond, is hosting a gala five-day show featuring some of the finest coin-operated phonographs on the market today—plus the world's largest Phonograph model 2700 phonograph! The coin-operated phonographs will be displayed on Monday, January 14 through Friday, January 18, to accommodate all of the music operators in this heavily populated area.

New Wurlitzer On Display In 3 Cities

Bilotta Staffs To Wine And Dine Visitors

NEWARK, N. J.—John Bilotta is at it again! With the introduction of the 1965 Wurlitzer Model 2700 throughout the nation this week, Bilotta has decided to handle the hundreds of visit- ing operators at his three outlets in an unusual way. Rather than throw one big shindig for all, as he usually does each year, operators from the state New York area will be personally welcomed and housed and the check will be picked up by John Bilotta himself, who owns and operates the Hunter Bar which is the focal point of the TTT Button, and the Single-Coin Wallbox which also plays ten tunes at the drop of a hat.

Bilotta claims the personal approach will give Bilotta reps a chance to advise ops on their own equipment, and the manner in which collections can be increased rather than to "look at the other fellow's location." "My brother Jim has experienced greater collections on his Ten Tunes locations and at this moment has just completed a 100% changeover on his route to Wurlitzer machines with the TTT Button and now the Golden Bar," said Bilotta. "The Golden Bar will get ops more money in the same locations which have fewer people these days."

Early reports states Bilotta has fared well at the sales meetings with props and pep talks. The personnel were instructed to wear jockey hats in order to hand out the speedy hats. Bilotta says "Wurlitzer has the winner for '63." Operators interested in finding out why can also receive a free full-course dinner. Servicemen were also invited to the show and the dinners. "I want the servicemen to see the 'inside story' on our new Wurlitzer phonograph!"

Rowe AC Names MacGregor, Huebsch Midwest Reps

CHICAGO—Rowe AC Services has appointed Robert MacGregor as Regional Sales Manager-Vending and Paul Huebsch as Regional Sales Manager-Music for the Midwest Marketing Region, it was announced today by Jack Harper, Vice President and General Manager.

Harper said the appointments are part of Rowe's successful new decentralization program in which Regional Sales Managers work directly with distributors and operators, "giving Rowe AC much better coverage and closer working relationships with operators, to guide and assist them in all areas of sales, services and equipment."

"The response to our new operator-oriented program has been gratifying," Rowe personnel will continue to add to the program of local-level services," Harper stated. "The Midwest Region covers North and South Dakota, Minnesota, Wisconsin, Upper Michigan, Illinois, Missouri, Kansas, Nebraska and Arkansas. Rowe distributors in the region are Atlas Music Co., Chicago and Des Moines; Pioneer Sales & Service, Inc., Milwaukee; Central Distributors, Inc., St. Louis; and W. B. Music Co. Inc., Kansas City, Mo. MacGregor has been with Rowe for 11 years, as Vending Coordinator and District Sales Manager. He resides in Wheaton, Ill., with his wife and their two children. Huebsch was previously Vice President and General Manager of J. H. Keeney & Co., Inc. He is a resident of Shelby, Ind., is married and has four children.
Seeburg '62 Sales Hit $51 Million
Net Earnings At 89¢ Share

CHICAGO—The Seeburg Corporation reported a 102 percent increase in fully-taxed earnings for the fiscal year ended October 31, 1962. The sharp rise was achieved on a sales gain of 45 percent.

Net income in 1962 was $1,994,210, equal to 89¢ per share on 1,918,054 shares outstanding. This includes a tax credit of $150,000, or 6¢ per share.

Net income in the previous year was $1,051,416, equal to 43¢ per share on 1,460,900 shares outstanding. Fully-taxed earnings were $1,243,610, or 51¢ per share in 1962, compared with $654,516, or 31¢ per share, in 1961.

Sales totaled $5,051,416 in 1962, compared with $3,557,000 in 1961. Delbert W. Coleman, chairman, told stockholders that all Seeburg products produced during the year, with vending equipment volume rising most sharply. Vending sales amounted to $25 million, 48 percent of the total volume, compared with $12.2 million in 1961. Mr. Coleman noted that when the company began the manufacturing division in 1955, all sales amounted to $23.8 million, of which vending accounted for $10.7 million, or 45 percent of the whole. He also reported that the company is in the process of bringing new, milk, candy and pastry machines to market, and has under construction 250,000-square foot plant, scheduled for opening March, 1963, that will materially increase production capacity.

Sales of Seeburg coin-operated phonographs rose from $19.1 million in 1961 to $24.3 million, compared with the previous record $18.8 million. The company’s Background Music Division, which produces background music systems and Quillette Division, which manufactures hearing aids, also reported sales increases.

Year Ended October 31

<table>
<thead>
<tr>
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<th>1962</th>
<th>1961</th>
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<tbody>
<tr>
<td>Sales</td>
<td>$5,051,416</td>
<td>$3,557,000</td>
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<tr>
<td>After Tax Income</td>
<td>$1,586,410</td>
<td>$1,051,416</td>
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<tr>
<td>Special Credit</td>
<td>$500,000</td>
<td>$100,000</td>
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<tr>
<td>Net Income</td>
<td>$1,086,410</td>
<td>$951,415</td>
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<tr>
<td>Earnings Per Share Before Special Credit</td>
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<tr>
<td>Net Income Per Share</td>
<td>$0.55</td>
<td>$0.49</td>
</tr>
<tr>
<td>Common Shares Outstanding</td>
<td>1,918,054</td>
<td>1,460,900</td>
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</tbody>
</table>

Dave Skeds Phone Service Schools
In All Four Upstate Showrooms

SYRACUSE — Davis Distributing Corporation will hold service schools on the new Seeburg LP Console Phonograph at all its 4 offices from 10 a.m. to 1 p.m. October 31.

Courses will be held in Albany—Tuesday, January 15th, Syracuse—Thursday, January 17th, Rochester—Tuesday, January 22nd, and Buffalo—Tuesday, January 29th.

—Tuesday, January 29th.

Harry Stuecky, Seeburg factory sales engineer, will conduct these courses from 10 a.m. to 2:50 p.m., with a special question and answer session from 1:30 until 4 p.m. Refreshments will be served at all schools.

Seeco Issues
Spanish Disk Packs

NEW YORK—Seeco Recorders, Inc., manufacturer of Spanish singles and LPs, has taken a modest but unusual step forward in an effort to increase the sales of singles. Aimed primarily at the juke box operator whose trade is with the Spanish speaking people, they have selected twenty-five of their best selling singles and made them into a special juke box package consisting of five singles each. The package will contain strips strips of each selection for easy insertion into the juke boxes.

Palmer In Philly

PHILADELPHIA—Jack Palmer, head of the newly formed Betasona, a Belgian importing firm, arrived here last week to set up new offices for handling and equipping for shipment to Europe.

The new Wurlitzer phonograph Model 2700 will be the talk of this town all week as the distributor and import- tor showings which will be held, for the most part, in the distributor show- rooms, has a Golden Bar where the Button used to be but the action is the same—The action is there in all the houses for 50¢ and in the right location this can mean lots half-dollars. The TT shows will open on the 15th and 23rd. Exec Bob Bear and A. D. Palmer know a good thing when they see it and arrange it into the feature on the new line with the accent on half-dollar play via the Golden Bar.

The new wallbox is really a fantastic thing with single selection for four cents. The strikes are metal and is the best wallbox for 50¢. It will sell. This is the only wallbox of this price, which really is designed to hold. The box sells for about $39.95, one-third the price of the standard wallbox. No selection of course, but for the TT merchandising package, you don’t need one.

Harold Kaufman, new distributor in NYC will confine the festivities to his Tenth Ave Showrooms and the Bklyn. outlet. All ops in the are area received invites last week.

John Bilotta who ordinarily throws a wing-ding dinner and banquet affair will have his show Aug. 19th and 20th in Albany, and Jack Shawcross, Neil Berard and Bob Catlin, respectively, will invite the entire operations in the state. The servicemen have viewed the machine and have looked inside. Bilotta will rotate the countrywide as usual conducting the showings and continuing on.

The trade is delighted to hear that Jack Gordon is now Seeburg exec v.p. and a member of the Seeburg board. Jack and two execs Bob Bear and A. D. Palmer know a good thing when they see it and arrange it into the feature on the new line with the accent on half-dollar play via the Golden Bar.

The new wallbox is really a fantastic thing with single selection for four cents. The strikes are metal and is the best wallbox for 50¢. It will sell. This is the only wallbox of this price, which really is designed to hold. The box sells for about $39.95, one-third the price of the standard wallbox. No selection of course, but for the TT merchandising package, you don’t need one.

Paul Huesch, another coinvest with a wide circle of friends in the business, will represent the firm in the middle area selling the Rowe AMI phonographs.

Bally’s new horse ride “Rockey” is reported to have ‘mechanical muscles’ which move ‘wireless muscles’ in a ‘wireless back, buckin’ back kick, just like the real thing. Bill O’Donnell is delighted with the reception. Runyon Sales has the ride in New York, New Jersey and Conn.

A new Seeco package will talk Spanish and deal out in Chi. Surprised everyone when Joel Stern sold out the Seeburg distributi on to Nate who was with Atlas Music for many years.

Oprs with Spanish locations can contact Seeco Records for any one of the five disk packs available each of which offers five singles offering latin tempos.

Vie Haim and Morris Nahum, R. H. Belam Inc., leading exporters, escorted French distributor Louis Arnaud of Dico Company, Avignon, France, along in Harrow, Ont. as they exist in NYC. Louis was scheduled to leave for home in a week while the Frenchman will visit the records from the south. The parks people and the annual trek southward and westward selling machines for the Mike Munves Corp., as he does each year.

The entire R. H. Belam staff was replaced by George Hincker, former ad mgr for the factory. . . Ed Doris hit the road last week and visited with Al Simon, among others toward the end of the week.

Seeco Service Schools, which received last week and expressed a desire to see his two new arcade machines—which are in the test stage—in production. The orbit flight machine and the AMT Racer, which won top honors at the National Amusements Show, is expected in addition to the three inquiries from top reps last week. Joe is gettin’ that addicting feeling. The man comes to the truck and gives the dogs the parks people and the annual trek southward and westward selling machines for the Mike Munves Corp., as he does each year.

Doris, Quincy—Sickness. Many of the vets along coiHP registered sorrow upon hearing of the Operator’s passing . . . Tel ‘champ’ Seidel attended a dinner at the Friar’s Club with Irv Holzman and the two had a ball in the Holzman show in Syracuse, New York.

Probably recuperating from a Chicago trip or resting up for one. The Union victory is keeping Irv hopping with shuffle and bowler shipments these days.

Art Seglin, general service rep for Rowe AC, in town for the meet, advises us that sales rep for the same firm, will be by shorty but we missed him while we chatted with Morris Rood and Irv Kempern in the Runyon showroom. During our talk Rood told a joke but no one laughed even though I took about five minutes for him to tell it. After a full minute’s silence the comedian realized a fix was on and everyone roared. At Morris, not at the joke. Lou Woldberg on a diet, Barbara the switchboard gal on a diet, Kempy was dieting, and with all this action it’s a good thing we’re not in the sugar and potato business.

The company was out on Wed in preparation for the Thursday regional meetings which were held behind closed doors, natch. Harold Hoffman in Cincy told us the crew at Royal and the distros from around the area were at the sessions aided with the help of Collak and Sams and the exec crew. Expect big things for the vending and music sales this year.

Jack Wilson, NYS Operators Guild, back from Florida, walked right into another games problem for pool game ops in the upstate region but at press time we believed it could all be straightened out via a legislative ruling from 1956.

Remember Joe Brilliant from Detroit? He’s back in business distributing a product he helped develop years ago. His new line of LP packs out under the distribution of Rowe AC for Top Talent Programme. A 12-inch single, record, picture, and poster, all for $1.80. RCA Victor; “Dixie Howmand” The Duke of Dixieland; Columbia and “Marion McPartland Plays Leonard Bernstein.” Time.

Dinner was served at the hotel and the entire operation adjourned to the Golden Bar for a ring with the ‘more or less’ gang. The entire company attended and there were all 4 offices from Jan. 15th thru Jan. 29th. Check local offices for time and data. . . Seeburg hit $51 million in sales during 1962, a 45% sales increase added. . . Dave Bowler and Joe Bettena of Vogel’s has been open for the past few months, the phonographic organization Patti Page with the heart award. Affair skedded for the Belleville Stratford Hotel in Philadelphia. Seeburg has released two new Artist of the Week packs; Judy Garland and her “Lust to Love” and Kim Curtiss “Country Soul,” both on Capitol.

Eastern Flashes

Cash Box—January 19, 1963
Chicago Chatter

The big news of this infant New Year 1963 thus far is the new ownership and management team takeover at World Wide Distributors. Which is now headed by widely popular Nate Feinstein, formerly general manager at Atlas Music Company. Irv Ovitz, another ex-Atlas Music staffer, looms into the World Wide scene now as a partner and associate. According to Nate, popular World Wide people remaining are Joel Stern, Fred Skor, Art Wood, Howie Freer, Kurt Kliewer, Marlin Berry; and, in fact, all the personnel on hand prior to his take over. All the facts can be seen in another piece in this section of Cash Box. We wish the new management team, headed by Nate Feinstein, our sincerest Cash Box Congrats. Have a happy, prosperous 1963, fellows!

Very best wishes were extended to Nate Feinstein, et al, at World Wide Distibutors, Inc., new management of the Seeburg Corporation. Well wishers included Delbert Coleman, Jack C. Gordon, Tom Herrick, Bill Adair, Bruce Jackson, Stan Jarocki, and many others.

A powerful vote of confidence was also extended to the World Wide organization by Chicago Dynamic Industries' Sam Wolberg, Sam Ginsburg, Mort Secord, and the World Wide distributes Chicago Coin's amusement games in this wide area.

Bill O'Donnell, general sales manager of Bally Mfg., announced the release to the trade last week of Bally's new "Buckey" coin-operated saddle horse kiddie ride. Bill sez it's a bucking bronco with real bucking action to delight the small fry.

This week marks the exciting introduction of the new Wurlitzer model "5700". With this theme, Jack the Kaiser, pin ball of First Coin, is hosting a five day show, complete with refreshments, etc., (commencing Jan. 14 thru Jan. 18) in the firm's showroom. On hand with Jack the Kaiser are Bert Davidson at one end, B. Kose, Sam Kolber, Fred Kline, Cliff Mueller, Joyce Larson and Mary Gray.

Herb Oettinger and Bill DeSelma, jointly announced the intro last week of United Mfg's, new bowling twinned, "Cypress" big ball bowler and "Sparky" shuffle machine (jack-type). In another personnel move last week George Hinecker, who formerly handled advertising and sales promotion at Rock-Ola Mfg. Corp., returned to Rock-Ola replacing Ralph Wyckoff. Edward G. Harter, executive vice president is making the rounds calling on the trade along the eastern seaboard.

Just a reminder: The Amusement Trades Exhibition (A.T.E.) is slated for February 2, 1963, in London, England. This show is a must for roughly 3,000 coin machine buyers. As usual, Cash Box will be the only international coin machine trade magazine to exhibit at the big show. Get your advertising copy in early! (Deadline, Wed. Jan. 22).

Gill Kilt, owner of Empire Coin Machine Exchange, announced the appointment last week of Bill Milner, a 20 year plus coinvett, to handle Chicago sales. Sales chief Joe Robbins info that the "Bobby Twins"—Jack (Bottles) Burns and Bill Herbord are back on the road with a vengeance. Jack is covering the state of Michigan and Bill is touring Illinois.

Want to read an interesting, enlightening yarn? Read the current issue of Harper Magazine. In this story Dave and Alvin Gottlieb explain to the author Horace Asbell the case for the pinball amusement game. Good publicity for the coin machine industry!

Among the well wishes to Nate Feinstein and Irv Ovitz this week were Jack Trier and salesmen of Rowe AC Services. The vice president, Jack Trier, Fred Pollak, Tom Sams, and the rest of the executive staff at Rowe AC. Also, John Nesbitt and Harold Schwartz, of Atlas Music Co. It is recalled by us that Nate's association with Eddie and Harold, and of course, the late lamented Morrie Ginsburg goes back many years. . . . Bill Phillips, general manager of Musa Music Corporation of Chicago, Illinois, announced the appointment of Tom Freestone to his sales staff.

We don't know if Art Weinard enjoyed the Chicago Bears' football game he attended several weeks ago. One thing is certain, he isn't at all pleased with the infection he received after bumping his knee on a seam. After all these big boy weeks he's having quite a bit of discomfort, and his doc isn't satisfied with the slow healing process.

They're burning the midnight oil at J. H. Keeney & Co., and president Roy McGinnis and vice presidency Dick Tennes have great plans for the coming months. Clayton Nemeroff is correlating well at Columbus Hospital and expects to be back at his desk shortly. . . . A busy firm is J. F. Frangis Mfg. Co., where Johnny Frantz is enjoying great success with his four amusement games, and the "Big Looper—Longboard—Double Header" baseball, "Save Our Business," "U.S. Marshall" and "Kicker & Catcher."

Congrats and best wishes to John Insalata and Gerald F. Whaley, who were promoted at National Automatic Merchandising Assn., by executive director Thomas Hungerford. Insalata was upped to associate legislative counsel, and Gerry Whaley to manager of Information Services for NAMA.

Harry Jacobs, Jr., president of United, Inc. of Milwaukee, is holding a big, gala promotion of the new Wurlitzer model "3700" pin ball photograp at the Kaiser Knickerbocker Hotel in Milwaukee for Wisconsin operators. A highlight of this showing will be its extension in conjunction with the annual meeting of the Wisconsin Phonograph Operators' Assn. at the Ambassador Hotel Monday evening, January 14. The entire showing at United, Inc. will run from Saturday, Jan. 12 thru Tuesday, Jan. 15.

Visitors along coinrow during the past week included such coinvets as Frank Fabiano, of Buchanan and Detroit, and Chicago operators Louis Arapage and Bill Clory. During their rounds Louis and Bill stopped in at World Wide to convey best wishes to new World Wide partners Nate Feinstein and Irv Ovitz. Also to say hello to Joel Stern, Fred Skor, Howie Freer and Kurt Kliewer.

Cash Box—January 19, 1963

The New Deluxe Eldorado for '63

IMITATED BUT NEVER DUPLICATED

- Introducing a unique, new scoring mechanism built into top frame
- New Design, all Formica top frame
- New ball return, coin return, stick box, sheller all on sheller's end
- First quality style, sticks and cloth
- Professional molded rubber cushions
- ABT Coin Chutes
- Extruded aluminum molding between cabinet and top frame—no screws showing
- Rearward pocket rubber
- Famous, jam-proof ball mechanism
- New Design topped legs slip easily into place
- Available in platinum walnut, mahogany or teak.

IRVING YANKO, COMPANY, INC.
363 Prospect Place
Brooklyn 38, N.Y.
Sterling 1-3200
"Built Up To A Standard—Not Down To A Price"

EXTRA SPECIALS!

MIDWAY SHOOTING GALLERIES
MIDWAY DELUXE SHOOTING GALLERIES
BALLY SHARPSHOOTERS
WILLIAMS ROAD RACERS
GUNS, FIVE BALLS

Empire
COIN MACHINE EXCHANGE
1012-14 MILWAUKEE AVE., CHICAGO 22, ILL.
Telephone: EVERGLADE 4-2600

WILL WIN WITH THE
chicago coin

the orbital sound of STEREO ROUNDS

Locations love it! Fully perfected, full-range, self-contained Stereo Round... only in the Rowe AMI. The new Rowe AMI lets you program 200, 160 or 100 selections. All in one phonograph. See it — At your Rowe AMI Distributor (Patent Pending)

ROWE AC Services
Division of Atlantic Container Company at Atlantic, 1758 W. Diversey, Chicago 14, Illinois

BUY Top Earnings IN EVERY TYPE OF LOCATION EVERYWHERE

63
World Wide Sold To Feinstein and Ovitz

Joel Stern Sells To Atlas Music Execs, Remains As Sales Head

CHICAGO—One of the most dramatic events on the Chicago coin machine scene, marking the termination of the year 1962, was the official announcement by William S. Adair, vice president in charge of sales for the Seeburg Corporation, that Joel Stern has sold his interests in World Wide distributors, of Chicago. The new ownership is headed by Nate Feinstein, partner and general manager; and Irving Ovitz, partner. Both veteran coinmen were previously with Atlas Music Company, of Chicago.

Nate Feinstein spent more than 20 years with Atlas Music Company. The last two years in the position of general manager. He will assume similar duties, along with ownership, with World Wide Distributors.

Irv Ovitz has enjoyed a long, varied experience in the coin machine industry, dating back to 1957, when he started with Atlas Music Company. He left the company in 1945 to enter the Armed Forces during World War II. Subsequently, he was partner and sole owner of several coin machine enterprises during the interim, but rejoined Atlas Music Company, and remained there for several years until the present move to World Wide Distributors.

Said Feinstein: "We are tremendously pleased to head such a fine, successful company. Nothing has been changed in the operational setup, and the many fine coin machines and vending lines that World Wide has been proud to represent will remain a very integral part of our organization.

"It is certainly not our intention to make any changes in the management or operational personnel," he continued. "Also, Joel Stern will remain in an executive sales capacity. And, we are delighted to be able to utilize his wide experience.

"We wish to remind operators in this wide area that World Wide Distributors is the only company in this vast mid-western region, or perhaps throughout this country, that has been offering the only Total Rental and Sales program to operators," Feinstein added. "Total Service' means, either rental or sales of new or used amusement games; rental or sales of new or used music equipment; rental or sales of vending machines; and rental or sales of Seeburg background music and vending machine lines.

Other direct factory lines include Chicago Coin Machine products (manufactured by Chicago Dynamic Industries, Inc.), and billiard pool tables manufactured by Valley Sales & Manufacturing Company and the Irving Kaye Company."
WANT—New or used 45 RPM Records, not over 4 months old. Pay 112¢ and the freight will be refunded. (Tel.7772, N.W. 13th Place, Miami, Fla.)

WANT—Gottlieb used 1, 2 & 4 players, as in condition, with all thimbles and in working order. One set $75.00, two sets $150.00. Address: AMERICAN MACHINERY CO., CUBA, NEW YORK.

WANT—Gottlieb Pinball Machines. Completed, in excellent working condition. $600.00 each. Add $5.00 if freighted. Address: Mr. W. L. Kiers, DIST. 22-222, 4165 S. Damen Ave., Chicago, III.

WANT—For sale: Rock-Ola Jukebox. Has 15,000 records, 17 in each bin. Will run, but needs some work. Will not run without the motor. F.O.B. Phoenix, Arizona. Tel. 302-2010.

WANT—Complete line of used Phonograph records. Includes all latest hits. Write: J. W. GUAY, 141 W. 36th St., New York City.

WANT—For sale: Encyclopaedia Britannica and all other house furniture. Three rooms. Will sell individually or as a whole. Write: Mr. O. O. Hulsey, 214 S. 15th St., Richmond, Va.

WANT—Complete list of available records of Seeburg M-25-00: and all other models of Seeburg Music. Also all Warl, models. Please send complete list of your inventory with prices. CLEVELAND MUSIC CO., INC., 5235 Prospect, Cleveland, Ohio. (Tel. 7-1315)

WANT—Close-out ever-run return hit 45 RPM records must be sold. hone: BILLY JOE, 1022. E. 27th St., Kansas City, Mo.

WANT—Large quantity of records of Seeburg V-200-00-00 and all other models of Seeburg Music. Also all Warl, models. Please send complete list of your inventory with prices. CLEVELAND MUSIC CO., INC., 5235 Prospect, Cleveland, Ohio. (Tel. 7-1315)

WANT—Write for new and used pinball machines. No charge for list. Address: MARSHALL D. LAW, 1500 N. Drexel Ave., Chicago, Ill.

WANT—Used 45 RPM Records. All types, as they run right off the route. No sorting. All prices are highest prices guaranteed. (Tel. 7-2177). Address: J. K. LAND, 1150 N. State St., Chicago, III.

WANT—Used records only. List prices. J. W. GUAY, 141 W. 36th St., New York City.

WANT—Cabinet size保险 boxes in stock. Price $12.50. Address: SHAPIRO, 624 Olive St., St. Louis, Mo.

WANT—Players, Seeburg B-200, Stor-It, used, unpainted, complete, working condition. We specialize in records. Quotations for nearest neighbor. Address: CONNER, 1201 W. PEABODY, MARSH., (Tel. JE 7-4872)

WANT—Need Gottlieb Pinball machines and Seeburg Phonographs. (V-200's) and more recent models. Quote prices on all complete games. Address: VERSHA E.F.RA., KRONENBURG STREET, AMSTERDAM, N. HOLLAND.

WANT—Are regular buyers late bingles, Gott- lieb, Pinball, Seeburg B-200, Show- ing, unpainted, complete, working, painted, or in parts. If you have bingles, send quotation. Quote price for nearest neighbor. Address: HUFF, ANSTERW, BELGIUM. (Tel. 31-5531)

WANT—Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.
WURLITZER HAS THE WINNER
WE'VE SEEN AND HEARD IT
WE KNOW IT
ANGOTT DISTRIBUTING COMPANY, INC.
DETROIT, MICHIGAN

THE SMART MONEY IS GOING ON
WURLITZER
WURLITZER HAS THE WINNER
BILOTTA ENTERPRISES, INC.
NEWARK, NEW YORK • ALBANY, NEW YORK
SYRACUSE, NEW YORK

PUT YOUR MONEY ON A SURE THING ...
WURLITZER
THE WURLITZER 2700 TOPS THEM ALL FOR FEATURES
BRADY DISTRIBUTING COMPANY
CHARLOTTE, NORTH CAROLINA

GREATEST MONEY-MAKER OF THEM ALL
WURLITZER 2700
BRANDT DISTRIBUTING COMPANY, INC.
ST. LOUIS, MISSOURI

LEADS THE FIELD BY SEVERAL LENGTHS
THE WURLITZER 2700
CENTRAL DISTRIBUTING COMPANY
OMAHA, NEBRASKA

THE FAVORITE FOR HIGH EARNING POWER
IN LOOKS... IN SOUND ...
IN EARNING POWER
CLEVELAND COIN MACHINE EXCHANGE, INC.
CLEVELAND, OHIO • TOLEDO, OHIO

DON'T PUT YOUR MONEY ON AN ALSO-RAN
WURLITZER HAS THE WINNER
COMMERCIAL MUSIC COMPANY, INC.
DALLAS, TEXAS

WATCH IT WIN GOING AWAY
THE FAVORITE FOR EARNING POWER
F.A.B. DISTRIBUTING COMPANY, INC.
NEW ORLEANS, LOUISIANA

SETS THE PACE RIGHT FROM THE START
WURLITZER 2700 WINS GOING AWAY
CONSOLIDATED MUSIC COMPANY
LAS CRUCES, NEW MEXICO

Cash Box—January 19, 1963
NO GARRISON FINISH HERE

WURLITZER 2700 WINS GOING AWAY
CRUZE DISTRIBUTING COMPANY, INC.
CHARLESTON, WEST VIRGINIA

LEAVES THE OTHERS AT THE POST

THE 2700 TOPS THEM ALL FOR FEATURES
CULP DISTRIBUTING COMPANY
OKLAHOMA CITY, OKLAHOMA

LEADS THE FIELD BY SEVERAL LENGTHS

WURLITZER HAS THE WINNER
DIAMOND COIN MACHINE EXCHANGE, INC.
NORFOLK, VIRGINIA

DON'T PUT YOUR MONEY ON AN ALSO-RAN

WURLITZER HAS THE WINNER
DRACO SALES COMPANY
DENVER, COLORADO

WATCH IT WIN GOING AWAY

WE'VE SEEN AND HEARD IT WE KNOW IT
FIRST COIN MACHINE EXCHANGE, INC.
CHICAGO, ILLINOIS

THE FAVORITE FOR EARNING POWER
LEW JONES DISTRIBUTING CO., INC.
INDIANAPOLIS, IND. • COVINGTON, KY.

THE SMART MONEY IS GOING ON WURLITZER

THE 2700 TOPS THEM ALL FOR FEATURES
MID-WEST DISTRIBUTORS
KANSAS CITY, MISSOURI
UNITED DISTRIBUTORS, INC.
WICHITA, KANSAS

SETS THE PACE RIGHT FROM THE START

THE WURLITZER 2700
MUSICAL DISTRIBUTORS CORPORATION
BROOKLYN, NEW YORK • NEW YORK, N.Y.

GREATEST MONEY-MAKER OF THEM ALL

WURLITZER 2700
NORTHWEST SALES COMPANY
SEATTLE, WASHINGTON • PORTLAND, ORE.
PUT YOUR MONEY ON A SURE THING ... WURLITZER

THE WURLITZER 2700 TOPS THEM ALL FOR FEATURES
BILL WILLIAMS DISTRIBUTING CO.
HOUSTON, TEXAS • SAN ANTONIO, TEXAS

WURLITZER HAS THE WINNER

THE WURLITZER 2700
DAN STEWART COMPANY
SALT LAKE CITY, UTAH

GREATEST MONEY-MAKER OF THEM ALL

WE'VE SEEN AND HEARD IT
WE KNOW IT
ROTH NOVELTY COMPANY
WILKES-BARRE, PENNSYLVANIA

SETS THE PACE RIGHT FROM THE START

WURLITZER HAS THE WINNER
THE WURLITZER COMPANY
LOS ANGELES, CALIFORNIA
BOSTON, MASSACHUSETTS

DON'T PUT YOUR MONEY ON AN ALSO-RAN

EMARCY DISTRIBUTING COMPANY
SAN FRANCISCO, CALIFORNIA

LEADS THE FIELD BY SEVERAL LENGTHS

THE 2700 TOPS THEM ALL FOR FEATURES
SOUTHERN MUSIC DISTRIBUTING CO., INC.
ORLANDO, FLORIDA
JACKSONVILLE, FLORIDA

WATCH IT WIN GOING AWAY

THE WURLITZER 2700 TOPS THEM ALL FOR FEATURES
SANDLER DISTRIBUTING COMPANY
MINNEAPOLIS, MINNESOTA

THE SMART MONEY IS GOING ON WURLITZER

THE FAVORITE FOR EARNING POWER
PEACH STATE MUSIC COMPANY
MACON, GEORGIA • ATLANTA, GEORGIA
COLUMBIA, SOUTH CAROLINA

LEAVES THE OTHERS AT THE POST

LEADS THE FIELD BY SEVERAL LENGTHS
ROCK CITY DISTRIBUTING CO., INC.
NASHVILLE, TENNESSEE
WURLITZER

2700

the greatest money-maker of them all

Look at the Wurlitzer 2700 in either its 200 or 100-selection version. Listen to it play. Run down its long list of fabulous features.

The better you know the automatic phonograph business, the quicker you'll reach the conclusion — this is the year’s big money-maker! You can invest in it knowing that you can count on it to out-earn anything in the field.

Let's start with its styling.

Size-wise it's just right. Big enough to command attention. Small enough not to demand too much floor space.

The smart new chromed dome features the most versatile, colorful display panel in the industry.

The all-new program panel, better designed, better lighted, better slanted than ever to make tune-choosing easy, is visible under a glass attractively trimmed with a fired-on pattern of gleaming gold.

The selector panel holds a host of styling and functional firsts . . . including the great new “Golden Bar” Ten Top Tunes Selector.

The glowing glass “Wurlitzer Stereo” panel is an unparalleled play-promoter crowning a brightly chromed grille that features a die-cast “W” mounted on a glittering gold rectangle.

The sides of the Model 2700 are Oriental Walnut wood-grained Dinoweld panels framed with stainless steel strips that serve as protective rails. Each side features a back-lighted, see-deep Wurlitzer crest medallion encased in a raised chrome-finished ring.

Never before has a phonograph combined such beauty of cabinetry, such unique illumination with so powerful a play-promoter as the Ten Top Tunes feature.

Viewed from any angle in any location (including what you will see in the cash box), it is by far the greatest money-maker of them all.
Every one of these WURLITZER 2700 features is money in the bank for you

**TEN TOP TUNES FEATURE NOW OPERATED BY A GOLDEN SELECTOR BAR**

The Wurlitzer Ten Top Tunes feature has proved in thousands of locations the greatest play-stimulating ever developed. To this exclusive Wurlitzer feature is now added the new Golden Selector Bar. Every time a 5-cent coin is deposited, the Golden Bar glows brilliantly, displaying the message “Pennies for Top Tunes.” Pressing the bar extinguishes the light, starting the top tunes playing. A marvelous extra income feature.

**NEW SELECTOR PANEL**

This newly designed panel incorporates keys similar to those on an instrumental keyboard. Constructed of long lasting Lustral plastic, these keys are arranged in one bank of 10 and one bank of 10 in the 200 selection phonograph, two banks of 10 on the 150 selection model. There is a reset button, “W” or “W” style. Both banks are illuminated. Each key will snap up if any key in second bank has not been pressed to complete circuitry. New spring range coin insert allows greater security when depositing coins.

**NEW DOME DISPLAY**

The 2700’s new Display Panel is a colorful and captivating invitation to play this immemorable instrument. Its versatility is almost unlimited. It can be used for location personalization and to feature an album cover in conjunction with Music of the Week or Ten Top Tunes program. The transparent, back-lighted letters, can glow in limitless color combinations, and give to the availability of special color strips, or the entire panel can be transformed into a colored area. The contrasting color fluorescent tubes are also available for the WURLITZER STEREO panel and grille illumination.

**HIGH-SPEED TITLE STRIP CHANGING**

Rain or shine, the program forms and buttons move up with the lid. Pull on the two-spring-loaded slide bars and the entire rear hinged panel swings up in a vertical position. The V-shaped release for easy access to all title strips. Record changing is almost automatic. Inner arm adjustment and needle changing are quickly accomplished while coin is in the bank position. The coin lid snap latch, a feature available on all catalogue units, is not available on promotional panels. An exclusive change release makes you go into it for immediate access to the switch banks for changing the 28’ decorative tubes in the grille color shield.

**WURLITZER PROMOTIONAL PANEL**

The presence of Wurlitzer Stereophonic Music — is impressively indicated by vividly glowing, edge-lighted letters, on a glass panel framed in restricted silver. This panel serves a double purpose. It is not only a permanent display, but has a distinct attraction feature. The coin slide bars are arranged in two banks, each having a deck of 10 buttons. The coin can be pulled out to lower it for immediate access to the switch banks. The 28’ decorative tubes in the grille color shield.

**BASIC PHONOGRAPH SPECIFICATIONS**

**MODELS 2700 - 2710**

**SIZE:** Height 58.5” - Width 37.5” - Depth 27.5”

**RECORD CHANGERS**

Model 2700  
200 selections  
Rips 120  
50 and 45  
seven inch records

Model 2710  
100 selections  
33 and 45  
seven inch records

**SPEAKERS**

Two 15-watt, one heavy duty and one mid-range. One 33-watt tweeter.

**SOUND SYSTEM AMPLIFIER**

Side switch controls from monophonic to stereophonic sound system. Each amplifier includes tone control, loudspeaker, and equalizer, four-step bass and treble control, and volume, balance control, and manual loudness control.

**WATTAGE:** Complete 375 Maximum with auxiliary equipment 460 standby 120

**WEIGHTS**

Model 2700  
Uncrated 332 lbs.  
Crafted 337 lbs.

Model 2710  
Uncrated 335 lbs.  
Crafted 343 lbs.

**ILLUMINATED SIDE PANEL MEDALLIONS**

Each side of the Wurlitzer 2700 cabinet features a sculptured Wurlitzer Crest medallion oriented in a raised chrome ring and illuminated from within—a decorative touch that gives the instrument added eye appeal.

**HIGHLY STYLIZED COLORFUL GRILLE**

The brightly styled Model 2700 grille can be illuminated in many color combinations, and features a striking chrome "W" mounted on a glittering gold background. Topped by the illuminated “WURLITZER STEREO” panel, the effect is one of exceptional beauty.

**Simplified Amplifier Servicing**

Amplifier rest in frame-lasting panels. Release a single spring-loaded screw latch, and it can be plowed out so entire panel is accessible for circuitry checks or tube changing. It, for any reason, is desirable to remove the amplifier, merely pull the plugs, lift up a quarter inch, and it’s free.
Every Unit of Wurlitzer Remote Equipment Is Designed to Boost Collections

STEREO SPEAKERS
that assure any location true stereo or full range high fidelity sound coverage regardless of its size, shape or area.

STEREO EXTENDER Model 5125
New wraparound grille in antique bronze finish features brass-plated zinc “W” and script “Stereo,” brass moldings. Neutral finish top and bottom. A 6” x 9” oval speaker is set in a 20” fixed baffle. Treble and middle sound ranges extend stereo sound through location. Sold in pairs.
DIMENSIONS: 12” High, 14” Wide, 8” Deep.

WALL SPEAKER
Model 5123
Top and sides are neutral finish with wraparound grille of fabric. “Wurlitzer” and “Stereo” in brass-plated zinc castings on speaker face. Has 12” full range fidelity speaker, including 3½” coaxial tweeter, with baffle to enhance brass resonance.
DIMENSIONS: 26” Wide, 20” High, 11” Deep.

STEREO DIRECTIONAL SPEAKER
Model 5126
Uniquely designed to fill a variety of requirements. May be mounted on wall or in corner. Vertically or horizontally rotated 180°. Bronze metal grille, sturdy metal case. Neutral finish. Houses 6” x 9” speaker. Has fader control and matching transformer. Mounting brackets furnished. Packaged in pairs.
DIMENSIONS: 22½” High, 9½” Wide, 8” Deep.

HALF-DOLLAR SINGLE COIN WALL BOX
Model 5010
The already fantastic play-stimulating power of the Wurlitzer Ten Top Tunes feature gets an added boost from these wonderful little wall boxes. Only 6” wide, 9” high and 2½” deep, they fit on bars, counters or in booths. Patron doesn’t have to move from his seat to enjoy the programmed top tunes at the drop of a half-dollar coin. DeLuxe chromed bracket permits eye-appealing installation, features Wurlitzer Crest with see-deep effect. Also available in aluminum finish.

WALL BOX
Model 5250
Accepts all coins including half-dollars. Has credit indicator and coded key. Top operated program pages and title strips illuminated top and bottom. Chromed die-cast case. Available as Model 5250 (200 Selections) and Model 5300 (100 Selections).
DIMENSIONS: 15½” High, 11” Wide, 8” Deep.

THE WURLITZER COMPANY  NORTH TONAWANDA, NEW YORK
107 Years of Musical Experience

Printed in U.S.A.
United's Cypress Bowling Alley

Features

Line-Up Scores

Plus
6 additional ways to score

Advance
SPECIAL

Regulation
ALL SPARES

Bonus
FLASH

Players' Choice of
Easy Strike or Normal Strike

1 to 6 Can Play

Dime Coin Mechanism
2 for 25c Coin Mechanism
Optional at extra cost

Fluorescent Lighting in Back-Box

Highest Resale Value

Available in 13 ft. and 16 ft.
Standard Lengths
4 ft. and 8 ft. Sections
are available to increase lengths as desired

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

United operators are successful operators

United Manufacturing Company • 3401 North California Ave., Chicago 18, Illinois • Cable Address: UMCO

13 ft. Shipping Weight (Crated) 740 lbs.
16 ft. Shipping Weight (Crated) 775 lbs.
BIG STYLE!
BIG DESIGN!
BIG APPEAL!

The Capri 100 is enhanced with beautiful brilliant colors and gleaming metal appointments. This plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO Sound makes the Capri 100 the most wanted phonograph.

MODEL 404