It’s rare in our industry to hear of an independent label celebrating its Silver Anniversary. But the consistently successful Blue Note firm formed in January of 1939 should soon be turning the trick as it begins its 25th year as a leading company in the Jazz field. Formed by Alfred Lion (second from left) and run today by Lion and Francis Wolff (left) the diskery has been responsible for introducing many of today’s jazz greats on records, including Horace Silver (right) who has been with the label for the past ten years. The gentlemen are seen above with Silver’s new “Tokyo Blues” LP inspired by the artist’s recent tour of Japan. The company began with traditionalist Sidney Bechet and has since furthered the careers of such names as Art Hodes, Sidney De Paris, Thelonious Monk, Milt Jackson, Lou Donaldon, Art Blakey, Jimmy Smith, the Three Sounds and an endless list that reads like a veritable Who's Who of the jazz world. There are now over 200 LP’s in the Blue Note catalog.
COLUMBIA® SINGLES ARE KING

With Eleven Hits on the Board!

“Go Away Little Girl”
Steve Lawrence
4-42601

“The Ballad of Jed Clampett”
Lester Flatt and Earl Scruggs
4-42605

“Shake Me I Rattle (Squeeze Me I Cry)”
Marion Worth
4-42640

“I Wanna Be Around”
Tony Bennett
4-42634

“Blame It on the Bossa Nova”
Eydie Gorme
4-42661

“Ruby Ann”
Marty Robbins
4-42614

“Don’t Let Me Cross Over”
Carl Butler
4-42593

“Ruby Baby”
Dion
4-42662

“What Will Mary Say”
Johnny Mathis
4-42666

“All Grown Up”
Johnny Horton
4-42653

“Bossa Nova U.S.A.”
Dave Brubeck Quartet
4-42675

Columbia Singles Sell!

IT’S YOUR MOVE
STANDARDS

Standards continue to be one of the main arteries pumping life into the music business. In the area of LP's they are priceless. It's difficult or almost impossible to imagine an LP field without standards.

But in the singles field their importance is equally great since they are frequently the vehicles with which many of our new artists attain recognition. New material that's different, inventive and commercial is not as easy to find as one might imagine. It may be around but is difficult for most new artists to find. And it's frequently a matter of being in the right place at the right time to get a perfect marriage of an artist with a new piece of material.

Standards, however, offer the world of new performers an endless wealth of pre-tested songs to which they can give up-to-date, original interpretations, in a sense creating "new" songs for a new teenage public.

The current best seller list is a good example of this: Bob B. Soxx and the Blue Jeans created what can almost be considered a new song with their version of "Zip-A-Dee-Doo-Dah" as did Johnny Thunder with "Loop De Loop." "Release Me" has made Esther Philips a star and "Fly Me To The Moon" will undoubtedly make a big name of Joe Harnell.

Standards are also an outstanding vehicle for a hot artist who may not be able to find a sufficiently strong new piece of material with which to follow-up a hit. This is especially important on the highly competitive singles scene in which improper timing of follow-up releases can often be fatal.

Ray Charles, who made it to the big time with standards and used standards to offer one top selling LP after another, also used the evergreens to keep his singles activity hopping through all of 1962. Even now his chart seller is the oldie "You Are My Sunshine."

Every week there are at least a half-dozen and often more than a dozen standards on the charts. "Everybody Loves A Lover" by the Shirelles, Lavern Baker's "See See Rider," and Frank Ifield's "Love Sick Blues" round out the current picture.

Because they're always around, standards are often taken for granted. But they are a vital part of the industry. They're always available for anyone to toy with and are probably the most potent single producer of "new" releases.
THE VENTURES SALES ARE SOARING!

CHART POSITION: BILLBOARD*  •  CASH BOX  •  MUSIC VENDOR*  •  MUSIC REPORTER*

37  21  39  43

*See this week's charts for new listing.

THE VENTURES play

TELSTAR

THE LONELY BULL

AND: GREEN ONIONS / MEXICO

APACHE / CALCUTTA / TEQUILA

NEVER ON SUNDAY / RED RIVER ROCK

PERCOLATOR / LAST NIGHT

LET THERE BE DRUMS

STOCK HEAVILY NOW

15% CASH DISCOUNT
100% EXCHANGE PRIVILEGE
PAYMENTS: ½ MARCH 10, ½ APRIL 10, 1963

DOLTON RECORDS

A DIVISION OF
LIBERTY RECORDS, INC.

Cash Box—January 26, 1963
New Smash LP Program Leads From Fall Local Radio Spot Deal

NEW YORK—"Airwave Operations" is the tag for new Jan. album release (13) and sales plan at Smash Records.

New plan is designed to follow in the successful footsteps of the label's fall sales plan, which stressed local radio promotion.

Features of the new plan—involve eight new Smash LP's and five new Fontana albums, a 10% discount on product, deferred billing and a functional rebate on a Bill Justis albums (see album listing below).

To each district with a radio ad budget, with an additional contribution from Smash based on a percentage of discount orders.

Warren Copeland, chairman said that Smash expects to do as much LP business during the life of the plan, which expires Mar. 15, as it did in all of 1963.

Smash's regional sales force will find the plan at an all-day meeting in Chicago on Jan. 11, which included attendance by the president, head of Mercury Records, parent company of Smash, and Irwin Steinberg, Mercury's exec veep. Sales force present included Joe Swint, west; and Alan Mink, midwest.

The Smash stuffers also went over plans for increasing Smash's 1963 sales, which amounted to $19 million.

The new Smash release includes: "Bill Justis Plays 12 more Instrumental Hits," including "Tobstan," "Desperate," and "The Truth" (LP's), plus "F użytkter 5, Rachel," "Mother Maybelle Carter, who currently has a big selling country LP, with "Mother Maybelle Carter and Her Boys," "Jerry Kennedy with "Guitars Strings Play The Golden Standards"; Billy Mitchell, tenor sax player, with "This Is Billy Mitchell!"; Eddie Baccus, showing off his "dry organ" sound with "Feel Real"; Charles Trent, playing "The Sound of A 5 String Banjo"; three more bar stars, Tubby Hayes, Roland Kirk and James Moody, presenting their own innovative interpretations on "Tubby's Back in Town," "Jasper Wein's All Stars with Midnight Concert in Paris," recorded by the Newport Jazz Festival stars at the Olympia Theatre in Paris.

Heading the new Fontana release is "A Night With Nichole," with Pearl Bailey and Negress breaking for the release of the album, which included the songs of the musical background. Also included are "The Passionate Music of The Gypsy Caravan," played by the father-and-sons Gypsy orchestra.

"Dutch Barrel Organ Music," featuring de Arambier, a European organ that has toured the world, is also listed.

Features of the new plan—involve eight Smash albums, which will be released via a distrib. salesmen. promo and sales effort. (See album insert at New York's Plaza Hotel Jan. 4-6.)

According to general sales manager Alan Copeland, the LP program will be met for new releases as well as current. Some will make a maximum sales history in the month of the label, and the overall program should add to the label's most successful one yet.

The program works in the following manner: Over the course of the first three months, Roulette, Roost, Toot or Gee LP merchandise that is purchased at $1.00 worth or any record label he desires. The purchase is made at the distrib's cost and the return is handled at distrib's cost.

Extending the program to the dealer level, it will again in the same manner at the dealer's cost for purchases and returns. The program, called "the eight," is also offered to the distrib and the dealer to allocate their inventory of "worthless, obsolete stock while at the same time purchasing new, key releases. The key releases for the new, Jan. album releases as well as the entire catalog.

Also, as part of the program, the label offers a "Stop Off," deferring billing on initial orders placed on new releases as well as catalog. A special salesman's incentive bonuses on the sale of a new album release, and a trip of the period of the plan is also made part of this program.

The general sales meeting on Saturday, Jan. 5th will feature the introduction by Katz of all the Roulette personnel responsible for both the creative as well as operational aspects of the company. Following this, Katz introduced Morris Levy, president of Roulette.

Levy's address made a point of the fact that the new release cycle is being rolled out, and that the expected the next six years to be an even greater growth period.

A fifty minute slide and stereo tape presentation of the nineteen new albums for January was next on the agenda. The show was highlighted by a live-in-person demonstration of the new album, "How To Belly Dance For Your Husband," by belly dancer L. J. Rodney. The album is a sequel to Roulette's "How To Strip For Your Husband."


Following the presentation, Katz outlined the details of the sales program and an open discussion period followed this until the luncheon which included, "Majestic," "Rooftop Plaza" and "Fame." The remaining time on Sat. and all day Sun., Jan. 6 was devoted to scheduled private, personal meetings with each distributor.

The entire Roulette album release has already been shipped so that the important selling days in Jan. will not be lost. According to Roulette, "Operation Clean-Up" will run until February 28th.

Liberty Pin-Points One-Stop Contact, Fead Heads OS Dept.

NEW YORK—In an effort to cover every possible area of sales potential with maximum exploitation and contact, Don Bohanan, national sales di-rector of Liberty Records, has ap-pointed Carl Gray as regional in-structor in Bob Fead, whose sole objective will be to maintain a close liaison with one hundred Liberty dealers.

Bohanan felt this move was nec-essary, and stressed the im-portance of the one-stop and the fact that most one stops are today pri-vileged to the very largest of the smaller retailers.

Gray, who joined Liberty a few months ago, is currently completing his first swing around the country and will spend the next month meeting with one steps in every im-portant record market. He has al-ready called on the South and Midwest and will visit one stops in New York, Philadelphia, Boston, Wash-ington, Buffalo and Rochester.

In conjunction with this increased effort, the Liberty Records di-rector of special mailing service to one stops so that the LP's and singles releases simultaneous with their ar-ival at radio stations in the various cities so that dealers will be in a special sleeve and will include fly-er on this week's pop 100, at a time. Information about activities at Liberty. LP samples will also be serviced to one stops with personal visits.

Fead will be in touch with one stops regularly thru phone contact and spe-cial OS mailings to determine the status of Liberty product in any given area. Fead will also be in touch with the Liberty promotion force each week throughout the U.S. to relay his findings.

The diskery will also increase the program by sending out a special operator singles and plans to 500 dealers. You'll have a free shipping title strips and header cards to one stops.

Gray, who will operate out of Liberty's West Coast office, expects to call on one stops three or four times a year.

Vanguard Rooftop LP Bows With 15% Discount

NEW YORK—Vanguard Records is offering its new LP by The Rooftop Plaza, "Walk Right In!," a smash single, "Walk Right In!" no. 2 is currently in the 15% dis-count to qualified dealers. Label de-scribes it as a short-term deal, with expiration date to be announced shortly.

Cash Box—January 26, 1963
**Victor’s “Our Man” Promotion Tied-In With Artists’ Personal Appearances**

**NEW YORK** — RCA Victor Records has launched a strong p.a. tie-in advertising and promotion campaign designed to build up public enthusiasm for its January “Our Man In” series of albums.

Highlighting the promotion will be a “show house” display of seven of Victor’s top recording stars — The Limeliters, Al Hirt, Arthur Fiedler, Chet Atkins, Eddy Arnold, Johnny Mathis and the New Christy Minstrels — each represented by an LP in the “Our Man In” release, make personal appearances from coast to coast, promoting their albums.

Specially arranged “Our Man In” days featuring on-location appearances by the artist involved have been scheduled throughout this month at Sherman-Clay in San Francisco (The Limeliters), at Maimi Blanche in New Orleans (Hirt), at Jordan Harris in Chicago (Fiedler), at Harvey’s in Nashville (Atkins), at Kresse in Atlanta (Arnold), at Music City in Los Angeles (Minstrels) and at the retailers of Philadelphia (Franci). Each appearance will be backed by point of sale material, radio-TV spots and visiting dignitaries, including in-store appearances made at each location with ample space for display, point of sale, and artist autographing. Local advertisements have been scheduled for placement by each of the locations.

Additional solid support for the promotion will come on Victor’s regularly scheduled “Our Man In” TV commercial on “Wonderful World of Color,” Jan. 27, on which mention will be made of the appearance of the artist that follows on location in Philadelphia in the “Our Man In” day, in each of the “Our Man In” cities. (Expected here are 11 days for each Victor and Arthur Fiedler, both of which will have taken place prior to the TV commercial).

Pleasingly, the lighting of the campaign will be a contest open to all distributors, based on sales and promotion performance on the “Our Man In” LP in the local market, which must have already been furnished to distributors, runs from Jan. 1 through March 1, 1963. Prizes will be: Four $50 gift certificates and two $100 certificates.

Victor will spotlight the entire “Our Man In” release in all distrib centers with special point-of-sale material, including mounted album covers, giant blanket streamers featuring artist photos and albums, and a deluxe “Our Man In” 12-bin rotating display rack which holds 129 Victor LPs, with copies of all the Jan. product have been made available to distributors. A disk jockey highlighter LP, including tracks from each album, will be made available to over 2,500 radio stations throughout the country.

“The Our Man In” advertising program which has already launched, is more extensive one and includes two-page, full-page and column and full-page advertisements in such consumer publications as Billboard, TV Guide, Holiday, Young New Yorker, Show, Modern Romance, Modern Screen, Down Beat, American Girl, and New York Times Magazine.

**C-P UNDERWAY WITH NEW SUBSID—PAGEANT**

**NEW YORK** — Cameo-Parkway Records has come up with a new label tagged Pageant.

Disc jockey will be a wholly independent subsidiary of the C-P organization with sales and promotion under the direction of newly-named national sales head Herman Kaplan.

Chairman Charles C. “Buck” Bernstein is happy with the way the Pageant’s policy of building and developing the individual artists, and will therefore bring-in only new performers.

Three singles were recently released by the disc jockey. Included are Johnny Green’s “Rocket Ride” and “Why Don’t You Love Me”; pianist Dave Stephens “Claire de Lune” and “The Shining Stars”; and “The Persians” (a vocal group) “Get a Hold of Yourself” and “Ready Kind.

**Argo Adds 2 LP’s To January Releases**

**CHICAGO** — Argo Records will bow two more jazz LP’s this month to two others announced in Dec.

They are: tenor & alto saxist Sonny Stitt’s “Reelin’ Back,” with Ron Mathews, manouche guitar, Al Casey, tom-tom, bass, and Leps Humphries, drums; and “Blue on the Other Side,” Mike Mainieri, vibes.

Previously announced were “Soul Cookin’” by Thondie Schwartz; and “Break Through” with Gene Shaw.

Albums-to-come, according to Esmond Edwards, jazz A&R lead, are “Night Song” with Al Grey, due in about a month, and an Ahmad Jannal LP with an orchestra.

**LIBERTY TO OPEN OWN N.Y. BRANCH**

**NEW YORK** — Liberty Records expects to have its own New York distribution center by Mar. 1, after the opening of its new Cash Box Office has been received. Move, which will see an anicable parting with Malverne, has been decided upon by Liberty execs, not because the label felt it needed its own outlet in a city which has the “showtime” atmosphere of the entertainment world.” General expansion of the disc jockey also called for, it was explained.

The label is currently negotiating for space from which the branch will operate. Personnel to man the branch will be selected once a number of possible choices are being interviewed.

Liberty’s initial wholly-owned branch made its debut in Chicago last month.

**Avnet Declares Regular Quarterly Dividend**

**LOS ANGELES** — The board of directors of Avnet Inc., parent company of Liberty Records, met here last week (15) and declared a regular quarterly dividend of 10 cents a share on common stock payable on Apr. 1, to holders of record as of Jan. 26.

Most marked the first gathering of the board in the city where the firm’s principal subsidiaries, Liberty & Hamilton Electro, are located.

Lester Avnet, president, also announced that the Board of Directors has approved Avnet’s acquisition of working control of Production Technologies, Inc., Jamaica, N.Y. (a subsidiary of Liberty Records), an operation having gross sales of $500,000 in the past week.

Result, Avnet can now license manufacturers and die shops with processes which will enable them to produce not only through regular outlets, but through such secondary sales points as cigarette stores, gasoline stations, etc.

**Production Technologies**, Inc., will be operated as an affiliate of Avnet-Shaw Corporation and issue its own stock, convertible into a minority interest in Avnet-Shaw headquarters at Plainview, L. N. York.

**Tony Martin Joins Horne, Grant On Chater**

**HOLLYWOOD** — Dick Powell’s new book, “The Man I’ve Left Behind,” established singer in a period of two weeks, 1962, sales in the region of 100,000 copies. Martin, last heard on Dot Records, is set to begin cutting his first 45s in March, including a duet with Lena Horne.

Label’s other pastes are Lena Horne and Harry James. Each record will bow the label on the market with a single targeted “Jeanie’s Shadow” and “Here Comes Heartbreak.” Lena Horne is scheduled to record her first album for Feb. 15.
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**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.
NOW!

MOVING UP STRONG on ALL THE CHARTS IN THE NATION

THE MARVELETTES

"STRANGE I KNOW"
Tamla 54072

THIS ONE IS GOING ALL THE WAY!!!!

MARVIN GAYE

"HITCH HIKE"
Tamla 54075

Hits Are Our Business

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

Cash Box—January 26, 1963
LENNIE LOCKINGHUR (Cranbrook 1376)

[13] "PEANUTS" (2:22) [Cranbrook 276]

[14] "JUDY'S IN LOVE" (2:02) [Cranbrook 826]

VALEJAN (Clarkton 586)

(2) "HUNGARIAN HASH" (2:02) [Greenfield 826]

[15] "The Thrillers have made a new version of the years-back novelty hit on the Easy-Goin' label. Now featuring a crackerjack vocalist—Larry Mausar.

BILLY DUKE (Capitol 4907)

(2) "MILLIONAIRE" (2:17) [London 3061]

[16] "SONG" (2:25) [Aldon 826]

[17] "Pianist, whose oldie, "LITTLE TURKEY" (London 2061) has been a smash hit in the past."

Esther

[18] "SEQUOIA" (2:42) [Aldon 1061]

[19] "LITTLE TURKEY" (London 2061)

THE BREEZE AND I (2:13)

[20] "THE BREEZE AND I" (2:13) [Brent 276]

[21] "I'm Getting to Like You, Baby." (2:25) [Aldon 1061]

[22] "I'm Getting to Like You, Baby." (2:25) [Aldon 1061]

[23] "I'm Getting to Like You, Baby." (2:25) [Aldon 1061]

THE NORTHERN STAR (London 952)

(2) "FLY BY NIGHT" (2:20) [Brent 226]
IT'S NO MAGIC
THAT THEY'RE HITS
WHEN THEY'RE FROM
WAND

Tell Him
I'm Not Home
CHUCK JACKSON

Nobody But Me
THE ISLEY BROTHERS

SCEPTER MUSIC • 1650 BROADWAY, NEW YORK, N. Y.
THE ARABIAN KNIGHTS (Colpix 674)

(B+) "THE VOICE OF THE GUNS" is in a potent potpourri of the Carl Butler 2:1 country item. "Don't Let Me Cross Over." Side's a heartbreaking waltzer that the band and the Alan Lorber-led sings-a-long chorus wax with loads of feeling. The other side is a tearful, ch ch har romantic, tagged "Rain From The Skies," that sparks a fine Burt Bacharach instrumental showcase. Either end, or both, can make the grade.


EMIEL BERNSTEIN ORCH. (Ava 113)

(B+) "Love Song from MUTINY ON THE BOUNTY (Follow Me)" (2:17 [Miller ASCAP,—Kaper, Webster] Conductor-clefier Bernstein directs a lush reading of the oft-cut floc-lime theme, with a strong bolero underpinning, which the whole sheet music version of the theme.

(B) "Theme from GIRL NAMED TAMIKO" (2:18) Famous ASCAP—Bernstein's own main-title gets a concert-like rendition.

ALLEN & ROSSI (ABC-Paramount 10395)

(B) "HELLO DERE" (1:45) [Northern—Davis, Murtry] Popular clever team's trade-mark version is used as the basis for a happy ditty. They're backed by a sunny, rock-inclined combo. Good for those wake-up programming segments.

(B) "LITTLE SIR ECHO" (2:25) [Dot] ASCAP—Sachs, Pearls, Gintr, Malan. The "Hello DERE" tag is also employed in this rockin' treatment of the oldie.

CHARLIE FLENER (Tempoade 1940)

(B) "SO IN LOVE WITH HIM" (2:05) [Painted Desert BMI—Kligore] Although the theme, as the title indicates, isn't a happy one, its date is bright and infectious. The waltz and the instrumental are a happy duet, a well-balanced label could have a chart success here.

(B) "KEEP AWAY FROM CINDY" (2:30) [De La Vee BMI—Hawkes]. A happy slant about a gal who's not to be trusted if you're thinking of a lasting relationship.

CHARLIE GUGGLES & THE FABULOUS CYCLONES (C-G)

(B) "L/IGHT BOSSA NOVA" (1:30) [Guggles ASCAP—Guggles] Cool sounding bossa nova. Interesting and unusual number.

(C+) "I'VE FOUND THE GIRL I LOVE" (2:20) [Guggles ASCAP—Guggles] This ends includes a light-bright vocal.

DON GANT (Colpix 675)

(B) "HELLO MRS. BROWN" (2:42) [Acuff-Rose BMI—Bryant, Bryant] Gant has a proper wistful manner as he essay a storyline about a young girl who's going through a lot of trying times. A friend of his girl friend after a kiss. Kids will appreciate the tenderness here.

(B) "ONLY ON WEEKENDS" (2:30) [Acuff-Rose BMI—Bryant, Bryant] Like Joby Allen, this song is nicely presented by the performer.

WINK MARTINDALE (Dot 16435)

(B+) "VISION AT THE PEACE TABLE" (2:41) [Sure-Fire BMI—Ripley] Performer, remembered for his country style, offers another religious spoken-word item. This one concerns the world's at tempest to a new peace, the need for religion to be at the center of the Nashville-type combo sound supports.

B) "I SAW ME" (2:58) [Glad & Mixer BMI—Davis, Jones] Here, Martindale sings a pristine Nashville sounding number.
now exclusively
on
DECCA

Johnnie Ray
His First Release!

LOOKOUT CHATTANOOGA | AFTER MY LAUGHTER CAME TEARS

31459

Cash Box—January 26, 1963
"I'LL MAKE IT ALRIGHT" (2:10) [Kags BMI—Womack]

"DARKLING, COME HOME BACK" (2:26) [Kags BMI—Womack]

THE VALENTINOS (Sir 137)

This looks like another chart-maker for the Valentinos (The Lovers) who scored in both the pop and R&B charts with "Looking For A Love." "She's an exciting gospel-flavored twirler," tabloid "I'll Make It Alright," that sports a terrific René Hall arrangement. Artists smoothly shuffle thru a feel-good rock-a-ch-chah ballad on the flip.

"LOOKOUT CHATTANOOGA" "AFTER MY LAUGHTHER CAME TEARS" (2:41)

[Chromwell ASCAP—Turk, Tobius]

JOHNNIE RAY (Decca 31450)

Johhnie Ray can start off his Decca association in twit-style hit. Both sides of his new-oldie debut are loaded with the bit ingredients that can send the vet songster back to chartville. The newfangled is a bright beamer while the evergreen, "After The Laughter Came Tears," takes a warm, slow beat-ballad ride. Top notch or-ch-chah support on both lds.

"I BELIEVE" (2:19) [Cromwell, Graham, Shirl, Stillman]

"WITHOUT YOU" (2:20) [House Of Fortune BMI—Page, Motola]

DICK STEWART (Ava 117)

This deck, originally on the Penthouse banner, is now being handled by the MGM-distributed Ava (formerly Chordco) label. It's the years-back inspirational triumph, "I Believe," that the chorus-backed San Francisco plank flutist Dick Stewart delivers with telling effect. Side's already breaking on the west coast. The tearful couple takes an appealing ch-chah beat ride.

"BECAUSE OF YOU" (2:10) [Gower BMI—Hammerstein, Wilkinson]

"LITTLE GIRL" (2:25) [Cousins BMI—Trancyneger, Dreamers]

THE DREAMERS (May 133)

The Dreamers can have a wide-awake hit on their vocal hands as they bow on the Colpix affiliate with a sock, teen beat up-dating of the years-back Tony Bennett success, "Because Of You." Tune, this time, takes a thumpin' twit beat ride with "Blue Moon" type gimmicks along the way. Complete change-of-pace on the pretty beat-ballad undercard.

"TWINKLE TWINKLE LITTLE STAR" (1:56)

[Pauline BMI—Howard, Howard]

"FOR BETTER OR FOR WORSE" (2:45)

[Mass Rite BMI—Anderson, Carpenter]

JIMMY JAY (Philips 40857)

Jimmy Jay and his backing do a nifty up beat Nashville-styled job on a tune, "Twinkle Twinkle Little Star," that has the pop-country chart goods. There's a real down-home twang to the ballad in the tale that of a gal, who seemingly forgot her flame when she went on to Hollywood stardom, Couplier's another sad story and the sound reflects a romance that didn't work out.

THE CALS (Lodestone 1500)

(B+) "COUNTRY GAL" (2:25)

[Loastone BMI—Stone, Al- lain] Larry LaMonte, distinctive blues blower about a guy who declares that he took his gal gal, of songsters but is locked by the country out of the gal. Lead voice does a solo on the lyrics, and there's some fine, triplet business from the guitar man. Fine R&B stand from the San Francisco-based duo.

(B) "OCEAN WAVES" (2:49)


THE KOLG KENTS (Bethlehem 3061)

(B) "FUTURE ON THE WALL" (2:47) [Sonlo BMI—Burgess, Thompson] Busy blend by the boys that was on the teen chart for some years ago. Many of today's teenagers will dig the catchy cut.

(B) "COME TO ME" (2:35)

[Loastone BMI—Burgess, Thompson] Smooth medium-beat romantic portrayal, including a good lead voice.

BOBBY LEE TRAMMELL (Alley 1004)

(B) "I'VE TRIED NOT TO CRY" (2:40) [Poinsettia BMI— Trammell] Trammell offers effective sing-a-cari-gation blues on the end-of-love-affair number. Steady guitar heat beefs the artist's ac- companying.

(B) "COME ON BABY" (2:30) [Poinsettia BMI—Trammell] The twist beat is sure to welcome this pro driving sound.

LEONARD JEWELL (Drandall 001)

(B) "12 STEPS (To Room Blues)" (2:30) [Delanie—Smith] As the title indicates, it's a tale to be told by a singer, and he goes, maniacates to the kids with much feeling. Backing is a feelgood Nashville- type affair with airplay.

(B) "JOIN THE MONSTER MASH" (2:06) [Delanie— Smith] Good romp stuff.

JACKIE JOHNSON (Tulane 107)

(B) "SEEING IS BELIEVING" (2:45) [Poinsettia BMI] Infections medium-beat performance from the lurk and her combo support. The New Orleans-based diskery has a sound here that could get around.

(B) "LOOKING FOR MY BABY" (2:30) [Rowland BMI—John- son] Easier blues warble and backing arrangement.

ALAN RAND (James 104)

(C+) "THE TRAIN" [Lady Grace BMI—Lynn, Rand] Dramatic folk-style affair whose sound is that of a speeding locomotive. Deck has a general of air excitement going for it.

(C+) "NOBODY KNOWS" [Lady Grace BMI—Lynn, Manuat] Singer Rand offers an emotional teen warble here.

JOHNNY COLE (Original Sound 24)

(B) "LOVE OF DIANE" (2:20) [Bonnyview & Breavy Willow ASCAP] Cole uses understanding to an appealing folkish affection ate. Humor is part of the lilt, plus good support. Side could come up with important exposure.

(B) "WAR, NO MORE" (2:21)

[Bonnyview & Breavy Willow ASCAP—Van Winkle, Darian] Anti-war item done with a catchy sound.

VAN TREVOR (Atlantic 2175)

(B+) "I WANT TO CRY" (3:05) [Saturday ASCAP—Boulang- er] Generally haunting pliable blues shouter about a come-a-sistant, who is rocked by the breakup of his or-chorus stand. Date was produced by Bob Crewe. It could develop into something.

(TUESDAY GAL" (2:00)

[Saturday ASCAP—Boulang- er] After a slow intro, date goes rock-rock.

PANDA BERRY (Challenge 1912)

(B+) "GIMME JIMMY" (2:07) [Sal Erikson BMI—Mantz, Hazan] Bright blues-flavored affair about a chick who tells another dame to give her back her guy. Interesting upbeat stuff that could move.

(B+) "ONE OF THESE DAYS" (2:02) [Chemistry & Sal Eric- son BMI—Mantz] Coupler's gospel type cut.

LOVETTES (Checker 10035)

(B+) "CRUSH" (2:10) [Chevis BMI—Davis, Clarke] Larks head into the top ten novelty wave for the kids. Amiable busy-beat doing.

(B+) "ONE MORE YEAR" (2:20) [Chevis BMI—Davis] Anoth- er good-natured item, and it tells of a gal who needs one more year to reach the age of consent and the time to marry the guy of her dreams.

BILLY GUY (ABC-Paramount 10397)

(B+) ("She's a") HUMDINGER" (2:49) [Fri-Gan BMI—Guy] Songster could pick-up important R&B-pop coin with this infectious melo- dize to the love of a guy's life. Well worth letting the kids hear.

(B) "IF DONT TASTE MUCH" (2:25) [Ahah & Pri-Gan BMI— Stevens, Price, Logan] Another sound for them with an irresistible toe-tappin' approach.

THE GALLANT MEN (Ferd 117)

(B) "FOREIGN GIRL" (2:08) [Peer International BMI] Broderick's team presents an interestingly, else some good. Pretty romantic item. A soft- spoken teen sound that deserves airplay. With enough of it, it can make noise.

(B) "LOST ROMANCE" (1:55) [Bettman While ASCAP—Pet, O'Donnell] Rapid-fire rock doings on this track.

JIMMY HOLIDAY (Easter 2002)

(B+) "HOW CAN I FORGET" (2:22) [Orchord BMI— Townsend, Baird, White] Fine blues warbling by the performer on a sure- handed teen warhol. Holiday is backed by lots of distinctive or-ch-chah touches, Could get around.

(B+) "JANET" (2:22) [Al-rd- head BMI—Baird, White] Teeners who have been rock fans for years will see an old-time-name-song approach here.

ROOSEVELT NETTLES (Chess 1846)

(B+) "MATHILDA" (2:22) [Long- born BMI—Nettles] Old hit has been coming up with another number of disk readings of late, and, as of this entry, should be in the coin competition should the tune win new acceptance.

(B+) "DRIFTING APRIL" (2:30) [Renda BMI—Nettles] Catchy Spanish-flavored beat rocks the song- sters stict here.
JOHNNY NASH (Warner Bros. 5383)

"CIGARETTE, IT I combo-CAUGHT label "BO-TIME"
A twist-up-dating of the Hank Snow hit. Either end, or both, can step out way.

THE SENSATIONS (Junior 1006)

"YOU MADE A FOOL OF ME" (2:34) [Ray Williams BMI—Eady, Baker] The group, fea-
turing Yvonne in the lead, can have another "Me In" chart-timer in this bow on the Jamie/Guyden affili-
te. It's similarly strong, in fact, as a dainty that they knock out in bright manner.

THE VALIADORS (Gordy 7013)

"I FOUND A GIRL" (2:39) [Jobete BMI—Paul, Coleman] Folla this has finally come-up with a trae-
love in this strong Latin-rock display from the team's lead, fellow walterders and the cornetist. The du-
ically effective part in putting over the portent is the harmony. (B+)

BOBBY DAY (RCA Victor 8323)

"KNOW IT ALL" (2:19) [Little Darlin' BMI—Cooper] Day, who figured in a big hit some years ago with "Rockin' Robin" on the Class label, starts his Victor ca-
port with a potent handling of an emotional number. Backing his con-
vincing stand is a strong string-and-
chords setting. Watch it.

"ANOTHER COUNTRY, AN-
OTHER WORLD" (2:30) [Rumbahero BMI—Spector, Pomus] The artist can also go places with this big-sounding romantic. Once more there's a standout back-up sound.

FRANK CHACKSFIELD ORCH. (London 35000)

"LAWRENCE OF ARABIA" (2:50) [Gower BMI—Jarre] The mystery and grandeur of the big-
flick's main-title is impressively con-
veyed by the famous English maestro's large orchestra. It's in many ver-
sions of the tune, and one of the most
commanding.

(B) "THE PARAKAESETS OF ANDRE GUGU" (2:35) [way ASCAP—Dumont] Vibes help carry the listeners genially to the Latin land. Pankelet sounds are part of the scoring.

THE STARR BROTHERS (Cordtell 1014)

"DON JUAN" (1:15) [Venetta BMI—Jenkins] The Chib based label can't have been multi-
racial, pop-roots big with this enticing, hip-swing-
ing best-ballad romancer served up by the Starr Brothers. Catchy vocal play-
should make the platter spinners and te-
ents howl for more. Potent Ted Sieber arrangement.

(B) "DOWN ON MY KNEES" (1:25) [Venetta BMI—Jenkins] Intriguing, Latin bent, string-
filled weeper also rates attention.

GAYLE HARRIS (Carlton 584)

"HERE COME THE HURT (2:18) [Pamhill & Odin ASCAP—St. John] Distinctive, un-
burried display of a haunting roman-
tic by the lark and her string-filled ork-chord backing. Youngsters will bow to the recording's proceedings, and, with enough exposure, side could land a Top 100 berth.

(JIMMY ELLEGE (RCA Victor 8136)

"I MISS YOU ALREADY" (2:39) [Jobete BMI—Briant, Coleman] An awhille-back-country click by Faron Young with lots of all-
market appeal going for it. The songer and his first-rate full ork-chord by the

\"YOU CAN HAVE HER\" (1:53) [Dickbilly BMI—Cook] Roy Hamilton made the charts in a rarity work, thru some trimming by the songer. This new reading is done in a similar, infectious manner as the original Hamilton disc.

BOB BROOMEYER (Verre 1028)

"MUTINY ON THE BOUN-
TY" (2:02) [Miller ASCAP-
Kapner] This is a winning Bossa Nova

\"YOU CAN HAVE HER\" (1:53) [Dickbilly BMI—Cook] Roy Hamilton made the charts in a rarity work, thru some trimming by the songer. This new reading is done in a similar, infectious manner as the original Hamilton disc.

BOB BROOMEYER (Verre 1028)

"MUTINY ON THE BOUN-
TY" (2:02) [Miller ASCAP-
Kapner] This is a winning Bossa Nova
treatment of the lovely flick title
song. Besides Brookmeyer's deft trom-
bone work, there's fine vibing by the vib-
\"YOU CAN HAVE HER\" (1:53) [Dickbilly BMI—Cook] Roy Hamilton made the charts in a rarity work, thru some trimming by the songer. This new reading is done in a similar, infectious manner as the original Hamilton disc.

(B) "A FELICIDADE" (3:15) [Hungaridisc (Rosa) ASCAP—Jobin] Smooth BN sound for a pretty tune. Also from the LP.

NICK NOBLE (Liberty 55554)

"CLOSE TO THE HEAVEN" (2:06) [Knodwell ASCAP—Wayne, Edwards] The vocalist, who recently made chart going with an item called "Hello Out There," and his backdrop sound—a full ork-chords affair—offer an intriguing type tribu-
\"YOU CAN HAVE HER\" (1:53) [Dickbilly BMI—Cook] Roy Hamilton made the charts in a rarity work, thru some trimming by the songer. This new reading is done in a similar, infectious manner as the original Hamilton disc.

(B) "I'd be) A LEGEND IN MY TIME" (2:06) [Acuff—Rose BMI—Gibson] Artist and his accom-
paniment move to the Nashville-

(B) "THE OLD FAMILY ALBUM" (2:07) [Leads ASCAP—Alt- schuler/Morey] Another sunny polka

FRANKIE YANKOVEC (Columbia 25680)

"I MUST HAVE STOLEN THE KEE-
KA" (2:03) [Dana BMI—Solek, Dana] This is a sturdy cover of the choice pole dance hit, by Frankie Bros, on the Select Label, Ditty is a delightful novelty, and the presenta-
tion form is highly competitive.

CURTIS & DEL (Monteith 885)

"BIG WIN" (2:12) [Acrutf-BMI—Day] Song du-
and its effective upbeat full ork back-
ing can hit the charts with this stand-
which tells of a fellow who wants a big wind to blow a certain way. Be the
\"YOU CAN HAVE HER\" (1:53) [Dickbilly BMI—Cook] Roy Hamilton made the charts in a rarity work, thru some trimming by the songer. This new reading is done in a similar, infectious manner as the original Hamilton disc.

(B) "A CHANGE OF HEART" (2:55) [Acuff-BMI—Bryant] Fellas are pressing this into its Nashville-plaing.

HERBIE MANN (Atlantic 5026)

"IT MUST BE LOVE-BOSSA NOVA" (2:25) [Dave Monroe] Ace polka stumper Herbie Mann seems to make sure some, enough to break loose, authentic bossa nova. The tune comes from Mann's new Atlantic LP. Plenty of airplay for this item.

LILLY RUSSELL (S.F.Q.R. 3306)

"PAPER DOLL" (2:40) [F. B. Marks BMI—Black] The ever-so-his-fecuous blues approach by the lark and her support sound, a combo
gospel chorus. Sunny sound that could get stuck. Discery is a member of the Linda group.

(B) "I CAUGHT THE FLU FROM YOU" (2:45) [Rock-
masters BMI—Byrd, Royter] Bouncy novelty item.

ROLF HARRIS (Epic 9567)

"SUN ARISE" (2:22) [Ard-
more ASCAP — Harris, But-
er] Striking folk hammer-song is do-

(B) "YOU CAN HAVE HER" (1:53) [Dickbilly BMI—Cook] Roy Hamilton made the charts in a rarity work, thru some trimming by the songer. This new reading is done in a similar, infectious manner as the original Hamilton disc.

(B) "THE DRIBBLE" (2:20) [East BMI—Capper, Axton, Collins, Grimes] There are just over-
tones to this exciting, fast-moving. Watch it too.

THE FRENCHMEN (Liberty 55555)

"SUNDAY STRANGER" (2:40) [Metrec BMI—Strong] This driving blues instrumental con-
tains plenty of novel rockaside to keep the listener interested. It could develop into a hit combo stint.

(B) "SOUR GRAPE S" (2:04) [Metrec BMI—Gates] Or-

FRANKIE YANKOVEC (Columbia 25680)

"I MUST HAVE STOLEN THE KEE-
KA" (2:03) [Dana BMI—Solek, Dana] This is a sturdy cover of the choice pole dance hit, by Frankie Bros, on the Select Label, Ditty is a delightful novelty, and the presenta-
tion form is highly competitive.

(C) "A CHANGE OF HEART" (2:55) [Acuff-BMI—Bryant] Fellas are pressing this into its Nashville-plaing.
DIAL M FOR MERCURY
for another hit by
FARON YOUNG

...This is a recorded message... Faron Young is now on Mercury... His first powerhouse is already on the way...
"The Yellow Bandana" and "How Much I Must Have Loved You"
...The number is 72085

America's First Family of Fine Recordings
### 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 right include total from left plus the percentage title received in prior week or weeks.

**[SURVEY COMPLETED TO JANUARY 16TH]**

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>% OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<tbody>
<tr>
<td>48%</td>
<td>What Will Mary Say—Johnny Mathis—Columbia</td>
<td>48%</td>
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<tr>
<td>42%</td>
<td>Walk Like A Man—Four Seasons—VeeJay</td>
<td>42%</td>
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<td>35%</td>
<td>She'll Never Know—Brenda Lee—Decca</td>
<td>35%</td>
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<td>29%</td>
<td>Send Me Some Lovin'—Sam Cooke—RCA Victor</td>
<td>61%</td>
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<td>28%</td>
<td>Who Stole The Keeshka—Matys Brothers—Select</td>
<td>39%</td>
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<tr>
<td>24%</td>
<td>Baby Baby Baby—Sam Cooke—RCA Victor</td>
<td>24%</td>
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<tr>
<td>23%</td>
<td>Ruby Baby—Dion—Columbia</td>
<td>61%</td>
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<td>23%</td>
<td>Mama Didn't Lie—Jan Bradley—Chess</td>
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<td>22%</td>
<td>Laugh or Cry—Toni Fisher—Smash</td>
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<td>22%</td>
<td>Days of Wine and Roses—Henry Mancini—RCA Victor</td>
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<td>21%</td>
<td>Fly Me To The Moon—Joe Harnell—Kapp</td>
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<tr>
<td>21%</td>
<td>Lawrence of Arabia—Ferrante &amp; Teicher—United Artists</td>
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<td>20%</td>
<td>Zing Went The Strings of My Heart—Fury's—Mark IV</td>
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<td>20%</td>
<td>Greenback Dollar—Kingston Trio—Capitol</td>
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<td>20%</td>
<td>Pin A Medal on Joey—James Darren—Colpix</td>
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<td>19%</td>
<td>Tell Him I'm Not Home—Chuck Jackson—Wand</td>
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<td>18%</td>
<td>Don't Wait Too Long—Erma Franklin—Epic</td>
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<tr>
<td>18%</td>
<td>Let's Stomp—Bobby Comstock—Lawn</td>
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<td>17%</td>
<td>Rhythm of the Rain—Cascades—Valiant</td>
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<tr>
<td>16%</td>
<td>Love For Sale—Arthur Lyman—Hi-Fi</td>
<td>31%</td>
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<tr>
<td>16%</td>
<td>Call On Me—Bobby Bland—Duke</td>
<td>26%</td>
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<tr>
<td>15%</td>
<td>Our Winter Love—Bill Pursell—Columbia</td>
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<td>15%</td>
<td>Your Used To Be—Brenda Lee—Decca</td>
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<tr>
<td>14%</td>
<td>Settle Down—Peter, Paul &amp; Mary—Warner Brothers</td>
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<tr>
<td>14%</td>
<td>You're The Reason I'm Living—Bobby Darin—Capitol</td>
<td>57%</td>
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<tr>
<td>13%</td>
<td>From A Jack To A King—Ned Miller—Fabor</td>
<td>83%</td>
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<tr>
<td>13%</td>
<td>The End Of The World—Skeeter Davis—RCA Victor</td>
<td>13%</td>
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<tr>
<td>12%</td>
<td>White Levis—Majorrettes—Troy</td>
<td>38%</td>
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<td>11%</td>
<td>Hitch Hike—Marvin Gaye—Tamla</td>
<td>11%</td>
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<tr>
<td>10%</td>
<td>Blame It On The Bossa Nova—Eydie Gorme—Columbia</td>
<td>35%</td>
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**LESS THAN 10% BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
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</thead>
<tbody>
<tr>
<td>Meditation</td>
<td>I'm A Woman—Peggy Lee (Capital)</td>
<td>55%</td>
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<tr>
<td>Charlie Byrd (Riverside)</td>
<td>Little By Little—Springfields (Philips)</td>
<td>7%</td>
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<tr>
<td>Linda</td>
<td>Kentucky Means Paradise—Green River Boys (Capital)</td>
<td>7%</td>
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<tr>
<td>Jan &amp; Dean (Liberty)</td>
<td>Baby You're Drivin' Me Crazy—Joey Dee (Roulette)</td>
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<td>Wat-Weaf</td>
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<td>Springfields (Philips)</td>
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<tr>
<td>Afraid</td>
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<tr>
<td>Jimmy Rodgers (Nat)</td>
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</table>

**TOTAL % TO DATE**

- The Gypsy Cried—Law Christie (Roulette) | 34%
- Four Letter Man—Freddy Cannon (Swan) | 14%
- A Hand—Connie Francis (MGM) | 15%
- Puddin N' Tain—Alley Cats (Philips) | 13%
THE SALES BEAT of the BOSSA NOVA IS ON ATLANTIC

JOÃO GILBERTO
THE BOSS OF THE BOSSA NOVA
8070

HERBIE MANN
DO THE BOSSA NOVA WITH HERBIE MANN
1397

FROM THE ALBUM
JOÃO GILBERTO'S BOSSA NOVA SINGLE
VOCE E EU (YOU AND I)
&
BOLINHA DE PAPEL (LITTLE PAPER BALL)
2173

FROM THE ALBUM
HERBIE MANN'S BOSSA NOVA SINGLE
IT MUST BE LOVE (DEVE SER AMOR)
&
BLUES WALK BOSSA NOVA
5026

SEE YOUR LOCAL DISTRIBUTOR FOR THE SPECIAL ATLANTIC ALBUM SALES & ADVERTISING PROGRAM

Cash Box—January 26, 1963
The Rooftop Singers, who are currently riding the Top 100 in the #2 slot with “Walk Right In” on Vanguard, consist of Erik Darling, Lynne Taylor and Bill Svane. Darling, no newcomer to the folk trade, balladeer, guitarist and banjoist, is equally well-known as member and organizer of several popular folk-singing groups. In 1956 he organized a quartet which was later transformed into the Tarriers. Darling also served as pianist with the Weavers. Lynne Taylor has appeared extensively as a vocalist in leading Miami and New York clubs (Blue Angel, Versailles and 28 straight weeks—at the Village Vanguard, to name just a few). She was with the Benny Goodman band for one year and has been featured on top radio and TV programs.

Bill Svaneo, a graduate of Oberlin College and the University of Minnesota, has been playing the guitar for seven years and has worked and sung his way across the U.S. and Europe. The group’s first album, tagged after the single, was released last week.

Dick Dale and his band the Del-Tones are presently one of the hottest and most popular bands on the west coast. Dale’s versatility in playing many instruments and professional singing style has made him an important new talent.

For two solid years Dale has been packing in over 4,000 teenagers nightly at one of the largest ballrooms in southern California. He is still a big favorite on the California ballroom circuit.

Dick is currently riding the Top 100 with “Peppermint Man” (#21 on this week’s chart) on Del-Tone and is making noise with another release tagged “Misfortune.” He also has an album out in “Surfer’s Choice.”

The artist and his band were recently inked to a movie contract with Bengal International Pictures. His first flick, “A Swingin’ Affair,” will be released in February.

The Rooftop Singers
'ALICE' MAKES THE TEEN SCENE!

NEIL SEDAKA

ALICE IN WONDERLAND

c/w CIRCULATE

PRODUCER: NEVINS KIRSHNER

SEDAKA'S SMASH SINGLE

#8137

NEIL FLIES WITH THIS WIDELY APPEALING, BRIGHTLY REFRESHING, MEMORABLE MELODY 'ALICE IN WONDERLAND' ...AND HE'LL BACK IT UP WITH AN APPEARANCE ON 'THE ED SULLIVAN SHOW' ...PLUS A STAND AT THE FAMOUS COPACABANA! ORDER BIG, THIS ONE'S GOING ALL THE WAY!

RCA VICTOR

(The most trusted name in sound)
ABC-PARAMOUNT
12 ½% discount on 15 new releases and all catalog items. Expires: Mar. 31.

ATLANTIC & ATCO
1 free LP with every 12 purchased (amounting to a 12½% discount). 30-60-90 days delayed billing arrangements available to qualifying dealers. Expires: Feb. 28.

AUDIO FIDELITY
Consumer can buy an AF LP at ½ off suggested list if he buys another at the regular price. Dealer buys 3 gets 1 free. Expires: Feb. 15.

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

CAMAY
Two albums, "The Crew Cuts" and "Country Western Bonanza" are offered to rack-jobbers on a buy-10-get-2-free basis and to distributors on a buy-10-get-2-free basis. Deal ends Mar. 31.

CAMEO/PARKWAY
12 ½% discount on all LP's. No termination date announced.

CAPITOL
All classical albums: 20% discount off the invoice on all purchases. Capitol-of-the-World LP's: one free for every two purchased at the regular price. Guy Lombardo LP's: buy 1 for 44 for every one purchased at the regular price. Deferred payments: for program merchandise shipped before Jan. 2 and Feb. 19, payment is due in three equal installments on Mar. 10, Apr. 10 and May 10. Albums shipped between Feb. 26 and March 15 may be paid for on April 10, May 10 and June 10.

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

IMPULSE!
The ABC-Param label offers a 12 ½% discount on seven new releases: 20% discount on catalog items. Expires: Mar. 31.

KAPP
10% discount on all LP's. Expires: Mar. 31.

KING
15% discount on all King, Audio Lab and Bethlehem LP's. Expires: Feb. 28.

LIBERTY
10% each discount off the invoice on all dealer orders: an extra 5% discount authorized on individual dealer orders of 200 or more LP units. 100% exchange privileges, with merchandise exchangeable after July 1, 1963. Parfums: ½ March 10, ½ April 10. Expires: Feb. 15.

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

PHILIPS
15 free albums with the purchase of 150. No termination date announced.

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

PRESTIGE/INTERNATIONAL
15% discount on all LP's. Expires: Feb. 15.

REQUEST
LP catalog available on a buy-12-get-2-free basis. Described as a limited-time offer.

ROULETTE
"Operation Clean-Up": For every $5 worth of Roulette, Round Two & Geo LP merchandise purchased, distributor may return $1 worth of any label he desires; deferred billing. Expires: Feb. 28.

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

STARDAY
"Country Music for the People Sales Plan"—Consumers get 1 free LP for every 3 they purchase at the regular price. Distributors and dealers are offered "a sufficient amount of free goods" to enable the retailer to make the offer. Expires: Feb. 28.

VANGUARD
15% discount on "Walk Right In!" LP by The Rooftop Singers to qualified dealers. Described as a short-term deal, with termination date to be announced shortly.
Henry Mancini, RCA.
Dick Roman, Harmon.
Pat Boone, Dot.
Wayne King, Decca.
Arthur Lyman, Crescendo.
The Four Saints, Warner Bros.
Andy Williams, Columbia.
Have all recorded
"Days of Wine and Roses."
by Henry Mancini
and Johnny Mercer,
the theme
from
the Warner Bros. picture,
"Days of Wine and Roses"
need we say more!
RAMBLINGS

New York:

Diamond topper Joe Kolsky sends word along that the initial decks and displays are now
Sincerely & Tenderly” indicates it’ll follow in the smash footsteps of
Johnny Thunder’s “Loop De Loop,” . . . ABC’s genial (and well-tanned)
namesake son, Bob Herzog,’mizin’ that the Impressions are breaking up
on a “message” song and beginning a new project. “I’m The One
Who Loves You,” Eddie Thomas adds that he’s getting great reaction
to the deck that’ll be out on The Beatles’ album. “Screw The Congress” chimp Linda Scott was
strum’in in Boston. Linda’ll tape an Arthur Godfrey TV spec, for viewing on
Feb. 1 and will head out to the Holiday House in Pitts on 2/18 for 11 days.

The big new disc news is that Bobkornbeiner centers around Mr.
Acker Bilk’s “Only You” (Atco), the Mark the Fray’s “Rome” (out on Grant
Brothers’ “Joanie’s Shadow,” on Decca, and the Big Shepherds’ “Atlantic bow,
“Nuevo Mexico” on Decca). The Pick review of the female’s deck, in last week’s issue, inadvertently noted that it was their Veeday book. Sorry!

BILLY HAMLIN

Roosevelt’s Hal Fein thrilled over the national break-out action on Boeing Company’s “Sail Stomp.” . . . Ava’s eastern promo man Milton Karle items that there’s been excitement on the long-awaited, just-released “Bossa Nova Goes To The Moon” by Perto Spargo to tell us that X. Lin-
cole is recording a new album in breaking thru in Dallas, New Orleans and Pitts. . . . Biltz’s national sales & promotion man Sid Prosen reports that the Ronnie & the Ill-Lites waxing of “Valiente” on the Rawn subsidiary, has taken off in a host of major marts round the country. . . . Morty Wax publicizes his own “Spanish Lace” by Lani Hamor “High Society-Style” Epic package. Columbia lack Anita Bryant taking up residence here to study acting and dancing . . . Ruth Olly, currently with her act at the Flamino in Vegas—thru 1/25, to open at the Phoenix Playboy Club for 2 weeks, starting 1/28, and then for L.A. for wax sessions . . . Her ‘Nibs’ George Cables skiing currently hearing the 1st “3M edition of the International Folies at the Nugget’s Circus Room in Reno . . . Goloda Mgmt. Martin’s Harvey’s new act, the Vic Roberts act, is a c’lino as a result of the tremendous
play he’s been getting with the label’s powerful LP product “Sinus And Basie.” “Dean” (Tex) Martin’s Country Style, Sammy Davis ‘Live Performance At The Copacabana’ and Davis’ smash single “As Long As She Needs Me” (Decca) has been spreading with “I Took A Dream To Wake Me Up” and “Too Good To Be True” on RCA’s label, with a rapid national tour. . . Ray Colby’s (1/17) where he’s currently appearing, Ed Yallowy reports that ABC’s Paramount outings “Don’t Cry Don’t Cry” by Jimmie Rodgers, “I’ll Walk Alone” by Lynn Roberts, “I’m The One Who Loves You” and “I’m Yours” by Hugo Lipschitz are
finally starting to happen here.

Johny (All Baba) Vance, former Mercury artist, is the new Mercury group and tagging them the Shiks. Publicized his new release “Now Blows the Wind of War” and a $40,000 wardrobe! . . . Billy Hamlin notes that the kids really dig his performance at Tony Terry’s TV
hop at St. Michael’s Church in Biklin. Still getting a lot of radio play and one
leukemia table. “If You Ain’t Got No Bread (You Might As Well Stay In Your Room),” is getting a lot of airplay. His “Love Me Baby All The Time,” on his new Sixteen label, belongs to the Record World. . . . Wrighton and Lois Hult in a 2/16 concert at Peninsula, is a leading Bay Area writer, a member of the legal staff of ABC, is an attorney, Herman Finkelshtein, he reascribes the orches-
ity to become affiliated with the law firm of Margulies &希尔。

Chicago:

Personality Productions’ Jeanne Bennett, buzzin’ to tip us off on The

Singles:

Charles Goldberg types from his Cataloged Record distrib-
derk in Newark, N.J. that sales are
Vanguard’s new “Playboy Club open-
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in the booming Mannheim Road strip, is mighty proud of the debut release of his young group, the Joe Major, Lane, Side, waxed on the Epic label. "Nada Dlla." Incidentally, a popular feature at the Concord is Iris Garni’s Garnet Restaurant Thursday night "Jukebox Jam," and Mahalia Jackson, in New York recent-
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SUE THOMPSON
"Willie Can"

KRS JENSEN
"Don't Take Her From Me"

c/w TOO MUCH IN LOVE
HICKORY 1196

HICKORY'S HOTTEST HITS!

"IT'S HAPPENING AGAIN"
c/w LITTLE LIPS (Tell Big Lies)
HICKORY 1198

Larry Henley

TWO MUCH IN LOVE
HICKORY 1195

Exclusive Management:
ACUFF-ROSE ARTISTS CORP.
Nashville 4, Tennessee
Cypress 7-5366

JUST RELEASED!
A NEW STAR!

JUST RELEASED!
A NEW FIND!

HOME OF THE NASHVILLE SOUND

Cash Box—January 26, 1963
Big Daddy & Team

NASHVILLE—Two company and three team—one no one ever said that but the above pic taken in Bradley's studio here is good evidence of the above fact. "Big Daddy" Burl Ives (center) is shown placing his arms around Hank Cochran (right) and spinner Audie Ashworth. Cochran wrote Ives' latest Decca noisemaker, "The Same Old Hurt" and Ashworth spins the tune on his evening air stanza on WKDA.

(Cash Box—Continued from page 24)

Record planning a big Away hover for their new group the Phoenix Singers. . . . Abe Diamond, Diamond was flying, back at his desk after attending Command and Roulette Sales meetings in New York City. . . . Marshall Robbins reports the 'in' record that is busting out is "Deck Jockey Meeting" on Reprise.

Liberty recording artist Henry Gibson did his eighth appearance on NBC-TV's "Tonight" show and has been set for his ninth. . . . Del-Fi proxy Bob Keene is mighty proud of the tremendous success of Johnny Crawford's latest single, "Proud." Don Sanders reported orders pouring in from coast to coast. Johnny Smith has been set to tape the "Gary the Show" in New York. "Mr. Luck" and then wings to Miami for a nine-day engagement on the Eden Roc. Bobby Darin, Capitol recording artist, was special guest on "Ballance Teen Topics" hosted by dj Bill Ballance. George Maharis sings Jimmy McHugh's "I Can't Believe That You're In Love With Me," in his new album to be released soon on Epic label. . . . Nugget Records Room in Reno has signed George Arnold to produce more International Follies shows after his smash "Holiday On Ice" opener. Johnny Mann Inc. cut some Coca Cola spots with songstress Anita Bryant for radio-TV airing.

Jimmie Haskell arranged and conducted Richard Chamberlain's album recently released by MGM Records, Richard Chamberlain Sings,. . . . The Dukes of Dixieland currently appearing in the Blue Room of the Roosevelt Hotel, New Orleans. . . . Prentice Morland out with his first limbo smash of the year on the Challenge label, "Limbo Party." . . . The Royal Hawaiian Revue has been signed for an indefinite engagement at Reno's Holiday Hotel Theater lounge, Jan. 31. . . . John Conte's latest recording, "The Gift," has been selected as the pick of the week in a recent VARIETY magazine. Nicholas Avenetti, Pres., of Venetian Records, just released teen-ager Charlie Commins' single platter "Get Together." . . .

HERE AND THERE:

PHILADELPHIA—Warner Bros. Ronnie Singer notes that he's getting a great response to the Peter, Paul & Mary "Settle Down," the Roverettes' "Half Time," the Champs' "Mr. Cool" (Challenge) and the Cascades' "Rhythm Of The Rain." (Vallegans) Among the hot LP's with Frank Murphy, at Ed S. Barsky's place, are Pat Thomas' "Deadlinks" (MGM), "Hey This Is Kevin Gavin" (Parker). . . . More than 5,000 sold! Along With (Vincent) Longo (MGM) and the Ventures' "Telstar And Lonely Bull" (Dollon). . . . Stan Getz' Los Angeles Casino 1-24-2/6 is a must. . . . Single sales sizzler with Columbia selling red hot is Dave & Lulu's "Baby Baby." Eydie Gorme's "Blame It On The Bossa Nova," Dave Brubeck's "Bossa Nova, U.S.A." and the Tony Bennett "I Wanna Be Around"—"Will Live My Life For You" duo. . . . The biggest breakout deck with Heller's Ella. Robinson is Chick Corea's "Two Turtles" (Hues) and that two newies to watch are Chuck Brown's "Flapjacks" (Class) and the Imaginations' "Wait A Little Longer Son" (Ballad). . . . Saul Lumentrop jelled the Bobby Bland's "Call On Me" (Duke) is an all-out smash.

CLEVELAND—Mainline's Jerry Sharrill telegrams that the big side on the Bobby Bland Duke newie is "That's The Way Love Is." Kupn's Dennis Kupn notes that from all indications Johnny Cymbal's "Mama's Man" will be a smasharoon.

RENO—Gia Maione, Louis Prima's new singing find, currently at Har- rah's with the Prima show, out with his newies "Bourbon Street, Sunday Lover" and "Little Girl Blue.

BALKITOS—Mangeo & Marshall Ent.'s "Beard" Kittalo see that he's going strong with Joni James' "Anyone But Me" (MGM), Sue Thompson's "Willie Can" (Hekory), Arthur Lynn's "Love For Sale" (Hib), Jerry Landis' "The Lone Teen Ranger" (Amy). . . . Bucky, over at Reprise, is jumping on it record that he loves the whole world.

BUFFALO—Metro's Jerry Myers informs that the Platters have a Mercury smash in "Thanks For The Memory" and Ditto for the Skyliners' "Come Love" (Vivace) and the Matry Bros.' "Who Stole The Keehaka" (Select).

NASHVILLE—Kenny Marlon sends along word that the Fairlanes are starting to move out all over the country with their Starday-distributed Minaret waxing of "(The) Dagwood." Herb Shuecher adds that it looks like Chuck Reed will have a two-sided chart triumph with his Minaret how, "Females" and "Mark My Word."

ALEXANDRIA, VA.—Martha Nash reports that there's been excellent reaction to the Jackie Shane Sue waxing, "Any Other Way," on which she's backed by Frank Monley & the Crew.

ST. LOUIS—The big sales news at Teek Records, according to top Freeman Bosley, centers around Jimmy "Soul" Clark's "Shook Up Over You."

PITTSBURGH—Joe Reel thrilled with the sales and chart results on the Skyliners' "Comes Love" (Vis- coux). . . . The "hit-of-the-week" with Ferney's Nick Cenoc and Jack Ilykin is the Starr Bros.' how on Corniland, "Don Juan." Fellow add that they have a "late starter" in Dick Dale's "Peppermint Man" (Del-Tone) and that there's a "harem″ in the Cretus' "Guilty" (Selma).

San Francisco—UA's Highwaymen in a 2-25-3/4 stint at the Hungry i. . . .

Here it Is!

LITTLE ESTHER'S SMASH LP

(Look at the Charts)

SPECIAL HIT ALBUM DEAL
BUY 10 - GET 2 FREE!

AND FROM
THIS HIT LP
A Smashing
New Single

LITTLE ESTHER PHILLIPS

"I REALLY DON'T WANT TO KNOW"
AND
"AM I THAT EASY TO FORGET"

LENOX 5560

LENNOX RECORDS

157 WEST 57th STREET,
NEW YORK 19, N. Y.
PL 7-1041

BOB GANS
PRESIDENT

LELAN ROGERS
EXECUTIVE VICE PRESIDENT

Box—January 26, 1963
Mercury Handles Junior Achievement Disk

NEW YORK—Mercury Records has picked-up an album master from an off-beat source.

This album, “Session One: The Yeomen,” featuring a teenage folk quartet, was entirely produced by 43 school students in Minneapolis, members of the first disk company ever formed by a Junior Achievement group, and was issued by the label last Fri. (18).

Called Hi-Top Recordings, the J-A group originally had its album pressed commercially with their own label for distribution only in Minneapolis. In the six weeks the group has been selling, they have already sold over 5,000 albums in Minneapolis.

Spearheading this sales drive is probably the largest record sales force ever assembled in one city—a total of 180 enthusiastic teenagers.

Impressed by the Hi-Toppers enthusiasm and originality in launching the first teen recording company, Mercury proxy Irving Green and executive VP Irvin Steinberg listened to the album, and decided it merited national exposure. Mercury then picked up its distribution nationally—with the exception of Minneapolis, where the Junior Achievers have exclusive distribution.

Junior Achievement is the national educational organization which sponsors on-the-job experience for high schoolers through the operation of their own group businesses. The Hi-Top company was formed by youngsters interested in the music industry and with their own fresh ideas as to how a record company should function.

The Yeomen are Don Jennet, 16; Keith Critchlow, Bob Finckenau and Jack Otteman, all 17, who have been singing together for less than two years. With most of their performances at college hops and local coffee houses, The Yeomen last fall answered the first auditions called by Hi-Top. Their strong, driving style with folk songs won the votes of the J-A’s on Hi-Top’s A & R committee, and the group recorded The Yeomen at “session one.” In a full-swing teen team effort, the J-A promo department then mapped out the sales program, placed ads and sought air play from Minneapolis disk jockeys.

Mercury has also entered into a counseling agreement with Hi-Top, through VP Irvin Green, Irvin Steinberg and Lou Reiner serving as advisors to the group in all areas of record merchandising.

The youthful J-A company, whose personnel represents 17 high schools from Minneapolis, was capitalized for $875—probably one of the smallest amounts of capital that ever launched a full-fledged record company.
### MONAURAL

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*Also available in Stereo*   
*Also available in LP*
**ALBUM REVIEWS**

**POPULAR PICKS OF THE WEEK**

**JUST TURN ME LOOSE!** — George Maharis — Epic LP 12037

Although TV has produced many wax luminaries few, if any of them, have demonstrated any staying power. One which does is a glaring exception to the rule. His albums and singles have all developed into chart items and he seems to get better with each new session. On this Columbia outing the charter dishes up a warm collection of sturdies in his distinctive, rich, wide-range baritone vocal style. Best listening bet is in a little idyll, “Alright, Okay, You Win” and “I Wanna Be Loved.” Blockbuster sales potential.

**ANOTHER TASTE OF HONEY** — Martin Denny — Liberty LP 1318

Here is another first-rate pop-jazz blending by Martin Denny, who is still riding high on the charts with his first “Taste Of Honey.” The almost overnight success of this LP attests to the public’s interest and acceptance of pop music with a pure jazz flavor, particularly the Denny brand. This follow-up album is similarly geared and contains such choice items as “Harlem Nocturne,” “Theme From Manchurian Candidate” and “Both Dyll.” The album should quickly go the same success route.

**STEVE LAWRENCE WINNERS!** — Columbia CL 1953

Steve Lawrence, who currently is riding high with his runaway best-selling single of “Go Away Little Girl,” unleashes his potent vocal talents full blast on this delightful album of evergreens. The program includes a varied cross-section of pop music with selections in the jazz, pop, blues and folk categories represented. The charter turns in standout performances on “Cotton Fields,” “Kansas City,” “All The Way.” For commercial purposes, the artist’s current single is included and spotlighted in the cover. LP should score heavily in the coin department.

**JOSE JIMENEZ OUR SECRET WEAPON** — Bill Dana — Kapp KL 1320

Bill Dana, who had a top-drawer coin-puller with his recent “Jose Jimenez Talks To Teenagers,” LP comes up with another laugh-filled session which seems destined to reach the charts in no time flat. The time Dana effectively satires all aspects of our defense program with an assist from Don Hinkley. The yocks come fast and furious as Jimenez is cast as a paratrooper, the director of the CIA, a general, plus many more. Album could skyrocket.

**WALK RIGHT IN!** — The Roof Top Singers — Vanguard VRS 9123

The Roof Top Singers, who are presently riding high with their hot single of “Walk Right In,” tag this initial album after the biggie and include twelve other pleasing folk items. The group’s distinctive vocal style and musical dexterity carry them in good stead as they offer “Hey, Boys,” “Top Cat” and “You Don’t Know.” Bound to be a strong wax.

**FLY ME TO THE MOON** — Joe Harnell — Kapp KL 1318

Joe Harnell, who is currently pulling plenty of loot with his chart-ringing single of “Fly Me To The Moon,” cashes in on the success of the single to tag this enchanting album of pop items played in the bossa nova style. The 88er, with a suitable backing by his orchestra, turns in superb readings of “Early Autumn,” “Cry Me A River” and “Eso Beso.” Fine fare for either tongue-sharpening or listening enjoyment. LP looms as a surefire chart item.

**ALL THE HITS VOLUME 2** — Various Artists — Parkway F 7016

The first volume of wax hits by the Cameo-Parkway family of artists cut with sensational response and this new outing featuring such stars as Chubby Checker, Bobby Rydell, Dee Dee Sharp, the Orlons, the Diggs and AnCampbell should easily duplicate the success of the initial package. Some top-flight tracks here are Dee Dee Sharp’s “Ride,” the Orlons with “Don’t Hang Up” and Chubby Checker’s rendition of “Limbo Rock.” Eye the disk for rapid consumer acceptance.

**KITTY KALLEN’S MY COLORING BOOK** — RCA Victor LST 3510

Many of the “greatest hits” and “best of—” albums are not really what they are purported to be, but “Kitten” is the real deal. The album goes from a top-flight sound. This is not the case in this album of biggies by Kitty Kallen on Victor. The thrust reaches back almost two decades to come up with these solid, best-selling items which more than once made the number one in the country. The lark is currently hitting paydirt with her “My Coloring Book,” which is included here along with “Little Things Mean A Lot.” “I’ll Walk Alone” and “I’m Beginning To See The Light.” The disk has that money-in-the-bank sound.

**RICHARD CHAMBERLAIN SINGS** — MGM E 4888

Richard (“Dr. Kildare”) Chamberlain’s straightforward renditions of both ballads and upbeat items have earned him a significant niche in the new crop of young thespian-chanters. On this bright MGM disk the singer aptly displays his wide range and versatility by rendering a highly listenable program of pop favorites. Chamberlain shines on “Hi-Li-Ho,” “I All Have To Do Is Dream” and his whole-back chart-rider of “Theme From Dr. Kildare.” A splendid effort.

**GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD** — Everest 1208

Gloria Lynne’s recent albums have proved to be big concerns of this writer ever since Everest outcut live at the Thunderbird in Las Vegas, has enough built-in ingredients to pull loads of lost Potter fans. On this album the lark displays her usual warm, intimate husky-blues style on a fairly substantial standards including: “End Of A Love Affair,” “So This Is Love” and “I Believe In You.” Potent item for deejays.

**THE FLEETWOODS SING FOR LOVERS BY NIGHT** — Dolton BST 8020

The Fleetwoods, who reaped a load of coin recently with their hit single, “Lovers By Night,” “Strangers By Day,” include it in this similarly tagged LP on Dolton. Although the set is geared for the teen set, plenty of adults will find a real listening enjoyment in the group’s professional and harmonious renditions of such goodies as: “The Twelfth Of Never,” “If You Were The Only Girl In The World,” and “Let It Be Me.” The disk could be a real noisemaker for the talented singers.

**SAMMY DAVIS JR. AT THE COCOANUT GROVE** — Reprise R 6003

The incomparable Sammy Davis Jr. comes up with a blackbustin’ four-sided package on Reprise, cut live at the Cocoanut Grove. This is probably one of the finest live LP’s around, and the versatile performer pulls every trick at his disposal out that is in his bag. Comedy, imitations, dances and songs are done casually and with perfection in the Davis manner. “What? What? What?” “Stay Way From My Door” and “Rock-A-Bye Your Baby With A Dixie Melody” are all that cause excitement for both audience and listener. Plenty of chart potential here.

**ARRIVEDERCI ROMA** — Jerry Vale — Columbia CL 1955

Jerry Vale comes up with a strong second stanza to his “I Have But One Heart” LP, which recently saw a bit of chart activity, with this album of Italian love songs. Singing in Italian and English, the charter’s warm, rich voice carries him in good stead on “You’re Breaking My Heart Away,” “Bella Figlia,” “La Mia Antica Volta” and the little “Arrivederci Roma.” Eight other very melodic items are included in this top-notch session on Columbia. The album could be another winner.

**OUR MAN IN LONDON** — George Melachrino — RCA Victor LST 3510

George Melachrino has built up an impressive list of credits with his previous string-based in- structions. This new package featuring English standards and American “pop” ranks as one of his best efforts to date. The orchestra leads his crew through some delightful treatments of “A Foggy Day,” “Rosies Picardy” and “Small World,” with all his expected poise and verve. Spinners should come out in droves for the album.
THE ROOFTOP SINGERS

"WALK RIGHT IN!"

Includes the hit single "WALK RIGHT IN," Hey Boys, Shoes, Houston Special, Tom Cat, Cool Water, Somebody Came Home, You Don't Know, Stagolee, Rained Five Days, Ham and Eggs, Ha Ha Thisaway, Brandy Leave Me Alone

VRS-9123 mono  VSD-2136 stereo
**Cash Box**

**ALBUM REVIEWS**

**THE VERSATILE HENRY MANCINI**—Liberty LST 1712

The multi-talented Henry Mancini showcases his abilities as an arranger-conductor on this mood-setting and melodic album for Liberty. The orchestra makes good use of the magic and grandeur that keynotes much of the music of Hawaii and the island of love; he selects some old and new island-flavored tunes and gives them organ-string treatments. Best bets here are "Bal Hai," "Return To Paradise" and "Moon Of Manakoora." Disk is a pleasant late hours mood companion.

**DEAN (TEX) MARTIN COUNTRY STYLE**—Reprise P 6681

The chart leaps on the country bandwagon to come up with some fine Martin-styled versions of a bevy of country favorites. The vet act-singer is currently making noise with his "From The Bottom Of My Heart" single and makes a strong bid for similar success with this excellent dual-market disk. Launching the session with "I'm So Lonesome I Could Cry," the crooner also includes first-rate vocal treatment of "Room Full Of Roses" and "My Heart Cries For You." LP is one of Martin's best to date.

**THE PLATTERS SING OF YOUR MOONLIGHT MEMORIES**—Mercury SR 60753

The Platters treat their hot-selling vocal talents to a bag of oldies on this new Mercury session. Although the boys have been around almost a decade, their vocal selections have a freshness and vibrant quality that makes for repeated listening enjoyment. The group also includes one of very best on "Shine On Harvest Moon," "Moon Over Miami" and "Full Moon And Empty Arms." The legions of Platters fans should come out in strength for the set.

**ANITA BRYANT'S GREATEST HITS**—Columbia CL 1308

Anita Bryant has built up a solid reputation for her ability to sell a wide variety of popular music. On this latest Columbia, the lady showcases her versatility by recording an interesting selection of pop and country selections. The artist's professional, sincere delivery carries her with great ease as she offers "Paper Roses," "Step" and "My Little Corner Of The World," Top-flight listening throughout.

**SURFBEAT**—Challengers—Vault LP 100

One of the biggest ten克里斯xes on the west coast is surfing. The sport has inspired a host of groups which play a type of R&B influenced, rhythm music associated with surfing. The Challengers are one such new California group. The group's sound combines the vitality of the Champs with the dexterity of Duanne Eddy. The effect makes some fantastic surfin'able readings of "Budgie," "Misfortunet" and "Surfin' Safari." Disk has good stuff in it to make its presence felt quickly.

**FOLKSINGERS 'ROUND HARVARD SQUARE**—Various Artists—Veritas XTV 62380

Here's a choice item spotlighting the singing and instrumental talents of Joan Baez. The disk was cut before the lark's wide popularity acceptance in Boston in 1969. Although the fidelity is spotty in places, the有些 are high-quality, amusingly clear style is firmly evidenced on "Long Day's Journey Into Night," "A Moon For The Misbegotten," "The Haity Ape" and "The Iceman Cometh." A stunning achievement.

**Dramatic Readings From Eugene O'Neill**—Jason Robards, Jr.—Columbia CL 0900

Veteran Jason Robards, Jr. brings some memorably selected selections from the plays of Eugene O'Neill to life on this first-rate spoken word entry from Columbia's Rounder Series. The actor has had vast experience with O'Neill, achieves an amazing dramatic pitch as he delivers excerpts from "Long Day's Journey Into Night," "A Moon For The Misbegotten," "The Iceman Cometh." A stunning achievement.

**SING HALLELUJAH**—Lonnie Donegan—ABC-Paramount ABC 1353

The omnipresent Lonnie Donegan (pop-folk singer, tunes to the spirituals for this LP outing on ABC-Paramount. With several singles hits under his belt, the singer makes a bid for album success with this session of spirituals done with a folky flavor. Accompanied by Kestrels and the Miltie Sammons Singers, the singer displays a flair for spiritual arrangements in his treatments of "This Train," "Joshua Fit De Battle of Jericho" and "No Riding Place."

**OUR MAN IN LATIN AMERICA**—Perez Prado—RCA Victor LSP 3620

For his latest, Latinist Perez Prado's musical romp through South America, Perez Prado brings a diversity of rhythms to his latest session; the Latinist is seen here putting his material to good use. Leroy Holmes and his ork pay tribute to the chart in this fine instrumental session of Charly tunes. The orch-10415

**A MUSICAL PORTRAIT OF RAY CHARLES**—Leroy Holmes—MGM E6401

The phenomenal singer makes the vocal artistry of Ray Charles this past year has spread to diverse musical areas with new sales and million-sellers as putting his material to good use. Leroy Holmes and his ork pay tribute to the chart in this fine instrumental session of Charles tunes. The orch-10415

**I CAN DREAM, CAN'T I?**—Ralph Carmichael—Capitol ST 1819

Ralph Carmichael and his orchestra come up with a tasteful session of war horses for this new LP from Capitol. The arranger-conductor employs his own updated arrangements of some of this fall's it's singles with which "You Belong To Me," "Because Of You," "My Love For You" and "I Don't Care," LP should prove a most excellent and effective orchestration on this lush sounding package. Plenty of dancing and listening pleasure to be had here.

**SINGLETON PALMER AT THE OPERA HOUSE**—Norman NL 1906

Here is another spirited session of Dixieland jazz by Singleton Palmer and Sextet on Columbia's Rounder Series. The band is fronted by Norman. The bass horn player displays his usual veers and artistry in this program of Dixieland favorites sparked by the sounds of the tinkling piano, the blaring trombone and a hot clarinet. Some of the selections include "American Beauty," "Holiday In The Old Town Tonight," "Hello My Baby," and "Hot Tomatoes My Daddy Now." Loads of fine entertainment to be had here.

**GOLD RUSH DAZE**—Ragtime Bob—Stereodisc SP 6072

The rip-roaring days of the '30 gold stamped in the Yukon Territory are vividly captured by "Ragtime Bob" Darch and ensemble on this delightful nois...
REPRISE PRESENTS A JANUARY-FEBRUARY $74,000,000 TALENT BONANZA

DEAN ‘TEX’ MARTIN
country style

SAMMY DAVIS JR. at the Cocoanut Grove

FRANK SINATRA with COUNT BASIE

Ethel Merman in Vegas

LES BAXTER BALLADIERS

DENNIS DAY Shillelaghs & Shamrocks

SHORTY ROGERS Jazz Waltz

HI-LO’S Happen to Bossa Nova

LEO DIAMOND Harmonica Sounds in Country-Western Music

mono or stereo at your neighborhood friendly
**JAZZ PICKS OF THE WEEK**

"OUR MAN IN JAZZ"—Sonny Rollins—RCA Victor LPM 2612
Even before his famous sabbatical Sonny Rollins was hailed throughout the jazz world as a significant force in improvisation in the modern musical idiom. The tenor saxophonist's latest effort has now gone a step further. On this spontaneous session cut at Gotham's Village Gate, Rollins creates some impressive harmonies, rhythms and the construction of a composition without the conventions of prearranged developments. The crew swings brilliantly on "Oleo" and "Doxy." Plenty of sales potential here.

"JERU"—Gerry Mulligan—Columbia CL1932
Gerry Mulligan, who has probably won more jazz awards than any other man in the business, turns in the ballads on this Columbia package which exemplifies his artistry and musicianship, both as composer and instrumentalist. Assisted by Tommy Flanagan on piano, Ben Tucker on bass, Dave Bailey on drums, and Ales Dorsey on conga drums, the baritone saxman wails effectively in "Here I'll Stay," "Get Out of Town," "Caprichos" and his own "Blue Boy." A solid jazz offering.

"ON MY WAY & SHOUTIN' AGAIN"—Count Basie—Verve V 631
Count Basie and his swingin' band have earned many laurels through the years for their fresh, distinctive jazz stylings and this Verve session spotlighting the crew reading ten Neil Hefti originals ranks as one their best dates in recent years. Hefti has come up with an interesting batch of varied tempos and rhythmic progressions for the versatile Basie, who takes the piano lead, the band shines on "I'm Shoutin' Again," "The Long Night" and "Rose Bud." A superior jazz offering.

"UP AT MINTON'S"—Stanley Turrentine—Blue Note 8170
Stanley Turrentine is one of the new wave tenor saxists who place a great deal of attention on technical perfection. On this new Blue Note set the artist, teamed up with Grant Green on guitar, Herbie Ellison on piano, George Tucker on bass and Al Haywood on drums, demonstrates his amazing ability to walk on set chromatic lines. Based on the title tune he locates "It's Not For Me," "Broadway" and "Later At Minton's." All of Turrentine's many fans should come out in force for this set.

"LOST IN SOUND"—Yusef Lateef—Charlie Parker PLP 814
Since the early 50's when he formed his own group, Yusef Lateef has been in the small, select group of pace-setting tenor saxists. Unlike some of his peers, Lateef has retained his originality despite commercial acceptance. On this vivid Charlie Parker LP out the jazzman swings in his expected first-rate form on "Outside Blues," "Trudy's Delight," "Peace & Love" and "Doo Ditty." His style is sure to score in the jazz markets.

**CLASSICAL PICK OF THE WEEK**

"VERDI ARIAS"—Birgit Nilsson—London 28 2742
The renowned soprano from the Met sings seven arias by Giuseppe Verdi on this splendid disk from London. Miss Nilsson runs the gamut of emotion and vocal range in this excellent Verdi program which also features the orchestra of Royal Opera House, Covent Garden conducted by Argeo Quattri. Her technical skills are supported by the clarity and purity of her voice. The soprano includes "La Luce Langue," "Pace, Pace, Mio Dio" and "Oh Don Fatale." A superb opera disk.
2 great albums

DIAMOND HEAD

...and 1 great single

JAMOK

sings

b/w

COLPIX RECORDS

Cash Box—January 26, 1963
NEW YORK—Arnold Maxim (left), proxy of MGM Records, is shown above presenting a copy of the new Eddie Fisher album, "Eddie Fisher At The Winter Garden," which MGM recently released for Ramrod, to Eddie Ashman, Grossinger's musical director. The scene is in front of the Eddie Fisher Juke Box in the Terrace Room night club at the resort. The chanter started at Grossinger's and sang with Ashman's orch for three summers—1947, 1948 and 1949.

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Cash Box
Ceremonial Return

LOOKING AHEAD
ALBUMS

1 "DANCE! WITH THE GUITAR MAN" (RCA Victor LPM 2468; LSP 2648)
2 "OUR MAN IN ITALY" (Sire LPS 2657; LSC 2657)
3 "OUR MAN IN HOLLYWOOD" (RCA Victor LPM 2646; LSP 2646)
4 "THE OTHER FAMILY" (Sire LPS 2656)
5 "LITTLE ME" (Broadway Cast (RCA Victor LOC 1078)
6 SURFBEAT (Aerospace LPS 700)
7 "ALLEY CAT & GREEN ONIONS" (Bill Audio (Sire MGS 1903; MRS 6703)
8 NEW BEAT BOSSA NOVA (Soul Scene (Columbia 15811)
9 MORE MORE MORE STRIPPER (David Rose Orch. (MGM 11499)
10 DION GREATEST HITS (Dionne LSP 1915)

NEW YORK—Ervin Littke, head of Olympic Dist. in New York, has appointed Saul Cohen, formerly a veep of Golden Crest Records and sales manager of the Laurie label, as general sales manager. Cohen will also head-up the distrib's promotion dept. Edward Fischer continues as promo man for singles and albums. In other moves, Joseph Nelson has been appointed head of the special merchandising dept. and John A. Haydu has been named comptroller.

The firm has also become the exclusive New York—New Jersey dis- trib of the Premier label and ERA Records, a subsid of Erro Records. Olympia, which also handles the Disneyland line, reports sales of 15,000 on its soundtrack LP of Walt Disney's "Search of the Castaways," which opened in New York during the newspaper strike. Distrib bucked this factor with extensive promotion, including window and in-store displays. Olympia had one of its most suc- cessful years in 1962, with sales, to Cohen, amounting to

Colpix Displays Promo
For "Diamond Head" Disks
NEW YORK—Colpix Records, which is releasing two LPs and a single of music from the coming Columbia Pictures film, "Diamond Head," will provide distributors and dealers with several displays and merchandising materials to help stimulate interest in the disks and film.

The movie and records will receive a further promotional stimulus via a tie-in between Columbia Pictures and the Fred Astaire Dance Studios.

The two volumes of music to be released by Colpix are "Diamond Head—Music From the Motion Picture" and "Diamond Head—Music Inspired by the Motion Picture"—the latter by the Diamond Head Back-combers. Jimmy Darren, one of the firm's co-owners, has recorded the Hugo Winterhalter—Mack David title tune for the film and "Pin A Medal on Joe" as a single.

The displays will feature the jackets of the "Diamond Head" albums, paper back editions of Peter Gilman's novel, "Diamond Head," on which the film is based, leis and field-workers' straw hats. Arrangements have also been made for the release of "Diamond Head Heads" at various in-store displays.

Colpix will provide each of the 165 Fred Astaire Dance Studios across the country with a press book, copies of the "music inspired by" LP and the Damnell release. The press book contains photos of a luau, which occurs in one of the sequences of the film.

The Astaire studios will display the press book photo and stage Hawaiian dance parties at which the Hawaiian foxtrot will be instructed to the "Diamond Head" album.

Marcoucci Inks 3
To Management Pacts
PHILADELPHIA—Bob Marcoucci, owner of Chancellor Records, has signed three vocal artists to his personal management firm, MDB Enterprises. Carlo Gerace is heard on the label, a Philadelphia embossed Mark Valentino cuts for Swan; and Rod Lauren is on Chancellor.

Cash Box—January 26, 1963
THE DAVE BRUBECK QUARTET

VOTED AMERICA'S #1 JAZZ COMBO IN FIVE NATIONAL POLLS

MANY THANKS, FROM

Dave Brubeck

CURRENT HIT SINGLE

BOSSA NOVA U.S.A.

ON COLUMBIA RECORDS

* COLUMBIA RECORDS INC. PRINTED IN U.S.A.
GAINSVILLE, FLA.—Peter, Paul and Mary are shown above at an autograph party prior to a recent SRO appearance at the University of Florida. The group is currently represented on the Top 100 with “Settle Down” on Warner Brothers. Additionally, they are pulling plenty of loot with their first album tagged after themselves and their follow-up LP, “Moving.”

SIDED JAZZ BB VENTURES Metro, Davis, currently TELSTAR Music Washington, M.

A Great New Sound Is Coming

PAGEANT RECORDS

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NAPOLEON TYCE Singing

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Coming Up Strong

“THE SYMPHONY DE PARIS”

Capitol Inks Dave Gardner

HOLLYWOOD—Dave Gardner, a strong disk comedian, has moved over to the Capitol label for exclusive diskings on the label.

Coming from RCA Victor Records, where a number of his LPs were top-sellers, Gardner’s first album for Capitol, tagged “All Seriousness Aside,” was cut “live” last weekend at three concert appearances in Alabama and Mississippi. Tom Morgan, the label’s A&R producer, will handle Gardner’s recording activities.

Born in Jackson, Tenn., he started as a drummer, added hip “scat” vocals to his specialties, and came into his own as a comic, employing cerebral humor and an outrageous Southern dialect. He gained national fame via his Victor dates and a number of appearances on the “Tonight” TV’er.

Starday’s 1-Free-On-3 Offer To Consumers Only

NEW YORK—Cash Box has been notified that the Starday label’s current LP program offers 1 free LP for each 5 purchased at the regular price, and does not apply to dealers and distribs, as described in a story in the Jan. 12 issue. Dealers and distribs are offered “a sufficient amount of free goods” to enable the retailer to make the 1-free-on-3-offer.

Columbia Pushes “Keeshka” Single, LP By Yankovic

NEW YORK—Columbia Records, sensing what could be one of the big novelty successes of the year, has rushed released a single and LP featuring popular polka artist Frankie Yankovic’s reading of “Who Stole the Keeshka?” Polka ditty is currently making Top 100 noise via The Maty’s Bros., rendition, on Select, a sublabel of the Joy label. The Yankovic album is named after the tune.

New Label Cuts Barnes’ L.A. Revue

HOLLYWOOD—“Billy Barnes L.A.,” the hit revue at the Copernet Theatre in Hollywood, has an original-cast LP rendition from a new label just formed by producers George Eckstein and Bill Watters. Label is BB Records, which has taken the top numbers from the show, which has already passed the 100 performance mark.

Album will be available at first in the Southern California area and will be on national release sometime next month. Performers include Joyce Jameson, Ken Berry, Marilyn Mason, Tom Hatte, Steve Franken and Sylvia Lewis.

“The Billy Barnes Revue,” which made the Broadway scene some seasons ago, had its original cast LP on Decca Records. There are no plans to bring writer Barnes’ present production to New York.
The wit and excitement of brass is added to the infectious pulse of bossa nova!
NEW YORK—Kapp Records recently held a national sales meeting to introduce new product and merchandising techniques at the Savoy Hilton Hotel here. In addition to the sales conferences, the label also hosted a cocktail party and dinner dance. On hand for the event were key Kapp personnel and representatives from the firm’s recording talent. Roger Williams is pictured receiving his sixth gold record from Kapp prez Dave Kapp in the top left pic. In the top middle photo Dave Kapp and Mickey Kappy are shown discussing sales points during the meeting. Pictured (left to right) in top right shot are Kapp executives Phil Shab, sales veep; Dave Kapp; Mickey Kappy, veep; Al Cahn, national sales manager; Morty Miller, legal counselor; and Nat March, controller of the firm’s artists shown (left to right) in the bottom right pic are Skip Cunningham, Paul Evans, Bill “Jose Jimenez” Dana, Mickey Kappy, Roger Williams, Marc Lamon and the Harrell. In the bottom right shot Kapp promo men listening intently as the new single product is introduced (left to right) Al Stanton, pop A&R; Gil Fleisen, west coast promo; Dennis Galanti, mid-west promo; Bill Mulhern, east coast promo and Gene Armond, New York promo.

MGM Coupling “Caruso’s” “Showboat” Flicks For New Run

NEW YORK—As part of program to bring back to movie houses strong feature films of past years, MGM Pictures is pairing two musical flicks, “The Great Caruso, with the late Mario Lanza, and “Showboat,” for release on a national basis in March. Engagements of both films, both originally released in 1951, are to be preceded by promotional efforts on the part of MGM, RCA Victor Records, Publishers Chappell & Co. for the “Showboat” score and Robbins Music for “The Great Caruso” and Simon & Schuster book publishers in behalf of Dorothy Caruso’s book about her husband Enrico Caruso.

Victor has Lanza’s “Great Caruso” LP, while the MGM label has “The Showboat” soundtrack, which stars Kathryn Grayson and Howard Keel. Both distributors will offer various distri-dealer promotions that will tie-in with their respective LP’s and the flicks. Feb. is the 90th anniversary of the birth of Caruso, a fact that will be noted in the promotions. The flick company will tie-in its campaign under the slogan of “The Greatest Musical Presentation of Our Time” and “Two Musical Masterpieces to Lift Your Heart With Love, Happiness and Joy.”

MGM’s attempt to revive its catalog of popular flicks will include non-musical films as well as song-and-dance-type films. As explained, the MGM flick execs, TV rights on the backlog of MGM productions are running out and the firm intends to select certain films for theatre-only runs.

Note Success Of 3M-Revere’s Tape System In St. Louis Bow

NEW YORK—The pre-Xmas marketing debut of the automatic 3M-Revere stereo tape cartridge recorder-playback system in St. Louis was “highly successful” according to the recent announcement from the company.

D. H. Boyd, project manager for 3M’s Revere Camera Co. subsidiary, noted that the $450 price tag and price of pre-recorded tape ($8.95 and $9.95) “did not develop into the major selling problem predicted by various industry sources.”

The current catalog of tapes available for the system, which can play up to 15 continuous hours of taped music at the speed of 1 1/2 ips, comes from Columbia Records, but additional sources of pre-recorded music are being lined-up.

Marketing of the system in St. Louis involved two major retail outlets—Famous-Barr department store and the Aololian music store—and various radio, TV, magazine and newspaper plugs.

Boyd announced that the system would be available in the Minneapolis-St. Paul market beginning Feb. 1, and a similar “selective marketing program” will be used.

Boyd also reported that Revere has been involved in discussions with leading original equipment manufacturers and that several of them have expressed “a high degree of interest” in introducing a deck model of the new recording system into their stereo console equipment.

Capital Shelves Darin LP For Another Named After Hit

HOLLYWOOD—Capitol literally stopped the presses on what was to be Bobby Darin’s second LP for the label and rushed into production last week a substitute package keying to the oldie hit single, “You’re the Reason I’m Living.” Titled “The Love,” the album will be ready for distribution by mid-February.

Shelved temporarily to make way for this package was Darin’s “Earthly,” scheduled for Feb. 4 release. A few copies already had been shipped to Capitol branches, but they will be held for later release.

A&D man Nick Venet, who produced the single, nabbed Darin for sessions Sunday, Monday, and Tuesday (Jan. 13-15) at the Capitol Tower. Darin was on the Coast set for his return engagement at the Flamingo in Las Vegas beginning Friday, Jan. 15.

Shorty Rogers wrote the jazz-upped arrangements of several oldie songs. In keeping with “You’re the Reason I’m Living,” a Darin composition which takes the swinging singer farther down the country pipe than ever before, the “Earthly” LP includes tunes which are unheard outside the country field (e.g. Hank Williams’ “Frenesi-Whistle Hank Cochran’s “Sally Was a Good Ole Girl,” and Mack Owens’ “Under Your Spell Again”).

Rogers used a strictly country rhythm section, combined with a brassy big band horn section. Other musical strains were introduced into the proceedings, blended with bluey background singers.

Singles Action Takes Riverside Staffers On Trek

NEW YORK—Spurred by reported sales action on several Riverside singles, Bob Auld, sales manager, Herman Gimbel and deep Harold Drayson will hit major A&R in towns dealing with local distros who handle Riverside and five other affiliated labels distributed nationally by the firm.

Currently generating hefty sales and airplay, says the label, are “Jive Samba” by Cannonball Adderley, “Magnetization” by Charlie Christian and “Fly Me To The Moon” by Mark Murphy.

Gimbel’s itinerary will include Miami, Atlanta, New Orleans and Cleveland while Drayson will hit the West Coast covering Los Angeles, San Francisco, Seattle, Denver, Oklahoma City, Minneapolis and Boston.

While Gimbel and Drayson stir up domestic enthusiasm, Riverside topper Bill Grauer is abroad for discussions with Phillips regarding sales and promotion plans for his labels overseas in 1963.
Another Million Seller

from
That Hit Singing Group

THE MIRACLES

"YOU REALLY GOT A HOLD ON ME"

Tamla 54073

Exclusively:

TAML A RECORDS
Bookings:

SHAW ARTISTS

B.G. Enterprises
2648 W. Grand Blvd.
Detroit, Mich.
HOLLYWOOD—Bob Keene, topper of Del-Fi Records, has linked sixteen year old actress-singer Lori Martin, who starred in the "National Velvet" TV series, to a seven year contract. Keene is working closely with his promotion and publicity departments on a nation-wide campaign for the lark's first release.

NEW BLUES HITS!

"MISSED YOU SO" b/w "YOU'D BE THE LAST TO KNOW"
LITTLE FLORENCE
JIMMY ANDERSON

"I'M A KING BEE" b/w "GOING THROUGH THE PARK"
SINGIN' BLUESMEN
Excell 2222

"LORD SOMEBODY TOUCHED ME"
b/w "LORD I'M IN YOUR CARE"
SINGIN' BLUESMEN

"THIS LITTLE LIGHT OF MINE"
b/w "SAYED BY THE BLOOD OF JESUS"
HIGHTOWER BROTHERS
Monarch 757

"SOMEBODY TO CARE"
b/w "FLY AWAY"
THE CAROLINES

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

R&B SALES SIZZLERS!

"WINTERTIME BLUES"
LIGHTNING BLUES
NASHBOURNE RECORD COMPANY
177 3rd Ave., N., Nashville, Tenn.

ENJOY
Has Two Big Ones

"JOOKIN'"
NOBLE
(Thin Man)

"WOBBLE TIME"
LESTER YOUNG
& The California Playboys
CHASE 1200

ENJOY RECORDS
271 W. 125th St.
New York, N.Y.

Diamond In LP Field

With "Loop" Set; Sets
World Distrib Deal With EMI

NEW YORK—The Diamond label, re-turning to the Motown fold as "Loop De Loop" by Johnny Thunder, has issued its first LP, tagged after the hit. The label also announced that through Mar. 31, distribs will be able to buy the album on a buy-7-get-1-free basis.

In another development at the diskery, it was announced that Diamond had concluded an agreement with EMI of England for worldwide distribution with the exceptions of the U.S. and Canada (Empire handles Diamond in Canada). Deal was finalized between Joe Kesky, Diamond head, and Roland Restnie of EMI.

Minaret Inks

The Casuals

NASHVILLE—The Casuals, who recently inked Brenda Lee's manager's p.a., have been inked to a disk pact by Minaret Records, distributed through the Starday label. The group, now a solo attraction, will be cut by Minaret after they conclude a month-long stay at the Pantages Hotel in Los Angeles, with a release set by the end of Feb. The Minaret operation is handled by Blue Shucker, who is also Starday's national promotion director.

Rydbell Filming TV Pilot

NEW YORK—Bobby Rydell, Cameo-Parkway's recording artist, is filming a Screen Gems TV Pilot, "Rockabye Baby," a musical about a young vocalist as a comedian.

One-Man Show Traces

"Song Of American Jew"

NEW YORK—A one-man show, "The Song of the American Jew," starring Leonard B. Shore, will open in Boston, Mass., this Sat. night (20) at New York's Carnegie Recital Hall. It's produced by Stoma Glaser, owner of 3D Records, which will release the effort on LP and 45s. The show, in 90 minutes, tells in words and song of the personality development of the Jew in the U.S. from the American Revolution to the present. Music consists of Cantorial, Modern Synagogue, and Yiddish classics plus material from Broadway shows and the Yiddish stage. Pianist John Sherrin Sonnenheim will assist Shorr.

Triumph Admiration

Burbank—Alan Sherman (left) is pictured above admiring the trophy he received recently for sale of one million copies of his "My Son The Fish Singer" Warner Brothers LP while his manager, Bullets Durgom, looks on approvingly. Sherman's new single, "Joe Dassin," is currently riding high on the LP charts.

Cash Box—January 26, 1963
LET'S GO!
WITH 5 BIG ONES!

1. RHYTHM IN THE RAIN
   THE CASCADERS
   VALIANT 6026

2. HALF-TIME
   THE ROUTERS
   5332

3. SETTLE DOWN
   B/W 500 MILES
   PETER, PAUL & MARY
   5334

4. MR. COOL
   THE CHAMPS
   CHALLENGE 9180

5. CIGARETTES, WHISKY AND WILD
   WILD WOMEN
   JOHNNY NASH
   5336

FROM WARNER BROS. RECORDS
THE FIRST NAME IN SOUND
4000 WARNER BLVD.
BURBANK, CALIFORNIA

Cash Box—January 26, 1963
DEAR CRYING OLD MANOS

Barry

Gary

Berry

Neil

Cindy

Earl

Vincent

Sharon

Lewie

East

Publications;

THE MASTERS,

I.

ONIONS

De WAY—

EABY—

AWAY

Music,

Greenfield,

EARL

OF

Inc.

Winn

Cetra

WILLIAMS

JONES

Corp.

Jones

Corp.

Inc.

WILLIAMS

REBEL—

Music

Co.,

AN

ANGEL

Inc.;

TWO

SNAP

William

Mike

Dixon,

"Doc"

Roe

Presley

Music,

Publishing

Corp.;

Bilk

Bateman,

Inc.

Inc.

Town

Four

Stoller

Music

Co.,

Ritchie

1963

BROADCAST MUSIC, INC. • 589 Fifth Ave., New York 17, N. Y.

Cash Box—January 26, 1963
AT THE END OF OUR 4th YEAR
NEVINS-KIRSHNER • ALDON MUSIC
Takes Pride In These Songs

Citation of Achievement

BREAKIN' IN A BRAND NEW BROKEN HEART
BREAKING UP IS HARD TO DO
CALENDAR GIRL
CONSCIENCE
CRYING IN THE RAIN
EVERYBODY'S SOMEBODY'S FOOL
FOOTSTEPS
FRANKIE
GO AWAY, LITTLE GIRL
GOODBYE CRUEL WORLD
HAPPY BIRTHDAY SWEET SIXTEEN
HER ROYAL MAJESTY
I LOVE HOW YOU LOVE ME
IF A WOMAN ANSWERS
     (IF A MAN ANSWERS)
JUST FOR OLD TIMES SAKE
LITTLE DEVIL

LOCO-MOTION
MY DAD
MY HEART HAS A MIND OF IT'S OWN
NEXT DOOR TO AN ANGEL
OH! CAROL
PATCHES
RUN TO HIM
STAIRWAY TO HEAVEN
TAKE GOOD CARE OF MY BABY
UP ON THE ROOF
UPTOWN
VENUS IN BLUE JEANS
WHERE THE BOYS ARE
WHO PUT THE BOMP
     (IN THE BOMP, BOMP, BOMP)
WILL YOU LOVE ME TOMORROW

.... and Takes Pride In These Award Winning Writers

HOWARD GREENFIELD
GERRY GOFFIN
JACK KELLER
HANK HUNTER
CAROLE KING
LARRY KOLBER
BARRY MANN
NEIL SEDAKA
GLORIA SHAYNE
CYNTHIA WEIL

AL NEVINS • DON KIRSHNER • Lou Adler, V.P. • Emil LaViola, V.P.

Cash Box—January 26, 1963
BMI Unveils ’62 Awards, Aldon Music Top Publisher For 2nd Straight Year

NEW YORK—BMI is making Citations of Achievement awards to 108 writers and 69 publishers of 78 top BMI songs of 1962 at its annual awards dinner at the Hotel Pierre this week (23).

Separating its first-place showing of last year, Aldon Music led the awards parade with a total of 10, with nine of its writers, herd Greenfield and Carole King leading in the Songwriting category—two songs each with Jon Sheldon—with four citations each.


The citations of Achievement will be presented to the authors, composers, and publishers of the following songs:

Abab the Arab, by Ray Stevens, of Nashville, published by Lowery Music Company, Inc., of Atlanta, Georgia;

All About Am I, by Manos Hadjidakis, of Greece, published by Duchess Music Corporation, of New York, New York;

Alleg Cat, by Frank Bjorn, of Denmark, published by Meteoron Music Corp., of New York, New York;


Bring It on Home to Me, by Sam Cooke, published by Kags Music of Hollywood, California;

Coward’s Birthday, by Jeff Heeren, of Los Angeles, California, and Hal Wnn, of Roseda, California, published by Southern Music, Inc., of Hollywood, California;

Conscience, by Barry Mann and Cynthia Weil, published by Aldon Music, Inc., all of New York, New York;

Crying in the Rain, by Howard Greenfield, of New York, New York, and Carole King, of West Orange, New Jersey, published by Aldon Music, Inc., of West Orange, New Jersey;

Dear Lady Twist, by Frank J. Guida, of Norfolk, Virginia, published by Del Ray Music, Inc., of New York, New York;


Do You Love Me, by Berry Gordy Jr., published by Jobete Music Co., Inc., both of Detroit, Michigan;

Dream Baby, by Cindy Walker, of Miami, Texas, published by Combine Music Corp., of Hendersonville, Tennessee;


Down Dew, by Jackie De Shannon and Sharon Sweeney, both of Los Angeles, California, published by Music Company of Hollywood, California;

Everybody Loves me But You, by Ronnie Self, of Nashville, Tennessee, published by Champion Music Corporation, of New York, New York;

Funny Way of Laughing, by Hank Cochran, published by Pamper Music, Inc., both of Goodlettsville, Tennessee;

Go Away Little Girl, by Gerry Goffin and Carole King, both of West Orange, New Jersey, published by Aldon Music, Inc., of New York, New York;

Green Onion, by Steve Cropper, Al Jackson, Jr., and Booker T. Jones, all of Memphis, Tennessee, published by East Publications of Memphis, Tennessee, and Bais Music, of North Miami Beach, Florida;


He’s a Rebel, by Gene Pitney, of Rockville, Connecticut, published by January Music Corp., of New York, New York;

Hey Jude, by Margaret Cobb and Bruce Channel, both of Irving, Texas, published by Le Bill Music, of Fort Worth, Texas;


It Keeps Right on a Hurtin’, by Johnny Tillotson, published by Tamridge Music, Inc., both of New York, New York;


Let’s Dance, by Jim Lee, of Los Angeles, California, published by Rondell Music, of Los Angeles, California, and Sherman Music Co., of Hollywood, California;


Lover Love Me Tender, by Paul Anka, of Los Angeles, California, published by Spanka Music Corp., of New York, New York;


Over You, by Carl Ehren and Jer, published by Mike Music, Inc., of Mornington, Pennsylvania;

People, Please, by Bill Swain, of Cape Girardeau, Missouri, published by Lanilo Music, Inc., of New York, New York;


Midnight in Moscow, by Kenny Ball, of Great Britain, published by Melody Trains, Inc., of New York, New York;


(Continued on pp. 47)
BMI Awards:


Playboy, by Brian Holland, Robert Radin, and William Stevenson, published by Joliet Music Co., Inc., all of Detroit, Michigan;


Rains, Rain Go Away, by Gloria Shaye and Noel Regney, both of France, published by Regent Music Corp., of New York, New York;

Ramblin' Rose, published by Sweco Music Corp., of New York, New York;

Release Me, by Eddie Miller, of Artesia, California, and W. S. Stevenson, of Glendale, California, published by Peer Star Sales Company, Inc., Hollywood, California;


Shame on Me, by Lawton Williams and Floyd Emis, both of Fort Worth, Texas, published by Western Hill Music, Inc., of Fort Worth, and Sarkan Music Co., of Dallas, Texas;

She's Got You, by Hank Cochran, published by Pumper Music, Inc., both of Goodlettsville, Tennessee;


Shout, by O'Kelly Isley, Ronald Isley, and Rudolph Isley, published by Womar Music Corporation and New Music, Inc., both of Philadelphia, Pennsylvania;


Surfin' Safari, by Mike Love, of Los Angeles, California, and Brian Wilson, of Hawthorne, California, published by Guild Music Company, of Los Angeles, California;


Twist, Twist Senora, by Frank J. Guida, Gene Bargo, and Joseph Roy, published by both of New York, New York;

Sheila, by Tommy Roe, of Atlanta, Georgia, published by Eager Music of East Point, Georgia;

B. M. I. Citation of Achievement

1962

FOR

"SURFIN' SAFARI"

Beach Boys Capitol

Thanks For The Recognition
in 1962

AND

For 1963

"BORDERTOWN"

THE RHYTHM KINGS

Challenge Records

GUILD MUSIC CO. 2511 Maybery St.
Los Angeles, Calif.

Cash Box—January 26, 1963
Columbia's Glancy To Intro New Phonos In L.A.

HOLLYWOOD—Ken Glancy, Columbia Records vice president in charge of distrih branch, is scheduled to visit the company's Los Angeles branch (14) to introduce four new models of Columbia's phonograph line to distribute phonos.

Glancy will be introduced to the West Coast phonon distribuey by Ted Rosenberg, head of Columbia's L.A. branch. With the addition of the four new instruments, the Masterworks phonon line will offer a total of 16 models.

After the one-day presentation meeting, Glancy will visit the Garrard branch office, Glancy will spend two days taking record dealers in the Los Angeles area.

Steve And Eydie Clicking For Columbia

NEW YORK—Steve Lawrence and Eydie Gorme, who were signed by Columbia last year, have come up with two of the hottest selling singles on the market. Steve's "Go Away Monday" is #1 on this week's Top 100, and Eydie's "Blame It On The Bossa Nova" has climbed to #70 in two weeks.

The diskjayer has just released the "Steve Lawrence Winners" LP, and an Eydie Gorme album, with Billy May. Both performers have been scheduled with TV commitments, and will embark on their first concert tour in May.

List NARM Award Nominees

(Continued from page 7)

NARM's '61 convention at San Francisco's Fairmont Hotel May 20-22.

In addition to the 13 award categories listed below, NARM's voting members are asked to write in votes for two labels—one for the label which has demonstrated "sustained achievement" in those purposes for which NARM was formed, and one for the label which in the past year demonstrated the greatest progress in that achievement.

1. BEST SELLING HIT SINGLE RECORDS
a. I Can't Stop Loving You-Ray Charles, ABC-Paramount
b. Return to Sender-Elvis Presley, RCA Victor
c. Roses Are Red—Bobby Vinton, Columbia
(d. The Twist—Chuck Berry, Parkway

2. BEST SELLING MONOURAL LP (Other than "The First Family—Cadence"

a. My Name Is the Folk Singer—Al
b. He Was My Brother—Warner Brothers

3. BEST SELLING STEREO LP (Other than "The Story of Country & Western Music"

a. Elvis Presley—RCA Victor
b. Breakfast At Tiffany's—Henry Mancini, RCA Victor

4. BEST SELLING MAIL VOUCHER

a. Chubby Checker—Parkway
b. Bobby Vinton—RCA Victor

5. MOST PROMISING MALE VOCALIST

a. Bobby Vinton—Epic
b. George Chakiris—Columbia
(c. George Maharis—Epic
d. Robert Goulet—Columbia

6. MOST PROMISING FEMALE VOCALIST

a. Dee Dee Sharp—Cameo Parkay
b. The Chiffons—Warner Brothers
c. The Marvelettes—Motown
d. Shelley Fabares—Colpix

7. BEST SELLING VOCAL GROUP

a. The Kingston Trio—Columbia
b. The Lettermen—Columbia
c. The Chiffons—Warner Brothers
d. The Four Lads—Brunswick

e. The Ventures—Vanguard

8. BEST SELLING COMEDY RECORDING ARTIST (other than Vaughn Meader)

a. Allan Sherman—Warner Brothers
b. Bill Dana (Jose Jimenez)—Bowie
(c. Bob Newhart—Warner Brothers
d. Rusty Warner—Jubilee

9. BEST SELLING CHILDREN'S LINE

a. Celpix
b. Enid'sland

c. Golden

d. Pickwick International—Arens

10. BEST SELLING ORCHESTRA

a. Billy Vaughn—Dot
b. Kneeh Light—Capitol
c. Harry Manismic—RCA Victor
d. Lawrence Welk—Dot
e. Si Zentner—Liberty

11. BEST SELLING ECONOMY PRICE PRODUCT (under $1.00 retail)

a. Ambassador Record Corp.
b. Crown

c. Miller International
(d. Imperial

12. BEST SELLING ECONOMY PRICE PRODUCT (over $1.00 retail)

a. Camden—RCA Victor
b. Chirchon—London
c. Wing—Mercury
Blue Note Starts 25th Year
As Leader In Jazz Field

NEW YORK—When Alfred Lion started the Blue Note operation Jan., 1939, the Depression had put the record business in bad shape, and not many tradesters gave him much hope for success in selling nothing but jazz on 12" singles. Lion persevered and with his partner, Francis Wolff, the pair now have the fourth oldest label in the U.S. and the oldest indie as the firm enters its 25th year.

Undoubtedly, one reason for their success is their long dedication to jazz. Both are ardent jazz buffs who record what they like. It turned out that the buying public likes what they like, with the result that their Blue Note catalog is one of the fastest moving in the business.

Starting out with traditionalists like Sidney Bechet, their first big hit was "Summertime" which one of the majors refused to let Bechet do on grounds that it was too "risque." Bechet and George Lewis are the only traditionalists listed in the current catalog. Their records still sell briskly, the label reports.

Not only has Blue Note been the most exclusive jazz label, but it also has been most helpful in giving talented young musicians their first chance. The list of those who were first given a chance on Blue Note is a veritable Who's Who of the jazz world. Art Hodes, Sidney DeParis, Edmond Hall, Ike Quebec, Thelonious Monk, Bud Powell, Teddy Darmon, Fats Navarro, Clifford Brown, Milt Jackson and Hank Mobley are some of the men who were featured during the first decade of Blue Note.

Blue Note's record in this respect is particularly striking in terms of the modern jazz men it has helped to recognition. Horace Silver, Lou Donaldson, Art Blakey, Jimmy Smith and The Three Sounds have achieved prominence during their long association with Blue Note.

More recently, they have concentrated on other highly active musicians such as Donald Byrd, Dexter Gordon, Grant Green, Lee Morgan, Sonny Clark, Freddie Hubbard, Jackie McLean, Horace Parlan, Stanley Turrentine, Herbie Hancock, and vocalists Dodo Greene and Sheila Jordan.

Tempwood V Inks Beavers

Although Lion and Wolff are both even tempered, soft spoken gentlemen, the hard fact is that they have struck off a formulae for aggressive leadership that is unique in such a highly competitive business. This is due no doubt to the unique personalities of UA partners themselves. Lion, before all else, a jazz enthusiast. Not only will he give new talent the benefit of his highly perceptive ear, but he will seek them out.

Francis Wolff, a boyhood friend of Lion, brings to the organization his ability as art director. Well known on the book as a photographer, he rounds out the partnership with his design ability and taste. Their talents are not all in the visual arts, for, naturally, he's a rabid jazz fan too, and complements his partner's choices right down the line.

Blue Note now has a catalog of over 200 12" LP's. Besides, it has the longest line of 45 jazz singles in the business. The label's catalog is considered one of the most active in the trade.

UA Inks The Wanderers

NEW YORK—United Artists Records has signed the long-time (since 1939) vocal crew The Wanderers. Last represented on MGM's Cub label, the quartet will cut their initial sides for UA within a few weeks. Besides their disk efforts, the songsters are a strong nitery attraction around the country and have done many TV appearances, including the Ed Sullivan show.

BMI Grant Supports Music Essay Contest

NEW YORK—A grant from Broadcast Music, Inc. (BMI) is supporting the 1963 National Music Week Essay Contest conducted by the National Federation of Music Clubs.

Students in grades 10, 11, and 12 may participate in a contest in which will award $250 worth of LP's to the writers—one from each state—of an essay on the subject of "How I Broadened My Musical Horizon with Records," with an additional $250 set of records going to the school of each state winner's choice.

Deadline date for entries is March 15, 1963, and winners will be announced during National Music Week, May 5-12, 1963. Entry blanks are available from the National Federation of Music Clubs Headquarters, Suite 1215, 600 South Michigan Avenue, Chicago 5, Illinois.

National Music Week, which always begins on the first Sunday in May and continues through Mother's Day, will be celebrated for the 40th year in 1965, under the sponsorship of the National Federation of Music Clubs, a nonprofit organization dedicated to music. The 1963 theme is "Let the World Rejoice with Music."

Atlantic Issues Crewe-Produced Singles

NEW YORK—Atlantic Records is releasing singles by The Shepherd Sisters and Van Trevor through an agreement with the record producer Bob Crewe.

Making their Atlantic bows, The Shepherd Sisters offer "Don't Mention My Name" and "What Makes Little Girls Cry" and Van Trevor presents "I Want to Cry" and "Tuesday Girl." Trevor wrote both sides of his debut.

Atif Mardin Joins Atlantic's A&R Dept.

NEW YORK—Clefer-arranger Atif Mardin has joined the LP dept. of Atlantic Records as an A&R assistant to Neshit Engel, the label's voep. Mardin, who has written arrangement for the Herb Pomeroy orch and material for Dizzy Gillespie and John Lewis, comes to Atlantic after having served on the faculty of The Berklee School of Music in Boston, where he taught composing, arranging, ensemble and coaching.

Golden Releases & LP's

NEW YORK—Golden Records, producers of children's records for 35 years, has announced the appointment of Larry Arnaoff as sales manager, and the release of six LP's priced at $1.08.

Included in the new release are: "A Golden Treasury of Poetry" read by Alexander Scourby, "Car 54 Where Are You?" with Joe E. Ross, "Snow White and the Seven Dwarfs"—songs from the film, "Winnie the Pooh" with Jack Gilford, Mary Stanton and Eric Carlson, "Dream Along With Bozo" to Larry Harmon, and "The Jetsons"—songs of the TV family.

WB Buys Master

HOLLYWOOD—Warner Bros. Records has purchased the master of "Saks Fifth Ave." by Johnny Beecher on the Omega Label.

Disk, which was produced by Eddie Harris and Fred Wauth, will now be on the Warners label and distributed nationally by the label. Record first broke in San Francisco where the local distributor has reportedly sold over 5000 copies. According to WB promotion man, Bruce Hinton, the record is now breaking out in the Los Angeles, St. Louis, and Chicago markets.

"Black Nativity" On European Trek

NEW YORK—VeeJay recording artist Prof, Alex Bradford and the Bradford Singers, stars of the musical, "Black Nativity," will be appearing in the show at the Theatre Champs Elysees in Paris.

The "Black Nativity," was performed at Lincoln Center, President Kennedy's International Jazz Festival and Gian Carlo Menotti's Festival of Two Worlds at Spoleto, Italy. After the Paris stint, the show will go on a six-month tour of the continent.

Barnum To Europe

ClauDiNE CLARK
Walk Me Home From The Party
b/w Who Will You Hurt
C-1130

CHAuLlInE RICH
FINALLY FOUND OUT
b/w SITTIN' & THINKIN'
Phillips Int. #2582

“sAILor boy”
Carr
g

LAURIE 3147

“Theese Golden Rings”
The Jive Five
Beltone 2029

Beltone
THE ART OF RECORDING
presented by
NEW YORK UNIVERSITY
in cooperation with
NATIONAL ACADEMY OF
RECORDING ARTS AND SCIENCES
on nine consecutive Tuesday evenings
from 6:30 to 8:00 p.m.
at the RCA Exhibition Hall
40 West 49th Street, New York

THE ART OF RECORDING will describe, discuss and dissect the many facets of the industry as seen by the record producer, the a. and r. man. At each meeting a panel of persons well known in the industry will articulate the record producer's unique interest in the entire process of record making.

Feb. 5—RECORDING DATE PREPARATIONS—David Kapp, moderator; Charles Seton and Jerry Wexler, panelists.
Feb. 12—REPERTOIRE AND ITS CONTRIBUTORS—Joe Csida, moderator; Archie Bleyer and Al Nevins, panelists.
Feb. 19—THE SPECIAL ARTIST—Goddard Lieberson, moderator; Seymour Solomon and a jazz-artist-to-be-selected, panelists.
Feb. 26—RECORDING ARRANGEMENTS AND TECHNIQUES—Dick Olmsted, moderator; Tom Dowd and Howard Scott, panelists.
Mar. 5—POST-RECORDING TECHNIQUES AND NEW DEVELOPMENTS—Peter Goldmark, moderator; Jack Pfeiffer and Al Weintraub, panelists.
Mar. 19—SPECIAL MARKETS—Dario Soria, moderator; Nat Shapiro and John Stevenson, panelists.
Mar. 26—SPECIALTY RECORDS—David Hall, moderator; Moses Asch and Arthur Shimkin, panelists.
Apr. 4—A LIVE RECORDING SESSION—Jack Somer, moderator.

Raymond N. Wilburn, Bureau of Conferences and Institutes, New York University, 6 Washington Square North, New York 3, N. Y.

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Cash Box—January 26, 1963
Jazz In High Gear At Columbia

NEW YORK—Proceeding on expectations of an increasing demand for jazz product in the U.S. and abroad and, frankly, as a labor-of-love for its jazz A&R producers, Columbia Records plans to keep its jazz catalog well-stocked with classics-of-jazz reissues as well as new product.

Leading jazz critics and the trade press were informed of the label's current and soon-to-be efforts in the jazz arena at an informal jazz press conference at Columbia's Studio D at 709 Seventh Ave, last week (15). The meet was chaired by Dave Brubeck, the label's pop A&R head, in the east, who was surrounded by jazz producers John Hammond, Ted Macero, Mike Berniker and Frank Driggs.

In addition, Nat Shapiro, who heads Columbia's international A&R also represented Columbia.

Driggs presided over the meet by noting that the success of some of Columbia's jazz recordings in the pop field, most notably Dave Brubeck and Miles Davis, had led to a further interest in jazz product, which the exec stated was important to the label as both its pop and classical efforts.

Brubeck's jazz push, it was emphasized, also includes its Epic affiliate, which over the past 2 1/2 years has instituted its own jazz series, which it later noted during more intensive exploitation by the label, Epic, noted Shapiro, was the original U.S. outlet for a number of top foreign jazz names, including Andre Hodier, Tubby Hayes and the big Bosse Nova jazz, Brazil's Lalo Schifrin. As to the Bosse Nova, Shapiro pointed out that Epic's sound-track LP of "Black Orchids," which the label is re-issuing, is giving U.S. audiences a Bosse Nova sound via its original release several years ago.

It was noted that all of Columbia's A&R producers would be putting in time producing jazz product for both Columbia and Epic. 

John Hammond, who has been directing Columbia's Jazz Archive series, told of his plans for the additions to the line, including packages by Billie Holiday, Ethel Waters, Jack Teagarden, Woody Herman, Leadbelly, Big Bill Broonzy and Duke Ellington.

The Ellington dates, Hammond stated, would comprise two releases, one taking in pre-war Ellington, including sessions on which he used pseudonyms, and dates cut after World War 2. New Jazz artists to the label, including Paul Winter, singer-guitarist Carlos Lyra, Herb Ellis and Illinois Jacquet, also figured heavily in upcoming jazz dates at Columbia, Hammond said.

Ted Macero said that the success of jazz singles had done "a lot for jazz," and he referred to such singles as Dave Brubeck's "Take Five," and, currently, "Bossa Nova, U.S.A.")

Macero directed the performance of tracks from new Columbia jazz LP's including forthcoming issues by Dave Brubeck, a Bosse Nova date, Thelonious Monk ("Monk's Dream"), Carmen McRae, on which the stylist sings medleys of short, and clarinetist Jimmy Giuffre ("Solo, Duet, Trio"). Other sets in the works feature a teaming of Andre Previn, Ray Brown and Shelley Manne and Paul Horn.

Hammond exclaimed that Columbia rich treasure vault of years-back jazz performances largely stemmed from Columbia's purchase of the American Record Co. in 1939, a holding company of which was the Serpent Button Co., which pressed for a number of labels, including a host of jazz disciners. As the jazz labels folded, the Serpent Button Co. obtained promising masters and they noted that many of the masters did receive too much exposure, since the life of most jazz records in the New York area was only about four to six weeks.

Shapiro, in noting that jazz was an international language, said that jazz fans abroad were eager for such records, "There's a solid core of old collectors types in Europe," he said.

Mike Berniker, currently represented by a new Carol Sloane LP, "Live at 30th Street," has made a new Coleman Hawkins/Clark Terry LP for release shortly, and Frank Driggs, plans, as part of the Archive series, albums featuring urban blues singers of the 20's and 30's, as well as a package containing recordings by such western bands of the 30's as Don Albert's and Ernie Fields'.

After the A&R execs had their say, there was a question-and-answer period, which included a discussion of the length of today's jazz takes as compared with the shorter jazz readings of earlier days.

The label concluded the press conference with a reception at which cocktails were served. Shown in the press conference are (from left to right): Goddard Lieberson, president of Columbia, Ettoy Stratta, associate jazz A&R producer, Miles Davis, Ted Macero and Dave Brubeck.
At the end of a triumphant week, Cliff Richard, Britain's Golden Boy of Show Business, found himself at the very peak of his spectacular career. Theatre, radio, pictures, records, television, Cliff's appeal is a truly international phenomenon and shows no sign of being affected by the current shortage of live performances due to face of severe adverse economic conditions.

One wonders whether the $50,000 advance paid for this year's recording of "Summer Holiday" is not the highest ever paid for a single song in the world. The trade which is causing grave concern to record companies—especially those involved in local productions. Record company executives are still bitterly disappointed at the lack of "national acceptance" of many new talent performers.

This has been a major headache to companies recording Australian talent for a number of years. The situation showed definite signs of improvement nine months ago when "Telstar" by the Dave Clark Five was released and it is now recorded by Cliff Richard, and other artists in Australia. The recent release of the "Summer Holiday" on ABC's London label has again deteriorated to what it was a couple of years ago.

The release of "Summer Holiday" recent news item of the year. "Summer Holiday" has been recorded by about 200 artists in America, Sweden, France and Australia, and many of these artists have been having difficulties in getting any worthwhile disk jockey exposure outside their home cities. Major DJ view on this is that the international chart of the hit on the local level, does not reflect the importance of Cliff Richard as two of his new releases in Sydney and Melbourne and many of these artists are having great difficulty in getting any worthwhile disk jockey exposure outside their home cities. Major DJ view on this is that the current chart of the hit song is on the local level, does not reflect the importance of Cliff Richard as a major force in Australian music. It is quite surprising to reply that overseas artists—many of whom are not likely to come within a thousand miles of Australia—get consistent radio plays on records in many cases are not even being produced at all. They feel that there is a handicap being a major artist still in Australia.

There has always been a tendency here, to neglect our local talent until it has been "discovered" by overseas interests, then we (the people of Australia) are quick to claim them as our own. A perfect example of this is Joan Sutherland who is not a major artist in Australia but is now being quoted as the new "Australian star" in ten years—yet prior to her overseas trip Miss Sutherland was not nearly as highly regarded in this country as she is today. In the pop field, another example is Frank Ifield, who spent several years "battling" as an artist in Australia, before he went overseas to become an international disk attraction. This is probably the reason why many local artists feel that the name of Patsy Ann Noble (who found it hard to get disk acceptance outside her home city of Sydney)—Rolf Harris, Diana Trask, Elaine McKenna and our latest "overseas discovery" Barry Blue.

When considering all points in this discussion we cannot overlook the fact that the overseas interest has always been a major factor in our music industry. From our own shores—the result is that we have a huge problem in creating national stars in Australia, a problem that many feel should not exist in a growing music market. Perhaps the trade in other countries has been faced with a similar situation and may have solved the problem. We would all warmly welcome comments, thoughts and suggestions from Australian disk jockeys, record company publishers. Let's face it gentlemen—we all have a vital interest in the development of the local stars and we must pool our ideas and suggestions if we are to overcome the one major problem that is facing us in the growth of our own music industry.

Sandy Stewart is off to a good start for the New Year in Australia with her Pyle label single release of "My Coloring Book," which is catching a whole flood of radio play and is proving the right move for the pop singer. After a long absence from the concert promotion field, Lee Gordon is back in business with a brief tour by Chubby Checker, who is due to give performance in Melbourne, Sydney, Adelaide, and Perth. Chubby Checker will be the only American star on the bill but he will be supported by a big hit of our own Shelly Prince who is back on deck helping Lee with the organization of the shows.

The hottest new entry on our chart of best-selling singles this week is "The Night Has A Thousand Eyes," which looks like another smash hit for Bobby Vee. Australian star Johnny Ashcroft makes the chart this week with the novelty item "The Girl Behind The Bar."
Great Britain's Top Ten LP's

1. (2) West Side Story — Soundtrack (CBS)
2. (3) Out Of The Shadows — The Shadows (Columbia)
3. (6) Bobby Vee Meets The Crickets — Bobby Vee (Liberty)
4. (1) On Stage With Black & White Minstrels — George Mitchell (HMV)
5. (2) Black & White Minstrel Show — George Mitchell (HMV)
6. (5) Elvis Rock 'N' Roll No: 2 — Elvis Presley (RCA)
7. (8) The First Family — Vaughn Meader (London)
8. (9) 32 Minutes 17 Seconds With Cliff Richard — Cliff Richard (Columbia)
9. (7) A Picture Of You — Joe Brown (Pye 'Golden Guineas')
10. (9) South Pacific — Soundtrack (RCA)

Great Britain's Top Ten EP's

1. (1) Kid Galahad — Elvis Presley (RCA)
2. (2) The Boys — The Shadows (Columbia)
3. (4) Sounds Of The Tornados — The Tornados (Decca)
4. (3) Frank Ifeld Hits — Frank Ifeld (Columbia)
5. (5) Black & White MinstrelShow — George Mitchell (HMV)
6. (6) Follow That Dream — Elvis Presley (RCA)
7. (9) The Shadows To The Fore — The Shadows (Columbia)
8. (7) Wonderful Land Of The Shadows — The Shadows (Columbia)
9. (8) Spotlight On The Shadows — The Shadows (Columbia)
10. (8) Four Hits And A Mister — Acker Bilk (Columbia)

Brubeck Feted In Holland

AMSTERDAM — A press conference and cocktail party was recently given by Bill C. Slinger (left), Casper D. Slinger (right) and John Vis at the Amsterdam Hilton here for the launching of the new CBS label in the Benelux countries. Jazzman Dave Brubeck (center) and CBS staffer Stanley West were the guests of honor. The affair was attended by TV, radio and press officials plus the local coterie of recording stars.

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THE GREATEST RECORDING ORGANISATION IN THE WORLD
People in the music biz are cracking, and novelties are being released again, let's hope. That's the only way. Those for "Trop Tardy" and "Dors" also "Jolles Mome De Mon Quartier." Without a doubt the best to watch in view with these songs, Jacques Het doesn't forget his background. He has just grooved a series of disks in Flemish, which we would like to bring your attention to in "Flat Pays" (Editions Barchy). We have already mentioned the Deutsche Gramophone and the French label "Musique du Monde." The most recent of these is "La Combinaison," which is an excellent "Boing Boing." With this group lets say that they are all united and every Sunday they get together and present a gala with Elly Mitchell. Of course, the story is in the Limousin: Le Bossino of Paimplon is embarking to France to make a film playing his favorite instrument. Le Bossino, the old man, is a master of the French guitar and will be realized a dance hall on the Champs Elysees, specially reserved for the youngsters under 18 years old will soon be opened. Capacity of the dance hall could contain about a thousand couples. No alcoholic drinks will be served. Automatic distributors of sodas, fruit juices and music by a jazz orchestra will be featured.

The bossa nova is on the decline, this being confirmed more and more in Paris, and as we have already mentioned in our column several times, Paris talk, live, and dances in the twists in clubs like Chez Regine, Club de l'Etoile and Saint Hilaire. And between twists dance the Tamouré. All record firms are copying Verve, and Verve by releasing disks of the Tamouré.

Charles Aznavour is taking over from Sacha Distel at the Olympia Music Hall from Jan. 17 to Feb. 23. He is giving a recital with ten new songs which is a record. Jacques Het will succeed Charles at the Olympia but will follow Bobino. Lets terminate with Barclay by saying that Harold Nicholas and Maurice Chevalier is leaving for New York where he will sing a song from the Semi Catalog entitled "Contre L'Ameur II N. Y. A Rien A Faire" by the famous Harry Warren. He already did it in Paris and Vichnevskaia did it by Verchuren on Festival. Among the titles are "Monsieur," "Avec Mes Plus Bou Bains" and "La Nove A Joles." Lets now say that Brigitte Bardot is time resolved to sing and her first LP has just been released by Philips. Her first recording was released by Barclay, tagged "Sidonie." But another incident in the record biz this time it concerns Georgy Criță who has just quit Pathé for Philips. He recorded on Integrity compositions of Chouin for the label and simply forget that he had also grooved several of these for Pathé. Hence, probably a lawsuit. Eddy Constantine has left Barclay for Philips, but bringing his method, and from the same label. He uses his recording skills for the American "Columbia" label. Georgs Aber has just cut on the Polydor label "Je Rien Quand J Ai Le Blues" Editions Barclay. Georges penned the French version and as a singer is gathering in a nice audience on the radio. This looks like a promising disk.

Claude Nougaro who is now a confirmed star is preparing another grooving. But Pathé, the label has released her"Chanson Pour Le Printemps" and added her appearance at the Olympia. Her argument is that she has not sufficient good songs to face and brave the Olympia public. The truly international side of the 88er Galahad, and to mention, only that Teddy Buckner has another recording session with songs of Lautrec.

With Pathé Marconi a new grooving by Jacqueline Boyer including "Loin" and "Deux Corps Sur Le Plage," also J. C. Pascal with "Les Yeux Des Amoureux" seems to be a dignified and pleasant recording, which will be welcomed by the"R.T.F. Orchestra." A guitar group that people are talking about in Paris are the Spotnicks on the President label. Megal Boulenas mentions the fact that quite a lot of disks are coming out.

We met Cabat who happily announced that in 6 months Petula Clark's sale on "Charlot" reached 416,000. He confirmed that this was controlled by a distributor and that not 100% of the disks were sold. In the study of Mme. Cabat, he also mentioned that Teddy Buckner has another recording session with songs of Lautrec.

On the Columbia label a new recording by the Curtis Fuller Quintet featuring Zoot Sims.

A Polish record on Pathé label the Mandoline Orchestra Iska gives us "Prey Ogniuku."

CBS Vee Appl is actually in Paris. Lets hope his presence will activate the release of this label in the French Market.

**France's Best Sellers**

Cash Box—January 26, 1963—International Section

Japan's Best Sellers

INTERNATIONAL:

Last Week

1. "10.000 MANIACS" (Chicago—Capitol)
2. "SAVAGE ARTIST" (Capitol—Capitol)
3. "DANCING IN THE STREET" (Motown—Motown)

Local:

Last Week

1. "The Best Of Ray Charles—ABC Paramount"
2. "Mary Hopkin—ABC Paramount"
3. "West Side Story Soundtrack—ABC Paramount"
4. "Kool & the Gang—ABC Paramount"
5. "The Jazz Messenger Art Blakey—Fontana"

LP Best Sellers:

Last Week

1. "The Best Of Ray Charles—ABC Paramount"
2. "Mary Hopkin—ABC Paramount"
3. "West Side Story Soundtrack—ABC Paramount"
4. "Kool & the Gang—ABC Paramount"
5. "The Jazz Messenger Art Blakey—Fontana"

Cash Box Top 100's Publishers

(Top 100 titles listed alphabetically—see card for artist and label credit)
Best Bossa Nova interpreter, João Gilberto, has released on the Mysur label his latest record "O Meu Amor," and his most popular interpretations are expected to be released here soon. Paul Anka is planning sessions for a new LP, "I Love the 50's," which will be released early next year. The LP sales figures are not so important, at least for the moment, the LP sales charts are not important, at least for the moment.

The article of association of the Italian Group of Record Producers has been changed. The big alteration has been the cancelling of the article which forbade the association from destroying sound recordings. As a result of this abrogation, it has been unanimously decided to increase the retail prices of records by 10%, including for each record a 10% of production and general costs. It is remarkable to note that this resolution is in high contrast with the fall in prices of LPs, as reported above.

Next month's meeting of the Victoria Italiana Fonotonografici Italiani (Italian Record Producers Association), keeping the same atmosphere of the preceding one, will be held in Rome. The Association consists of RCA Italiana and Barchini of Decca Italiana, secretary Arturo Franchetti until the new elections to be held early in February.

The competition among various publishing and record interests for coupling of the San Remo songs and the singers who must interpret them on that stage, is over. Here are the results of the hot work:

1. Mon Amour My Love: Claudio Villa (Cetra); Eugenia Fogliatti (RFI)
2. Com’Piccolo Il Cielo: Tonina Torrelli (Fonti); Gianni La Commare
3. Fermate Il Mondo: Cocey Mazzetti (RFI); Pino Daniggio (EMI)
4. La Ballata Del Pedone: Sanguinato (Panoramic); Quartetto Radar (CGD)
5. Le Voci: Luciano Tajoli (Juice Box); Sanguinato (Panoramic)
6. Vocelle: Ennio Persichelli (CGD)
7. Non Saperci: Milva (Cetra); Gianni La Commare (Ricordi)
8. Chitarre: Peppino De Filippo (RFI)
9. Oddo: Nanio Ce Tempio: Marco Abatte (Vis Radio); Quartetto Radar (CGD)
10. Perché Perché: Cocey Mazzetti (RFI); Tony Reni (EMI)

The remaining songs were:
11. Vado in Andria In Uno: Ennio Persichelli (RFI)
12. Quando Si Vi Sema: Arturo Testa (Philips); Joe Sentieri (Ricordi)
13. Cappotto X: Giulia De Nardis, Milon (Bluebell)
14. Un Cappotto Rimancito: Aurelio Pierro (RFI); Sergio Bruni (EMI)
15. Deh Non: Ennio Persichelli (Ricordi); Tony Reni (EMI)
16. Voi Fertene Il Tempo: Floro Sandon’s (Durium); Arturo Testa (Philips)
17. Califroni: Ennio Persichelli (Ricordi); Tony Reni (EMI)
18. Under Wk: Ennio Persichelli (Ricordi); Tony Reni (EMI)
19. Se Passerait Di Qui: Wilma De Angelis (Philips); Flio Sandon’s (Durium)
20. Sulla Fughe: Sergio Bruni (EMI); Emilia Pericolo (Ricordi)

A meeting has taken place between Gianni, CGD’s exec. and Sacerdoti, TV producer; as result: The Hi Los, Pat Thomas, Fraterity Bros., Mel Torme, Eartha Kitt will perform on the popular TV show during the next months of February and March.

Another popular American singer, Ben E. King will be presented for the first time to the Italian public during a new TV show entitled “Miusa Hotel”. On this occasion, he will perform two of his best successes “Don’t Play That Song” and “Stand By Me.” This also is the result of an understanding between Gutarle (Atlantic’s distributor) and TV execs.

Deca London has confirmed that Pat Boone’s “Speedy Gonzales” (Dot) has been selected by the TV producer for a new TV show. The song, which is the sale of Speedy Gonzales on Dot reached its highest figure, Deca London has produced the number is his greatest hit in Italy, even bigger than “Barnard” and “Words”.

Also the latest Pat Boone’s single, coupling “Amore Baciato” and “The Million Dollar Man”, is available in his new LP of the same name in Italy. This single is considered to be one of the most popular single in Italy, and Deca London has already selected it for a new TV show.

Decca London in collaboration with Mexican TV producer, in January, the same released a new album by Pat, “Pat Boone’s Golden Hits” (“6 Grandes Exitos “).

The “big” Deca release for January is Caterina Valente’s latest single coupling two exciting songs from her second Italian TV show series “Nata Per Mica” (“Nata Per Mica” and “La Cencia”).

Betty Curtis, CGD’s talent, is leaving for Munich to wax her first German record. The compositions chosen for the debut of this songwriter on the German music market are “When I Fall In Love” and “The Little Blue Bird.” Notice that all of Curtis’s records are released by Italia Schallplatten. After Pepino Di Capri, whose recordings obtained strong reaction on the market appearing on the German charts, Betty is the second Italian artist coming under special distribution agreement with Italia Schallplatten. Strong publicity campaign is expected on the artists.

Mexico’s Best Sellers

1. El Ladrón—Sonia Sonora (CBS)
2. Ese Beso—Paul Anka (RCA), Pablo Beltrán Ruiz (RCA), Alberto Cortez (RCA)
3. Corre Sanson—(Susan Sanson, Run)—Los Robellos del Rock (Orfeon)
4. El Pecador—Alberto Vázquez (Musar), Las Galantes (Orfeon), Marco Antonio Muñiz (EMI), Mikel Arenas (Philips) (Philips)
5. Pena Negra—Sonia Sonora (CBS)
6. Speedy Gonzales—Manolo Muñoz (Musar), Eso (EMI)
7. El Canto de Tuna—Pepe Campeotto/Sonet (EMI)
8. Una Sol Nota—Las Soular (RCA), Belinda Belitza (RCA), Palito Ortega (RCA)
9. El Nene—Las Soular (RCA), Las Soular (RCA), Palito Ortega (RCA)
10. La Muchacha (La Ragazza)—El Angel (RCA), Perez Prado (RCA), Chico O’Farrill (CBS), Emma Elizalde (Orfeon), Gustavo Pimentel (Orfeon).
As the summer begins in Argentina, most diskers slow down their work with the arrival of vacation season. Still, some bands continue with their tours to start tours of the provinces or other countries. Very few artists stay in Buenos Aires. Los Cinco Latinos are visiting provinces, Los Santos have been performing in Rosario in recent weeks, and Los Tres Sudamericanos have been touring continuously for RCA España. Roberto Yanes has contracts in Montevideo, and travels between Buenos Aires and Uruguay. Los Tres Sudamericanos are also in Argentina, and the group is scheduled to tour Chile later this year.

However, for some people this is the busiest part of the year, since Carnival is only one month ahead. Most publishers are preparing their Carnival tunes, and some publishers are already working on the next year’s set. Some publishers take part nearly always during these months, maybe because people have more time to listen to them during the holidays. "La Navidad," for example, became a hit in December, and took on real strength only in January, staying at the top of the charts till April 7. Several other big smashes were released during the same period.

The Loud Jets, a good teen group coming from Mexico, have been performing at dance parties organized by Escala Musical. They have also been performing at Escala’s TV, on Channel 16. CBS is preparing some releases by them.

"The Long Day" seems an upcoming hit. The film’s premiere has been postponed, but the promotion made around the tune is proving to be effective. There are several versions in the market: Robert Pray (Microfon), Sauro Sili (Producciones Ferma), and Los Big Ben (Philips). This one is sung in Spanish. Several other waxes are due soon.

News from Phillips: "Folklore para Todos" album is selling very well. This product is called an "Oldie," but it is selling better than several albums by Mexican singers. The artist’s first album is due in February. Reports from CBS press department indicate that "La Navidad," released by Mexican singer Carlos Sanchez, is selling very well. It is interesting to note that, although Sanchez is well known in Argentina, he has never performed there; he spent some time in Mexico, but has never released a record there. Afterwards, he made trips that touched even Chile, but didn’t come to Argentina. A Sanchez tour of Argentina, if well planned, should be a good success.

Sures is releasing a new series of Eddy records, on 45 rpm EPS. "Main titles and some foreign records" are "Peter and the Wolf," "Red Riding Hood" and others. The records are being mastered under supervision of "Aunt Marie Elena," Spanish music publisher.

Smart Publishers reports that Tony Vilase’CBS-Columbia has recorded in Spanish on her label, "Uno de los Tonti." The Spanish lyrics of the tune belong to the same Vilar. Formata Publishers continues the promotion of "Fala Amor," another Bossa Nova tune that can become a success. The air play is mainly based on the recording made in Brazil by Djalma Ferreto with singer Militino, released some time ago by Orfeo. "Lecion de Twist," the French hit, is also a big success. "Leccion de Twist" has been waxed by Los Jets on the Opos (Surco) label. "Claro de Luna," another French smash, has been released by Odeon Pops in the Georges Jonin version.

Argentina’s Best Sellers

1. Dame Felicidad (Painted Desert-Korn) Enrique Guzman (CBS): Siro San Roman (Music Hall); Raúl Lavie (RCA)
2. Di Papa (Korn) Luis Ordóñez (CBS): Siro San Roman (Music Hall); Raúl Lavie (RCA)
3. Speedy Gonzales (Hulk-Ferma) Put Bone (Music Hall); Jackie (CBS); David Dente (RCA): Pepino de Capri, Manolo Muñoz (Odeon Pops); Elio Sanguineto, Juan Ramon (Disc Jockey); Roy Baxter (Philips)
5. Cafè Noche Si Ti (Every Night) (Spamella-Ferma) Paul Anka (RCA); Melanie Lander (Odeon Pops); Juan Ramon (Disc Jockey); Lalo Frassan (RCA)
6. Osvaldo Amor (Korn) Palito Ortega (RCA): Los Gin Fiz (CBS)
7. Darlin’ Paul Evans (CBS)
8. Baby Face Bryant Hayland (Kapp)
9. Joe Land (Odeon Pops)
10. Carlos Honorado (Laurel-Wilson) (RCA): Luche Gatica (Odeon)
11. Diego (Tres sudamericanos) (RCA): Guepi Patti (RCA)
12. Sealed With A Kiss Bryant (Ariel) (RCA)
13. Osvaldo Amor (Korn) Palito Ortega (RCA): Los Gin Fiz (CBS)
15. Renato (Ferma) Monica Lander (Odeon Pops); Jolly Land (RCA)
16. Breakin’ Up Is Hard To Do (Alonardo-Ferma) Neil Sedaka (RCA); Juan Ramon (Disc Jockey)
17. Carmen De Los Angeles (Disc Jockey) Rosamel Arau (Disc Jockey); Merceditas Feria (Microfon)
18. Los Chicos (Ferma) Chucky Chepper (Ferma); Cossins (Disc Jockey)
19. A Hundreds Pounds Of Clay Enrique Guzman (CBS); Gene Me Daniels
20. Me Siento Feliz Bert Kaempfer (Polydor)

Cash Box—January 26, 1963—International Section
Major news from the S.A. Fonier is as follows: just arrived on the Belgian market is the new record and future hit of the English "Telstar"—ensemble, *The Tornadoes*: "Globberotter"; "Baby Elephant Walk," from the movie "Hum-

importance. It is the first visit of the American orchestra of Lawrence Marshall to Belgium. It recently caught an interpretation by Cherie Lee and the Lee Boys. Let us hope it doesn't be-

The new Bake Aye is the second report in French by the trio Leo Macinee-

The market of international fame: Willem Pijper and Henk Badings. In all Dutch performances by members of *The Hague Philharmonic (van Otterlo)* and *The Concertgebouw Orchestra (van Beinum)* with pianist Hans Henckelmann and violinists Herman Krebbers and Theo Olof, the LP presents Pijper's Piano Concerto, 6 Epigrams and 6 Adagios, and Badings' Concerto Amsterdam.

A new find in Holland's musical life is 15 years old Leo Meyer, a boy-soprano with religious repertoire. Leo does many broadcasts—performances and the like. However, for opera concerts tour ahead had to be turned down by Leo's parents because of the boy's studies. Philips has taken Meyer under contract, and his extraordinarily beautiful voice can be heard on an EP with "Laudate Dominum," accompanied by Choir and organ.

Peter's most attention-drawing item in the Dutch Popularity Poll of 1962 was the very high position conquered by singer Johnny Lion and his rock-ensemble *The Jumping Jewels*. Completely unheard of last year, the jump started from No. 1 on the Polls of the three leading teen months in this country. Singer Johnny Lion became No. 1 and two times No. 2. In the popular weekly "Vredenburg" and "Atena Amsterdam" (American Sunday Evening Post) the popularity poll featured both Lion and his Jewels ensemble as No. 1. The Jumping Jewels and Johnny Lion record exclusively.

"Back from a 5 weeks tour through Malaya is Anneke Gröning of Schiphol Airport, Amsterdam, at Jan. 3. Two days later the Dutch Swing College ended, the famous Dutch band that accompanied Anneke on her extensive tour. Anneke, happy, healthy and full of excitement despite the biting cold in Holland after the best of winter Orient, was greeted by Phonogram's director J. Th van der Meer, publicity chief Rolf ten Kate many other Phonogram officials and a squadron of newspapermen and photographers.

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The Belgian market is busy. Polygram Belgium reports that Brook Benton's "Hotel Happiness" (Mer-

The new Bake Aye is the second report in French by the trio Leo Macinee-

The market of international fame: Willem Pijper and Henk Badings. In all Dutch performances by members of *The Hague Philharmonic (van Otterlo)* and *The Concertgebouw Orchestra (van Beinum)* with pianist Hans Henckelmann and violinists Herman Krebbers and Theo Olof, the LP presents Pijper's Piano Concerto, 6 Epigrams and 6 Adagios, and Badings' Concerto Amsterdam.

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Flemish: 1. Limbo Rock (Chubbly Cheekey/Cameo Parkway); (Conni Francis/M.G.L.); (Editions Altona/Amsterdam)
2. Telstar (The Tornadoes/London); (Cliff Richards/Polly/Inns/Kirsch)
9. Non Monisseur (Los Machucambos/Decca)
9. —— Telstar (The Tornadoes/Decca); (Les Editions Int. Basart/Amsterdam)
9. —— Monisseur (Petula Clark/Imperial); (Les Ed. Int. Basart/Amsterdam)
10. —— Denradado (Bita Reyes/Philips); (Stan Getz & Charlie Byrd/Verde)

Belgium's Best Sellers

Belgium's Best Sellers

Cash Box—January 26, 1962.—International Section
Bill Anderson, who had a big pop-country chart-rider last out with "I'll Name Sang A Song," has a good chance of duplicating that success with this bright outing tagged "You Made It Easy." The songster renders the self-penned country-backed affair about a traditional tale of heartbreak with his expected authoritative style. On "Still" Anderson dishes up a real slow-moving lament with some feeling lyrics. It makes a close look.

"THE YELLOW BANDANA" (2:25) [Albom BMI—Gorgon, Karlinski, Koller]
"HOW MUCH I MUST HAVE LOVED YOU" (2:41) [Cedarwood BMI—Bill]

FARON YOUNG (Mercury 72965)
Faron Young, who is still going strong with his Capitol stand of "Down By The River," opens his potent vocal guns full-blast on this ultra-commercial Mercury bow tagged "The Yellow Bandana." The tune is a tender, easy going' choruses-backed tale of love with a warm south-of-the-border flavor. The undercut, "How Much I Must Have Loved You," is a top-flight, tradition-oriented, slow-shuffling lament.

"YOU HURT ME" (2:32) [Moss Rose BMI—Graves]
"MY REASON FOR LIVING" (2:12) [Central Songs BMI—Husky, Cox]

FERLIN HUSKY (Capitol 4908)
Ferlin Husky, who is still scoring with "It Was You," comes up with a first-rate follow-up stomp with this Capitol outing. The top side here, "Don't Be Me," is a tender, slow-moving popish lament with a moving mid-deck recitation. Side B has a good chance with "It's Paper Pop," the flip, "My Reason For Living." Old chanter offers a happy-go-lucky chorus-backed uptempo ditty. Eye it.

"WHAT'S WRONG WITH ME" (2:20) [Moss Rose BMI—Bill]
"ONE IN EVERY CROWD" (2:26) [Pamper BMI—Howard]

CHARLIE WALKER (Columbia 42669)
The vet Columbia hit-maker should pick plenty of loot with either end of this new Columbia coupling. One side, "What's Wrong With Me," is a reounging, bluegrass-styled tear-jerker sold by Walker with all of his expected poise. The other end, "One In Every Crowd," is a pleasing easy-on-the-ears chorus-backed ditty with an extremely spinable ballade. Either side here can make it big.

"THE WRONG SIDE OF TOWN" (2:53) [Jack BMI—Unterwood]
"DON'T CALL ME FROM A HONKY TONK" (2:28) [Pamper BMI—Howard]

JOHNNY & JONI MOSBY (Columbia 42668)
The twosome have racked quite a few hits in the past year and this new release labeled "Side Of Town" shows every indication of developing in chart item in no time flat. On the tune Johnny tells the plaintive tale of a rich guy who loves a poor gal that he can't marry while Jonie effectively offers her side of the story. "Don't Call Me From A Honky Tonk" is top-flight, catchy tear-jerker with some impressive piano work.

"LET'S TRY AGAIN" (2:12) [Glad BMI—Pressley, Price]
"SHE'S LONESOME AGAIN" (2:00) [Glad BMI—Jones, Riddle]

GEORGE RIDDELL (United Artists 535)
Georgie Riddle could finally break through to the front ranks of country stardom with this destined-for-success UA outing called "Let's Try Again." The songster's wide-ranged vocal talents carry him in good stead on the tune which is a fine, fast-moving, chorus-backed heart-tugger. A top-drawer piece for Hans Hill, Riddle renders "She's Lonesome Again," a tender, feelingful ballad, on the flip.

"REBEL" (Signum 051)
"WILTED ROSES" (2:06) [Jamae BMI—McWain, Newlin, Redding] Any avid listener could jump into the national limelight with this tender, slow-moving,(answering grace
given chorus. Side boasts first-rate one-chord backing.

"NO MORE TEARS" (2:01) [Suffolk BMI—Keeling] Easy
goin' popish tear-jerker with a danceable, teen-oriented beat.

ADAM LEE (Fidelity 4069)
"STAIRWAY OF LOVE" (2:05) [Stone & Cook BMI—Lee] Adam Lee should attract plenty of interest with this first-class chorus-backed country traditional. The songster sings the song with the authoritative long-suffering pro.

"CRUEL CRUEL WORLD" (2:35) [Stone & Cook BMI—Lee] More fine country sounds. This one's a pleasing tear-jerker with some real pretty lyrics.
### Cash Box COUNTRY TOP 50

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<thead>
<tr>
<th>Pos. Last Week</th>
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### Cash Box COUNTRY ROUND UP

<table>
<thead>
<tr>
<th>Ray Price</th>
<th>Hank Thompson</th>
<th>Mike Oatman</th>
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<tbody>
<tr>
<td>I’VE ENJOYED AS MUCH AS I CAN STAND</td>
<td>Carter Wagoner (RCA Victor 8105)</td>
<td>Marty Robbins (Columbia 42614)</td>
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<tr>
<td>SING A LITTLE SONG OF HEARTACHE</td>
<td>Webb Pierce &amp; Mel Tillis (Decca 31445)</td>
<td>Ned Miller (Nashville 1161)</td>
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<td>SECOND HAND ROSE</td>
<td>Roy Acuff (Columbia 42648)</td>
<td>Earnest Ashworth (Nashville)</td>
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<td>A GIRL I USED TO KNOW</td>
<td>George Jones (United Artists 500)</td>
<td>Jimmy Newcomb (Decca 31440)</td>
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<td>YOU'RE FOR ME</td>
<td>Buck Owens (Columbia 4973)</td>
<td>Conni Hall (Decca 31438)</td>
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<td>WALK RIGHT IN</td>
<td>Roy Drusky (Columbia 45118)</td>
<td>Leevetta Lynn (Decca 31435)</td>
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<td>PRIDE</td>
<td>Ray Price (Columbia 42819)</td>
<td>Earl Scruggs (Kapp 851)</td>
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<td>FOOL ME ONCE</td>
<td>Jim Reeves (United Artists 500)</td>
<td>Red Sovine and Bill Westmon</td>
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<td>SLEEPER CAB BLUES</td>
<td>Tom O’Neal (Stanley 607)</td>
<td>Dow Jones (United Artists 500)</td>
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<td>GET SET FOR A HEARTACHE</td>
<td>Ethel Smith (Decca 31435)</td>
<td>Silas Westmon</td>
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<td>I’T通过对STUMBLE IN YOUR ARMS</td>
<td>Bob Dylan (United Artists 500)</td>
<td>Jackie Veal, a new country artist.</td>
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<tr>
<td>ONLY THE HANGMAN</td>
<td>Rex Allen (Mercury 72071)</td>
<td>Smoky Warren, formerly cutting for Roulette, is now recording for Flamingo with his latest release titled “Ball Of Fire” and “I Dreamed Of An Old Love.” Dee Jayes can obtain copies by writing to the co-producer at 116 Princeton Avenue, Los Angeles, N. J.</td>
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<tr>
<td>MISSING ANGEL</td>
<td>Jim Reeves (RCA Victor 8127)</td>
<td>George Jones recently joined Pappy Daily in Nashville to cut a new album for United Artists. The singer caught a virus over the holidays, but managed to fulfill his personal appearance schedule before flying to the Music City for the recording session.</td>
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<tr>
<td>YOU TOOK HER OFF MY HANDS</td>
<td>Roy Price (Columbia 42850)</td>
<td>Country music vet, Arty Munan, has just signed a contract with Sims Records. The label has already cut him and are rushing out the initial release tagged “The Volunteer.” An album session is planned within the next six days.</td>
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<tr>
<td>BIG NIGHT AT MY HOUSE</td>
<td>Darrell Godfrey (United Artists 500)</td>
<td>With a regional network program, the “Arthur Smith Show” is now playing on eleven major markets in prime viewing time. The group is setting up a comprehensive</td>
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<tr>
<td>I WANNA GO HOME</td>
<td>Billy Grammer (Decca 31497)</td>
<td>Johnny Cash and the Tennessee Three, already accustomed to being labeled “firsts” in their field, once again accomplished a unique and exhausting first. On New Year’s Eve Johnny became the first headliners to ever play three cities (each many miles apart) in one evening. There was such an overwhelming demand for his services that it seemed the only solution was to play more than one city. A plane was hired and with careful planning, three date—over—time on Thursday, January 23 turned out to be a whopping success. Places played were: Indio, California—Date Festival Building; San Bernardino, California—Swing Auditorium; Los Angeles—Great Western Exhibit Hall.</td>
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For The Beginning Of The Year

### “THE END OF THE WORLD” Skeeter Davis

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<td>26</td>
<td>IF YOU WANT ME TO</td>
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<td>27</td>
<td>A PAIN A PILL CAN’T LOCATE</td>
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<td>28</td>
<td>IT WAS YOU</td>
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<td>29</td>
<td>KENTUCKY MEANS PARADISE</td>
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<td>30</td>
<td>I’M GONNA CHANGE EVERYTHING</td>
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<td>I WANNA GO HOME</td>
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<td>WALK ME TO THE DOOR</td>
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<td>44</td>
<td>SHUTTERS AND BOARDS</td>
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<td>ONE LESS HEARTACHE</td>
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<td>46</td>
<td>BETTER TIMES A COMIN’</td>
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<td>47</td>
<td>ANOTHER DAY, ANOTHER DOLLAR</td>
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### LONGO & OSCAR “CATFISH DINNER" NUGGET-2032

Now booking for 1963

**Longo & Oscar Comedy Team**
Personal Appearance
Contact: Jack Logan
UL-9-5385 NUGGET RECORDS

**DISTRIBUTORS:** Racketeers, one stops, J.O.B.S & RECORD STORES—SHEET MUSIC

**NUGGET RECORDS** Route #1 Goodlettsville, Tennessee

**Cash Box—January 26, 1963**
We have attended showings of various new types of equipment during these past few weeks and the one thing in common with each introduction was the emphasis on ease of servicing the machine. All of which adds up to the fact that when you’re selling equipment—or buying it—a machine is much like a woman. If she’s ugly you just can’t give her away but the beauty with no brains doesn’t last much longer. The juke box of today is probably one of the finest looking income-earning devices ever turned out by man. But without the necessary insides, no one will make much money with it.

At the manufacturing level the electronic engineers have just about reached the epitome of fine sound from a juke box. The advent of stereo amplification and good speakers helped bring about musical sound that was available only from expensive home equipment. Single-unit servicing now enables servicemen to remove the entire sections of a machine replacing them with new units while the worn out parts are repaired thereby cutting down on costly idle hours. Transistors are replacing tubes and while snap-in cartridges and needles haven’t replaced the need for a screwdriver as yet, this tool is used less now than ever before.

Front of machine servicing is another innovation which enables a serviceman to perform his chores speedily and without too much distraction. Swing-out sections, revised power source requirements and lightweight mechanisms all make for a quick and highly efficient service call. Actually, a lot of the service is performed at the factory or in the distributor shop sometimes before the machine is even placed on location. Plug-in relays for instance require no more than a switch of parts already packaged and can be performed by servicemen who may not have the benefit of the technical education and years of experience formerly necessary.

The patron who does not hear the song selected today is a rare one indeed. More positive selection now brings about quick and accurate music, a weakness in machines several years ago which only magnified other shortcomings present in yesteryear’s machine.

Today, the public has been geared to expect only the finest performance, and this definitely results in greater collections. New programming techniques for the 7-inch disks and title strip replacement result of an in-and-out speed of service which has actually helped the operator compete in this day and age of higher costs and the usual problems on location.

About the only major problem common in today’s juke box is the use of slugs and even in this area, the combined anti-slug legislation as passed last year and the new coin mechanisms are pointing this problem in the direction of ancient history.

There is no doubt that the factory today has placed the juke box operator in the position of a music merchant, with less time and money spent on service thereby permitting more time and investment on merchandising and promotion, the means of gaining greater income from the location.
John Chandler, MOV Leader, Dead

RICHMOND—The coin machine industry lost another leader last week when John D. Chandler, past president of the United States Connection of Machine Operators of America passed away. The well-liked and respected leader died on January 10 in his home.

Chandler, one of the pioneers who organized MOV worked diligently through the years toward the success the association enjoys today. It is one of the most obvious of the many contributions made by him.

Although Chandler was not an operator, he did spend many years in the machine business. He served on various committees down through the years which formed what is today a solid Public Relations organization. He has been very active in both the charity work around the State, always forming a drive to care for the needy for which members received reserved parking space at the table.

Members of the Music Operators of America felt that the loss of Chandler was a great loss for MOV and for many great men, but none so great that he can take up where John D. Chandler "laid it off," was the way the MOV members asked that the Chandler epitaph read.

Avron Gensburg To Europe

CHICAGO—Avron Gensburg, Chicago Dynamic Industries, Inc., left the US on Friday, January 11, for an extended tour of Europe. Included in the ChCoin exec's itinerary are London, Antwerp, Frankfurt, Hamburg, Paris, Milan and Sweden. Gensburg will call on coin machine firms while on the Continent.

A.T.E. Exhibits Sold Out, Interest At All-Time High As London Coin Show Preps For Big Jan. 29 Opening

Sixty-eight exhibitors were once again signed for the space taken last year by a crowd of 2,700. The Badger Sales House of a Harkenfold Hall is again the site of the show. Most manufacturers will have their very best display of coin-operated distribution. Some surprises were in store for the expected exhibitors. Several German firms Germany expects to unveil a new jute box as do other firms here.

Wirtzler was also summoned by the strike in the USA. The new 'Model 2700' has been announced in the trade press and the trade eagerly awaits the arrival of the machine with the 'Golden Bitch' which plays the Ten Top Tunes but officials at the North Toluca- wanda plant were unable to guarantee a Model 2700 for Jan. 29 opening.

Cash Box will of course be on hand to cover the show as it does each year with a staff operating out of the London office. One of the most important aspects of the trade show will appear in the next immediate issues for the international markets.

J. Singleton, Secretary-General Mgr.

The January 29-31 coin show has built in strength with each passing year and since 1932 when World War II began, the action has grown to fever pitch demand for more space from present exhibitors and the unlucky few who were caught out in the cold this year. Actually, exhibit space was sold out as early as December for the forthcoming Amusement Trades Exhibition but due to cancellations and revisions one or two stands did pop up for lucky exhibitors in-waiting.

The January 29-31 show has been forecast to cost a total of $2,700,000, the highest for a successful trade show, stated the British trade association leader.

Arnold Silverman Joins Amco As V.P. Genl. Mgr.

Former Seeburg Regional Ray Sales Head Of West Coast Firm

LOS ANGELES—Don Ross, president of Amco Music and Vendor Company, announced this week the appointment of Arnold Silverman as vice president and general manager of Amco. Silverman joins Amco after serving for the past three years as Regional Director for the West Coast for Seeburg. Silverman replaces Dan Kelm, who has resigned. Amco and Silverman will be announcing plans at a later date.

In his new capacity Silverman has made three appointments at Amco. The first appointment, announced by Howard Divi-

sion, Howard Lux has been named Controller, and Nate Duncan has been appointed office manager. Amco is holding open house at its new quarters on January 27 from noon to 7 P.M.

Silverman distributes the Seeburg Music and Vending Lines, Chicago Coin, Fischer, Irving Kaye, American Shuffleboard and O. Gottlieb & Co.

Silverman is the son of Arnold Silver-

man, business manager of the Amuse-

ment Machine Association of Phila-

delphia and well known coin machine figure.

Amco Music & Vendor Company was formed last year when Bill Happe of Badger Sales sold out to the well known manufacturing firm. The Badger name was dropped and Amco was formed. New quarters were constructed later in the year to house the present modern single level plant in one of the most attractive distributorships in the country.

United Bowlers Gain In European Markets

CHICAGO—The ever growing popularity of United Manufacturing Company's coin-operated bowling games on the Continent is evidenced here, as bowlers compete avidly in bowling matches on United equipment, in the Saint Germain De Pres Bowling Club, in Amsterdam, The Netherlands.

Bolhiga S. A. of Geneva, Switzerland, handles exclusive distribution in Europe, Africa, and the vast East Middle East area for United Manufacturing Company, which is based in Chicago.

Cash Box—January 26, 1963
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!!!

COINMEN CIRCLE GLOBE TO ATTEND 18th ANNUAL A.T.E. 68 EXHIBITORS EMPHASIZE QUALITY; SALES HIT PEAK

REVIEW OF EXHIBITS

• 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 #1381) as 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!!!

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

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

LAST CALL FOR COPY: WEDNESDAY JAN. 23rd !!!
United Shuffle And Bowler Make Good Operator Combo

CHICAGO—Three particular points of interest were stressed by C. B. (Bill) DeSelm, executive vice president and director of sales for United Manufacturing Company, this city, in discussing the firm's new "Cypress" big ball bowling alley and "Sparky" (puck-type) shuffle alley bowler last week.

At the very top of this three-point equipment evaluation was "Earning Power", which he said, is what the nation's operators will "most certainly enjoy" when they place either or both of these two amusement games in locations anywhere.

He further stressed the exquisite, durable cabinetry as a prime reason for a realization of high resale value. Which, he said, is a must for games operators.

Furthermore, he declared the exceptionally fine design (externally as well as internally) will, in most cases, assure continuous play—and ease of servicing equipment.

"And with all of these plus factors, common these days in all United ball bowlers and puck shuffle alleys, there is (in 'Cypress' and 'Sparky') seven very exciting ways to score and play," DeSelm said.

The prime scoring feature is 'Line-Up Scores'. And, there are six other exciting bowling games: Such as, 'Flash' scores, 'Special', 'Advance', bowling. Another plus in both amusement games is the players choice of 'Bonus', 'All Spares', and 'Regulation', 'Easy Strike' or 'Normal Strike'.

"Most games operators are very familiar with all seven of these United scoring and playing games," he continued, "and they know that they're all big money makers in locations."

Both amusement games are equipped very tastefully with high gloss, durable chrome rails at both sides of the alley. Another fact DeSelm spelled out is the ease of servicing; and that trouble-free operation is practically assured because of the mechanical excellence in "Cypress" and "Sparky".

One to six can play for 10¢ each per game. A two for 20¢ coin mechanism is available (optional to the operator).

"Cypress" coin-operated bowling alley is available in 13 foot and 16 foot standard lengths. There, however, four foot and eight foot sections available to increase the length of the alley as specified for particular locations. Also featured is effective fluorescent lighting in the back-box.

"Sparky" puck-type shuffle alley bowler is available in the standard 8½ foot long, and 2½ foot wide alley. It boasts a very beautiful design to attract maximum play in locations.

"The two games make a good combination for operators," concluded the United exec.
Rosen Heads Variety Club Dinner

PRESENTATION OF HEART AWARDS: Left to right, Dewey Red Benson, WPEN; Jack Rael, Manager; Patti Page; Dave Rosen who headed affair; Dr. Dorothy Anderson; and Larry Brown, WPEN

Fatti Page Receives Award Of Year

PHILADELPHIA — Dave Rosen, Rowe-AIM distributor in Eastern Pennsylvania, headed the Variety Club Awards Banquet at the Bellvue-Stratford Jan. 14th and the gala event was capped when Rosen presented Heart Awards to record star Patti Page and Dr. Dorothy Anderson of Babies’ Hospital in N.Y.C.

The packed ballroom heard top entertainment and enjoyed fine fare. Rosen managed to entice major artists to attend and perform, and in addition to Patti Page, the list included Allen & Rossi, Jodi Sande, Danny and the Jrs. and Dee Dee Sharp.

Mar-Matic Appoints Cherry For Overseas

BALTIMORE—Maury Sykes, President of Mar-Matic Sales Inc, this city, announced last week the appointment of Jim Cherry to the post of European Sales Director. Mar-Matic represents Keeney and Jennings International, outside of the U.S.A. Cherry will appoint distributors to major international markets and will leave for the Continent in time for the A.T.E. Convention in London, Jan. 29.

Cherry has spent 25 years in the business having held executive sales posts with Deco, Inc., National Vendors, GMA of New Jersey, and Continental Vending Machine Corp., where he was southern sales director up until joining Mar-Matic last week.

NEW! Valley BUMPER POOL®

ALWAYS BEST...

NOW BETTER THAN EVER!

NEW DESIGN! NEW MECHANISM! METAL BUMPERS! Regulation Size.

VALLEY SALES CO. A DIVISION OF VALLEY MFG. CO. TWINbrook 5-8587

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JACK PALMER of BELINTRA (Antwerp)

In Phila. For Limited Time

BUYING All Types Music • Pint • Arcade

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Philadelphia, Pennsylvania

Eastern Flashes

Common down Virginia way were shocked when they heard of the death of John Chandler, Manager of the Music Operators of Virginia. John was in constant contact with us here in our N.Y.C office and whenever we had a problem that had to do with the business he was right there on the phone or in the morning mail. As we look back now we can recall many of the old-timers received from Chandler who always had a kind word to add at the hottest time, a kind notice of the passing of another coinman. The MOV had their own epitaph for John, which we would like to put back to the people of today. John D. Chandler left off. May this be his epitaph. To which we can only add, Amen.

Harold Kaufman, Musical Distributors, was assisted by A. D. Palmer on Tuesday last when the newly appointed Wurlitzer distributors premiered the new ‘Model 2700’, an all-week long event. Operators liked the looks of the machine and their servicemen liked the inside features. Plus the Golden Bat and the Ten Top Tunes, which were also a big hit. The Wurlitzer’s Hank Petet called on Virginia, Philly and N.Y.C. Wurlitzer distributors during Wurlitzer Week; ‘A.D. was in Virginia when word of Chandler’s death cast a pall over the Diamond premiere; Sales Chief in New York City, Ray Crosse, was in New Orleans, Florida, Atlanta, Philly and N.Y.C during the hectic premiere week. And so another new Wurlitzer has been produced. The Harold Kaufman crew expects big things from the new ‘2700’.

Al Kerner in Peninsula General Hospital for surgery, ... Nat Bensky recovering from an ice hockey attack after a fight with a loser at Cherry st. opera. Al is expected to stay home for a week to rest up for the route. 

Sevemore and Rose Pollak off to Miami Beach for 11 days of sunshine (they hope) ... Carl Pavest in to Rupynos for a week or two and a kind word of advice. "I always take business as it comes and never expect anything that’s too good to be true. As far as business is concerned, my answer is ‘Business is just fine.’"

Jack Wilson and Tom Greco joined in Albany by John Bliotta as update concerning sales on Allie Lipsky’s estate. "Isaac’s" (name of N.Y. Canteen to which Jack and his group are going often) has been home to the annual Jack Wilson dinner舞. Jack’s former neighbor, Nash Gordon makes the rounds of Tenth Avenue distributors checking on trends and innovations, all the latest news.

Abre Lipsky beating the dock strike shipping So. America via truck to Miami and then onto the Latinas via air. ... Son Birt in to give Abe a hand with the financial end of the ‘78 series and prepping his column for next week. As we write off an unusual photo of former prizefighters all posed in the one pic. The only ‘Champ’ missing, is the ‘Champ’ himself, Ted. ... Willie Aaronson in a trip to go thru a few parts and then onto a new idea which has been burning in Willie’s head for too long.

The ‘Senator’ hit town last week with his lovely Frances, the ‘First Lady of U.S.A.’ also titles included. The Senator was last here to pick up cochair to meet Molly and Barney Sugarman and after some conversation, left the city and some make it look as though he’s giving us a real shot at a Loose leaf of advice. "I always take business as it comes and never expect anything that’s too good to be true. As far as business is concerned, my answer is ‘Business is just fine.’"

Irv Kempler calls in from Monticello and he advises Morris Bosch, Berkowitz, Deperei, handling an opening for Thermowave (they make ovens for emergence and food) and that he’s been able to get the big stories in the Hot Line, national magazines and hit the TV waves in a colorful CBS newsbreak. Who says you can’t make news during the newspaper strike! ? . . .

Irv has that other big story that’s been quieting up for a time. Murray Kaye and Joe Fishman go over the details of a long list of equipment as Fishman prepares to call on some operator friends in conjunction with his 1963 operators’ seminar at Atlanta.

Sid Greenfield and Allie Goldberg work into the wee hours preparing the new place for the week long showing and the ops kept coming from Monday thru Friday. ... Talk with Jackie Hearn of LaSalle via phone and the guy with seven kids never seemed more chipper. Maybe he leaves early and comes home late (3). And another plus is that "Bucky" has been talking about his new book."

Cosh Box—January 26, 1963
Sight Wurlitzer Rockola CC 225 365 200 395.00 Williams It's Wm. 295 Chi Wurlitzer Keeney 245 Gottlieb CC 2296 operators of "Model we're machine Exhibition, in the Horticultural Hall, in London, England. While there don't to forget to pick up your copy of Cash Box at the conveniently located Cash Box exhibit! Some more big news was made at Chicago Dynamic Industries where a new "Skeeball" coin-operated amusement game was released to the coin machine trade last week. Sam Wolberg, Sam Gensberg and Mort Secore were very pleased with the praise of this competitive two-player game. Shipments, we're told, are already on their way to ChiCoin's distributors. An aside: I won't play Sam Wolberg on this new game anymore! He's wallowed me! The news is certainly great at D. Gottlieb & Co., where Nate Gottlieb reports exceptional sales figures on Gottlieb's "Back-A-Ball" amusement pinball game. Alvin Gottlieb and Jack Weisberg couldn't be any busier than they are these days. Meanwhile Dave and Dorothy Gottlieb are dreamily basking on the sands of dear Miami Beach (we can dream, can't we but we still know it's too cold here!)

There was a steady stream of operators in to the recently refurbished showrooms of First Coin Machine Exchange, where Joe Kline, Sam Wolberg, Fred Kline, Cliff Mueller, Mary Gray and Joyce Larson were on hand to greet visitors at the gala week-long show at First Coin of Wurlitzer's new "Model 2790" coin-operated automatic phonograph. Wurlitzer brass on hand also included district sales manager Bert Davidson and regional field engineer C. B. Ross. Plenty of refreshments were prepared for the guests.

Seeburg's Stan Jarocki reports that Tom Herrick is visiting the eastern part of the country this week. The Baltimore Phonetic is busy as a beaver and the Pittsburgh one is bumbling along. We were busy, speedy, complete recovery to Al Cook, assistant to Ted Burrows in the Parts Dept. at Seeburg Corp. Al entered the hospital this week for surgery on his ear.

A very busy plant indeed is Rock-Ola Mfg. where production is very heavy on "Rhapsody" and "Caper" coin-operated phonos and Rock-Ola "TVI" coffee vending machines. Frank Doyle reports he is enjoying terrific sales on the "TVI" line. Edward G. Doris, executive vice president, is on a whirlwind business trip and back shortly, according to George Hinker... Patrick L. O'Malley, Automatic Canteen president, reported last week that sales and operating income for the fiscal year ending September 29, 1962, compared with first figures of $190,045,918.

Several of the top execs at Rowe AC Services returned from business trips last week. Among those present were Jack Harper, Fred Pollack, Dean McMurdie and Tom Sams.

A visitor in town last week was popular exporter Maury Sykes, of Mar-Mar Distributors, Miami. Maury visited with J. H. Keeney president Roy McGeen, vice presxy Dick Tennes, and Clayton Nemeder. Also Louis Urban and Eddie Matthews, at Jennings & Co. Jim Cherry was named European rep. of the firm. Nobody Cu-lp’s Sykes left town.... It’s always a pleasure to bump into operator veteran Frank Padula, one of the big mainstays in this area.

Bill DeSelin is absolutely thrilled over the terrific acceptance United Mfg. is enjoying with United's "Cypress" big ball bowler and "Sparky" puck shuffle bowling alley.

Sam Stern, president of Williams Electronic Mfg. Corp., is smiling broadly these days. The reason, of course, is that Williams sold more of its current two-player pinball amusement game, "Tom Tom," than any other two-player in the company's history. Jack Mittel says Williams is now on its third production run. Art Weinand is now on a swing through the southwestern part of the country. (We hope he's picking all the warm spots to swing through!)

Now that Nate Feinstein and Irv Orvitz are well settled in their new offices at World Wide Distributors they're much happier. Nate is running this big operation as though he's been there all his life. His fine relationship with operators throughout this area is very helpful at this time. Nate says he's very happy to be back with Seeburg's phonos and vending machines, with which he has had so much experience.

It's always nice to chat with Sam Hastings, veteran Wisconsin operator, and head of Hastings Distrib. Sam is also presxy of the Milwaukee Coin Machine Operators' Assn. As usual, the liveliest, most humorous guy we saw in Milwaukee was Jerome "Red" Jacomet, another association officer, who was on hand at Harry Jacobs showing of the new Wurlitzer phone with his beautiful fiancée, Pauline. Mrs. & Mr. Allen Smith, Wurlitzer's, we also chatted with his valuable business associate—his son, Jack Hastings. Who, Sam says, he couldn't do without at Hastings Distrib. Young Jack was on hand with his pretty, young wife.

The news is, as usual, excellent at Atlas Music Co., where Eddie Ginsburg and his wife are having the time of their lives making deliveries to local operators of Rowe AMI phonos and Rowe vending machines.

One of the most active places we visited all last week was Empire Coin Machine Exchange. Owner Gil Kitt and sales chief Joe Robhins keep the midnight oil burning these days to keep up with demand of music and amusement equipment. Sales manager & operators of the city dealt well occupied while Jack Burns and Bill Herbold are on the road for Empire Coin.

We're delighted to report that Clayton Nemeroff, of J. H. Keeney & Co., is back in his office after his recent discharge from Columbus Hospital. The nasty weather is keeping proxy Roy McGeen indoors.

Cash Box—January 26, 1963

The big news last week (and we hope it changes soon) was the intense cold wave that was snowing it in many parts of the country which styed a multitude of operators in their travel from location to location for service and collections. Good news, of course, is the convening of some 3,000 European operators to the Coin-Op Trade Show at London's Bloomsbury Exhibition, in the Horticultural Hall, in London, England. While there don't to forget to pick up your copy of Cash Box at the conveniently located Cash Box exhibit!
Canteen Reports All-Time High $223 Million

Depreciation Recomputed On New Rates Vs. Straight-Line

CHICAGO—Automatic Canteen Company of America reported that sales and operating income reached an all-time high of $223,977,771 for the fiscal year ending September 29, 1962, compared with corresponding figures of $190,049,018.

Consolidated net earnings after taxes for fiscal 1962 were $65,625,771, or 9 cents per share on 6,773,216 shares outstanding, compared with 10 cents per share for the year-end adjustments and, in addition, depreciation for 1962 of $12.2 million as compared to $8.3 million depreciation for 1961, an increase of $8.6 million. Depreciation has been recomputed on the basis of Guideline Procedures, Investment Credit and Double Declining Balance rates on many of the company's assets, compared to the straight-line rates previously used.

In fiscal 1961, Automatic Canteen reported operating net income of 41 cents per share, not including 55 cents a share resulting from a non-recurs-

Dept. Of Commerce

Publishes Report On Vending Industry

"Machines Are A Necessity Rather Than A Convenience"

CHICAGO—More than 20,000 persons are employed by vending operating companies at a payroll of over $75,000,000, according to data just published by the U. S. Department of Commerce, Louis J. Riman, president of the National Automatic Merchandising Association, announced last week.

(The data are based on the 1958 U. S. Census, a year when total estimated U. S. vended sales were nearly 30 per cent lower than in 1962.)

The NAMA staff assisted the U. S. Department of Commerce in compiling industry background material for the report, Riman said.

This is the third time such a report has been compiled and published about the vending industry, Department officials told NAMA. They said their decision to do the report is based on the growing importance and expansion of the American vending industry.

Prepared by the Business and Defense Services Administration, the report credits vending's services during World War II as one factor which led to post-war expansion of the industry.

The report states that "vending machines play an important role in the American distribution system. They have become a necessity rather than a convenience."

It adds that "it has made substantial, though invisible, contributions of time, capital and outlay for many firms in all lines of economic activities."

Besides employment and sales statistics on a regional and state basis for vending operating companies, the report also covers vending machine manufacturing data, based on the 1958 Census and reviews the international growth of the industry.

CATERING TO THE COPS: When the local Police Department in Philadelphia needed help in solving its feeding problems, the constabulary turned to Horn & Hardart, the automatic restaurant which got its start in the City of Brotherly Love many years ago. One look at the Department's 5th and Race Street and the H&H people turned to David Rosen Inc., another landmark in that town and a firm in the business of installing vending vendors. The results are pictured here: A small circular installation of Celebrity vendors as manufactured by Rowe AC Service. The Rosen crew, headed by Dave Rosen in a leading distributer, "We do not expect to be faced with a slug problem," stated a Rosen subordinate.
Pep Up Kiddie-Ride Spots
WITH SENSATIONAL NEW

THE BUCKING BRONCO WITH REAL BUCKING ACTION

AMAZING NEW INVENTION

"Mechanical Muscles" - UPS KIDDIE-RIDE COLLECTIONS

Ride revenue is up wherever BUCKY appears. Because BUCKY looks alive . . . and acts alive. New "Mechanical Muscles" permit BUCKY to buck up his back like a real rodeo bronco . . . kick his front and hind legs in opposite directions . . . while the rider rhythmically rises and sinks in the saddle. No other horse gives the rough-riding illusion . . . combined with positive safety . . . built into BUCKY.

Appeals to wide range of ages
Safety-styled for smallest toddlers . . . but actuated to appeal to junior teen-agers . . . BUCKY attracts youngsters from 3 to 15, gets play out of horses.

Bucking action is thrillingly realistic . . . but never sudden or jerky. Speed change is gradual, easily controlled by pulling or releasing reins. Saddle-seat is only 29 in. above slip-proofed platform. Which is only 10 in. high.

Flasy eye-appeal gets quick attention
Iron tough fiberglass BUCKY body . . . with strongly detailed muscles and sinews . . . is a rich sorrel red with blonde tail and mane. Genuine western saddle is hand-crafted tooled leather with gleaming metal ornaments. All-steel base is forest green. No horse in kiddie-ride history can compare with BUCKY for life-like form and eye-catching beauty.

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

Sterling Participates In Man Of Year Award In Penna.

Gov. Scranton Makes
St. Michael's Presentation

SCRANTON, PEnna.—Ben Ster- ling, veteran arcade operator in this State, attended the annual St. Michael's Dinner and Awards function last week and watched as Governor William Scranton presented the award to Mrs. Patrick Adonisio. Sterling won the award in 1957.

The $100 a plate dinner is an annual affair for the benefit of the St. Michael's School for Boys, Hoban Heights. During the dinner, awards were also presented to certain students from the school. (Picture.)
It's New—It's Different
It's Legal—It's Profitable

1 or 2 can play!

• One Player draws and fires against speed indicator
• Two Players draw and fire against each other for competitive scoring

When red "DRAW" light flashes on, players draw and fire. Championship Fast Draw Scores Each Player's Hits.

10 shots for 10¢

CHICAGO—Chicago Coin Machine Company has released a new amusement game which San Wolberg, head of Chicago Dynamic Industries, Inc., has purchased. Happily it is the most exciting "play maker" ever introduced by ChiCoin to the coin markets throughout this country, and for distribution on the European Continent.

The coin-operated amusement game—called "All-Star" Baseball—is a two-player, action baseball type machine designed for exciting competitive play on the playfield, and on the animated light-box. The light-box has an effectively laid out baseball diamond, on which base runners light up when a hit is made, running around the bases, rack up runs scored which register for "1st player" and "2nd player" on the upper right and upper left of the backglass, respectively. At the bottom of the backglass the words "Single," "Double," and "Triple" are spelled out on, both, the right and left sides. At the center the words "Home Run" are indicated.

Wolberg explained an exciting feature on "All Star" Baseball, whereby, when the player lights up the whole line-up, seven boxes of the aforementioned hits, by hitting all the targets ("Single", "Double", "Triple" and "Home Run") on the playfield, one of the "outs" cancels out, giving the player extra balls to play the game. He also earns five extra runs for his score.

The balls are ejected from a "pitcher's mound" (center hole) at the very center of the beautifully illustrated playfield. The player controls the ball ejection and the swinging of the bat (located at the bottom of the playfield) by pressing two large, stainless steel buttons on the formica front panel of the cabinet.

The targets on the playfield are motor driven. Other scoring features include: Three extra runs are scored if the player hits three extra targets on each side. There is also an extra score earned whenever a "Home Run" is hit.

Wolberg and Sam Genburg are both very lavish in their praise of the action contained in "All Star" Baseball. And, in the strikingly beautiful appearance of the cabinet.

There is all stainless steel trim and hardware. The side rails are of full-size stainless steel for greater durability. The legs, as well, are stainless steel, as is the one-piece cash box.

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<th>New Rowe AMI</th>
<th>hottest phone in years</th>
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On display now at your Rowe AMI Distributor

Rowe AC Services
Division of Automatic Coin-Centric Company of America
18 So. Michigan Ave., Chicago 3, Ill.
CHICAGO COIN'S 2 PLAYER BASEBALL

THE FIRST AND ONLY BASEBALL GAME WITH CHICAGO’S ORIGINAL "CANCEL-AN-OUT" FEATURE!

4 SKILL WAYS TO SCORE "EXTRA RUNS"

1. WHEN PLAYER HITS ALL TARGETS — ONE OUT IS CANCELLED ON SCOREBOARD — AND BONUS OF 5 RUNS REGISTER!
2. HOME RUN HIT SCORES 1, 2, 3, OR 5 EXTRA RUNS DEPENDING ON POSITION OF LIT DISK!
3. 3 TARGETS HIT ON LEFT SIDE OF PLAYFIELD SCORE 3 EXTRA RUNS!
4. 3 TARGETS HIT ON RIGHT SIDE OF PLAYFIELD SCORE 3 EXTRA RUNS!

PLAYERS RUN BASES AS HITS ARE MADE!
CHOICE OF REGULAR OR FREE PLAY!

STAINLESS STEEL COIN ENTRY PLATE AND PITCH AND BAT CONTROLS!

MISSED TARGET REGISTERS 1 OUT!
SINGLES, DOUBLES, TRIPLES AND HOMERS SCORE RUNS JUST LIKE "REAL" BASEBALL!
PLAYER SHOOTS UNTIL 3 OUTS ARE MADE!
2 TEAM COMPETITION — 1 OR 2 PLAYERS CAN PLAY!
OPTIONAL COIN CHUTE!
10c PER PLAYER 3 GAMES FOR 25c
COLORFUL BACKG LASS, PLAYFIELD AND CABINET STIMULATE CROWDED STANDS!

CITATION
1. STRAIGHT 10c PLAY
2. TWO NICKELS, DIME & QUARTER
3. TWO NICKELS, DIME, QUARTER & HALF DOLLAR!

ROYAL CROWN BOWLER
• EXTRA FAST SCORING!
• OPTIONAL COIN CHUTE!
• LARGE ILLUMINATED SCORING DRUMS!

BIG HIT
• NEW 15 TO 30 BALL PLAY
• A NEW TWIST
• 11 TARGETS TO HIT

SEE YOUR DISTRIBUTOR FOR THE COMPLETE LINE OF CHICAGO COIN PROFIT-MAKING GAMES!

Cash Box—January 26, 1963
Gottlieb's 4-Player Hall of Fame

1954—SUPER JUMBO
1955—JUBILEE
1956—MAJESTIC
1957—FALSTAFF
1958—CONTEST
1960—TEXAN
1961—OKLAHOMA
1962—LIBERTY BELLE

1963
SENSATIONAL!

AND THAT'S PUTTING IT MILDLY!

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MY FIRM OPERATES THE FOLLOWING EQUIPMENT:

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AMUSEMENT GAMES
CIGARETTES
VENDING MACHINES
OTHER

California Clippings

The economic picture for the coin machine industry continues to improve, according to the distributors and operators in the Los Angeles area. Gary Sinclair, reg. sales mgr., and Walt Petet, reg. service mgr., were both in town and held a pre-showing sales seminar, on the new Wurlitzer 2700 at the local factory branch. Clayton Ballard mentioned the regional meeting held in Miami for the regional men and Wurlitzer distributors, and Cliff Nugent returned from a trip to the northern territory, calling on operators. . . .

Another shipment of the Rock-Ola “Music Master” arrived at Paul Laymon, Inc. which they tell us has been very successful, and offers the operator diversification. They are also now handling amplifiers, public address systems, speakers, and microphones. Jim Wilkins was happy to announce that his son, David, became an Eagle Scout, joining the ranks of his older brother, Jim Jr. . . . Currie Grant, national promo man for Park Ave. & Garex Records, stopped by the Leuschenings ‘record bar’ to bring the ‘Age of the Aliens’ LP record to the Cornells, which is starting to break nationally. The Cornells are sons of famous rock & roll personalities including Loretta Young. Dennis O’Keefe, Art Linkletter and Charles Cornell of Ames & Andy fame. . . .

At American Coin Machine, Inc. Bill Loszy informed they are receiving very good reports from the operators concerning the success of the item known as the “Past Draw” Gun. Bill said he will be traveling thru the southern part of Calif. soon, calling on op’s. . . . Hank Dronok of C. A. Royal reported that renewed activity has become apparent in bowling sales, and used equipment activity has also increased, with early preparations being made by seasonal locators such as etc. . . . Johnny Prophet accompanied by Kay Terry paid a visit to the California Music Co., promoting his new LP on the Little Caesar label. “This is Johnny Prophet.” . . .

Export orders are being prepared in the shop at Diante International Sales Co. for shipment to Melbourne, N. C. and N. A. Joe Duarte informed the demand is holding up very well on phonographs at that location and the export market in the Far East. . . . At Simon Distributing Co. Sonny Lomberg said business in general has been very good, with unusual sales action on Valley’s pool tables. He added that they recently increased the stock of parts to keep up with the demand, at the present time.

A successful service school on the Rowe AMI was conducted by Jack La Rue at the R. F. Jones & Co., with 19 in attendance. A service school was also held this week at the Kings Inn in San Diego. Chuck Klein and R. J. Jones held school to join Bill Gray, who will remain in Arizona for two weeks. John Montgomery sent a note from the Jones office in Denver saying they also held a service school on phonographs, conducted by Johnny Pentecast, field service eng. John spent last week visiting the op’s in New Mexico, and Jim Pennington covered the Wyoming territory.

In sales mgm., Bill Happel, of Amco, Music & Vending said they are patiently waiting the arrival of Chicago Coin’s new “All Star Baseball,” being shipped by air. Bill added that this will be the first release in the trade in 1963. Service school on the new “LP Console” was conducted by Copel Britton, at the Olympic Motor Hotel last week. . . . Arnold Silverman, well-known west coast coin machine rep, formerly with Seeburg on the coast for two years, now genl. mgr. and V.P. of Amco.

Some of the visiting operators seen on Pico Blvd. this week were: Bill Bradley, Coving; Tom Henderson, Ardacia; Walter Honnings, Costa Mesa: Walt Hemple, San Fernando; Jesus Pedroza, Bythce; C. B. Blosson, Lancaster and Harry Duensing, Balboa.

Midwest Musings

Mr. & Mrs. John Czernecki, Dunlap, Ill., in town over the week end visiting their son and family, then spending Monday picking up their parts and records, Leo Henness in town for the last of the picking parts and records. . . . Tony Ratchford, Huron, So. Dakota and Dean Schroeder, Aberdeen, in town for a few days making the rounds. . . . Nik, Bob, and John Berquist, Ironwood, Mich., town for a few hours making the rounds. . . . Berquist Music Co. is now in new quarters on the main street w/ a record store, the front and shop facilities in the rear.

Mr. & Mrs. Ike Sundem, Montevideo, Minn. in town for a couple of days to pick up parts and records. . . . Bill Percy, service man at the Sandler Dist. Co., is in the hospital with a lung congestion, will have to be in the hospital for about 10 days. . . . Ray Foster, Sioux Falls, So. Dakota in town Thursday. Mrs. Foster was expected to fly into Minneapolis from N.Y. for spending the holidays in Jerusalem. Friday afternoon they were driving back to Sioux Falls. . . . Mr. & Mrs. Harold Rose, Fargo, N. Dakota in town for a few hours. Stayed off for a few hours to drive thru. Rochester, Minn. where Harold will be going through the Mayo Clinic for a check up. . . . Lawrence Schilling, Knapp, Wisc. here buying parts and records. . . . Appearing at the Auto Show in the Minneapolis Auditorium will be Dusty Draper Jan. 12, Ricky Nelson 14-17, Melowire Sisters 15-16, . . . Peter, Paul, and Mary will appear at the Northrup Auditorium Sat. Jan. 19, 8:30 P. M. . . . The Sandler Distributing Company, Minneapolis, on January 27th will hold an open house at the Wurlitzer Line Monday Jan. 14 through Friday Jan. 18. Showings will be held in Davenport Sunday Jan. 20 and in Des Moines Sunday Jan. 27.

Happy Birthday This Week To:


Cash Box—January 26, 1963
See text
NEW DOME DISPLAY
Here is a colorful and compelling invitation to play the 2700. It can be used for location personalization — to feature album cover in conjunction with Music of the Week or Ten Top Tunes. Limitless color combinations.

HIGH SPEED TITLE STRIP CHANGING
With dome raised, entire hinged program unit drops to a vertical position. V-shape of each section makes title strips easily accessible — saves service time. Tone arm adjustment and needle changing are high speed operations, too.

WURLITZER PROMOTION PANEL — A REAL EXTRA PLAY PRODUCER
Softly glowing, fired-on, edge lighted letters indicate the presence of Wurlitzer Stereo Music, promotes play. Panel releases downward for access to switch banks and fluorescent tube or grille color shield.

GOLDEN SELECTOR BAR FOR TEN TOP TUNES FEATURE
To the greatest play stimulating feature ever Wurlitzer has added even more appeal. Deposit a half-dollar, the Golden Bar glowingly displays the message "Press For Top Tunes." Pressing the bar extinguishes the light, starts the Top Tunes playing.

Every Wurlitzer 2700 Feature is Money in the Bank for You
The new Wurlitzer 2700 is alive with new features — each in its own way contributing to greater earning power or lowered service costs. See and hear the 2700 at your Wurlitzer Distributors. Check all the new features yourself. Compare what you hear and what you see and you'll quickly agree...

WURLITZER has the Winner for 1963
It's Here! UNITED'S CIRCUS ROLL-DOWN BOWLING ALLEY

Players' Choice of 7 Ways to Play!

- REGULATION SCORING
  TOP SCORE 300
- DUAL-FLASH SCORING
  TOP SCORE 9600
  Strikes — 30, 40, 50, 60, 80
  Spares — 20, 30, 40, 50, 60
  If strike is missed, flashing lights permit player to pick up
  BIG 60 SPARE VALUE
- BONUS SCORING
  TOP SCORE 9900
- ADVANCE SCORING
  TOP SCORE 7300
- SPECIAL SCORING
  TOP SCORE 8900
- ALL SPARES SCORING
  TOP SCORE 3600

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NO-STOOP Shuffle-Alley Height
CHROME RAIL

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

Size
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PRE-ANGLED 2\% TWEETERS ON BOTH SIDES

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

FEATURED STAR DISPLAY PANEL
For model 404 Capri 100 Selection Phonograph

NEW ROCK-OLA WALL BOX

• Entire mechanism removable for fast efficient servicing!
• Extra large cash box.
• Deep recessed 50-cent chute.
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• Accumulator permits multiple coin deposits.
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