Sound track music from dramatic films has been responsible for some of the industry's biggest selling albums as evidenced by such recent smash LP's as "Exodus," "Breakfast At Tiffany's" and the current "Mutiny On The Bounty" track. Another destined to follow in the footsteps of the aforementioned is the track recording of the film world's latest and highly praised block-buster "Lawrence Of Arabia." Colpix Records has just issued the original sound track album and plans a major exploitation of the important property. In the photo above, Jerry Raker, general manager of Colpix Records, is shown presenting a special limited edition copy of the LP to Anthony Quinn, a star of the big film. Colpix rush-released the disk in advance of the label's February 2nd distributor meeting in Las Vegas.
AN EXCITING PAGE IS ADDED

TO THE COLUMBIA RECORDS CATALOG

Miss Patti Page has joined us... and in our book, her first single is certain to be a smash!

"Just a Simple Melody" c/w "Pretty Boy Lonely"

COLUMBIA SINGLES SELL!®

Also available on single®®
ON FOLK MUSIC

It may take a number of years for it to happen, but there is every evidence that in the near future, the larger record companies will find a "Folk Division" as integral a part of their operations as the Country, Jazz and Classical divisions are today.

The handwriting is on the charts. Folk music, whether it be referred to as "authentic" folk music or "pop styled" folk music is gaining by leaps and bounds as commercial strong-selling music.

It’s not important whether it was the Kingston Trio or another group which first started this broader acceptance of the folk feeling. The only important factor is that it’s here and keeps growing.

The fantastic rise of Peter, Paul & Mary, the repeated top of the chart success of the Kingston boys, the solid, steady top ten action of the Limelighters, the continued gains made by the Smothers Brothers in the album field are top indicators of the huge strides the folk field has made. But probably still more significant is the recognition a young lady named Joan Baez has attained, completing 1962 as the top selling female vocalist in the album field according to Cash Box’ recent year-end survey.

Only a year ago, almost everyone would have considered Miss Baez’ work “uncommercial.” The tremendous sale of her LP’s has certainly changed the industry’s thinking as far as her recordings are concerned.

The singles field has also shown us how strong folk music can be. Although the runaway success of the Rooftop Singers’ “Walk Right In” single (now the nation’s best selling single) may be considered an exception to the rule, it is nevertheless another barometer of this field’s potential.

There is no doubt that every important company now has its eyes out for folk talent. And many are keenly watching for the expiration dates of contracts of the veteran folk groups long considered to have only limited appeal.

Names such as Pete Seeger, Woody Guthrie, the Weavers, the Chad Mitchell Trio, Leon Bibb, the New Christy Minstrels, the Tarriers, the Highwaymen, the Brothers Four, Josh White, are all names of the future in our industry. As the folk sound becomes more acceptable to the ears of the adult and pre-teen population, these names will gain in importance.

Let’s not forget that not too long ago, Country music was a field limited by an imaginary pop boundary line. Today, no one can be sure whether a new country release is pop or country. The same was true of R & B not so long ago. And this applies to jazz as well. Today all are pop music.

This is now happening in full force to folk music. Folk artists have loyal followings. They repeatedly perform before sell-out audiences in concerts throughout the country and they leave their audiences hungry for their recordings. Although the campus crowds may be the leading buyers of folk music today, there is no doubt that this music is spreading to the pre-teens and adult market. And its boundaries are, at this point, unlimited.
Bobby’s Girl…

Marcie Blane

with her follow-up smash...

WHAT DOES A GIRL DO?
B/W

HOW CAN I TELL HIM?

Seville 123

ONE OF THE
AMERICAN LONDON GROUP

BOBBy’S GIRL AND 11 OTHER GREAT REASONS WHY THIS LP HAS TO ZOOM TO THE TOP

W 33001

GROUP OF GOLDIES

GROUP
ONE OF THE
AMERICAN LONDON GROUP

1. MARCIE BLANE
   BOBBy’S GIRL

2. BOBBY (BORIS) PICKET
   MONSTER MASH

3. THE FLARES
   FOOT STOMPIN’

4. THE G-CLEFS
   I UNDERSTAND

5. JIMMY SOUL
   TWISTIN’ MATILDA

6. BILL BLACK
   WHITE SILVER SANDS

7. KATHY LINDEN
   GOODBYE JIMMY GOODBYE

8. ERNIE MARESCA
   SHOUT! SHOUT! (KNOCK YOURSELF OUT)

9. ACE CANNON
   TUFF

10. THE RAYS
    MAGIC MOON

11. THE TRUMPETERS
    STRING OF TRUMPETS

Cash Box—February 2, 1963
Victor Offers 14 New LP's For Feb.


Two sacred albums include "The Magnificat," a Christmas Cantata performed by Fresmen Quartet with Hovie Lister and "Forever Faithful," Doris Akers.

F.T.C. - Columbia Club Hearings Still In New York Phase

NEW YORK—The New York phase of the Federal Trade Commission's attempt to make a monopoly case against the Columbia Record Club is now in full gear, with more than 100 witnesses scheduled to appear before the F.T.C. in the four cities where hearings will take place. In addition to New York, hearings are set for Philadelphia, Chicago, and Los Angeles.

Growing out of charges by the F.T.C. last July that the Club has gained an "unfair competitive advantage" by signing other labels to exclusive club agreements and that it has failed to make price comparisons (e.g., retail value, regular list price, usual list price), the hearings are expected to continue until March.

Before the hearings, the Club denied the charges, and the firm has contended no wrong-doing at the hearings. Columbia's lawyers have contended that club agreements have actually stimulated rather than stifled industry growth, and that the Club's Price Club ads were not misleading, but a part with competing clubs.

The F.T.C. has also been trying to develop a case that the Club is the area of regional dealer charges. It contends that in some cases purchasers of Club material are paying less than regular prices of dealers, a so-called "Club price" than their dealers. If such is the case, the club's prices may be misleading, and not the club's competitive advantage.

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RICHMOND FEB. LP RELEASE

NEW YORK—RCA, the low-priced LP division of London Records, has announced its LP release for February. Included in the release are Teahay's "Phoenix Concerts in D Major, with Campoli and the London Symphony," Binte's "Sinfonia No. 1 in Major," "Arabian Nights," "Carmen Overture," and "Carnival of Spain." Included also are Gershwin's "Symphony No. 5—From The New World" and "Overture Carnival of Spain." Also featured is "Symphony Orchestra; Brunnhyme; Sym" "Way Stations," and the Berlin Philharmonic; and "Elise Koenig in Opera."
Colpix Distrib Jos Las Vegas For
"Top of the Deck" Program, New LP's

NEW YORK—Colpix Records has chosen an apt city—Las Vegas—to promote its "Top of the Deck" program, which was designed to get the label's name in front of its fans and the general public. The new program, in which Colpix will give away a new LP from the "Top of the Deck," along with a selection of singles, will be featured at Las Vegas' Flamingo Hotel. A Colpix representative will be on hand at the hotel, featuring a $100.00 giveaway, and the albums will be billed as "Top of the Deck." The eight albums, which feature music in several categories, are "Neva

Colpix Opens Big Promo Drive On "Lawrence" Track

NEW YORK—Colpix Records has initiated strong promotional efforts on behalf of its soundtrack of "Lawrence of Arabia." Three indie record promotion men have been brought in to work exclusively on "Lawrence," which has both a regular and specially packaged deluxe edition. Sherr Finkelson will handle the east, Mary Helfer will make the rounds in the midwest and Paul Zucker will cover the west. Each plans to use the services of a "harem girl" to help boost record sales in small deejays. They will also check husbandry establishments for camels and camel stuff to use in their (Continued on page 36)

Kennedy Proposes "Income Averaging" Tax Revision, Artist Benefit Is Seen

WASHINGTON — Among President Kennedy's proposals for tax reform will be a measure to allow members of the entertainment field whose incomes may fluctuate greatly from year to year. The measure,幽 under the heading of "income averaging," would provide a formula of general application, the President stated in his recent tax message, by which artists could have a more stable income, and mean fairer tax treatment for authors, professional artists, actors and athletes, among others.

Kennedy said he had instructed the Secretary of the Treasury to present to Congress an "income averaging" proposal which he said would provide a more fair tax treatment for those who receive in a single taxable year unusually large amounts of income as compared to their average income for preceding years.

He added that the proposal would go beyond the "narrowly confined and complex averaging provisions of present law," which he said "tend to distort the tax relations from the Internal Revenue Code."

The estimated annual revenue cost of this proposal is $36 million, President Kennedy said.

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Danny Davis Named Dimension's Gen. Mgr., Linsky Exits Post

NEW YORK—Danny Davis has joined Dimension Records, the New York-based independent label, as head of the firm's operations. He was previously with Big Top Records, the Hill & Range publishing company.

Davis comes to the hot N-R-X label after a stint with Big Top Records, the Hill & Range publishing company. Meanwhile, Herb Linsky has left the Dimension setup as sales manager. Linsky plans to take a short vacation before announcing his future plans. During his stay with Dimension, Linsky often hits as Little Eva's, "Keep Your Hands Off My Baby" and The Cookies' "Chains." Prior to coming to Dimension, Linsky was associated with the Epic and United Artists labels.

Bobby Darin Forms Indie Production Firm For New Artist Exposure

NEW YORK — Bobby Darin has formed his own disk production company, T. M. Music, Inc., for the express purpose of giving new talent a chance to be heard. Darin himself has A&R'd the company first offering, a single by songster Wayne Newton, spotted by Darin when the artist appeared on a recent Jackie Gleason T.V. show. Newton's single, "Heart" and "So Long Lacy," will be released by Capitol Records—Darin's disk outlet via a deal between the star and Capitol proxy Alan Linnington. The deal is due for release on Feb. 11.

Darin emphasized that his firm has no exclusive distribution ties with any label, and that plans for multiple releases from T. M. Music in the near future may make an exclusive release arrangement impractical. Future releases include a single that T. M. Music would not be acting as a management firm. There are no plans at present, he said, to form an indie label out of the firm. He admitted that his own label was a possibility, but "saw some recent continued success of the firm over the next several years.

Darin, currently headlining a three-week engagement at the Flamingo Hotel in Las Vegas, said he hopes to have involved in conversations with a number of writers and disk artists. In the latter category, Darin's firm will cut another new singer, Jimmy Basile. Other pactees will be announced shortly. T. M. Music, Inc. has offices in Universal City, Hollywood and New York.

NARM Meet To Seek "Key To 1963"

PHILADELPHIA—The theme of the fifth annual convention of NARM, the racetracker organization, will be an attempt to answer the "Key to 1963.

In attempting to find this key, all facets of the record industry, particularly as they relate to the record retailers, will be under investigation at the business sessions. In commenting on the theme of the convention, which will be held at the Fairmont Hotel in San Francisco, March 3-7, Jules Malamud, the association's executive director stated, "Rather than look too far into a future which means little in our current situation, we feel that by attacking those problems which beset us as an industry in the current year, 1963, we will not only seek the key to 1963, but build a strong foundation for the future of the marketing of phonograph records which will prove of benefit to the entire industry. We must take advantage of the great gathering of creative, executive talent which will be present at the NARM Convention, and put the executive key to the business year we face.

To thoroughly investigate all facets of industry problems, a presentation will be made to the convention business meetings, by the former controller and director of finance of Columbia Records, Wilkins, because of the CBS mandatory retirement requirement, reorganized the label and will moderate the panel, which will be limited to the financial area, and will include leading record manufacturing executives and record rack merchants.

Following the keynote speaker, Columbia Records president, Lieberman, whose address will open the convention business meetings on Monday morning, March 4, a panel discussion of leading industry executives, both from record manufacturing and record handling companies, will be held, discussing the "Key to 1963" in the light of intra industry relationships and marketing problems.

In addition, a presentation, by Irw. M. Moss, executive of Ambassador Records, will investigate new areas of exploitation and featuring comparison analyses between the record industry and other consumer products.

Association forms for the 1963 NARM Convention closes Feb. 1. All members should return their forms before that date to the office of NARM, 210 Arch Street, Philadelphia, Convention chairman is Alvin M. Driscoll.

INTERNATIONAL—STAR ALBUM AIDS REFUGEES

NEW YORK—the talents of 18 performers from various countries have been united in an LP by Colpix Records entitled "All Star Festival" LP to aid the World Refugee Relief Fund.

Sponsoring the release, which includes never-before-issued dates, is the United States Committee for Refugees, working through the United Nations. A rush release, the album is available in the U.S. on Feb. 25.

Manufactured by Mercury Records, the disk will be available through all distribution channels, including retailers, and the Columbia and Capitol disk clubs. Mono price is $3.98, stereo $4.36.

Ed Morris Wilson, executive vep of the committee, said last week that this international LP "could represent sales in the U.S. to eventually reach 300,000 copies. He spoke at a press preview at the Hassell Bijou on Feb. 25 and last Tues. (22), which also featured advertisements, a marathon show for the benefit of Celeste Holm on behalf of the LP.

On Feb. 26, U. Thant, Secretary General of the UN, will be presented with the first copy of the album. In days to follow, albums will be given to President Kennedy, and Doris Day and Mau Mouskouri, both heard on the LP, at the UN in New York.

Olaf of Norway and King Paul of Greece, also represented in the LP, will be the official representatives of the United Nations High Commissioner for Refugees to the LP. The LP will also include a similar presentation to Queen Elizabeth.

Others performing in the album are Bing Crosby & Louis Armstrong, Nat "King" Cole, Maurice Chevalier, Patki Page, Ella Fitzgerald, Edith Piaf, Anne Shelton, Los Paraguas, Ma- hali Jackson and Caterina Valente.

Cash Box—February 2, 1963

WILLIAM G. WILKINS
## 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.

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1. AM I THAT EASY TO FORGET / I REALLY DON'T WANT TO KNOW</td>
<td>&quot;Little Esther Phillips (Lunas 5566)</td>
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<tr>
<td>2. MISERLOU</td>
<td>Dick Dale (Dettone 5019)</td>
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<td>3. WHITE LEVIS</td>
<td>Majorettes (Troy 1000)</td>
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<td>4. THE SAME OLD HURT</td>
<td>Jerry Ives (Ducco 37469)</td>
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<td>5. LEAVIN' ON YOUR MIND / LA LE LA LE TRIANGLE</td>
<td>Patsy Cline (Ducco 3140)</td>
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<td>6. HALF TIME</td>
<td>Routers (Warner Bros. 5332)</td>
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<td>7. LITTLE WHITE LIES</td>
<td>Redhairs (A &amp; M 704)</td>
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<td>8. GUILTY</td>
<td>Crooks (Solmo 311)</td>
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<td>9. THEME FROM LAWRENCE OF ARABIA</td>
<td>Fervente &amp; Teicher (United Artists 563)</td>
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<td>10. NOBODY BUT ME</td>
<td>Isley Bros. (Wend 131)</td>
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<td>11. MAMA-QOM-MOW-MOW (THE BIRD)</td>
<td>Rivingtons (Liberty 55528)</td>
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<td>12. MAGIC STAR</td>
<td>Margie Singleton (Mercury 72079)</td>
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<td>13. BOSS</td>
<td>Rambler (Dot 16421)</td>
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<td>14. 2,000 POUND BEE</td>
<td>Ventures (Liberty 67)</td>
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<td>15. PIN A MEDAL ON JOEY</td>
<td>James Darren (Columbia 672)</td>
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<td>16. OO-LA-LA LIMBO</td>
<td>Danny &amp; Junior (Gayden 1246)</td>
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<td>17. SLOP TIME</td>
<td>Shireys (Gayden 2077)</td>
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<td>18. MR. COOL</td>
<td>Champs (Challenge 9120)</td>
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<td>19. COMES LOVE</td>
<td>Skyliners (Vivianent 104)</td>
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<td>20. FOUR LETTER MAN</td>
<td>Freddy Cannon (Swan 4132)</td>
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<td>21. ONLY YOU</td>
<td>Mr. Acker Bilk (Atco 6247)</td>
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<td>22. ZINGI WENT THE STRINGS OF MY HEART</td>
<td>Fury (Mack IV 112)</td>
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<td>23. JELLY BREAD</td>
<td>Booker T. &amp; MG's (Stax 137)</td>
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<tr>
<td>24. THE LONE TEEN RANGER</td>
<td>Jerry Londis (Amy 875)</td>
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<tr>
<td>25. WHAT DOES A GIRL DO</td>
<td>Marvin Blake (Juliette 125)</td>
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<td>26. FLAPJACKS</td>
<td>Georgia Rose (Class)</td>
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<td>27. MAMA DIDN'T LIE</td>
<td>Fats Domino (ABC Paramount 10387)</td>
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<td>28. RED PEPPER</td>
<td>Roosevelt Fountain &amp; Pena</td>
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<td>29. ANYONE BUT HER</td>
<td>Joni James (MGM 11177)</td>
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<tr>
<td>30. I'M SORRY PILLOW</td>
<td>Lee Andrews (Parkway 460)</td>
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<td>31. GO HOME GIRL</td>
<td>Arthur Alexander (Dot 16425)</td>
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<td>32. BONNIE DO</td>
<td>Johnny Cooper (Ermine 42)</td>
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<tr>
<td>33. BUTTERFLY BABY</td>
<td>Bobby Rydell (Cenex 742)</td>
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<td>34. I BELIEVE</td>
<td>Dick Stewart (Abo 117)</td>
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<tr>
<td>35. THE BIRD</td>
<td>Dutilos (Columbia 42567)</td>
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<td>36. KISS TOMORROW GOODBYE</td>
<td>Danny White (Frica 104)</td>
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<td>37. WALK RIGHT IN</td>
<td>Moments (Era 3099)</td>
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<tr>
<td>38. DON'T LET ME CROSS OVER</td>
<td>Carl Butler (Columbia 42593)</td>
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<td>39. SPANISH TWIST</td>
<td>Rollin Coasters (Del-Fi 4194)</td>
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<td>40. FIRST STAR</td>
<td>Frankie Lane (Lassus 101)</td>
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<td>41. LOOK AT ME</td>
<td>Debbie Gray (Co-Duck 1602)</td>
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<tr>
<td>42. DON'T WAIT TOO LONG</td>
<td>Erma Franklin (Epic 9559)</td>
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<td>43. AFRAID</td>
<td>Jimmie Rodgers (Dot 16428)</td>
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<td>44. FADED LOVE</td>
<td>Jackie DeShannon (Liberty 55526)</td>
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<td>45. DON'T CRY DONNA/ GONNA TAKE A CHANCE</td>
<td>Tommy Roe (ABC 10389)</td>
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<tr>
<td>46. DENYER</td>
<td>New Christy Minstrels (Columbia 42673)</td>
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<tr>
<td>47. ACAPELICO 1922</td>
<td>Fifteen Penn (La &amp; M 703)</td>
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<tr>
<td>48. YAKETY SAX</td>
<td>Boots Randolph (Monument 804)</td>
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<tr>
<td>49. TELL DADDY</td>
<td>Box E. King (Atco 6246)</td>
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<tr>
<td>50. CASTAWAY</td>
<td>Healthy Mills (Vista 408)</td>
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</tbody>
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**Just Released**

**Jonah Jones**

Great New Album

"That Righteous Feeling"

T 1839, ST 1839

---

**THE FABULOUS JONAH JONES**

**Featured on the**

**ARTHUR GODFREY**

**And the Sounds of New York Special**

Over CBS-TV Network, Friday, Feb. 1st, 8:30-9:30 P.M.

---

**Direction:**

SAM BERK

160 W. 46 St., N.Y.
George Maharis "Don't Fence Me In" 5-9569
Erma Franklin "Don't Wait Too Long" 5-9559

Tony Orlando "Shirley" 5-9570
Adam Wade "Don't Let Me Cross Over" 5-9566

Lester Lanin "Tumbling Tumbleweeds"
c/w "The Ballad of Red River Valley" 5-9571
RECORD REVIEWS

HENRY JEROME (Decca 31465)
(B+) "LA LA LA LA LA LA LA LA LA" (2:12) [Song&Smiths ASCAP—Gleason] This charming number of Eugene Demoss and the Jackie Gleason (he penned the tune) TV's. Choruses, with a by-now familiar style of refrains, is an ode to the lady whose name is in the title. The arrangement, done in the style of Respectable, has an entirely "Midnight In Moscow" trad flavor. Two programming goodies.

DARIA STATION (Capitol 4910)
(B+) "YOU'LL BE HERE NOW" (2:25) [Chappell ASCAP—Reichnau] The lovely old ballad, generally associated with Jeri Western—is in very quality vocal hands in this version. Bing Crosby, who has a yen for this style, will love it. Eine Music outlets have a first-rate singles vocal.

"COME & SEE THIS OLD FOOL" (2:01) [Mausrem BMI—Rodgers,Melody] Light-Bean blues rhythm.

LITTLE PEGGY MARCH (RCA Victor 6239)
(B+) "I WILL FOLLOW HIM" (2:29) [Leeds ASCAP—Altam, Gigolo] Light-Beat is the name of the game on this hit. The song is sung by a steady Latin rhythm and chorus effect which is sure to please those who like this type of music.

BILLY COOK (Lawn 204)
"THIS LITTLE WORLD (Has A Moon, Has Stars)" (1:56) [Marvin ASCAP—Fagon, Singer] The song is sung by a steady Latin rhythm and chorus effect which is sure to please those who like this type of music.

LEW DOUGLAS ORCH. (Newport 107)
"WHERE THE BONGOS PLAY" (2:32) [Harrington ASCAP—Douglas, Whitman, Polifoni] It's hard to detect a song this good, but the song is delightful. It's a highly original piece with a smooth, catchy melody. The vocals are excellent and the arrangement is superb.

JIMMY ISLE (Mala 459)
(B+) "EVERYBODY GONNA' A WALKIN' " (1:56) [Lowery BMI—Isle] This is a strong rock-a-billy romp by the vocal performance is top-notch. The song is well-done, and will no doubt become a favorite. It's a must.

BRIAN HYLAND (ABC—Paramount 10100)
"IF MARY'S THERE" (2:37) [Pogo ASCAP—Udal, Gold] "REMEMBER ME" (2:16) [Pogo ASCAP—Udal, Gold] Brian Hyland in full swing with this fine vocal. The song is well-written and performed.

CANNONS (Melody Lane 5513)
"THE JIVE SAMBA" (2:18) [Artillery BMI—Adderley] "LILLIE" (2:39) [Artillery BMI—Jones] These two songs are in the top ten of the popular charts. The CANNONS are a fine vocal group with a fine chart position.

JONI JONES (2:25) [Harms ASCAP—Porter]
"ALRIGHT OKAY YOU WIN" (2:56) [Melody Lane BMI—Wynne, Watts] MARILYN LANE (2:45) [Harms ASCAP—Porter]
"DON'T FENCE ME IN" (2:5) [Harms ASCAP—Porter]

JOANIE SOMMERS (Warner Bros., 5339)
"SINCE RANDY MOVED AWAY" (2:33) [Alden BMI—Artho, Loughlin] (Leeds ASCAP—Quarter, Bennet) (2:28)

"HELLO WORLD NO. 7" (2:37) [Pamper BMI—Polifoni, Wooley] "SHUTTERS AND BOARDS" (2:15) [Pamper BMI—Polifoni, Wooley] [Camp & Company] "Murphy, Turner, Wooley.

BEN COLDER [501 23132]
"Don't Go Near The Indians"—his brother, Leadoff platter is a charming razz-a-azz-a-tax'se label $"Memories," Memories. The other is a touching soft ball of a tart, titled "Since Randy Moved Away." Excellent Stan Applebaum arrangements on this potter duo.

"GABRIEL & THE ANGELS" (Swan 1132)
The group, so long in cashing in with "That's Life," can make it two Swan slickers in a row with this one. It's another fun poke at JKF—stating that "All Work-No Play"—makes Jack the President, catchy cha cha twist novelty that can move out real fast. Also eye the tasty "Peanut Butter" coupler. Could be a two-sider.

"ALL WORK—NO PLAY" (1:57) [Mary Hill, Click Clock BMI—Keller] "THE PEANUT BUTTER" (2:11) [Mary Hill, Click Clock BMI—Keller] "THE PEE Wee BOYS (2:20) [Nu-Lenora BMI—Brandom] "The Peanut Butter" song stems from the lads and backing.

JIMMY REED (Columbia 42077)
(B+) "GET A BOSSA NOVA" (3:09) [Marpet ASCAP—Faith ] "DON'T USE IT, NOUSE IT" (3:00) [Drury Lane ASCAP—Polifoni, Orchestra, gilt, orchestra] on this program. The orchestra is done in a tempo, the orchestra is sure to be a hit. The song is in the top ten of the popular charts.

PERCY FAITH ORCH. (Columbia 42077)
(B+) "THEME FROM LAWNESS OF ARABIA" (2:35) [Gower BMI—Larocca] The offset cut of the sheet music, with a concertino keyboard up-front.

JANICE WEAVER (Norwood 106)
(B+) "ROBBIE" (2:09) [Nu-Lenora BMI—Brandom] "I'm Feeling Right Now"—its humorous song stems from the lads and backing. Label is based in Washington, D.C.

B) "THE GAME" (2:09) [Nu-Lenora BMI—Brandom] "The Game" is done in a tempo, the orchestra is sure to be a hit. The song is in the top ten of the popular charts.

LEW DOUGLAS ORCH. (Newport 107)
"WHERE THE BONGOS PLAY" (2:32) [Harrington ASCAP—Douglas, Whitman, Polifoni] It's hard to detect a song this good, but the song is delightful. It's a highly original piece with a smooth, catchy melody. The vocals are excellent and the arrangement is superb.

JIMMY ANDERSON (Excello 2227)
(B+) "I'M A KING BEE" (2:21) [Excello BMI—Carroll, Putman] Here's a fine, solid, shuffling, tradition-oriented r&b lament rendered in a crisp, sincere manner. Jimmy Anderson, Side has enough good things in it to create a stir.

B) "GOING THROUGH THE PARK" (2:39) [Excello BMI—West, Anderson] More fine-sounding title of this album, but despite a rather uptempo ballad with an extremely danceable beat.

Cash Box—February 2, 1963
BOBBY RYDELL

does it again!

"BUTTERFLY BABY"

C242

THE BIG ONES ARE ON CAMEO/PARKWAY
"ENDLESS NIGHTS" | (2:05) [Alden BMI—Greenfield, Karen]
"ANOTHER DAY, ANOTHER HEARTACHE" | (2:30) [Aldon BMI—Greenfield, Karen]

JIMMY CLANTON (Ace 8006)
Clanton's next chart-making appearance sounds like it'll be "Endless Nights." Singer is in top vocal form as he rooks out the heart-breaking romance. Terrific vocal and twistin' instrumental backdrop led by Billy Mure. More tearful lyrics, in beat-ballad form, on the lowerend.

"WALK ME HOME (FROM THE PARTY)" | (2:26) [Rombed BMI—Clark, Faith]
"WHO WILL YOU HURT" | (2:05) [Debmarr ASCAP—Marcucci, Faith]

CLAUDINE CLANCY (Chancellor 1130)
Looks like Claudine Clark has another "Party Lights" hit stand on her hands in this new Capitol offering. It's a tailored-for-toren-tastes 'all-dance' thumper tagged "Walk Me Home (From The Party)," that Claudine, it has Faith on chorus and shows to her band. This is more in the same manner. However, don't overlook the heartfelt beat-ballad undertone, "Who Will You Hurt." It, too, has the chart goods.

Jan Howard appears to have a dual-chart, pop-country hit in her new Capitol session, "Wind Me Up (I Cry)."

THE TIARAS | (2:07) [M-1:376]

THE TIRAS (Valiant 6027)
(B+) "YOU TOLD ME" | (2:00) [Sherman & DeVorzon BMI—Chandler, DeVorzon] This effective stand by the femme song group speaks well of the Tiarases manner. Team can't miss action with this dramatic affair.

(B) "I'M GONNA FORGET YOU" | (2:00) [Sherman & DeVorzon BMI—Chandler, DeVorzon] Arrangement here is also done with a bow to The Shirrles.

CHARLY TABOR | (5055)
(B+) "MEXICAN MOON" | (2:01) [Hillens BMI—Scharfenberger, Trumpet] Tenor ballad, soloist on Bert Kaempfert's "Wonderland by Night" that's a pop gap tag on a play of an attractive melody. Not unlike the Shirrles' sound, includes a 4-chorus changes by the male cut. Cut could happen.

(B) "CAUCAUSIAN MELODY" | (2:00) [Chapman BMI—Scharfenberger] Charming tunes is in for a sparkling arrangement here.

EDDIE KOCHAK & HAKKI OBADIA | (403) [Georgette 603]
(B+) "HAVA NAGILA ARABY" | (2:10) [Georgette BMI—Ar-Cohen, Obadia] The Israeli is presented, of all things—haste and Tempo, as an arrangement. Of course, fits such a setting very well. Cut is from an LP tagged "Anamara.

(B) "JAZZ IN CASINO" | (1:59) [Hillens BMI—Scharfenberger] Jazz pullout, as is for a sparking arrangement here.

BONNIE GUITAR | (707)
(B+) "THAT'S THE WAY I TOUCH DREAMS TONIGHT" | (2:27) [Aucuff-Rose BMI—Williams] A tune by the BenT'icon for Williams spun off the established country-oriented sound of a vehicle on which the singer has dis
tored by the Nashville concept, a Nashville vocal juice support sounds.

(B) "THE FOOL" | (2:40) [Debra BMI—Beck] A piano solo that puts lots of feeling into a disk return for a onetime kick. Guitars are spotlighted in this setting.

DIANE EMOND | (62101)
(B) "I CAN'T HELP IT (If I'm Loving You)" | (2:50) [Aucuff-Rose BMI—Williams] One of the latest Hank Williams' most popular is handled tenderly and conjuringly by the lady, who gets a legit full orch-heart backdrop. Fine back up sound from the Hollywood-based diskery.

(B) "I WANNA BE YOUR LOVER" | (2:12) [Sherman & DeVorzon, Chandler] Exciting decla-

ations of young who's been more than just a friend to this guy.

MISTY | (4:00) [V.P. BMI—Greenfield, Karen]

MILEY CARDBOARDS (Cardiboards 2002)
This quite the hit, a chart topper that could be charted in the over and pop-country category, it being in the sheet music in the week to come. More of the same infectious 'old sound' tear ballad stuff on the flip.

"PRIDE" | (2:28) [Ponderosa BMI—Madera, White]
"OVER THE WEEKEND" | (2:30) [Donelle BMI—Madera, White]

NIGHT SHADOWS | (2:16) [Hollywood BMI—Madera, White]

"Pride" is the side that looks a big Top 100 hit for the songster and the Philadelphia-based label. String—tune—not the recent country cleck—in done-up with a sure-fire bright shuffle-beat sound. In other words, the card has got it. Flip portion goes down a similar rock route.

LEEN-ANE | (Ann 100)
(B+) "NEVER" | (2:09) [Sheep-Mike BMI—Leyden] Gal who's been hurt had this one for months. This very inviting essay by the ship and her string-instrumented ballad back-

drop. The Hollywood-based diskery has a side that could develop into a click.

(B) "U.T.-GOOLY-GEF" | (2:40) [Sheep-Mike BMI—Leyden] As the title indicates, this a genial rock cut.

BUDDY LAMP | (ABC-Paramount 1038)
(B-) "PROMISED LAND" | (2:07) [Alden BMI—Wells, Manley] Singer Lamp is a strong vehicle for a chart. A LAUHMUS of the lady who's been hit by fella who has found heaven-on-earth with the meeting of a true love. Implausible entry.

(B) "I'M COMIN' HOME" | (2:25) [Alden & Lloyd BMI—Watts, Moore] An easy-go blues statement by the token arranger.

JANE WHITE | (Dànntæs 633)
(B+) "BLACK & WHITE & READ ALL OVER" | (1:50) [11th Ave. Theatrical ASCAP—White, Straus] This is a novelty based on the New York newspaper strike in which a news-starved gal would settle for any New York news. A song for an Easter present. Snappy performance by the lark and keyboard division.

(B) "ALAS, NO GAS" | (2:30) [11th Ave. Theatrical ASCAP—White, Straus] A couple of kids stuff about a go's car buff boyfriend who hasn't any money to buy gas.

THE INVICTAS | (United Artists 533)
(B+) "GREEN BOW TIE" | (1:50) [Sparber BMI—Amadio, Russ, O'Donnell, Baker, Agnus] The melody is "Greenleaves," and the pro combo attraction offers a strong teen-urban translation. Particularly worthy are the striking high-note organ statements. Could something be.

(B) "I CAN'T TOUCH OF ORCHID" | (2:12) [Sparber BMI—Amadio, Rus,

N.O'Donnell, Baker, Agnus] A more deliberate rock sound from the crew whose vehicle also has a folkish feel.

FRED PARRIS & THE FIVE SATINIS | (Candicile 411)
(B+) "Somewhere" A VOICE IS heard by the year and the vocal crew are an exciting team-

ing in this speedy rock showing. (Yes! rock stuff that will keep the kids interested at all-the-way. New York's Times, Square label handles the disk.

"SHES GONE" (With the real "Windy"

FRED NOLL & THE FIVE SATINIS | (Candicile 411)
"There's no rush to this sentimental presentation for the youngster.

BILL HENDERSO | (Gum 13109)
(B+) "I NEED TIME" | (2:12) [Red-

ketch BMI—Taylor, Meade] The vet vocalist team shows a good jazz feeling, the arrangement an interesting number about a fella who's been moving around with a lot of time to forget a love who has just walked out the door. There's a striking soft, Latin-rock stuff on the orch-crust. Side could go places.

(B) "IT'S A SIN" | (2:24) [Milene ASCAP—Rose, Turner] Relaxed wistful stiff here.

Cash Box—February 2, 1963
Sometimes I'm Happy—
Sometimes I'm Blue
VINCENT EDWARDS

A BEST SELLING ALBUM

ON DECCA RECORDS NATURALLY!
**RECORD REVIEWS**

- best bet B- very good C good C+ fair C- mediocre

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

---

**Best Bets**

**FRANKIE AVALON (Chancellor)**

- **"MY EX-BEST FRIEND"** (2:18) [Alboro BMI—Weil, Mann] Only one hit song out of the winning track with this thumpin' twister on which he loses his gal to his best friend. Pretty vocal and instrumental showcase, provided by Jimmie Haskell, rounds out the potent chart contender.

- **"FIRST LOVE NEVER Wilt"** (2:05) [Alboro BMI—Morris, Seals] The extremely pretty soft ball changes a ballad Poland and is a lovely ballad.

- **"HUCKSTER"** (2:57) [Barbizon BMI—Ander- son] Less successful sentimental stint.

**JEAN TREVOR (Norman 531)**

- **"SOUTHBOUND TRAIN"** (2:12) [Choral BMI—Poper] Blues stylist is solidly hip to the dis- enchanted quality of the fine bluesier. She's accompanied by a class combo sound. Good music joks have a note- worthy far-away expressive style.

- **"GET OUTTA MY HEART"** (2:00) [Gill BMI—Kennedy] Catchy blues rhythm portion.

**ELOY & THE EXCITEMENTS** (Alanna 565)

- **"MY LOVE WILL NEVER Wilt"** (2:17) [Duchess BMI—Walker] Guys invitingly blend on a sure-handed sentimental for the teen-trade. Granted the sound has a years-back flavor, but, nonetheless, it's got pretty solid basic ballad rhythm and lots of sincerity. Two powerful sides.

**THE JACK COLE QUINTET**

- **"BIG FIFTH AVENUE"** (2:30) [Radio Active BMI—Harris] This is the fourth and arresting ballad beaut by the Jack Cole Quintet. The lazy sax and organ are spotted in the afterhours of a favorably flavored music that can make the grade. Particularly the saxophone and organ, a distinctive performance.

- **"MACKY'S"** (2:35) [Figure BMI—Kirkland] The swingin' undercurrents have a bright program- ming outlook.

**CHRIS BARBER'S JAZZ BAND** (Laurie 3154)

- **"KING KONG"** (2:09) [Bur- don, Scar ASCAP—Maltz] Former sax man Barber's Jazz Band can make the "Petit Fleur" chart rounds with this change-in-the-chord-structure and tempe delighters. Real catchy entry that sports a host of tempting instrumental sounds.

- **"IT LOOKS LIKE A BIG NIGHT TONIGHT"** (2:10) This rowing ups is what the tag implies. Bright companion piece.

**LENNY O. HENRY (Smash 1880)**

- **"MR. MOONLIGHT"** (2:12) [Saturday ASCAP —Cannon, Fella piano at the moon in this distinctive medium-beat blues outing by singer Henry and his orchestra backing. Bob Crewe produced this portion, a side that could show up.


**VINCENT EDWARDS (Decca 31460)**

- **"YOU'LL STILL HAVE ME"** (3:36) [Northern ASCAP—Goodman, Rosenbloom, Y.D. "Bobby Case" offers a legit ballad portrayal of a winning affectionate. He's backed by an attractively, keyboard-led arrangement. His TV stage manner makes it a sure bet for exposure.

- **"TO KILL A MOCKING- BIRD"** (3:16) [Northern ASCAP—Bernstein, David] A pretty tune has been written for the flax adaptation of the best-selling book.

**DON ANTHONY (Barbizon 102)**

- **"LOST ROMANCE"** (2:17) [Manor ASCAP—Herman, Benson, Lewis, Pendergast] Legit warbler lightly swings an exotic romancer, while Don Rodney directs a fine organ backing. Perfect arrangement. Spinable good-music side.

- **"ONLY IN MY HEART"** (2:57) [Barbizon BMI—Andersen] Less successful sentimental stint.

**JEAN TREVOR (Norman 531)**

- **"SOUTHBOUND TRAIN"** (2:12) [Choral BMI—Poper] Blues stylist is solidly hip to the dis- enchanted quality of the fine bluesier. She's accompanied by a class combo sound. Good music joks have a note- worthy far-away expressive style.

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**JO ANN CASTLE (Dot 16442)**

- **"BALLARD OF JED CLAM- PETT"** (1:53) [Carbolitone BMI—Hemings] This is a snappy honky-tonk keyboard-led reading of TV's "Beverly Hillbillies" theme, a chart item for Platt & Scruggs (Columbia), Fine sunny disk representa- tion for the ditty.

- **"MAID IN FRANCE"** (2:00) [Leeds ASCAP—Calvi] More rinky-dink joy.

**HUGHIE GARRITY (Duel 522)**

- **"BYE BYE TRAVELIN' MAN"** (2:42) [Conquest ASCAP statement from the songwriter and his busy combo-chorus support. Deserves teen-time spins.

- **"TOO POOPED TO POPPEYE"** (2:25) [Conquest ASCAP— Bogdany] Lively novelty based on the popular teen step.

**TERRY DAY (Columbia 45788)**

- **"BE A SOLDIER"** (2:15) [Bob Killian, ASCAP—Hilliard] Doris Day's rock-market marketing of this vocal number and this no- let-up, sunny-beat affair. Lots of rockin' color here that ought to be caught.

- **"I LOVE YOU, BETTY"** (2:05) [Pocemo BMI—Spector, Hunter] Can enter rock seas in a soft ballad ballasting.

**GUITAR CRUSHER (Decca 6344)**

- **"THE MONSTER"** (2:18) [Pandora BMI—Sykes, Selby] Add another novelty to the teen dance field and this would be a big winner from the songster and his Swingin' compan- ions. Quite a romp.

- **"ITCH WITH ME"** (2:06) [Pandora BMI—Moore, Saunders, Flecter] Fresh pop sock stuff for the teen dance floor.

**FRANK & RICK (Ultra D’Ore 704)**

- **"PITTER PATTER"** (2:12) [Choral BMI—Frank, Rick] Frank & Rick's latest hit is in the same appeal- ing style on this quick paced rockers are more to attract a heap of attention.

- **"SAYIN' SOMETHIN'"** (2:12) [Choral BMI—Fenster- ton, Davis] This song has really the falls point out that leons more that the r&b school.

**NANA SUMI (Champoo 711)**

- **"HAVA NAGILA"** (2:58) [Et- cetera ASCAP] The lark displays her language versatility on this captivating English, Japanese and Hebrew performances of the Israel folk song. Strong entry for change- of-pace programming.

- **"BETORAMA"** (2:05) [Et- cetera ASCAP—Taus, Gould] This all-English stand displays the lark's voice as described in the show- ways. Label's based in Hollywood.

**JACK LEWIS (Imperial 5880)**

- **"MOP TOP"** [Post ASCAP— Lewis] Cleffer Lewis can grab off lots of hits on his sock vocal job on this tantalizing novelty rocker about a gal who has the hots described in the show- ways.

- **"BAD CASE OF LOVE"** (2:15) [ASCAP—Lewis] This end's the whole taste of this novelty that can step out and head towards chartville.

**JOHNNY CYNAL (VeeJay 495)**

- **"BACHELOR MAN"** (2:18) [Kedlen BMI—Hodges, Silva] Zenny novelty chart marks the spiritied fun rocker from the songster and his sunny-beachy affair. Good rock workout.

- **"GROWING UP WITH YOU"** (2:57) [Diplomacy BMI— Laurence, Silva] This appealing rock- ballad has the feel of a Bobby Vinkin skin.

**DICK LORY (Liberty 55529)**

- **"I GOT OVER YOU"** (2:05) [Liberty BMI—Lory and his back-up sound have a flavorful of Neil Seals disk efforts in this catchy. Fro sunny affair with a plaintive story-line.

- **"WELCOME HOME AGAIN"** (2:54) [Camerilite BMI— Glasser] Nice easy-go item from down Nashville way.

**CAROL SLADE (Domino 1015)**

- **"I WANNA KNOW RIGHT NOW"** (2:21) [Cord & Pop- corn BMI—McCoy] Lark could make noise with this rhythmic blues romancer tune that her face is backed by a rich rockin'-a-string & chorus ar- range. Worth eying.


**JOHANNES & HIS ORCH.** (Atco 6249)

- **"HOT SANDS"** (2:58) [Cott- ilon BMI—Sharfenberger, Felts] This is a very interesting r&b reading of an exotic melody, with a trompeter leading the way. Fine im- ported particle this instrument.

- **"MARGARITA"** (2:40) [Landowonde-Winston ASCAP—Malkin, Parrazzu] Male chorus is a major part of this happy stand.
ANOTHER SMASH HIT!

"IN DREAMS"

AVAILABLE IN EYE-TRACTIVE 4-COLOR SLEEVE

c/w "Shahdaroba"

MONUMENT  # 806

by

America's No. 1 Song Stylist

Roy Orbison

Cash Box—February 2, 1963
Cash Box—February 2, 1963

**Best Bets**

- **BLOWING IT**
  - CHAD MATTICHEL THIO (Kapp 510)
  - "BLOWING IN THE WIND" (2:43) [Sunshine Band—Adapt & Arr. by Bob Flick, OKun] The old folk dance music—about the area in South Africa—is presented with fine commercial appeal by the band's strong folk-pop attraction, Ought to be cried.

- **THE HIGHWAYMAN**
  - [United Artists 506]
  - "PRETORIA" (2:22) [J. Shink BMI—Adapt. & Arr. Fisher, Rubin] The old folk fash—about the area in South Africa—is presented with fine commercial appeal by the label's strong folk-pop attraction.

- **Bobby Curtin** (Del-Fi 4159)
  - "DESTINATION LOVE" (2:10) [Kemo BMI-Hurdon] The label has gotten some noise makers from the teen vocalist, and could make up a drive-by, the label's strong folk-pop attraction, Ought to be cried.

- **Bobby Curtin** (Del-Fi 4159)
  - "I NEVER WILL MARRY" (2:45) [Seals & Crofts—Bobby Curtin]

- **Ral Donnor** (Reprise 20141)
  - "I GOT BURNED" (2:13) [Ral Donnor BMI—Donnor] Song about a girl who gets her heart broken, she leaves her man.

- **Chip Taylor** (Warner Bros. 3329)
  - "A GUY DON'T NEED A LOT O' TIME" (2:45) [Bacon BMI—Taylor] The song is an intriguing touch to this ballad, explaining the singer's loneliness.

- **Kenny Dino** (Musicor 1027)
  - "HEARTLESS MOON" (2:12) [Arch ASCAP—Gies, Wieter] A somewhat countryish tune with a bit of a rock flavor, Dino's polished reading of a Nashville-type romance.

- **Hattie Littles** (Gordy 7097)
  - "HERE YOU COME" (2:41) [Jetette BMI—Gordy] An effective blues is done with attention-getting drama by the lark and her ork-chorus backing. Storyline concerns a street woman who is a girl who treats her kinda rough. Drum can be too light, however.

- **Val Martinez** (RCA Victor 8140)
  - "SOMEONE’S GONNA CRY" (2:11) [Regen BMI—Blues, Augustus] Singer Martinez and his material is this label's back-up sound has what it takes to keep the kids interested in the dramatic blues-oriented successes here. Exciting stuff.

- **Bobby Curtin** (Del-Fi 4159)
  - "YOUR LOVE IS WONDERFUL" (2:43) [Jetette BMI—Gordy] Mellow blues-market softie by the songster.
HIT IN HAND

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  Washington, D. C.
- All-South Dist.
  New Orleans, La.
NEW YORK:

Jack LaForge to make his 4th re- 
turn to the W-O 2/6 WTO-AM, in behalf of his Pur- 
ple Sunday School and ARS. Cleve Larance long-distance from 
New Orleans that his Medallion stand, 
"The Stick," is attracting loads of play. . . .

Father Bernardine of St. Michael's 
Church in Brooklyn has announced that 
their record hop to raise funds to rebuild 
its recently closed "The Dog," . . . Ray 
Dobard telegrams from his Music 
City Record Shop in Berkeley, Cali- 
fornia, that there's an overactive churn 
in Cannonball Adderley's "Jive Samba" 
(Riverside).

Vincent Lopez
cally Dodd

ARLENE CASEY

Tony Farrar

Shelia Jordan

Bert Conoy

Laughter Came Tears" c/w "Look 
or Factory"
"Paradise" c/w "There's Somewhere"
"Dreams" c/w "The Outlaws"
"My Foolish Heart" by The Dimensions.

The Regal Theater presented its 
newly formed, new Recordland Al-Stark's of 1963 (1/18- 
1/25), featuring Jerry Butler, Dee 
Dee, The Royal Teens, LaVern 
& Trio, Redd Fox, The Crystals, 
Gladys Knight and The Pips, The 
Wilts, Dick Biondi who was named 
dejay of the year in Bill Girvin's 
annual popularity poll . . . Erwin 
Barg is enjoying his 
exceptional reaction on our 
new album, The 
"Hill, Hill, Hi Lo" (MGM), Robert 
Goulet's "You Stopped Out, Of A Dream 
(Columbia) and "Paradise" by April 
Sullivan & Nina Messinger.

Ernie & Bill Leaser (United 
Record Dist.) braved the subzero 
weather last week to square the Isle 
Bros. around the local dejaay-hop circuit 
in behalf of their current 
album, "Randy Me But Me," . . . Ernie 
arrived at the deck's been getting 
more play than Jack Huss Kick 
"Tell Him I'm Not Home" 
and Mack Reebuck's 
"Doo-Wop" (T-191). 

The irresistible Malcolm 
Dodds just 
cuddled and produced the background 
music for a forthcoming shampoo 
campaign and may soon be singing 
"I Just Want To Get Back To You TV 
waves. . . We hear that 
Mercury Jack 
Caddy Dodd is making N.Y. 
its smart norty set up and take 
dex notice at her op at the Encore—de- 
average, but the 
arrange now handling the Cal's 
Loaders.

. . . Milton 
Karrke notes that both 
the met pop and jazz jocks are 
giving Mercury Jack 
headliner treatment.

. . . Congratulations to 
Mercury's banda 
and "Tender Years" (ABC) . . . Sam 
Hay's post, fame and 
publicity experience in and out of the 
"Brass Bottle." He's also set to 
rate a European pic import. Earl's 
current chart contender's "The Same 
Old Thing Your Momma Told You."

Blue Note proxy 
Alfred Lion has 
signed jazz throw Sheila Jordan to a 
long term pact. Cal, who's reportedly 
working on a new prose page three in 
the Village, has a seen-die LP labeled 
"Portrait Of Sheila Jordan." 

By couple of corrections: The address 
in last week's half-page ad for Painted 
Paloma Music—270 Ave. So., 
Nashville, Tenn. Cleffler 
& Conroy's new release: "Let's Turkey Trot," 
belong to Gerry Goffin and Jack Keller— 
who also have 
the Decca clip, "Your Used To Be." The 
Blondie Hope relocated to 
Goffin (and wife) Carol King . . . 
"T. J. Johnson notes that his 
Teen's 
the 1st issue of his break at record. Mercury 
with the kids in L.I. and N.J. On hand for 
the signing was Lila Lee, the 
Keytones, the Imaginations, Joe 
Hunt, the Laddins, Sunny & the 
Horizon, 

... Cosm's salesgal Evelyn 
Cornell items that the 
outrage in the Love 
"Our Songs of Love" 
(Whilshire) and that Rufus 
Thomas has signed a 
contract. "The Dogs,"

.. Ray Dobard telegrams from his Music 
City Record Shop in Berkeley, Cali- 
fornia, that there's an overactive churn 
in Cannonball Adderley's "Jive Samba" 
(Riverside).

... Cosm's salesgal Evelyn 
Cornell items that the 
outrage in the Love 
"Our Songs of Love" 
(Whilshire) and that Rufus 
Thomas has signed a 
contract. "The Dogs,"

Dot® RECORDS PROUDLY PRESENT

PAT BOONE WITH

A GIANT 2 SIDED HIT!!

DAYS OF WINE AND ROSES

AND

MEDITATION

16439

PAT BOONE'S SPEEDY GONZALES GOLDEN HITS

AND BEST SELLING ALBUM
DLP 3455
DLP 25455

AND BEST SELLING ALBUM
DLP 3475
DLP 25475

Cash Box—February 2, 1963
Fantasy Records

Oh, Boy! Oh, Boy!

*WE HAVE A SMASH SINGLE AND A SMASH ALBUM!

"CAST YOUR FATE TO THE WIND"
VINCE GUARALDI TRIO - FANTASY 563

"JAZZ IMPRESSIONS OF BLACK ORPHEUS"

featuring
"CAST YOUR FATE TO THE WIND"

Fantasy Records

(Cast Your Fate to the Wind) A

cash Box

record Ramblings

(Continued from page 18) Believe" which was picked up for national distribution by AWA Records . . . Dave Hubert, Harvard Records, topper back from a cross-country trek with the label's new album release. Hubert also stopped in Minneapolis to record the Contemporary Folk Group. . . . Fantasy took the Cure for the 2/10 Ed Sullivan Show. . .

Kappa Rho honed Roger Williams at a cocktail reception last Monday on the sales of his six millionth album, "Japanese." Nana Suni has recorded "Have Nagla" with Hebrew, English, and Japanese lyrics. Thrush is currently appearing at the Stardust in Las Vegas. . ..

Terry Melcher, in line with his stepped-up activities as a Columbia A&R presenter, will record gospel singer Hannah Dean on a new single in the r&b vein. . . Felix Slatkin in Sacramento where he accompanied Fanny Sinatra at the governors inauguration, stayed in the area to promote his album, "Hoo-down." . . . Rumor has Dick Clark's "American Bandstand" moving to the Coast dependent on the sale of a projected TV series for Clark. . . Ted Rosenberg to Miami for Columbia Records branch managers meeting. . . Ruth Christie's Tide record of "This Year" reportedly started to break out back East. . . Louis Prima with vocalist Gia Maione and Sam Butera and The Witnesses playing a four week engagement at Harrah's in Reno. . . Faloer Records out with another hot record, "Red Lips" by Wade Ray. . .

Herb Newman, Era records reports fast action all over the country on the new version of "Linda Lou" by Ray Sharpe on Snoqmark Records. . . Liberty recording artist, Johnny Mann also finds time to create & produce chorale sessions for motion pictures as well as tv & radio via his newly formed co., Johnny Mann, Inc. . . . Las Vegas' Flamingle Hotel, for first time in history, leased 50 billboards in the LA area to herald Bobby Darin's current 3 week headlining engagement. . . Programmer Bill Gavin has selected Kip Walmans latest Glad-Hump disk, "Gin and Tonic," as the quality pick of the week. . . Shelley Fabares, Colpix recording star, was special guest of UA's "Baliance Teen Topics" hosted by Bill Balance. . .

Jimmie Haskell arranged and conducted Joni James' MGM recording of "Anyone But Her." . . . Gordon and Sheila MacRae have been signed by new Coconut Grove entertainment director Jack Lerman, to begin a 3 week headlining engagement starting 1/30. . . The Irwin Zucker firm is shooting for a camel (preferable with two humps) to assist in the promotion of the music from "Lawrence of Arabia," . . . George Duning has been signed to write the score for "Who'll Stop the Rain," starring Jack Rose production starring Dean Martin. Jim Hawthorne, well-known radio and tv personality in Southern Calif., announced his candidacy for councilman for the 2nd Dist. . . The Lancers currently appearing at Seattle's Town and Country for three weeks, . . . Jerry Dunnon of Seattle reports "Just Think Of Me" and The Crystals' as his KAYO's spotlight pick of the week . . . Elektra

records will release Juan Serrano's second album, "Flamenco Fenomena early in February. . . The Kirby Stone Four, currently in the lounge of the Thunderbird Hotel, will do Chevrolet commercials with new lyrics by Kirby.

here and there:
PHILADELPHIA—Marie Wagner, of the I. J. Morgan One Stop outfit, buzzin' that Baby Jane & the Rocke-Byes have a sales-monster in their "Doggie In The Band. . ." . . . Chancellor's Marnie Musican sends along word that Felix Suni has a different sound in his latest release, "My Ex-Best Friend." . . .

Fran Murphy telegrams that Ed Bar-isky's distrib has hot items in Richard Crescent's "Hi, Hi, Hi Lo" (MGM), Dick Stewart's "I Believe" (Ava) and St Zentner's "Waltz In Jazz Time" (Liberty). . . Jimmy Myers notes that his tune, "Mish Mash," by the Compo Kids (Pa Jo) is kicking up loads of attention—with several diskiers bidding for the mast-er. . . "Doggie In The Band" in town, according to Heller distrib promos gal Ella Robinson, is "King Of The 1,000 Dances (Instant) the

\[\text{Text continued on page 18} \]
### Cash Box Best Selling Albums

**MONOURAL**

<table>
<thead>
<tr>
<th>Pos.</th>
<th>Last Week</th>
<th>Pos.</th>
<th>Last Week</th>
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<tbody>
<tr>
<td>1</td>
<td>THE FIRST FAMILY</td>
<td>1</td>
<td>VIVA BOSSA NOVA</td>
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<tr>
<td>2</td>
<td>MOVIN'</td>
<td>6</td>
<td>BIGGEST HITS</td>
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<td>3</td>
<td>MY SON THE CELEBRITY</td>
<td>7</td>
<td>RABBLIN' ROSE</td>
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<td>4</td>
<td>WEST SIDE STORY</td>
<td>3</td>
<td>JAZZ IMPRESSIONS OF BLACK ORPHEUS</td>
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<td>5</td>
<td>MY SON THE FOLK SINGER</td>
<td>2</td>
<td>SHERRY</td>
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<td>6</td>
<td>JAZZ SAMBA</td>
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<td>MILLION SELLER SONGS</td>
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<td>7</td>
<td>GIRLS, GIRLS, GIRLS</td>
<td>4</td>
<td>I'VE GOT A WOMAN</td>
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<td>8</td>
<td>PETER, PAUL &amp; MARY</td>
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<td>OUR MEN IN SAN FRANCISCO</td>
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<td>RICHARD CHAMBERLAIN SINGS</td>
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<td>MOON RIVER</td>
<td>11</td>
<td>MILLION SELLER SONGS</td>
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<tr>
<td>11</td>
<td>STOP THE WORLD--I WANT TO GET OFF</td>
<td>17</td>
<td>I'VE GOT A WOMAN</td>
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<tr>
<td>12</td>
<td>JOAN BAEZ IN CONCERT</td>
<td>13</td>
<td>OUR MEN IN SAN FRANCISCO</td>
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<td>13</td>
<td>OLIVER</td>
<td>16</td>
<td>RAPTURE</td>
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<td>14</td>
<td>MUSIC MAN</td>
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<td>THE SHIRELLES GREATEST HITS</td>
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<tr>
<td>15</td>
<td>LIMBO PARTY</td>
<td>10</td>
<td>MEMORIES ARE MADE OF THESE</td>
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<td>16</td>
<td>ALLEY CAT</td>
<td>12</td>
<td>FLY ME TO THE MOON</td>
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<tr>
<td>17</td>
<td>PEPINO</td>
<td>14</td>
<td>PRESIDENT STRIKES BACK</td>
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<tr>
<td>18</td>
<td>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC: Vol II</td>
<td>18</td>
<td>SONGS I LOVE TO SING ON THE JACKIE GLEASON SHOW</td>
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<tr>
<td>19</td>
<td>SINCERELY YOURS</td>
<td>20</td>
<td>SURFIN' SAFARI</td>
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<td>NEW FRONTIER</td>
<td>19</td>
<td>THE TWO SIDES OF THE SMOTHERS BROTHERS</td>
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<tr>
<td>21</td>
<td>VENTURES PLAY TELSTAR &amp; LONELY BULL</td>
<td>21</td>
<td>SHERRY</td>
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<td>22</td>
<td>GYPSY</td>
<td>26</td>
<td>MODERN ITALIAN HITS</td>
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<td>23</td>
<td>WARM AND WILLING</td>
<td>25</td>
<td>1962'S GREATEST HITS</td>
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<tr>
<td>24</td>
<td>BOBBY VEE'S GOLDEN HITS</td>
<td>22</td>
<td>ONLY LOVE CAN BREAK A HEART</td>
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<tr>
<td>25</td>
<td>TELSTAR</td>
<td>23</td>
<td>VIVA BOSSA NOVA</td>
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**STEREO**

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<th>Pos.</th>
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<tr>
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<td>BOSSA NOVA</td>
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<td>MOVIN'</td>
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<td>6</td>
<td>MOON RIVER</td>
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<td>I LEFT MY HEART IN SAN FRANCISCO</td>
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<td>WEST SIDE STORY</td>
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<td>THE SHIRELLES GREATEST HITS</td>
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<td>JUMBO</td>
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<td>MILLION SELLER SONGS</td>
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<td>GYPSY</td>
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<td>PEPINO THE ITALIAN MOUSE</td>
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<td>SHERRY</td>
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<td>23</td>
<td>TELSTAR</td>
<td>25</td>
<td>VIVA BOSSA NOVA</td>
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*Also available in Stereo*
### POPULAR PICKS OF THE WEEK

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
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<tbody>
<tr>
<td>&quot;ROGER WILLIAMS COUNTRY STYLE&quot;</td>
<td>Kapp KL 1305</td>
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<tr>
<td>&quot;LAWRENCE OF ARABIA&quot;</td>
<td>Original Soundtrack—Colpix CF 514</td>
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<tr>
<td>&quot;HE'S A REBEL&quot;</td>
<td>Crystals—Philips PHLP 4061</td>
</tr>
<tr>
<td>&quot;ZIP-A-DEE DOO DAH&quot;</td>
<td>Bob-B-Soxx &amp; Blue Jeans—Philips PHLP-1002</td>
</tr>
<tr>
<td>&quot;LOOP DE LOOP&quot;</td>
<td>Johnny Thunder—Diamond D 5001</td>
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<tr>
<td>&quot;SPANISH LACE&quot;</td>
<td>Gene McDaniels—Liberty LST 7275</td>
</tr>
</tbody>
</table>

**ALBUM REVIEWS**

**MEET THE MAJORS**—Imperial LP 2222

For their premier outing on Imperial, the Majors showcase their vocal talents with a bag of rhythm and blues numbers and a few oldies. The result is a well-executed set that should appeal to a wide audience.

**DOIN' THE BIRD**—The Rivingtons—Liberty LP 2274

The Rivingtons, who had a hit with their first LP, "Papa-Oom-Mow-Mow," have once again demonstrated their skills on this latest release. The LP includes a mix of classic doo-wop hits and some new material that is sure to please fans.

**THE ORIGINAL HITS VOL. 7**—Various Artists—Liberty LP 2274

This LP features a collection of hits from various artists, including some lesser-known groups and solo performers. The range of styles is impressive, from doo-wop to pop and blues.

**66 FRENCH GIRLS-LES DJINNS SINGERS SING SONGS OF PARIS**—ABC-Paramount ABC 138

The Les Djinns Singers (66 French Girls) have won many laurels for their renditions of French classics. This LP features some of their most popular numbers.

**CHAD MITCHELL TRIO IN ACTION**—Kapp KL 1313

The Chad Mitchell Trio, who previously established themselves as an innovative group, have released another LP that showcases their unique style and approach to music.

**SUNNY’S GALLERY OF FOLK BALLADS**—Sunny Schwartz—Cameo C 1090

Sunny Schwartz, a well-known folk singer, offers a collection of ballads on this LP. The songs are accompanied by piano, guitar, and other instruments.

**LIMBO DANCE PARTY**—Ernie Freeman—Liberty LP 3292

The limbo dance craze is currently sweeping the nation, and this new LP by Ernie Freeman features a mix of popular songs and limbo-styled instrumental numbers. The album is sure to be a hit with fans of all ages.
EVERYBODY’LL LOVE THE SONGS I SING on the JACKIE GLEASON show

FRANK FONTAINE
DISTRIBUTORS ARE SHIPPING NOW!

Cash Box—February 2, 1963
MARCH ON BROTHERS — Highwaymen — United Artists UAS 6245

The Highwaymen have done much to help spear-head the current revival in folk/rock with their white-back smash of "Michael," and this fourth UA LP offering Introducing Gil Robbins, a new member of the group, ranks as one of their best efforts to date. On this second the boys dish up a pleasant sampling of American and foreign tunes with their expected poise and vitality. Best listen- ing bets here are "I Never Will Marry," "The Devil's Away" and "I Know Where I'm Going."

ONE MORE TIME — HELLO DERE — Marty Allen & Steve Ross —ABC 141

Continuing their "hello dere" win of their first laugh-filled ABC-Paramount session, Allen and Ross break in one more on this new disk of funny patter, one-liners, imitations and stories. The duo's distinctive, fresh brand of zany comedy and the Norma Jean included "Rose Peace Corps," "The Lion Tamer" and "The Golfer." Many year's to be had here. The laugh- men's wide TV exposure should help spur sales.

JAN PEERCE ON BROADWAY — United Artists UAS2419

Singer Jan Peerce turns to the Broadway stage for this delightfully melodic package from United Artists. Allen and Ross break in one more on this new disk of funny patter, one-liners, imitations and stories. The duo's distinctive, fresh brand of zany comedy and the Norma Jean included "Rose Peace Corps," "The Lion Tamer" and "The Golfer." Many year's to be had here. The laugh- men's wide TV exposure should help spur sales.

MASHIN' THE CLASSICKS — Valjean Carlton STL P 146

Valjean's early classical education and back- ground (he has appeared with the Dallas Sym- phonie Orchestra) carries in fine stead on this off-beat Carlton LP set based on several popular classical themes. The pianist, backed by a full ork directed by Steve Douglas and Ray Fowler, allows the original melodic bases to be heard as he turns some raucous, danceable readings of "Mr. Mozart's Mischief" (Mozart's "S. A. O. In C"), "Bird Mash" (Mendelsohn's "Spring Song") and "Mashanova" (Rubenstein's "Melody In F").

MERMAN IN VEGAS — Ethel Merman — Reprise R6062

Ethel Merman's first visitors appearance was captured on wax by Reprise during her recent stint at the Flamingo Hotel in Las Vegas, and the Broadway songstress proves that she is still tops as she belts out a bevy of blockbusters from her stage successes. First-rate arrangements by Mel Torme, a band that also delivers "There's No Business Like Show Business," "I Got Rhythm" and "You Can't Get A Man With A Gun." The LP is a must for all Merman fans.

HELLO ITALY — The Ames Brothers — Epic LN 24936

The Ames Brothers make their LP debut on Epic with this package of Italian-flavored ballads. Most of the tunes included here have been hits on both sides of the Atlantic, and the boys enhance them with their particular brand of vocal artistry. Best bets here are "Volare," "Arrivederci Roma" and "Dani Dani Dami." The Ames Brothers' loyal coterie of admirers will surely want to add this one to their collection.

GUITARS AROUND THE WORLD — Axel Stordahl — Decca DL 74337

Axel Stordahl, who has been providing musical backing for some of the country's top vocalist for several decades, applies his talents as a composer-conductor and guitarist to a bevy of tunes spotlighting guitars. Featuring guitarists Laur- indo Almeida, Howard Roberts, Fred Travis, Allan Reuss and Joe Maphis playing a variety of stringed instruments, the orchestra includes cleverly arranged versions of "Lady of Spain," "Russian Lullaby" and "April In Portugal." Lots of good listening here.

A NIGHT WITH NICOLE — Nicole Bergere — Fontana SRF 76306

This spoken word LP by Nicole Bergere on Fontana is aptly subtitled, "A French Woman's Thoughts Of Love." Of the same genre as Benton's "This Is My Beloved," Nicole somewhat sensuously describes a love affair in overt terms. Sizable background mood music is provided by Curtis Blevie, Gereur for adult listening. LP should spark interest in diverse areas.

GOLDEN HITS OF THE GREAT SINGING GROUPS — Merry Melody Singers — Mercury MG 43228

Here's a delightful, nostalgic package of oldies that have come to be associated with such groups as the Ames Brothers, The Four Aces and the Mills Brothers rendered in bright new renditions by the Merry Melody Singers. The group turns in some fine versions of "Three Coins In The Fountain," "Glow Worm" and "Moments To Remember." Potent item for spinners.

WHEN THE FEELING HITS YOU — Bobby Seale — Mercury MG 43230

Newcomer Bobby Scott displays his wide versat- ility on this swingin' Mercury set of ballads and up-tempo items with the authority and assurance of a long-successful pro. The chart evidences some remarkable phrasing and pathos as he leads his "Lady of Spain," "Three Coins In The Fountain" and "Five Hundred Miles From Home." Fine entertainment throughout.

BOSSA NOVA GOES TO THE MOVIES — Harry Betts — Ava A14

Two of the best-selling sources for LP material appear to be slicks and the bossa nova, and Harry Betts has combined them to come up with some novel orchestrations of hits from both the slicks and Broadway. The orchestrer has given an effective jazz-samba flavor to such goodies as "Tonight," "Love Makes The World Go 'Round" and "On The Street Where You Live." The al- bum is great for both terpsichorean and listen- ers alike.

LES BAXTER'S BALLETDEERS — Reprise R6066

Les Baxter showcases his talents as an arranger on this folk outing featuring the vocal talents of his Balletdeers. The LP has devised simple and subtle arrangements which point out the beauty of these tunes and enhance their delivery. The "Waisting Matilda," and concludes "The Green Mountain Boys" and "Gotta Travel On." The disk could pull a lot of coin.

SLIGHTLY LATIN — Paul Smith Quartet — MGM E 4032

The rapid rise of the bossa nova seems to have caused a renewed interest in all Latin music, and this entry by the Paul Smith Quartet is aimed at a beat of standards with a Latin flavor. The pian- ist highlights the melody in each tune and a subtle rhythmic beat adds a taste of the Latin. Best bets here are "Malagueria," "You Stepped Out Of A Dream" and "When I Fall In Love." The disk is a pleasant late hours mood companion.

WALTZING MATILDA — Lionel Long — Capitol ST 1023

The almost overnight interest and acceptance of folk music by the public has also spurred an interest in the folk music of other countries. Here is a top-drawer package of folk tunes and ballads from Australia by Lionel Long assisted by the Noel Gilmour Sextet and the Dettstomes. The chart launches the session with the popular "Waltzing Matilda," and continues with A. lyrical renditions of lesser known items such as "The Drovers' Team" and "Wild River No More." Folk music buffs will find plenty of listening enjoyment here.

Cash Box — February 2, 1963
WE HAVE THE ARTIST AND THE HIT

MR. BASS MAN

Johnny Cymbal

K-503

Breaks onto the charts at an absolute SMASH

OUR DAY WILL COME

Ruby and the Romantics

K-501

produced by ALLEN STANTON
“MEXICAN GUITARS”—The Guitar Kings—Time S/2066
Lots of guitars, an accordion, trumpet and percussion combine to create a program of authentic Mexican music on this new offering from Time. A dozen tunes synonymous with the name Mexico are rendered by the Guitar Kings in fine fashion as they play “Tres Palabras,” “Estrellita” and “Quien Sera.” This is fresh in style and should appeal to audiophiles.

“GREATEST MUSIC EVER SUNG”—Living Strings & Living Voices—Columbia CAL122
Here is another excellent vocal-orchestral offering from Caden featuring the Living Strings and Living Voices playing and singing a host of popular melodies taken from the classics. Plenty of listening enjoyment to be had here with top-notch readings of “If You Are But A Dream,” “Moon Love” and “My Empty Arms.” The disk is a fine mood piece and is economy-priced.

“COUNTRY MUSIC ENTERTAINER #1”—Starday SLP 278
Cowboy Copas, who recently clicked in the country market with his single of “Sold The Farm” sings a bevy of the current biggies, some of which were hits in both country and pop fields. The warm-voiced chanter feelingfully reads “Big Fool of the Year,” “Change Everything” and “Wolverton Mountain” on this first-rate package from Starday. The disk is a welcome addition to the Copas catalog.

“SWEDISH POLKAS & HAMBO”—Karl Groenesteld/Skansen Fiddlers—Warner Brothers WS 1456
The lively dances of Scandinavia are played by Karl Groenesteld’s Accordion Orchestra and the Skansen Fiddlers on this Swedish import on Warner Brothers. Each of the musical aggregations takes a side to showcase its instrumental artistry in a delightful package from the late 1960’s. Some sprightly tracks here are “Guard’s Polka,” “Hambo from Vemland” and “A Dance at Skansen.” Polka addicts will dig it.

“OLD TIME COUNTRY MUSIC”—Mike Seeger—Folkways FA 2125
Mike Seeger has earned an impressive reputation in folk circles for his previous solo performances and as a member of The New Lost City Ramblers. On this interesting Folkways set the artist turns in some top-flight readings of a warm batch of old-timey country songs. Seeger does rely on gimmicks but renders such oldies as “Lord Thomas,” “Rollin’ On” and “Worried Blues” in an authentic, straightforward style.

“QUE BENTE AVERIGUAN”—Mon Rivera—Alegre LPA 2823
The orchestra of Mon Rivera plays some lively Latin tunes on this new Alegre outing. The mambo, poucha and plenega are a few of the rhythmic beats surveyed by the orchestra on this set geared especially for dancing. Launching the session with “Monita,” the band gives vibrant and pulsating readings of “Poucha Con Gunguancito” and “En Cae De Pape.” The package is a choice item for those who dig the Latin beat.

“JAZZ PICKS OF THE WEEK”

“DUKE ELLINGTON & JOHN COLTUR—Impulse A 38
It has become quite popular in recent years to bring two divergent jazz talents together on one session. In most cases basic harmonies are destroyed by different musical orientations. This first-rate Impulse set is a glaring exception to the rule. Duke Ellington and John Coltrane beautifully blend together here to form seven valid jazz statements. Best listening hits here are “In A Sentimental Mood,” “Big Nick” and “Angelika.” Plenty of sales potential.

“MONK’S DREAM”—Thelonious Monk Quartet—Columbia CL 1963
Thelonious Monk has earned many laurels in the past with his pulsating, colorful brand of jazz. This new recording is a worthy addition to the pianist’s previously-cut works and his influence in the style of playing and exciting improvised melodic lines are superbly shapely in “Body And Soul,” “Bright Mississippi” and “Five Spot Blues.” This set has enough built-in success ingredients to make plenty of noise.

“NEW WAVE”—Dizzy Gillespie—Phillips PBS 600 070
Dizzy Gillespie offers eight significant musical outings this month on this delightful, free-flowing bossa nova set from Philips. A bossa nova musician, the leader wrote most of the arrangements here and is also spotlighted on the piano. The trumpeter, backed by a crew of top-flight jazzmen, aptly displays his distinctive, vibrant, extroverted style on “In A Shimmy In Old Shimmy Town,” “Careless Love” and “One Note Samba.” All of Gillespie’s many fans should come out in force for this one.

“The BROTHERS”—Stan Getz, Zoot Sims & Al Cohn—Prestige 7252
Stan Getz, who has been reaping a lot of bossa nova coin on other singles and LP outings, teams up with Zoot Sims and Al Cohn on this Prestige session cut a while back. Here is a disk on which melody takes to its wide scope and variant, on this pronounced use of percussion somewhat dating the set up. Jazz-reading fans here are “The Red Door,” “Five Brothers” and “Morning Fun.” Kai Winding is also featured in several numbers. A choice item.

“CANTOS DE ESPANA”—Vitoria De Los Angeles—Angel 3301
Victoria De Los Angeles spotlights some of the important but not-so-well-known contemporary Spanish composers on this excellent classical offering from Angel. With a superior backing from the Paris Conservatory Orchestra conducted by Rafael Frühbeck de Burgos the artist turns in outstanding repititions of works by Falla, Granados, Espla and Montsalvatge. A superb achievement.

“EZIO FLAGELLO SINGS ROSSINI & MOZART ARIAS”—Scoop V5001M
Metropolitan basso Ezio Flagello makes his debut on Scoope Records with this program of Rossini and Mozart arias with the Symphony Orchestra of Rome conducted by his brother, Nicola. The basso displays power, richness and depth and complete self-assurance as he delivers each great aria as “A Un Dotto,” “Qui Sdegno Non S’Accende” and “Non Più Andrai.” Devotees of the opera will find this a powerful offering.

CLASSICAL PICK OF THE WEEK
SIBELIUS: Symphony No. 1 in E Minor; Eugenie Ormandy conducting the Philadelphia Orchestra—Columbia ML 5795
Eugenie Ormandy comes up with a brilliant reading of the powerful Sibelius symphony on this excellent classical offering from Columbia. The conductor treats the work with infinite respect as he leads the orchestra through pages in a flowing, interpretative fashion. Ormandy’s understanding of the music is evidenced by his close attention to the symphony’s nationalism and folk themes. A superior effort.
STOCK 'EM UP
CHARTWISE: RCA VICTOR TRIGGERS 8 BIG HIT SINGLES!

"LOVE (MAKES THE WORLD GO 'ROUND)" PAUL ANKA 8115 - "JAVA" FLOYD CRAMER 8116
"SEND ME SOME LOVIN'" c/w "BABY, BABY, BABY" SAM COOKE 8129
"THE END OF THE WORLD" SKEETER DAVIS 8098 - "BOSS GUITAR" DUANE EDDY 8131
"MY COLORING BOOK" KITTY KALLEN 8124 - "DAYS OF WINE AND ROSES" HENRY MANCINI 8120
"ALICE IN WONDERLAND" NEIL SEDAKA 8137

RCA VICTOR
The most trusted name in sound
### RADIO ACTIVE CHART

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

(SURVEY COMPLETED TO JANUARY 23RD)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
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<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<td>Wild Weekend—Rockin' Rebels—Swan</td>
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<td>Alice In Wonderland—Neil Sedaka—RCA Victor</td>
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<td>Pin A Medal On Joey—James Darren—Colpix</td>
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<td>Ridin' The Wind—Tornadoes—London</td>
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<td>Your Used To Be—Brenda Lee—Decca</td>
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<td>The End Of The World—Skeeter Davis—RCA Victor</td>
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<td>What Makes Little Girls Cry—Shepherd Sisters—Atlantic</td>
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<td>Faded Love—Jackie DeShannon—Liberty</td>
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<td>What Will Mary Say—Johnny Mathis—Columbia</td>
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<td>Ruby Baby—Dion—Columbia</td>
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<td>I Really Don't Want To Know—Esther Phillips—Lenox</td>
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<td>Days Of Wine And Roses—Henry Mancini—RCA Victor</td>
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<td>Hi Lili Hi Lo—Richard Chamberlain—MGM</td>
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<td>Big Wide World—Teddy Randazzo—Colpix</td>
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<td>Laugh Or Cry—Toni Fisher—Bigtop</td>
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<td>Castaway—Haley Mills—Disneyland</td>
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<td>Walk Like A Man—Four Seasons—VeeJay</td>
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**LESS THAN 10% BUT MORE THAN 5%**

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<tr>
<td>The Escorts</td>
<td>9%</td>
<td>Eagle Rock (Pt. 1)</td>
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<td>Let's Stamp (Roulette)</td>
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<td>Tommy Roe</td>
<td>9%</td>
<td>Googier Rene (Class)</td>
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<td>Bobby Comstock (Lawn)</td>
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<td>The Jive Sambo (River)</td>
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<td>Love For Sale (Roulette)</td>
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<td>Everyday I</td>
<td>35%</td>
<td>In My Dreams (Monument)</td>
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<td>You're The Reason I'm Living (Roulette)</td>
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<td>Mr. Bass Man</td>
<td>8%</td>
<td>Little Things (Mercury)</td>
<td>7%</td>
<td>Bobby You're Drivin', Me Crazy (Roulette)</td>
</tr>
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Cash Box—February 2, 1963
a great new star,
a great new single
LOUIS PRIMA's
sensational discovery

GIA
MAIONE

sings SUNDAY LOVER b/w
LITTLE GIRL BLUES #4906
with Louis Prima, Sam Butera & The Witnesses

For more great performances
by Louis, Gia, Sam and The
Witnesses. (S) T-1797

Capitol Records
ABCPARAMOUNT
15% discount on all new releases and all catalog items. Expires: Mar. 31.

ATLANTIC & ATOCO
1 free LP with every 7 purchased (amounting to a 15% discount). 30-60 days delayed billing arrangements available to qualifying dealers. Expires: Feb. 28.

AUDIO FIDELITY
Consumer can buy an AF LP at 10% 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 Banana” are offered to rack-jobbers on a buy-10-get-2-free basis and to distribs on a buy-10-get-2-free basis. End date: Mar. 31.

CAMEO PARKWAY
15% 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; Gee Lombardo LP’s; buy 1 get 1 free for every one purchased at the regular price; Deferred payments; for program merchandise shipped between Feb. 1-28, all orders received on or before March 15, shipments will begin on or after May 16. All orders shipped between Feb. 28 and March 15 may be paid for on April 15. All orders received on or before June 10, shipments will begin on or after May 16.

COLPIX
“Theme… from The Top of the Deck”—Buy 100-get-1-free offer on all LP’s.

DOOTO
Buy-1-get-1-free on all LP’s and EP’s. Expires: Mar. 30.

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-6-get-1-free basis. No expiration date has set.

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

IMPULSE!
The ABC-Paramount label offers a 24½% discount on seven new releases; 20% discount on catalog items. Expires: Mar. 31.

KAPP
10% discount on new releases and entire LP line plus incentive bonus and dating available to qualified dealers. Expires: Mar. 31.

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

LIBERTY
10% each discount off the face of the invoice on all dealer orders; an extra 5% discount authorized on individual dealer orders of 200 or more LP units; 100% exchange privilege, with merchandise exchangeable after July 1, 1963. Payments: 1/2 March 15, 1/2 April 15. Expires: Feb. 15.

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

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

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

PRESTIGE INTERNATIONAL
10% discount on all LP’s. Expires: Feb. 15.

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

ROULETTE
“Operation Clean-Up”: For every 15 worth of Roulette, Roost, Teen & Gee LP merchandise purchased, distribs may return 1 worth of any label be desired; deferred billing. Expires Feb. 28.

SONODOR
A buy-3-get-1-free offer on four LP’s by the Orchestra Del Oco. Described as a limited-time-only deal.

STARDAY
“Country Blues for the People Sales Plan”—Consumers get 1 free LP for every 3 they purchase at the regular price. Distribs 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 Beach Boys to qualified dealers, described as short-term deal, with termination date to be announced shortly.

WGST Atlanta
WSB Atlanta
WAPI Birmingham
WBT Charlotte
WRR Dallas
KXOL Fort Worth
KTHT Houston
WREC Memphis
WCHR Miami
WINZ Miami
WSM Nashville
WDSU New Orleans
WWL New Orleans
KJEM Oklahoma City
WKIX Raleigh
KVOO Tulsa

Thank you,
Buddy Greco and EPIC

WINTER SIZING
10% discount on all LP’s purchased in January. Expires: Mar. 31.

JAN 31ST IS BUDDY GRECO DAY IN THE SOUTH!

LN 24032/BN 26032 STEREO @“EPIC”,Marca Reg. T.M. PRINTED IN U.S.A.
No fence straddlers please. If you have a voice—or want a voice—now is the time to make it heard. The National Academy of Recording Arts & Sciences—NARAS—is composed of men and women in the recording business. If you make your living in our business, you belong. And the only way you can have a voice in NARAS is to become a member. It’s a paltry sum to exercise your franchise, along side of hundreds of your co-workers in a business that provides you with your income. No mice wanted. Fill out the application (at right) and mail it NOW!

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

NATIONAL ACADeMY OF RECORDING ARTS AND SCIENCES
MEMBERSHIP APPLICATION

ACTIVE MEMBERSHIP

You are qualified for Active Membership if you have participated in at least six recorded and commercially released selections in one of the creative categories listed below. (A minimum total of six in more than one category does not qualify.) 

1. Vocalists and Singers
2. Leaders and Conductors
3. A & R Men and Producers
4. Songwriters and Composers
5. Studio Engineers (Mixers)
6. Instrumentalists and Musicians

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

ASSOCIATE MEMBERSHIP (Now-Voting)

If you are not eligible in any of the above creative categories, you qualify for Associate Membership if you are actively identified with the recording industry.

PLEASE CHECK BELOW WHICH TYPE OF MEMBERSHIP DESIRED:

ACTIVE MEMBERSHIP

ASSOCIATE MEMBERSHIP (Non-Voting)

LIFE CHARTER MEMBERSHIP

ASSOCIATE LIFE MEMBERSHIP (Non-Voting)

If you have firm address as well as residence address, please list the one to which you prefer all mailings sent. (In case of Active Member, this will include ballot material.) Check or money order should accompany application.
KTRH-Houston is prepping for a forthcoming innovation which is nothing new but has only been used by any other United States radio station. The central case it “Music-Selector.” KHJ being successful such a unit news about the system as a full-page newspaper ad is being prepared, listing 1000 music selections. These tunes have been carefully compiled from a list of million sellers, the songs of the young stars, of popular favorites and best-selling albums. The list has been authenticated by ASCAP song played during the day publications. We will then invite our listeners and everyday on the KTRH program area at large to week off from this huge listing the Arlington own 100 personal favorites. Readers are then asked to mail these lists to the station, where they will be tabulated and announced. The station will then actually program its music from these personal preferences. KTRH general manager Frank Stewart believes that this is the first time an American station has actually gone directly to the people to find out what they want to hear. Stewart elaborated on the plan by saying, “Thousands of copies of this 1000 tune listing will be distributed in the KTRH listening area, which covers the entire Gulf Coast, the part of Texas and into Louisiana.”

WIL-St. Louis has set a new discussion feature, “Missouri Forum.” The program is being produced by the University of Missouri’s School of Journalism and will be broadcast every Sunday morning at 7:00 AM. The program will feature well-known personalities from all over the nation as well as visiting dignitaries.

Murray “The K” Kaufman and WINS—New York have jointly agreed on a long-term renewal of the deejay’s contract and for the Quaker City station. The station will feature additional on-the-air exposure for Kaufman, whose Monday through Friday stanzas will run from 7:00-10:00 PM beginning immediately (formerly 7:30-10:00 PM). The Saturday 7-11:00 PM and Sunday 4-7:00 PM “Scrooge” continue as before.

Nice things continue to happen to people who listen to WIP-Philadelphia. Spinners Jim Tate and Brown awarded tickets to listeners for Vaughan Meader’s recent appearance in the Quaker City. The lucky listeners also received tickets to see “Jumbo” and a leg play, “A Shot In The Dark.” . . . The Philadelphia Chapter of the American Jewish Committee has just presented WIP with a “Scroll of Recognition” for pioneer work in the adoption of the first full-scale handling stories of inter-group relations.

Paul Coburn, morning deejay and program director on KWIC-Salt Lake City, will do a special all-day broadcast of the Heart Fund on February 1st. Every song played during the day will have the word “heart” in its title. Each hour will be started with the song “You Gotta Have Heart” as then the through the day. Every listener who calls the station and dedicates a contribution to the Heart Fund will receive a dedication of one heart song.

KHI-Hollywood has added a new model of news station wagon to its rapidly expanding facilities. The vehicle is used for on the spot news reports such as the station’s coverage of the Tournament of Roses Parade . . . KHI has introduced a new Sunday daytime program called “Musical Sunday,” which will be heard from 7:30-10 PM. The concept follows the station’s weekday scheduling, thereby giving the audience equal musical sound, seven days a week.

WXZY-Detroit has made the 25th Anniversary March Of Dimes Campaign its special public service project for January. In an all-out mobilization and a mass public relations program, the station is asking a day of action by the entire community to get behind the drive for funds.

The station will highlight the drive on WXZY with its regular all-day music show, with the hope of turning this into a daily, continuous marathon of hit records. The station will also give out it’s own prize parties and conduct a contest for the best record of the week. The winner will receive a $100 gift certificate.

Tom Griffihes, KYW — Cleveland’s all-night personality, is conducting a course, “Speaking On Your Feet,” at suburban Brush High School, Monday evenings, as part of the school’s new creation program. The course is designed to help those who are forced to speak extemporaneously.

Despite a heavy rainfall which began an hour and a half before the recent recipient of the award was scheduled to begin, KNZU-Houston brought in approximately $5,000 in sales for the Mount Carmel High School and church debt retirement fund.

VITAL STATISTICS:

**Selling Strong!**

**THE GROOVIEST BOSSA NOVA ALBUM on BLUE NOTE**

SOUL SAMBA • IKE QUÉBEC • BLP 4114

2 BIG SINGLES FROM THIS ALBUM

**“BLUE SAMBA”**

b/w **“LLORO TU DESPEDIDA”**

BLUE NOTE 45x1876

BLUE NOTE Records, Inc. 42 West 42st, New York 23, New York

---

**Juke Box Ops' Record Guide**

**ACTIVE with Ops**

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

GONNA TAKE A CHANCE
DON'T CRY DONNA
Tommy Roe (ABC-Par 10289)
ONLY YOU
Mr. Jacker Bilk (Athen 6288)
HONEYSLUCK ROSE
Jimmy Smith (Blue Note 1852)
BUTTERFLY BABY
Robby Byrdell (Comino 342)
M. COOK
Champa (Challenge 9105)
PIN A MEDAL ON JOEY
James Darren (Capitol 472)
LEAVIN' ON YOUR MIND/TRA LE LA LA LE TRAINGLE
Parry Clunie (Decca 31453)
SAME OLD HURT/CURRY ROAD
Barry Jenkins (Decca 31453)
MISERLOU
Dick Dale (Dot-Tone 5019)
DON'T WAIT TOO LONG
Ema Franklin (Epic 9539)
RUSTY WARREN SINGS
Jackson EP-43-0419
KNOCKERS UP (EP)
Rusty Warren (Jubilee JMG 2029)
M. BASS MAN
Johnny Cymbal (Kapp 503)
AM I THAT EASY TO FORGET
I REALLY DON'T WANT TO KNOW
Little Fisher Phillips (Lee 5466)
FADED LOVE
Jackie DeShannon (Liberty 55328)
MAMA, OOM, MOW, MOW
Rivertones (Liberty 55528)
RIDIN' THE WIND
Tornados (London 9583)
H-T-H, HI-LO
Richard Chamberlain (MGM 13721)
IN DREAMS
Roy Orbison (Monument 804)
YAKETY SAY
Rutha Hendricks (Monument 804)
SAVE ME, BABY
Barels (Parkway 861)
RED PEPPER
Romeo Ruffin (Prince-Adams 447)
WHAT DOES A GIRL DO
Maurice Kaye (Carole 725)
NOBODY BUT ME
Ivy Lee (Wendy 123)
LAUGH OR CRY
Tom Morell (Imag 1470)
FOUR LETTER MAN
Fredly Coven (Swan 4133)
WHITE LEVIS
Marjarettes (Troy 1000)

**NEW ADDITIONS to TOP 100**

61—GREENBACK DOLLAR
Kingston Trio (Capitol 4398)
62—SHE'LL NEVER KNOW
Brenda Lee (Decca 31454)
77—OUR DAY WILL COME
Ruby & Romantics (Kapp 501)
82—ALICE IN WONDERLAND
Neil Sedaka (RCA 8179)
83—LET'S TURKEY TROT
Little Eva (Dimension 1006)
88—HOW MUCH IS THAT DOGGIE IN THE WINDOW
Baby Jane & Rockabyes (United Artists 560)
90—DAYS OF WINE AND ROSES
Neil Simon (EP 1852)
91—JIVE SAMBA
Canned Heat (Riverside 4543)
94—LET'S STOMP
Bobby Comstock (Lom 202)
96—MEDITATION (MEDITACAO)
Charlie Byrd (Riverside 4544)
98—AL DI LA
Carini Francis (MGM 13116)
100—LOVE FOR SALE
Arthur Lyman (NRF 5066)

**AIMED at Ops**

Doggie In The Window/Cross Over The Bridge—Patti Page—Mercury 30028

**Chakiris Contab**

HOLLYWOOD—Pondering an arrangement during the recent George Chakiris sessions which produced the chart's current best-selling Capitol LP, "Memories Are Made Of These," are the following, left to right: Chakiris, Carley Walter, label A&R producer; Dave Cavanaugh, director for album A&R, and arranger-conductor Van Alexander.

**Cash Box—February 2, 1963**
Distrib Praise Of Victor's Advisory Council Leads To Expansion

NEW YORK—Sorored by "unanimous praise" from distributors for the achievements of its Distributors' Advisory Council over the past two years, RCA Victor Records has new plans for this venture in 1963.

According to Dave Finn, manager of record distributor relations, the Councils, which were introduced by Victor in Dec., 1960, will have a new basis for selecting record-managed council members, and will expand their meetings from one day to a day and a half in each city. The Councils represent all Victor record distributor managers.

"To achieve a better appreciation of the individual as well as group distributor problems, we have decided this year to increase the Council membership from 12 to 15 members, and to spend more time in the various cities discussing new ways to improve our services," stated Mr. Finn.

As originally formulated, Distributor Advisory Councils were established to cover the East, Central, West, and South-Southwest sections of the United States. "These Councils are concerned with the problems indigenous to the area in question, but which may at the same time have something in common with all areas," says Finn.

For the past two years, three distributor record managers from each of the four locales were selected for the Councils by a vote of all the respective distributors in the various areas. Beginning this year, anyone who has served for two successive years will not be eligible for Council membership for one year, thereby giving other distributors a chance to participate.

The Advisory Councils meet two times annually in four cities each trip. The locales selected for these meetings are rotated among the headquarters cities of the distributor record managers on the Advisory Councils.

The day after the Council meeting in a particular city, Finn and Joe Frey, manager of market research, who has prepared statistical data, conduct a personal review of the host distributor's operation, and discuss problems relevant to the distributor. Accompanying Finn and Frey on many of these trips are various Victor executives who have the opportunity of becoming more familiar with the distributors' needs. In the first two years, Norman Racusin, division vice-president and operations manager, J. Y. Burgess, division vice-president of commercial sales, Robert L. Yorke, division vice-president of commercial records creation, William I. Alexander, advertising, publicity and promotion manager, and Harry Jenkins, manager of planning and merchandising, among others, have sat in as observers on the various Distributor Advisory Council meetings.

An outgrowth of this move in the field of distributor relations has been the creation of a Top Record Panel, the panel, which meets once a year, consists of four record managers and their principals, who meet with the top management of the Radio Corporation of America in an effort to further acquaint and familiarize these executives with the problems of the record industry.

In a presentation to Charles M. Odorizzi, RCA group executive vice president, the distributors and the Advisory Councils praised the venture as "an ideal way to provide a forum for freedom of distributor expression and a means for accelerating and getting mutually favorable action."

NEW YORK—BMI made its Citations of Achievement awards to 108 writers and 69 publishers of 78 top BMI songs of 1962 at its eleventh annual awards dinner last week at the Hotel Pierre here. Pictured above (standing left to right) are some of the music biz luminaries who attended the event.

(2) Mr. and Mrs. Bob Austin, Joan Collins, Lionel Bart and Howie Richmond.
(3) Bob Burton and Wesley Rose.
(4) the Aldon group.
(5) Jerry Lieber, Bob Burton and Mike Stoller.
(6) Gene Pitney, Aaron Schroeder, Abbe Steinberg, David Mock and Shelley Singleton.
(7) BMI chairman Sidney Kaye and BMI proxy Carl Haverlin.
(8) Gene Pitney, Harry De Vorzon, Jerry Blavin, Phil Specor and Johnny Tillotson.
(9) Esther Dixon, Harry Goodman and Carl Haverlin.
(10) Mr. and Mrs. Brock Benton and Marty Ostrow.
(11) Jerry Shifrin, Eddy Arnold and Paul Case.
(12) Ray Stevens, Frances Williams and Bill Lowery.
(13) the Jobette publishing group.
(14) Evelyn Kingsley, Mike Stoller, Bart Burns, Paul Case, Zelda, Sam Cooke, Jerry Lieber, Phil Specor, Mr. and Mrs. Danny Kessler and Barry De Vorzon.
(15) George Marlowe, who celebrated his 70th birthday at the dinner, and Carl Haverlin.
(17) Howie Richmond, Joan Collins, Bob Burton, Bob Sauer and Lionel Bart.
(18) Claudine Clark.
(19) Frances Williams, Jean Oberg and Cindy Walker.

BMI Holds 11th Annual Citation Of Achievement Awards Dinner

Cash Box—February 2, 1963
Avent Volume Up 15% In First Half Of Fiscal '63

NEW YORK — Avent Electronics Corp., parent company of Liberty Records last March, has reported a fiscal first half net income of $4,604,538 and net income rose about 15% in the first half of fiscal 1963, ended Dec. 31, from that of the year earlier.

Lester Avent, proxy of the firm, said the report includes operations of Hamilton Electro Corp., a west coast distributor of electronic parts acquired last Nov. for 300,000 shares.

For the six months to Dec. 31, 1961, the firm reported sales of $3,604,638 and net of $941,350. The firm said it sold a share in 2,148,446 capital shares outstanding. Since then Avent has issued more than 2,000,000 shares for Los- ton and three other companies. In fiscal 1960, sales were $3,322,564 or 90 cents a share on an average of 5,585,039 shares outstanding.

Ambassador Launches “Triple Punch Program”

NEW YORK — Ambassador Record Corp. has announced the launching of a promotion, which will include the release of new product on all its labels. Three LP releases, recorded on 33 and 45 RPM, are "Twin Planons of Gamley and Docker," "Mr. President" and "Everybody Loves A Lover."

On the Guest Star label, three Showcase of Stars albums will be released to include one country and two featuring vocal and instrument tie-in best-sellers. The Diplomat label will release a folk album by the Trade-mark Band, which will be produced by Al Goodman.

On the Del Sol label, the program is a 5 LP release in the Peter Pan children's series which includes "Sing A Song of "Old MacDonald," "What's The Good Word," "Sing Say and Do," "Casper The Friendly Ghost."

Colpix “Lawrence” Push

(Continued from page 78) Promotion work. All things will be sold closely with Columbia Pictures Field men in mutual exploitation.

Colpix has purchased a 6:00 three-minute hour glass timer. One end of the miniature hour glass timer bears the imprint of the Colpix logo, "Lawrence of Arabia" will be etched on the other end. The hour glass timer will be sent to jockeys. The souvenir booklet of the film, which has background notes on the production of the film and bios of the stars, will be sent to spinners. The booklet is also contained in the deluxe package of the sound track album.

Extensive advertising is planned in trade and commercial papers. Tear sheets of ads that have appeared have been sent to be sent to TV stations. Should there be an actual T. E. Lawrence in any city in the U.S. named Arab, arrangements will be made to use him in TV promotions.

Advantage will be taken of Colpix national sales manager's name Special stationery, showing Ray Lawrence dressed as Lawrence of Arabia, has been designed with the caption: "Lawrence of Arabia" which is used in all ads for the film and LP's, has been made a creative part of the campaign of "Lawrence of Arabia." Exclusively on Colpix.

New Hit On LAWN THIS LITTLE WORLD BILLY COOK LAWN 204 Dist. Nationally By SWAN RECORDS 1703 Jackson St. Philadelphia, Pa. HO 5-3700


Ava To Wax "Ringbird"

HOLLYWOOD — Jackie Mills, executive vice president of Fred Astaire's AYA Records, has announced that he has concluded negotiations with Universal-International Studio for the secured rights to Elmer Bernstein's original soundtrack of "To Kill A Mockingbird," the current release starring Gregory Peck. The score will be released by Bernstein Jan. 30 and Feb. 4 for immediate release.
Select Rushes

Mikels Back to Capitol In International Post

HOLLYWOOD—William Mikels has been appointed international marketing manager of Capitol Records, it was announced last week by Gordon "Bud" Fraser, director of marketing for CBS's international division.

Mikels returns to Capitol after a year's absence in which he was a partner in Artists Management Associates. He was formerly with Capitol Records Distributing Corp., starting as a sales representative and advancing successively to branch sales manager, regional manager and assistant national sales manager. He last served as national album sales manager.

Columbia's Musical Comedy Series Gets Rise Stevens

NEW YORK—Rise Stevens, the famed opera star, will produce for Columbia Masterworks' new musical comedy series, according to an announcement from Schuyler G. Chapin, director of Masterworks A&R.

This new recording series was inaugurated last September with a new performance of "Show Boat" starring John Raitt, Barbara Cook and William Warfield, and was followed by a recording of "The Merry Widow" with Lisa Della Casa and John Raitt, which was released this month. This performance features a special English libretto commissioned by Columbia.

Next month, Columbia will release the third album in the musical series, Irving Berlin's "Annie Get Your Gun" with Doris Day and Robert Goulet.

Hampton To Host 2nd Macy Jazz Festival

NEW YORK—Lionel Hampton has been named by Macy's, the big New York department store, to produce and star in its second annual jazz festival to be staged some time in early March. The vibist will repeat the dual role he filled a year ago.

Last year's successful event featured Hampton, Benny Goodman, Teddy Wilson and Gene Krupa. This year, Hampton reports, the proceedings will be recorded by a major diskery for a special album release.

Select Rushes

Matys Bros. LP

NEW YORK—Select Records, the junior label affiliate, is releasing an LP by The Matys Bros., who are making their Top 100 debut with a polka novelty, "Who Stolet The Keeshka?" It is tagged after the ditty and also contains a sub-title, "The Matys Bros. Polka Party." Joy staffers Juggy Gayles and Big Ben Greenman are among those who gave the Matys Bros,' single and LP and joy dates by Guy Mitchell and Ronnie Thompson.

Extend Impulse! Album Deal

NEW YORK—Impulse! Records, ABC-Paramount's jazz affiliate, has extended its current album program to Mar. 1. Originally set to terminate Feb. 15, the deal offers a 25% discount on catalog items.

Caroline's Pony Has A Tune All Its Own

NEW YORK—Caroline Kennedy, a member of that "First Family," now has a song for her pony. Tagged "My Pony, 'Macharini," it was written by pianist-cliffer Bill Evans, and was premiered last Fri. (25) at the United States Navy Band Concert in Washington, D.C. D.C.'s Washington-Star gave it front page attention last week. Publisher is Mills Music, which is preparing a number of arrangements, ranging from small band to symphony orchestra. There will be disk readings soon, according to Mills.

Teen Topper

Kay Adds Singer To Talent Roster

NEW YORK—Monte Kay, personal manager to The Modern Jazz Quartet, Chris Connor and the Clang Ward Singers, has pacted singer Ken Colman. Colman is set to appear on Merv Griffin NBC-TV show on Feb. 7 and opens at the Miami Playboy Club on Mar. 11. For two weeks Ken is weighing offers from several diskers for singer from Canada.

Wambach Resigns Gov't Post

HARRISBURG, PA.—Pete Wambach, president of Wambach Distributors, Pena, Rock Jobbers, has announced that he has resigned his post as press secretary to the Lt. Governor of Pa. following the inauguration of Republican Governor William W. Scranton. Wambach will resume his duties with the distributing firm and will resume his decyj chores over WCBM, Harrisburg.

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Cash Box—February 2, 1963

Windy City Welcome

CHICAGO—Philips Records' Paul and Paula, who are currently riding high on the charts with their runaway best-seller of "Hey Paula," received enthusiastic congratulations from Les Simon (right), label's national sales manager, during their recent visit to Chicago.

NEW BLUES MITSIS

"MISS YOU SO" b/w
"I'D BE THE LAST TO KNOW"
LITTLE FLORENCE
Excalibe 2226

"I'M A KING BEE" b/w
"GOING THROUGH THE PARK"
JIMMY ANDERSON
Excalibe 2227

HOT SPIRITUALS

"LORD SOMEBODY TOUCH ME" b/w
"LORD I'M IN YOUR CARE"
SINGING CRUSADERS
Taharea 752

"LITTLE LIGHT OF MINE"
SIZZURiLL
Hot Kingdom 1399

"SOMEBODY TO CARE" b/w
"FLY AWAY"
THE SKYLARKS
Hot Kingdom 1399

"WINTERTIME BLUES"
Lightnin' Slim
Nashboro Record Company 127 3rd Ave., N. Nashville, Tenn.
16 Radio Outlets In "Greco Day" Salute

NEW YORK—Sixteen radio stations in the south will officially observe "Buddy Greco Day" (this Thurs. (31)) to commemorate the release of the single, according to a announcement from Sol Kabinowitz, national promotion manager.

Initiation of the promotion was de veloped by Frank F., Clark's southern region promotion manager. The major element of the promotion is 10 station promotion announcements which Greco recorded in Eric's Chicago studio while he was fulfilling a nightclub engagement at the Edgewater Hotel.

Each station participating in the promotion will devote major portions of their broadcast time to Greco, featuring his latest single, "Stranger," as well as selection from his current album, "Soft and Gentle." In making the announcement, Kabinowitz stated, "The growing popularity of Buddy Greco on a national level prompted many radio stations to contact us with regard to a concentrated promotion campaign. Following the promotion's success in the south, we will initiate it in other parts of the country."

Stations participating in the promotion are Eric's Album, Alabama, WAPT; Miami, Florida, WCKR and WINS; Atlanta, Georgia, WGST and WSB; New Orleans, Louisiana, WNOH and WWL; Charlotte, North Carolina, WBT; Raleigh, North Carolina, WKIX; Oklahoma City, Oklahoma, KEIN AM-FM; Tulsa, Oklahoma, KMMG; Memphis, Tennessee, WDIA; Dallas, Texas, WRT; Fort Worth, Texas, KXOL FM and Houston, Texas, KTFT.

New Talent Agency In Atlanta

ATLANTA—Larry King has an nounced that he has opened a talent booking agency in Atlanta and that he is handling Rodge Martin, Gay Head, Charlie Adams, Buddy Echols, and Courtenay Stevens. The new agency is called National Talent Agency and is located at 1224 Fernwood Circle, N. E., Atlanta 19, Ga.

Ovens, "Family" Men Form Management Firm

NEW YORK—Don Ovens, formerly music director of radio station WINS New York, has formed a management firm, Don Ovens Management Corp., this city, with Earl Don and Bob Booker, who produced the sensational "First Family" LP on the Cadence label. Ovens is president of the firm, while Don and Booker are vice presidents.

Currently signed to the firm are: N. Brounart, who played the "First Lady" on the "Family" outting, folksingers Mike Settle, who cuts for Howie Richmond's Folkstone label and wrote the Peter, Paul & Mary click, "Settle Down," and deejay Clay Coler, for which a non-rock 'n' roll TV package show is being prepared.

Booker & Donah have their own production company, the Booker-Donah Organization.

The company's first is located at 3 West 58th St.

Dave York Heads Promo At Columbia

HOLLYWOOD—Dave York, a song writer who made some noise last sum mer with "Beach Party," has been appointed national promotion manager of Columbia Records, a Hollywood-based label handled by Epic Records. York will coordinate with the distribution activities of Vlasek, and is currently promoting the "Limbo Rock" album by Billy Strange.

Hillcrest Signs Montgomery To A&R Post

MONTGOMERY, A. L. — Hillcrest Records has inked vet disk producer Marvin Montgomery as an A&R pro ducer over a 12 month period with options, according to the label's Mike Hodgson. Montgomery produced such hit sides as Bruce Channel's "Hey Baby" and the current click, "Hey, Paula" by Paul & Paula. He has already cut five sides for the label, and a release is set in about a month's time. Hillcrest Records will go out of Ft. Worth, Tex.

Carib Adds New Distrib

MIAI—Carib Records, the Bahamas based Caribbean and West Indies label, has announced that its U. S. distributor, SLLR International, has changed its name to Carib Corp. Added to the roster of Carib distribria was Acme Sales of San Francisco.

Paul Siegel Sets Return Visit To U.S. After 5 Years In Germany

NEW YORK—After years on the German music scene, Siegel, a native New Yorker, left the U. S. Feb. 13 for a business and family trip.

Siegell, now an A&R producer for the German Decca (see story in last week's issue), caused some confusion as to which label would release a Gardner LP tagged "All Seriousness Aside." In announcing his first LP for the diskery, Capitol said the album, cut "live" at various p.a.'s, would have a previously mentioned tag, Victor, however, had already scheduled a Gardner album of that name for Feb. release. In a speedy settlement, Victor keeps the "All Seriousness Aside" title, and Capitol will offer its Gardner LP under a new tag, to be announced this week.

Just Out!  THE BLUE BELLES
"COOL WATER"
Newtown, 5009
WRITE FOR YOUR COPY NOW:
HAROLD B. ROBINSON
6600 N. Broad, Phila., Pa.

VISCOUNT
THE ABERACH GROUP
1345 Broadway, New York, N. Y.

"MY BABE"
RED WEST COMBO
1449 S. MICHIGAN AVE.
CHICAGO 14, I1IL.

CRAZY JAY
SANTO #9006
DISTRIBUTED BY
DART RECORD SALES CORP.

1230 West 55th Street, New York

Going Higher With The Hits!
thats
Johnny Halonka
BETA RECORD DIST.
599 10th Ave., N.Y.C. 4-3744

RUBY BABY
COLUMBIA
RETURN TO SENDER
ELVIS PRESLEY
RCA
I AIN'T GONNA CRY NO MORE
VICTOR
TIMMY VICTOR
LIBERTY
CARRY THAT LOAD
PROGRESSIVE MUSIC
JIMMY McGRiff
SEEE SIDE RIDE
LAVERN BAKER
ATLANTIC
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DEE
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FRANK IFIELD
PROGRESSIVE MUSIC
NEVIN
I GOT THE WORLD BY THE TAIL
BILLY VALENTINE
THE BEST MAN CR4ED
CLYDE McPATTER
MERCURY
ROBBY STYLED
CAMEO PLEX
DOES HE MEAN THAT MUCH TO YOU
EMMY WYATT
RCA
RICHIE COMES LOVE
Kidd Music, Inc.

DION
Tiger Moos, Inc.
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Name N.Y. Rep For New Hollywood Label

HOLLYWOOD—Lee Newman, head of newly-formed Sarajo Records and Lee Newman Music, both based in Hollywood, has named Mike Casco as the New York rep for the two firms. In addition, he will handle eastern activity for singer-writer-guitarist Bob Bianco, Sarajo’s initial pactee. Newman, who accompanies Victor artist H. B. Barnum on a European concert-TV tour next month, will be scouting prospective talent there for his company.

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Cash Box—February 2, 1963

Regent Music Opens Office In Nashville

NEW YORK—Regent Music and its associated firms now have an outlet in Nashville. In charge of the operation’s office there is Nashville writer-manager Robert F. Tubert. Material can be submitted to Tubert, who works out of 2016 Terrace Place in Nashville. Allied Music and Are Music are among the other publishers handled by Regent, which headquarters in New York.

Big 3 Eyes Nashville Office, Standard Push, Foley Exits

NEW YORK—The opening of a Nashville office and expansion of its standard exploitation division highlight the reorganization of the music-print and professional departments of Big 3 Music Corp.

After a 14-year association with the firm, which handles the Robbins, Feist & Miller catalogs, Norman Foley has exited his post as general professional manager. No successor has been chosen.

Foley joined Miller Music as general professional manager in 1947, and became gpm of Leo Feist Music in 1951. He became gpm of all three firms in 1950. He told Cash Box that he plans to purchase an undisclosed music catalog.

In another move, Herman Steiger has taken over as sales manager. Opening of a Nashville office is seen as an attempt to bring into the Big 3 setup material with a definite teen slant. Such copyrights will probably be handled through the publisher’s BMI firm—formed last year—Hastings Music. Plans call for the Nashville outlet to be in operation in about a month, although the selection of a Nashville office head hasn’t been made yet.

Big 3’s respected catalog of evergreens is due for additional exploitation, with an eye on even greater disk coverage of standard material. In addition, there will be an attempt to exploit material long in the Big 3 catalogs that falls into the neglected category.

Although these moves are designed to boost general sales and pop music activity, Mickey Scopp, general manager of The Big 3, noted that in 1962 the firm achieved top gross revenues from domestic and foreign performances, and record royalties and sales of printed music and net profits were the highest in the history of the company.

Starday Adds Pearl, Bond, Payne

NEW YORK—Starday Records has brought three important country music names into its artist fold: Minnie Pearl, Johnny Bond and Leon Payne. Comedienne Pearl, last represented on the Victor label, will be cutting LP’s, while Bond, coming from Smoak Records, and Payne, who’s been out of the disk scene for a while, will cut both albums and singles.

You’ll See Judy Sing In New Feature Flick

NEW YORK—Judy Garland, whose flick warbling of late has been confined to soundtrack vocals, will be seen singing four songs in her new effort, "The Lonely Slage.”

Flick, an UA release, is about an American entertainer who goes to London to fill an engagement at the Palladium and also to resolve a romantic crisis.

One of her songs is a new Harold Arlen-E. Y. “Yip” Harburg song, “I Could Go On Singing.” Besides the pop tunes, she also performs an excerpt from Gilbert & Sullivan.

A recent full-length animated cartoon, "Gay Purr-ee," features the performer’s voice.
HOLLYWOOD — Two young singers, Bob Norris and Barbara Bennis, have been signed to exclusive contracts by Capitol Records, and their first singles are set for release this week, (28.

Morris, former lead singer with The Champs, sings "I Knew I'd Love Again," coupled with "Each Time They Call Your Name" in his first solo sides.

Barbara Bennis, 16-year-old New York girl, has been singing since she was six, makes her debut with "Half Of The Much," coupled with "I Had To Be You." Ray Ellis conducts.

The two newcomers share the week's release card with songs by established names: Hank Thompson, Dakota Staton, and Jan Howard.

Capitol is rushing out Jan Howard's topical ballad, "Wind Me Up (If Cry)," coupled with "You've Got Me Where You Want Me." The combination is a new version of his country smash of several years back, "Wild Side of Life" and "Yesterday's Girl."

Dakota Staton is back with "Once There Lived A Fool," coupled with "I'd Better Go Now."

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New York — Monitor Records will be expanded throughout the world by Transglobal Music, this city, via an agreement with Rose Rubin, Monitor presxy, and Joseph Zerga, head of Transglobal.

Previous business relationship between the firms covered the acquisition by Monitor of overseas recordings for release in the U.S. and Canada through Transglobal's world-wide contracts.

New association covers the representation of Monitor in the placing of Monitor diskings throughout the world on a licensing basis or as finished merchandise.

Monitor & Transglobal Make World-Wide Deal

HOLLYWOOD — "Mail Call" is one of the tracks on Bill Dana's new LP for Kapp Records, "Joe-Emerick — Secret Weapon." In a letter mailed to the country's deccays, Dana calls attention to the fact that there are still two million men and women in the various armed services who still appreciate a letter at mail call, and suggests that deccays throw a line to friends or relatives in the service.

Dana is currently on the coast doing p.a.'s and promotion in conjunction with a special album, and will soon start filming his new NBC-TV series, "The Bill Dana Show."

A Letter For Letters

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Chi's Potter Dist., 1 Year Old, Expands Sales-Promo Staff

CHICAGO — Joe Cerini, president, and Kirk Potter, vice president, respectively, of Potter Record Distributing Company, this city, have jointly heralded the first anniversary since the firm was established, in January of last year, by announcing the further expansion of Potter's sales and promotional facilities.

Potters are adding as many as ten salesmen to the firm's sales force, and another two to the promotion staff.

Potter covers Chicago, all of Illinois, and the entire state of Wisconsin.

HOLLYWOOD — Telekine Ernie Ford (left) sang hymns from his current Capitol LP, "Back Of Hymns," during a recent appearance on the Andy Williams NBC TV show. Ford's new show is flourishing on ABC-TV.

Reprise's Farrell Recovering From Auto Mishap

HOLLYWOOD — Ernie Farrell, promotion manager of Reprise Records, is recovering at West Hollywood Hospital from injuries received in an auto accident on Jan. 18. His condition was described as serious, but not critical.
**Epic Sets Promo For Szell's 50th Ann'y**

NEW YORK—The Cleveland Orchestra has designated 1963 as Szell's Golden Jubilee Year in observance of its musical director's 50th anniversary as a conductor and Epic Records, which leases Cleveland-Szell dates, will commemorate the event with special advertising, promotion and merchandising aids, according to an announcement from Len Levy, national sales manager.

Beginning in April, every recording released by Epic which features Szell will display a special 50th anniversary emblem. Epic is preparing 100,000 brochures which will be used by The Cleveland Orchestra on its current concert tour. In addition, Epic will prepare special in-store display material to be used in conjunction with its album releases.

In May, the young conductor of the great conductors to reach this milestone of achievement, raised his baton for the first time at the age of 16, he led the Vienna Symphony Orchestra in a summer concert at Bad Kissinger when the regular conductor was indisposed. Szell, now in his 17th season in Cleveland as musical director and conductor, has devoted more than one-third of his professional career to The Cleveland Orchestra. Born in Budapest on July 7, 1897, George Szell is of Czech background, Hungarian birth and Viennese training.

**New Label Offers Latin Dance Lessons**

NEW YORK—Claves Beat Records Ltd., featuring a series of dance-lesson disks, has opened shop in New York at 1650 Broadway.

Organized by Claire Goodman and Fran Wettstein, the firm's initial release is an instruction album, "The Magic Claves Beat for the Easy-Does-It Bossa Nova." It is being followed by a series of packaged dance lessons for every Latin-American step.

The premiere album will contain a 45 EP disk featuring narrated Bossa Brothers sample LP's, and two original bossa nova instruments on the other six tracks of claves sticks; a "flip-book" of photos showing the dance being performed; and simplified dance-step instructions describing each step.

The recorded narrations will be handled by dancer Bob Roberts, who specializes in Latin steps; Mort Lazauss, Latin American arranger, and the famous composer has composed the album's two original numbers, "Harlem Bossa Nova," and "Lost Summer Bossa Nova," and conducts the 16-piece orchestra featured in the novel album. Bobby Kroll, special material writer for such stars as Janis and Jimmy Dean, penned the "Magic Claves Bossa Nova" number that accompanies the dance instruction.

In addition to their disk firm, Goodman and Wettstein have also opened a music publishing company, Classic Music Inc., with offices at the same Broadway address.

**Anthony Starts TV'er**

Hollywood—Maestro Ray Anthony kicked-off his own half-hour TV musical variety show on KTLA-Hollywood over the weekend. On the first night show, he employs an eight piece band, and will supplement the four-piece orchestra with nine-piece as needed for special arrangements by adding musicians as he has done on his Capitol albums. Anthony plans to tape two shows a week for worldwide syndication and will gear his programming to an international market by selecting a different national musical each week.

**Trotter In NARAS Post**

LOS ANGELES—Van Alexander, Los Angeles Chapter president of the National Academy of Recording Arts and Sciences, has announced the appointment of John Trotter as scholarship chairman to develop plans for scholarship awards on the West Coast. Trotter's committee will advise NARAS of the amount of money available from the organization and the institutions which will receive funds on behalf of talented students.

**Barbara Greene Inks Atco**

NEW YORK—Lark Barbara Greene seems delighted over her new Atco recording contract. Her enthusiasm is shared by the label's exec veep, Jay Gee, and the parent label, and the LP's, "Long Tall Sally" and "Slippin' And Shidin'" was released last week.

**New Epic Names Albarano To Midwest Promo Post**

NEW YORK—Epic Records has appointed Nick Albarano as Midwest region promotion manager, according to an announcement from Len Levy, national sales manager.

Albarano will be responsible to Sol Robbins, national promotion manager, for all promotion activities relating to Epic and Okeh Records, the label's R&B outlet. He will coordinate his activities with radio stations, distributors and key retailers in the Midwestern region.

Before joining Epic, Albarano served for four and one half years with Capitol Records.

The appointment of Albarano is in line with Epic's current expansion program. In 1962, the label achieved its greatest sales and radio station placements and the institutions that helped to bring 50-000 diskstores to the nation.

While they are on television bandwagon this week, the Szell Brothers will be doing a "live" performance at Michigan Tech. College, on April 13. The concert tour will follow their guest appearance on Jack Paar Show, Feb. 18, which will be telecast to the nation on a coast to coast basis.

In March, the Mercury artists will be taking their way to appearances at top colleges in California and Arizona, and then head East for dates in Wisconsin, Ohio, Virginia, Connecticut and Pennsylvania. On April 11, Tom Tom and Dick open at the Village Gate in New York City for 10 days. Washington, D. C., and appearances at Wllliam and Wake Forest Universities in New Orleans, winding up the schedule. After two billing at Indiana University and the Surf Club in Cincinnati, the fun continues for June personal appearance tour of U.S. Army Camps in Germany.
Columbia A&R Men
Go West For That
"Hollywood Sound"

HOLLYWOOD—Following plans to inaugurate its singles and albums output in Hollywood, Columbia Records’ Sunset Boulevard studio has become a beehive of activity, with sessions scheduled for morning, evening, and the pre-dawn hours.

A contributing factor to the unusually heavy recording schedule which is currently the mode of operation here has been the arrival of three east coast A&R producers to record their artists in the “all-purpose” studio.

The additional of the three visiting producers brought the number of A&R men using the studio to six. Recording activity ran the gamut from lush pop LP material-to-hard driving rhythm and blues-singles-to-melodic bossa nova jazz.

The visiting A&R men included Ernie Altschuler, Bob Mersey and John Hammond. The home-based producers were Irving Townsend, Jim Harbert and Terry Melcher.

John Hammond began the “Go West Young Man” movement and right after he completed recording jazz guitarist Herb Ellis and violinist Staff Smith, Bob Mersey arrived to produce an Andy Williams album and several singles. The Williams’ date began on Sunday evening (Jan. 15) and ran two additional week nights.

The regular work week (14) began with Irving Townsend, Columbia’s newly-appointed West Coast vice president and senior A&R producer recording a Gordon Jenkins album in the afternoon. In the evening, Bob Mersey and Andy Williams held forth with session number two.

On Tuesday (15) Jim Harbert launched a breakfast club LP session with the New Christy Minstrels, folkdom’s fast rising group. No sooner had the Minstrels cleared out of the studio, than Harold Chappier’s engineering staff began arranging takes for the second Gordon Jenkins-Irving Townsend big band session. In the evening, there was a third change of mood as Terry Melcher welcomed Hamilton Dean’s new rhythm and blues single.

The next day, Randy Sparks and his New Christy Minstrels and Jim Harbert got an afternoon start on their album. Then back came Williams, Bob Mersey and the new man in the orchestra for evening session number three.

Ernie Altschuler entered the picture on Thursday (17). He held a morning session with Ray Conniff, cutting Ray’s first single in several years and then he came back the next morning to complete a George Gobel-Jerry Murad Harmonicats single in a pre-dawn session. The Harmonicats had been appearing in Long Beach and could not commence recording until after midnight.

The products resulting from “East” meeting “West” will be available in the immediate future.

Orfeon Ends Contract
With Steinhaus

CARACAS—Orfeon Records has announced that its contract with Stan Steinhaus as general manager will not be renewed upon its expiration on Feb. 28. Orlando Valle, comptroller of Orfeon of Venezuela, will assume control of the Caracas office after Steinhaus’ departure. After a European vacation, Steinhaus will return to Caracas to take his partnership post with Ronde of Venezuela.

Steinhaus will continue as an independent producer for Ronde with early releases expected on the Staraday label and the Pop label from Paris.

NEW YORK—Sales last Xmas of Liberty Records’ “Chipmunk” product was the best Holiday period yet for the popular kiddie attraction, according to Ross (David Seville) Bagdasarian, creator of the Chipmunk sound.

Total sales were half a million units, with 300,000 going to “Christmas with The Chipmunks” LPs and more than 200,000 re-issue Chipmunk holiday songs sold.

Impressive mark, double the sales of the ’61 holiday season, is attributed to a new generation of youngsters reaching disk-playing age since the initial Chipmunk rage swept the nation in the fall of ’60, when the original “Chipmunk Song” single sold 4 million copies in a seven-week period, an all-time high sales total in such a short period of time.

A special Liberty “Chipmunk” dealer merchandiser featuring four LPS, four EP’s and two singles boosted sales over the $1,000,000 mark during the last five weeks.

Surging “Chipmunk” popularity has resulted in merchandising tie-ups with 39 companies involving more than 100 items ranging from Alvin Snoopy Dolls (Colgate) to T-shirts (Norwich Mills), comic books (Dell), toys (Knickerbocker Toy Co.) etc. All will be on display at the National Toy Fair in New York in March.

Chipmunk popularity resurgence is also noted in the latest Nielsen Report on “The Alvin Show,” now seen in repeat showing via CBS-TV on Saturday mornings. The Nov. 24-30 city report gives “Alvin” a 10.2 rating with 46.0 share of audience against NBC’s Shari Lewis Show with 6.4 rating and 29.0 share.

Total record sales of the Chipmunks have now reached 16 million in the 50 months since birth.

Coast Pubbery Bows

LOS ANGELES—Oliver Berliner has formed the Gramophone Music Company, a SESAC affiliate, specializing in Latin music. The new west coast pubbery’s initial release of 12 tunes has 1960’s #4 tune in Mexico, “Ven, Que Te Quiero.”

Cash Box—February 2, 1963
Columbia Sets Disques CBS Bow in France on Feb. 1

NEW YORK—Columbia Records will introduce 45 wholesale copies of Disques CBS, in France on Feb. 1, according to Goudard Lieberson, president of CBS International.

Lieberson stated that Columbia had acquired 98 percent of Artec, a leading French indie label, which now markets the important Odeon catalog there, but will soon transfer all dis products (CBS) to the CBS label.

Lieberson stated: "In line with our plans for expanding Columbia's worldwide activities...we have acquired control of Artec, one of the leading independent record companies in France and Spain. It is a very important catalog under the Odeon label, but will soon transfer all product to the CBS label."

Lieberson also said that: "In this joint ownership of CBS and Artec, we go to France as a French company devoted to the needs and desires of the French public. As the largest record company in the world we will join our world-famous Repertoire artist list with a solid catalog already established in France and we plan to add to this list during the new year. This catalog and new recordings of the historical culture of France, art, literature and music...will look forward with enthusiastic pleasure to the years before us to a new French CBS."!

Columbia Records has for years been in the forefront of recording not only French but also important music by such French contemporaries as Francis Poulenc and Pierre Boulez and such internationally acclaimed musicians as Mischa Maisky, Casadesus, Philippe Entremont, and violinist William Primus. The Columbia catalog has long been exclusive Columbia recording artists.

Lieberson also announced that Bertrand Taylor, formerly director general of A&R, will be director general of Disques CBS, directly responsible to Peter de Rougemont, vice president of international for CBS International.

A special promotion will be held in Paris on February 1st. Attending will be Lieberson; Harvey Schein, vice president of international for Columbia; Nat Shahiro, director of international A&R and creative services, CRE international; Stanley West, coordinator of European operations, CBS Records; and Michel Vermette, manager, promotion and merchandising services, CRE International, as well as de Rougemont and Taylor.

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Great Britain’s Best Sellers

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<td>4. (2) Bachelor Boy — Cliff Richard (Columbia) Elstree</td>
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<td>6. (—) Diamonds — Jet Harris, Tony Meeham (Decca) Francis Day &amp; Hunter</td>
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<td>7. (6) Levonc Blues — Frank Ifield (Columbia) Lawrence Wright</td>
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<td>8. (10) I Like It — Maureen Evans (Oriole) Bourne</td>
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<td>10. (8) We’re Gonna Make It — The Shadows (Decca) Torme</td>
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<td>12. (7) Sun Arose — Rolf Harris (Columbia) Arndore &amp; Begrowen</td>
<td>12. (7) Sun Arose — Rolf Harris (Columbia) Arndore &amp; Begrowen</td>
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<td>13. (19) Don’t You Think It’s Time — Mike Berry (HMV) Meridian</td>
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<td>15. (9) It Only Took A Minute — Joe Brown (Piccadilly) Shapiro</td>
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<td>16. (20) Telestar — The Shadows (Decca) Torme</td>
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<td>17. (11) Bobby’s Girl — Susan Maughan (Philips) Kassner</td>
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<td>18. (—) The Wayward Wind — Frank Ifield (Columbia) Lafleur</td>
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<td>19. (—) Big Girls Don’t Cry — Four Seasons (Stateside) Arndore &amp; Begrowen</td>
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Great Britain’s Top Ten EP’s

| 1. (Kid Galahad — Elvis Presley (RCA) | 1. (Out Of The Shadows — The Shadows (Columbia) |
| 2. (Sound Of The Tornadoes — The Tornadoes (Decca) | 2. (West Side Story — Soundtrack (CBS) |
| 3. (The Boys — The Shadows The Shadows (Columbia) | 3. (On Stage With Black & White — George Mitchell (HMV) |
| 4. (Frank Ifield Hits — Frank Ifield (Columbia) | 4. (Elvis Presley Rock ’N’ Roll No. 2 — Elvis Presley (RCA) |
| 5. (Black & White Minstrel Show — George Mitchell (HMV) | 5. (Bobbi Vee Meets The Crickets — Bobby Vee (HMV) |
| 6. (Follow That Dream — Elvis Presley (RCA) | 6. (Summer Holiday — Cliff Richard (HMV) |
| 7. (Wonderful Land Of The Shadows — The Shadows (Columbia) | 7. (South Pacific Soundtrack (RCA) |
| 8. (Shadows To The Fore — The Shadows (Columbia) | 8. (Girls, Girls, Girls — Elvis Presley (RCA) |
| 9. (—— Sincerely Bobby Vee (Liberty) | 9. (—— Best Of Bull Barber & Blik — Kenny Ball, Chris Barber, Acker Bilk (Pye ‘Golden Label) |
| 10. (—— Spotlight On The Shadows — The Shadows (Columbia) | 10. (—— Black & White Minstrel Show — George Mitchell (HMV) |

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Nana Cuts “Book” in Britain

LONDON—Continental songstress Nana Mouskouri is pictured above with Fontana A&R manager Jack Baverstock (left) and managing director Johnny Keentock (right) at a recent recording session in which she cut her first English deck, “My Colouring Book.”
Bovena's Hit Master's Voice-label has released new items in the "Great Recordings of the 20th Century," the BBC recorded "Teenage Love," sung by soprano Elisabeth Schumann. In the pop arena Johnny Jordaan's "Berouw Van Een Amsterdamse Zeevaartman" (Sailor)" and "Hongkong" by the Enzo Gallo Quartet flooded the Dutch charts.

Imperial is going steady nowadays with the overwhelming success of "Young Yip" and "The Last Frontier," releasing new singles which will especially welcome Capitol's reissues of the famous Todd Dameron-Transcription Band "Sans Souci," "52nd Street Delight," "Skit Delight" and "Captain Delight." Edith Piaf's recital at Nijmegen was just screened on the VPRO-TV.

Since their appearance at the "Grand Gala Du Disque," more than 10 New Orleans and Louisiana material has been reportedly sold of Compagnons De La Chanson's "Le Mexicain."

The most complete recording in stereo of Puccini's Triolo-Opera "Il Trittico" (premiered in New York, 1918) has been released in this country. Hans Tecker of Dutch Decca recorded it. The three works: "Il Tabarro," "Suor Angelica" and "Gianni Schicchi." The jazz fans will especially welcome Capitol's reissuing the famous Todd Dameron-Transcription Band "Sans Souci," "52nd Street Delight," "Skit Delight" and "Captain Delight." Edith Piaf's recital at Nijmegen was just screened on the VPRO-TV.


Recently, during four days the yearly exhibition of products for Hotel & Restaurant trade was held in the impressive RAI-Building of Amsterdam. This was the seventh year this exhibition was held and the exhibition was bigger than ever before. More than 300 manufacturers or distributors of equipment of the hotel and restaurant trade were there. The hotel and restaurant trade is estimated at 25,000,000 square meter, and everyone who has something to do with the catering or entertaining business visited this wonderful exhibition.

This was the right opportunity for the public to meet with the 1963-models of joke boxes and all American makes were represented.

Among the most popular was the new "Billy Joe" by "The New Banty Hare." Billy Joe is a "Sticky Fingers" show and each box has a music box which plays "I'm Sixteen," "16 Tons," "I'm From Way Back Home," and "Maiden Of The Mist." The "Billy Joe" is equipped with a "Sticky Fingers" show which plays "I'm Sixteen," "16 Tons," "I'm From Way Back Home," and "Maiden Of The Mist." The "Billy Joe" is equipped with a "Sticky Fingers" show which plays "I'm Sixteen," "16 Tons," "I'm From Way Back Home," and "Maiden Of The Mist." The "Billy Joe" is equipped with a "Sticky Fingers" show which plays "I'm Sixteen," "16 Tons," "I'm From Way Back Home," and "Maiden Of The Mist." The "Billy Joe" is equipped with a "Sticky Fingers" show which plays "I'm Sixteen," "16 Tons," "I'm From Way Back Home," and "Maiden Of The Mist." The "Billy Joe" is equipped with a "Sticky Fingers" show which plays "I'm Sixteen," "16 Tons," "I'm From Way Back Home," and "Maiden Of The Mist." The "Billy Joe" is equipped with a "Sticky Fingers" show which plays "I'm Sixteen," "16 Tons," "I'm From Way Back Home," and "Maiden Of The Mist." The "Billy Joe" is equipped with a "Sticky Fingers" show which plays "I'm Sixteen," "16 Tons," "I'm From Way Back Home," and "Maiden Of The Mist." The "Billy Joe" is equipped with a "Sticky Fingers" show which plays "I'm Sixteen," "16 Tons," "I'm From Way Back Home," and "Maiden Of The Miss..."
Every year, the record industry in the U.S. begins to think more on an international level.

Manufacturers are interested in the charts of Germany, Italy and Great Britain as well as what’s happening in Cleveland, Chicago and Los Angeles. The amount of chart material coming from “abroad” is climbing every year but the proportion of American material smashing on the continent is decreasing at an alarming rate.

We read, with great interest, the reports of our good friend Walter Hofer, who writes from Vienna and is in a position to know the scene. His latest report in February, and will be Bossa Nova styled. Julio Sosa, CBS’ top tango artist, is recording a new LP. Reports from the label indicate that sales of his last two albums, “El Tango Libertino” and “Nacional,” have been great. A recent advertisement in the New York Times for Piazzolla’s record, “Barbarito II,” has been extraordinary. As it has been informed previously, the album features several chart singers and is priced at $3.50.

CBS prepares the launching of Os Bossembist, a Brazilian quintet recently arrived in New York. Their first appearance is scheduled for February, and will be Bossa Nova styled. Julio Sosa, CBS’ top tango artist, is recording a new LP. Reports from the label indicate that sales of his last two albums, “El Tango Libertino” and “Nacional,” have been great. A recent advertisement in the New York Times for Piazzolla’s record, “Barbarito II,” has been extraordinary. As it has been informed previously, the album features several chart singers and is priced at $3.50.

Walter mentioned tax laws, nationalism in foreign countries, and competition. “It’s bringing up one more and perhaps the most important point,” Walter said. “The American firms have simply priced themselves out of the market. This means that the publishers as high advances that just will not be paid anymore, or wish too much of the profit pie which the German publisher is no longer willing to give, and we might add, rightfully so, and the record manufacturers have no place for them either. Either they must have a 100% guarantee of the American market, or they must leave the market. They are very well off, and they are just asking for more money, and I think the American firms adopt a more realistic attitude toward foreign business.”

Of course, the American taste for big sound and “R&B” feeling, both of which are not popular in this market also make such American material no matter how high the advance or place in the charts. A German publisher visiting the U.S. says, “a wire a day, and a day to come, will cost a quarter of a million dollars.” The song will, in all probability, remain unrecorded in Germany. No one wins. It is all a matter of cooperation and publishing profits. There are still rumblings of a strike here, but no one is willing to risk a court case.

Furthermore, Walter hit upon another strong problem. The language problem. Walter’s solution was that American firms must think about producing their artists in different languages. One suggestion is made on this point, again in the fourth quarter. This quarter is too late. If a German is planning to have a record published in the United States, he must have a German publisher to supervise the date, or better still, fly the artist here and do the date on top. Again, Costs are but a fraction of what we are suggesting is, and it pays off with hit after hit. Connie now records almost exclusively German special material written for her and it pays off to the tune of 250,000 copies a week, and $100,000 a week, here.

Walter’s suggestions about forming a company here are also well and good, but remember one thing. If your foreign partner does not make enough money himself, he will be selling their companies at a loss, because of their expenses and will not work on your material to the extent that he will work on his material. They do not have a business in a foreign language. They have no water to make the German market gladly be answered by mail or personally by the Cash Box office here.

Teldir Records reports that Chris Montez’s “Let’s Dance” are racking up big numbers this week. Other records records making noise for the firm include top 10er “Telstar” by The Tornades and “Return To Sender” by Elvis Presley.

Composer-publisher Will Meisel has been given a special award for his work by Germany’s biggest celebrity Dr. Loebeke.

Yul Bruner sent a special letter to Caterina Valente congratulating her on the song sung on the special UNO record made for the United Nations.

Electro Records released a bomb on the market this week by racking out numbers one to three by Eddy Duchin. The chart this week is very profitable. Foreign catalog wise, the firm is working hard on “Let’s Dance” by The Bingles. “Let’s Make Love Next Time” by Cliff Richard and several other English and American waxings.

Thee Seeger from Peer Music reports hard work and action on the new Bossa Nova recording in German of “Besame Mucho” by Yvonne Carr on Decca. And at a final note, it’s interesting to see that of all the German songs Germany today, none are American, one is English and one is Italian in origin. The remaining 8 are either original or done by the foreign writers and artists should try to tailor their material more for individual markets and also take home a slice of the big pie that is the record market in Germany. That’s it for this week.

Germany’s Best Sellers

This Last No. Weeks Week In Charts
1. 1.6. "Junge, komm bald wieder" (Son, come home soon)—Klaus Wunderlich (CBS)
2. 2.12. "Baby Twist"—Will Brandeis & Kleine Elisabeth—Polydor (CBS)
3. 3.7.5. "Fuer Gala Tu" Ich Alle (I do everything for Gaby) —Gerdi Boetcher—Decca—Rolf Badke
4. 4.6. "Kirmes" (Kirmes) —Ingfried Peter Melis
5. 5.9.5. "Die letzte rote der prairie (The last rose of the prairie) —Bert Kaempfert—Polydor
6. 6.8.8. "Wenn Du Gehst (When You Go)—Connie Francis—MGM
7. 7.8. "Von der Liebe Mexiko—Caterina Valente—Decca—Melodic Der Welt
8. 8.6.6. "Kirmes/Um’s reise(float) (On our journey begins) —Peter Kraus—Polydor—Hans Georg
10. 10.2.2. "Tropen—Pepino Di Capri—Italia—Kartheiz
11. 11.4.4. "Original German Copyright

Argentina’s Best Sellers

1. Dame Felicidad (Painted Desert-Korn) Enrique Guzman (CBS); Siro San Roman (Music Hall); Raúl Lavié (RCA)
2. Di Pappa (Korn) Luis Ordóñez (CBS); Siro San Roman (Music Hall); Raúl Lavié (RCA); Jose Guardiola (Odeon)
3. Special Actores (Pach-Fernanda), Pat Bosqué (Music Hall); Jackie (CBS); David Dante (RCA); Peppino de Capri, Manolo Muñoz (Odeon Pop)
4. Elije Sangustas, Juan Ramon (Disc Jockey); Ruy Baxter(Philips)
5. Baby Elephants Walk (Famous-Neumann) Lawrence Welle (Music Hall); Henry Mancini (RCA)
6. Cesar Chaves (Berlin), Every Night (Santer-Fernanda) Paul Anka (RCA); Monica Landor (Odeon Pop); Juan Ramon (Disc Jockey); Late Franke (RCA)
7. Bienvenido Amor (Korn) Paito Ortega (RCA); Los Gin Fizz (CBS)
8. Darlin’ Paul Evans (Kapp)
9. Face it (Odeon Pop)
10. El Pecador (Campel-Fernanda) Los Panchos (CBS); Antonio Prieto (RCA); Lacho Gatica (Odeon)
11. El Mantinait (Santo) Gilbert Becaud, Guelo, Lacho Gatica (Odeon); Los Cinco Latinos (CBS)
12. La Mano De Dios & Mano Hidyn (Ariel)
13. Ok Al Madison (Fernanda) Dora Dinamico (Odeon Pop)
14. Corazon De Lado (Korn) Chacho Santa Cruz (Microfon); Luis Ordóñez (CBS); Ciro Mendosa (RCA); Antonio Torre, Peppino (Disc Jockey); Julio Cesar (Odeon Pop); Gasparin (Philips); Antonio Bisio (CBS)
15. Frangos (Tonina-Fernanda) Bert Kaempfert (Polydor); Trump Boy (Philips)
16. Renato (Fernanda) Monica Landor (Odeon Pop); Jelly Land (RCA); Los Big Ben (Philips)

Cliff Breaks ‘Em Up In London

LONDON—Cliff Richard, who is currently riding the British best-seller charts with “The Next Time” and “Bachelor Boy” on Columbia, is easily one of the hottest properties in England. In the pic on the left the artist is shown with his latest chart hit, “Love Story,” in his black cap. The August photo shows London’s policemen holding back the thousands of fans who have been patiently waiting to prevent Richard from leaving his car to attend the film’s premiere.
DENMARK

Knut Mörk of Mörks Musikforlag reports that Helle Wilke's new record "Jalousie" is creating great interest. Miss Wilke has just returned from a tour in Sweden and will return to Stockholm in Feb. to contract to the dance restaurant, Berzelii-Terrassen. Also contracted to the same spot is another Troila artist, American-born Sahl Briggs. On Feb. 3, Miss Wilke appears on a TV program in Oslo, Norway.

Jørn Ingmann has just completed the recording of the music for the new Danish TV series "Storvuggerbandet". Bent Fabricius-Bjerre (also known as Bent Fabrik) is the composer of the music for the film. Grethe (Mrs. Jørn) Ingmann is now reaching the American market, where her recording of "My Little Boy" has been successful.

New sheet music from Wilhelm Hansen, Musik-Forlag, includes "Adieu, Adieu," music by Erfred Fabricius and words by Peter Mynte, and "Når der sker det sidste" (music by Svend Gydahl). Both songs are Danish originals. The latter is from the film "Der bærmer en lid" (A Fire Is Burning) produced by ASA-Film. Also released by Wilhelm Hansen is the German "Oklajin-Rag" by Hobert Wolf and the British "Tin Pan Alley" (Pá gammelmas's nánér) with Danish lyrics by Robert Arnold.

NORWAY

Norwegian singer Ray Adams to Berlin Jan. 27 for a TV show in which also appears the Swedish singer Anita Lindblom. Adams is also contracted to cut four songs in German (Cliff Richard/Columbia) No Public in Berlin. "Gypsy," another recent recording by Ray Adams, has just been released in Italy, England and Belgium Musik-Foralg.

Haskon Tveten of Norsk Phonogram A/S just back from Stockholm where he attended Pye's Scandinavian sales conference.

SWEDEN

Gunnar Bergström and Dag Häggquist of Sonet and Gazell Records to London, Jan. 26, for talks with their English contacts.

Benjamin Sonet, of the Swedish Phonogram AB (producer of Pye in Sweden) told Cash Box. Jan 30, that he had recently opened the Scala Theatre in Stockholm and was very well received by the critics.

New sheet music from Musikforlaget Essex includes "Vad för en tok är jag" (Which Kind of Am I Am) from "Stop The World...!" with Swedish lyrics by Gardeh Sahlgberg. All bedding up with the Swedish Connor recently opened at the Scala Theatre in Stockholm and was very well received by the critics.

New sheet music from Reuter & Reuter includes three new Swedish songs, "You and My Willy Skit Skit with English lyrics by Trevor Williams, and two songs by Owe Thörnqvist, "Jagarn Sport" and "Bossa Catalina."

AB Knäppup has released "Mexiko Joe" "In The Room", with Pat Boone on Det, "Break Down and Cry" "She's Stayin Inside With Me" with Fabian, also on Det, and "Desdeñado/"Ghost Train" with The Triolet.

Sonet records that the Swedish band "Lasky/Bent Robyn" with "The Spacemen, and "Linda" "La Novelita" with Bruno Wintzell, both on Sonet label.

Stig Anderson, head of Bens Music AB, reports that he has taken over the catalogues of the California based Four Star Sales for Scandinavia, "Limbo Rock" with Chubby Checker is one of the recent top sellers from this publisher.

Australia's Best Sellers

1. Return To Sender (Elvis Presley/RCA Victor) Belinda Music
2. Big Girls Don't Cry (Four Seasons/Festival) Belinda Music
3. Telstar (The Tornadoes/Decca) Reg Commercial Music
4. From A Jack To A King (Neil Diamond/W-G) J. Albert & Son
5. The Boys (The Shadows/Columbia) Belinda Music
6. *Girl Behind The Bar (Johnny Ashcroft/Columbia) Castle Music
7. The Night Has A Thousand Eyes (Bobby Vee—Liberty) Belinda Music
9. Surfside (The Denvermen/EMI) Belinda Music
10. Something Blue (Johnny Chester/W-G) J. Albert & Son

Locally produced record.

Newfoundland & Labrador's Best Sellers

1. Return To Sender (Elvis Presley/RCA Victor) Belinda Music
2. Big Girls Don't Cry (Four Seasons/Festival) Belinda Music
3. Telstar (The Tornadoes/Decca) Reg Commercial Music
4. From A Jack To A King (Neil Diamond/W-G) J. Albert & Son
5. The Boys (The Shadows/Columbia) Belinda Music
6. *Girl Behind The Bar (Johnny Ashcroft/Columbia) Castle Music
7. The Night Has A Thousand Eyes (Bobby Vee—Liberty) Belinda Music
9. Surfside (The Denvermen/EMI) Belinda Music
10. *Something Blue (Johnny Chester/W-G) J. Albert & Son

Locally produced record.

Some Composers have been included in the "Composers" Newsletter, December last published by the Fellowship of Australian Composers, Society of Composers, the composition which is contracted to the Cash Box is "Righteous Mad" over the section which they maintain in devised to "Squeeze out" the "occasional" composer for a three-year period before being accepted as an associate. The other point objected to is the proposal that a writer must serve a five-year term as an associate member before being eligible for full membership.

Many Australian composers are quite concerned about the proposed "tightening" of conditions governing APRA (Australian Performing Right Association) membership—details of the plan are outlined in the "Composers" Newsletter" of December last published by the Fellowship of Australian Composers, Society of Composers.

Some of the recent releases contacted by the Cash Box are "Righteous Mad" over the section which they maintain in devised to "Squeeze out" the "occasional" composer for a three-year period before being accepted as an associate. The other point objected to is the proposal that a writer must serve a five-year term as an associate member before being eligible for full membership.

It is great to see and "feel" the confidence with which the entire record and music trades are facing up to 1963! The month of January has proved to be a better than expected. The return of the pattern continues to improve at this level, 1963 could well be the year to witness the industry regaining Albert, which lost over the last few years. All companies are planning vigorous and ambitious action for the year with both local and overseas products.

Local disk-jockeys are "having a ball" with the programming of the sensation for a hit with American comedy album "The First Family" starring Vaughn Rees. It is said to be using tracks for the set in programs that are normally restricted to the playing of singles. While this album may not be tailored for the American market, it should still be a solid sales piece for EMI during the month of January.

The Fellowship of Australian Composers (an organization closely affiliated with APRA) has made a further approach to the Federal Government authorities to establish a Commonwealth Music Fund. An application to the Government in this connection has been presented its—this time in more specific detail. The request is for a fund of $10,000 per annum (around $15,500) to finance the publication and recording of major works and some smaller items. In its new bid to secure financial support for the scheme the Fellowship has won the support of several parliaments.

The Delltones, one of Australia's most talent vocal groups, have a great new single out on the Leeland label (through the Festival group) which carries "Come A Little Bit Closer" as the "A" side—the coupling is "Joanie."

To coincide with her personal appearances in this country, RCA has made a special release of "Della On Stages" the album featurings. Delia Reese. This visit could be the means of helping Delia establish herself more firmly in the disk field in this country. In the past she has enjoyed moderate success without getting off the ground in a big way but her performances here could do the trick and swing consumer demand in her favor.

W & G Records has re-issued The Thunderbirds' "Wild Weekend" to compete with the HMV label release by the Rockin' Rebels from the Swan label in America. "Wild Weekend" was a strong regional hit here about three years ago for The Thunderbirds.

RCA released the Kitty Kallen version of the big American hit "My Coloring Book," which is one of the prettiest ballads in a long while, The RCA boys will be out in force doing heavy promotion on this one because the Sandy Stewart record on the Pye label has a "head" start as it was released a few weeks back.

EMI out with another big batch of singles including "Ballad Of Jed Clampett" by Nelson Riddle's "A Woman" (Ferry Capo), "Remember Then" (The Earlies); "Good Buddies" (The Crawford Brothers); "Don't Make Me Over" (The Shirelles); "I Love You More Than You Love A Lover" (The Shirelles) and "An I Wiedershen" by Ben E. King.

Steve Lawrence looks as though he's headed for the big time in Australia with his smash single "Go Away Little Girl. "Steve is a great favorite with our disk jockeys and the action on his records is generally quite outstanding.

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Cash Box—February 2, 1963—International Section
From Greece, we received information about the Mexican folk duet Los Hermanos Cantoral. They have had a wonderful success in that country, the same as they have had in Turkey. The Cantorals also performed at the military campus Gadi in Athens and at the Kavarnansky night club in Istanbul and their most popular songs were "El R elo," "La Darea," "Regalada carta noche," "El Crucifijo de piedra," "El Preso numero 97," "Abraza a tu cruz," and "Noche te voyas."

Emily Cranz's "Cuidadito, cuidadito," "Mi muchacho," "Ni en un milion de anos" and his difficult "termino" for Orfeon Records, are hitting big on the Venezuelan hit parade.

Popular Mexican bull fighter Manuel Capetillo will start a new recording series at Orfeon Records, singing, as always, folk songs. Manuel will combine his musical work with the current bull fight season.

Beautiful singer Queta Garay has a new song under the title of "La Mezicanas," with strong acompañamiento by Sergio Perez. Queta is earning great popularity and she's seen very often on TV.

While the Rigel Brothers return again to RCA Victor after a few months of recordings at Orfeon Records, Los Hermanos Reyes changed contracts from RCA Victor to J.P. Records and, at this moment, are preparing new songs to record an LP.

Damaso Perez Prado is trying to return to Mexico, the country that opened the doors of popularity. Perez Prado is preparing a new engagement in this country in March.

Alberto Vazquez, one of the singers of the "new wave," will sing in English for Capitol Records. His two first songs will be Ruben Fuentes' composition "El Pecador" (The Sinner) and "Cuando calienta el sol" (When the Sun is Burning), this last one, from the "First National Song Festival." Albert has a perfect American accent and Americans should like his voice and style.

Due this month is the first TV show starring Andy Russell. It is not confirmed, but it is very possible that Perry Como will be there as guest of honor.

The first program of the "Dinah Shore TV Show," featuring Frank Sinatra as guest of honor, aired here recently. The dialog was translated into Spanish and the schedules remained in English. At this moment, this show has no Mexican sponsor.

It is said that Argentinian singer Baby Bell, who is performing since a few months, has decided to settle in this country, and will bring her family to live here. Baby is a perfect performer at theaters and on TV and at the same time is finishing her first LP for RCA.

Television programs being produced in the United States can now be viewed simultaneously in Mexico City, as the result of a new microwave system linking the capitol to Monterrey and the border city of Nuevo Laredo. Built under the auspices of the governments of Mexico at a cost of five million dollars, the system can carry 960 telephone conversations at the same time, a figure that will eventually be expanded to 4,800. Connected with cables of the American telephone system, the linking system is a combination of both color and black-and-white U.S. television programs in Mexico City.

Abaut color television, it is a fact that by this month we will be able to see the children shows in the new color system invented by Mexican engineer Gonzalez Camarena.

Mexico's Best Sellers

1. El Ladrón—Sonora Santanera (CBS).
2. Lorre Sanson (Fern Sanson, Run)—Los Rebeldes del Rock (Orfeon).
3. Lee Bevo—Paul Anthony’s (Gomez, Jacinto, Peerless), Pablo Beltran Ruiz (RCA) (BEBMAYL).
4. El Pecador—Alberto Vazquez (Metronome), Marco Antonio Muñiz (RCA), Los Galantes (Orfeon). Miguel Aaeves Mejia (RCA), Los Panchos (CBS), Antonio Prieto (RCA), Lacho Gutie (Santana), Alvaro Zernezio (Orfeon), Los Reyes (RCA) (CBS).
5. Speedy Gonzales—Manolo Muñoz (Musar), (EMMI).
7. Pena Negra—Sonora Santanera (CBS).
8. La Rizando—El Farolito (CBS).
9. Una Sola Nata (one note sabia)—Hinas Navarro (CABP), Pablo Beltran Ruiz (RCA), Enoch Light. Peerless), Jose Gilberto (Musar), Leonard, Rimar, director-general of Vogue, is surrounded by Frans Remyas (left) of Cash Box and Kaye Shanen, Belgian director of Vogue Records, Leon Cabat, director-general of Vogue, his wife in the right shot.

Hardy Time in Brussels

BRUSSELS—Parisian lark Franoise Hardy, who is currently riding the charts with "Tous Les Garcons A La Fille" and "I'm D'accord," was recently honored by Vogue with a cocktail party at the Scotch Club here. In the left pie the songstress’ center is surrounded by Frans Remyas (left) of Cash Box and Kaye Shanen, Belgian director of Vogue Records, Leon Cabat, director-general of Vogue, his wife in the right shot.

Cash Box—February 2, 1963—International Section
Vittorio DeMicheli of Cash Box had the pleasure, before leaving for his military service, to ask lunch Lasdadas Sugar, along with his son Piero, Francesco, Minchin, James Mac, and Dr. Alfredo Lorenz, president of Durium. In a warm and cordial atmosphere, many problems of the Italian publishing world were discussed. At the end of all the relations between the music industry and the broadcasting industry were the main subject of the meeting; it was emphasized that as long as in Italy the broadcasting stations are not official radio stations, RA1-RA7, effort to change the current customs and contracts will be hard and difficult.

Anyway both the music publishers and the record publishers seem to be determined to continue their efforts for the top quality of music and records. Moreover, the music and record industry is working on the decision and the selection of the songs to be broadcasted. Talks took place also on the current held between the two industries (music and broadcasting) and far better results for the music and record publishers are hoped for from these meetings.

Another point of interest touched on was the problem of the communist country that is also present in the broadcasting stations number 3. It was the first point of the conversation which the new Cash Box representative had during a lunch held by Francesco Minchin, director of EMI Italiana.

Minchin reported that the present situation in Italy was just the same as in France some years ago, before Europe N. i, a new broadcasting station started with completely new radio programs competing for the same existing radio companies. Another point that was under discussion was the idea of the joint attempts seems to discourage any initiative in that direction. Anyway Krkikor Mintangian has planned a trip to Moscow, along with an executive of Yugoslav broadcasting, to meet personally acquainted with the actual situation in Russia, record-wise.

It is interesting to stress again the question of relations between the monopoly companies of the broadcasting stations. This is one matter that was the first point of the conversation which the new Cash Box representative had during a lunch held by Francesco Minchin, director of EMI Italiana.

During’s president, Krkikor Mintangian just back from Yugoslavia, informs us that record company Jugoton is completing a big new building featuring offices and laboratory’s in Belgrade. A new contract received from Mr. Kopun, director of Jugoton on the occasion of his visit to this company, Mintangian was invited to Jugoton on the occasion of the 2nd Anniversary of EMI Jugoton and on the occasion of the extraordinary atmosphere of cordiality, achieving full success. It was organized. All singers, he told, are great artists with a special technical training. Among others, Mintangian was quite struck by Liliana Petrovic, Betty Jurkovic, Alsen Dedle, and Vice Vuko. He affirms, they could be top artists even in Italy.

Durium had the pleasure of receiving a visit from Joe Bott of the London group. Bott was very impressed by the Durium artist Fausto Papetti. He discussed with them about the possibilities of inducing and promoting this artist in the U.S. “Addio Monde Crudele” (Good-bye Cruel World), currently in the charts, received a great deal of attention in Durium. Currently at the chart is the song she presented at the first transmission “La Partita Di Pallone” (The Football Match). This was also the first waxing of this talent. Now the future is beautiful. Mr. Elia Roncini (At My Age) b/w Pe Di Carota. Good reaction is expected for these waxings too.

For the first time in Italy, a record industry is conducting a strong publicity campaign on television. “Roma, Roma, Roma” (Rome, Rome, Rome), the & Camilla De Trastevere” (Little Snail of Trastevere).

Armando Trovajoli, one of the modern Italian composers, penned the music of the Fourth of July, “Di Giovanni Di Rome, this musical comedy is obtaining great success. The music of this show is owned by CAMPI EDITORE music publishing Co. and recorded on LP under the title “La Dolce Vita” (The Sweet Life). The LP, originally by Aldo Fabrizi and Lea Massari, film stars, will be recorded by top singers such as Claudia Villa on a limited. Titles of two compositions are “Roma, Roma, Roma” and “La Dolce Vita” (Continued on page 55)."

First Italian appearance of Ray Charles’ success “I Can’t Stop Loving You” recorded by John Foster on Phonocolor under the title “Non Fuiro’ D’Amanti” appeared on the market recently, is gaining ground. Phonocolor announces that more than 10,000 copies were sold during the first week of release. Ray Charles is the first African artist to play in Italy published by Italy and Musica.

EMI Italiana has announced the publication of a new Bobby Darin record, "A True True Love" and "If A Man Answers." Both songs are included in the new Darin film, distributed in Italy under the title "Una Sposa Per Due."
<table>
<thead>
<tr>
<th>Position</th>
<th>Song Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td>Don't Let Me Cross Over</td>
<td>Carl Butler</td>
<td>Columbia 4391</td>
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<tr>
<td>2</td>
<td>The Ballad of Jed Clampett</td>
<td>Lester Flatt &amp; Earl Scruggs</td>
<td>Columbia 4206</td>
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<td>3</td>
<td>The End of the World</td>
<td>Skeeter Davis</td>
<td>RCA Victor 9998</td>
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<td>4</td>
<td>Second Hand Rose</td>
<td>Ray Dravy (Decca 31443)</td>
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<tr>
<td>5</td>
<td>I've Enjoyed as Much as I Can Stand</td>
<td>Porter Wagoner (RCA Victor 8105)</td>
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<td>6</td>
<td>I Take the Chance</td>
<td>Ernest Ashworth</td>
<td>(Vickery)</td>
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<td>7</td>
<td>For Texas</td>
<td>Grandpa Jones (Monument 801)</td>
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<td>8</td>
<td>Bury Ann</td>
<td>Marty Robbins (Columbia 42614)</td>
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<td>9</td>
<td>Sing a Little Song of Heartache</td>
<td>Rose Maddox (Capitol 4845)</td>
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<td>10</td>
<td>Down by the River</td>
<td>Feron Young (Capitol 4688)</td>
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<td>11</td>
<td>A Stranger Was Here</td>
<td>Darrell McCall (Philips 4079)</td>
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<td>12</td>
<td>How Come Your Dog Don't Bite Nobody</td>
<td>Webb Pierce &amp; Mel Tillis (Decca 13443)</td>
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<td>13</td>
<td>From a Jack to a King</td>
<td>Red Miller (Fabel 314)</td>
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<td>14</td>
<td>Knock Again, True Love</td>
<td>Claude Gray (Mercury 72063)</td>
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<td>15</td>
<td>Walk to Wall Love</td>
<td>Bob Goffin (Hickey 1881)</td>
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<td>16</td>
<td>I've Got the World by the Tail</td>
<td>Claude King (Columbia 42620)</td>
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<td>17</td>
<td>Faded Love</td>
<td>Leon McAuliff (Cimarron 4057)</td>
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<tr>
<td>18</td>
<td>Does He Mean That Much to You</td>
<td>Eddie Arnold (RCA 8102)</td>
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<tr>
<td>19</td>
<td>Don't Hang Up the Phone</td>
<td>Ira Isaac (Squash 4640)</td>
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<tr>
<td>20</td>
<td>Shake Me I Rattle</td>
<td>Ira Isaac (Squash 4640)</td>
<td></td>
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<tr>
<td>21</td>
<td>If You Want Me to</td>
<td>George Hamilton IV (RCA Victor 1118)</td>
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<tr>
<td>22</td>
<td>You Took Her Off My Hands</td>
<td>Roy Price (Columbia 42658)</td>
<td></td>
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<tr>
<td>23</td>
<td>Walk Right In</td>
<td>Rooftop Singers (Vanguard 35017)</td>
<td></td>
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<tr>
<td>24</td>
<td>You're For Me</td>
<td>Buck Owens (Capitol 4872)</td>
<td></td>
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<tr>
<td>25</td>
<td>Kentucky Means Paradise</td>
<td>Green River Boys (Capitol 4862)</td>
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</tbody>
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Just to prove that country music has its share of followers, KPCN-Dallas recently presented its first big country music spectacular at the Northside Coliseum in Waco with the world renowned crowd since "The Elvis Presley Show" in attendance. The thousand-odd cheering fans in the giant auditorium enjoyed such greats as Webb Pierce, Ray Price, George Jones, Carl Smith, Claude King, Webb Walton Jackson, Red Sovine, Buck Owens, and Marc Carter. Jim Newton, one of KPCN's leading air personalities, emceed the show. The program was produced by Oscar Davis with Bill McCall and welcoming. Bill recently became program director for KPCN after resigning from KENS-San Antonio.

The phones have been ringing and business continues at a brisk pace at the Nashville-based Jim Denny Artist Bureau. Grandpa Jones has been active in a series of key dates in the Kansas, Nebraska and Iowa areas. Carl Smith and Kathy Wells, along with Johnny and Jack, Bill Phillips and all the Tennessee Mountain Boys have been set to play the Florida State Fair in Tampa, February 5th through the 9th, and the Pearl and the Willis Brothers are currently headlining the Fort Worth Fat Stock Show.

Nette Dawson, proxy of Inner Glo Records, has set Aug Distributors in Gotham to handle her label's newest release, "Hurry Lord God, Reach Down For Me" by Sonny Melody-Wilchita.

CIRCA chief Mike Elliott announced last week the appointment of Dillon Hobart as A&R man for all country releases on the company's forthcoming label. Hobart is now enroute to his home state of Texas scouting artists and material for upcoming releases.

WELX-Detroit is now operating with 1,000 watts and streaming 24 hours a day of country music daily. The WELX country club has given membership cards and numbered decals to over 4,500 listeners during a three week period. Bob Clark is program director and hosts a five hour a.m. shift. Other disc jocks include Garn Brady, Chuck Meeker, and Gordon Sparks and Jim McGuff.

Ed McLemore is starting the new year off in fine fashion on his Big Jamboree. McLemore headlined a recent show along with the York Brothers, Eddie McDuff, Jim Nabors and Topper Bland.

Format Change: After having a top 40 format for several years, XERB-Chula Vista, California has just switched their mighty 50,000 watts to all-country.

Clyde Beavers has a new record out on the Tempwood V label, "Still Loving You" b/w "Happy Times," which looks like it might be his biggest record to date. Spinners who need copies can get 'em by wiring on their station letterhead to the diskery at Box 802, Nashville, Tennessee.
Seeburg’s exclusive automatic Income Totalizer, like a cash register, adds up every coin accepted by the LP Console and all Stereo Consolette. How can you be positive it’s tamperproof? The amazing ‘Private Eye’ tells you instantly. Exclusive... in the revolutionary new Seeburg LP Console.
A SALUTE TO THE 19th ANNUAL AMUSEMENT TRADES EXHIBITION

The 19th Annual Amusement Trades Exhibition takes place in London this week from Tuesday, 29th January to Thursday, 31st January 1963. Once again the New Royal Horticultural Hall, Westminster, is the venue chosen to house the major event of the European coin machine year and for the fourth successive year Cash Box, the international voice of the coin machine industry, is proud to pay tribute to the event with yet another special A.T.E. issue. Once again the organisers are confident that attendance records will be broken and, despite the coldest winter of the century, visitors to the exhibition both from home and abroad are assured of a warm and generous welcome.

Although the number of visitors increase each year it is regrettable that limitations of space prevent a similar expansion in the number of exhibitors. A record number of applications were received this year and the 145 available booths were totally inadequate. All were immediately allocated and of those fortunate enough to get space many had their requirements curtailed whilst others, less fortunate failed to get in at all. It would have been possible to dispose of at least 200 booths. Strenuous efforts on the part of the Directors of the Exhibition to find suitable alternative accommodation have proved abortive. Incomprehensible though it may seem London, capital city of the world, is singularly ill equipped with exhibition halls. Dimensional requirements of the A.T.E. cannot be met by the few alternative locations which are either too small or too large.

Compared with the hectic activation of 1960/61 progress during the past year has been steady rather than spectacular but nevertheless in the right direction. Figures published in the Cash Box Quarterly Export Editions reveal a healthy increase in the number of phonograph units imported into the United Kingdom between January and September 1962. Although the number of amusement games imported from the United States during the first quarter of 1962 was 50% down on the previous year, a considerable increase in volume for the second and third quarters virtually levelled things out, although the final count was a little under the 1961 figure.

Despite the New York dock strike it is understood that several new and revolutionary items of equipment in all classes are en route for London and the A.T.E. The shifting of interest from the more conventional fruit machines to those with restricted payments of up to one shilling so noticeable at last year’s A.T.E. continues and, once again, this type of machine is likely to be much in evidence. This year’s swing is towards multi player machines and it is expected that the tremendous development in this kind of equipment will be reflected in the considerable number of new and attractive units scheduled to make their debut at the New Royal Horticultural Hall. The last twelve months have also witnessed an accelerated swing towards electrification and use or incorporation of electrical devices both in amusement games and fruit machines. Phonographs got a much needed boost in January this year when purchase tax was slashed from 45% to 25% reducing the retail price considerably. Two problems likely to affect European coin men—Britain’s entry into the Common Market and possible switch to decimal coinage—remain unsolved. The Committee set up by the Government a year ago to examine the matter of decimal coinage is expected to issue a report in the near future. A positive reaction, if accepted, might have a considerable effect on the industry.

In the meantime Cash Box, on behalf of the trade, extends a vote of thanks to the A.T.E. Committee and members of the Amusement Caterers Association and Music Trades Association without whom the curtain could not rise on the big show of 1963. Once again Cash Box welcomes you to Stand No. 138 where copies of this special issue will be available. Subsequent issues will carry editorial and pictorial coverage of the event.
68 FIRMS EXPECT 3000 VISITORS TO 19th ANNUAL A.T.E. IN LONDON

 overflow of exhibitors set up in Mostyn Hotel; expect record crowd

End Of U.S. Dock Strike May Send Additional US Reps To Show

LONDON—There is every indication that the 19th Amusement Trades Exhibition which takes place this week at the New Royal Horticultural Hall will be the most successful to date. As usual the demand for space has far exceeded the supply and more would-be exhibitors than ever have been turned away. Some have sought alternative accommodation—notably Ditchburn Equipment Ltd. and Seeberg (Great Britain) Ltd. who will be staging their own shows at the Mostyn Hotel, Portman Street, London, W.I. Although the total number of exhibitors stands at 68—exactly the same as last year—regular visitors will detect several changes in personnel. Old timers, Laren For Music and Juke Box Distributors are absent this year, and of the newcomers, Filmmbox Equipment Co. Ltd. seems likely to attract a great deal of attention with their Italian manufactured Cinebox. The Belgian firm Hobea Ltd., having closed their London office, have also withdrawn from the exhibition and the only overseas exhibitor is a newcomer from Germany, Elche Ltd. of West Berlin. The American firm Urban Industries Inc., opted out at the eleventh hour owing to the New York dock strike which prevented their equipment arriving on time.

However, despite the shortage of overseas exhibitors a considerable number of American and continental visitors are expected to attend the convention with particularly strong contingents from Germany and Belgium who, together with the United Kingdom, make up the biggest European coin machine countries. One thing is certain the voice of the coin machine industry is international amid those who make the journey to London will be assured of a warm and friendly welcome.

New Royal Horticultural Hall Floor Plan

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**BULLETIN**

NEW YORK—An overflow crowd of A.T.E. Conventionees saw additional representation evident from the United States as the multi-million dollar east coast shipping trade, which has stranded the coast of the U.S. from Maine to Texas, was settled Tuesday, January 22nd, as President John F. Kennedy's special board convinced east coast shippers to accept a proposal which will end the strike which went into effect December 23rd.

Leading U.S. wholesalers coin machine firms and export houses, with millions of dollars in equipment lying idle on piers since late December, were hurriedly expediting all shipments, rushing additional equipment to fill orders which have literally piled atop salesmen's desks, and at the same time representatives from these firms made plans to attend the A.T.E. show in order to secure business which dropped off due to the month-long strike.

1963 AMUSEMENT TRADES EXHIBITION DIRECTORY

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MAR-MATIC SALES LTD.— (STANDS 1-8) J. H. Keeney and Jennings sole concessionnaires in the United Kingdom. Apart from the attractiveness of the 6d double-decker stand, Mar-Matic will be exhibiting the leading fruit and pinball machines available in England. The Keeney range will include the "Keeney" electronic machine for which it brought great success and high sales at the Blackpool Exhibition last December. Already established, this original machine of Keeney will interest all visitors seeking something new and efficient in the fruit machine field. Another Keeney model will be the "Penny Twiri" offering pay-out combinations from 1-2-2 and styled in elegant upright cabinet design, electronically operated, incorporating two income earners. For the pinball operator, the Keeney "Rainbow" Bingo type machine will be in evidence, inspection being its efficient performance and suitability for small arcades, clubs and the like. Jennings will be represented by the already famous "Governor," the 6d fruit which has proved so popular with players and operators throughout the U.K., and which features the renowned "Tie-Tac-Toe" 80% more trouble-free than any other machine of its kind. A terrific earning power cannot be ignored. The new and improved "Penny Comet" now comes a complete brand new model, and as does the "Governor" a five year clock guarantee. Ruffler has recently perfected, this machine has already become established on the market. Jennings stands elegantly, and with receptacles for tumblers give an added attraction to their display. It is their desire to help to create a player appeal. Burglar alarms which can be fitted to all types of machines are a added feature. Mar-Matic feature exhibited by Mar-Matic Sales cannot be ignored, but we are assured that it will be the feature item which will prove of tremendous interest to all operators. Jennings "Master Coin Changer" will be available for inspection and testing. This company's machine can change 200,four 10p pieces in six seconds and is warranted of its place by Jennings, Common, or amusement place where change is constantly and quickly required. The sales staff is under the personal direction of Maurice Sylve who will be pleased to meet old friends and give every assistance to visitors seeking advice on the machines and their operation.

RUFFLER & WALKER LTD.— (STANDS 1-8) Ruffler and Walker, this year, have a larger stand than ever comprising ten units, two of which will be devoted to Rock-Ola for whom they are sole importers in the U.K. Here can be seen the brand new revolution in the "Rhapsody 100" and the "Capri 100" incorporating a completely new design but maintaining the tried and tested mechanism which made the "Empress" and "Princess" so popular in 1962. Another best seller of 1962, the 10p handbell stand, retained in its present form by public demand, will also be seen together with the 100 selection hide-away and a large range of Rock-Ola machines of every description. This company will have a wide range of the latest 6d and 8d machines by Jennings, Mills and Sega. The latest range of Gottlieb flipper tables, now simultaneously released in the United States and United Kingdom, will include the "Double Trouble" and the "Flipper Cowboy" (add-a-ball) both on exhibit here for the first time and combining original features such as "impossible" unknown in flipper tables plus the full range of Williams and Gottlieb flipper tables. Other features of the Ruffler & Walker stands will be the latest electrical upgradings including the Keeney "Hold And Draw"—followed by the successful "Double Whirl" and "Triple Up." The Keeney "Penny Twirl" first electric upright on 10d play specially made for the British market with 2-12 pay-out will also be on exhibit for the first time. Another the coin operated shooting galleries a new British model called the "Six-In." With six shots for 6d it is the first gun to pay out according to the skill of the player. Among all the machines will be a new 2-12 pay-out multi slot machine "Twinkle Toe" manufactured by Ruffler and Walker. The company, who were recently appointed sole agents for the amusement trade in the British Isles by the well known International Coin Counting Machine Co., will be showing a wide range of their machines including the V1, designed for the single operator and the V3 which is of particular interest to arcades proprietors. The extensive range of prices always a feature of the Ruffler and Walker stand has this year been extended.

KRAFTS AUTOMATICS LTD.— (STANDS 9-11) Occupying their usual position on the left of the hall Krafts Automatics will again feature the new "Roll-A-Penny" popular "Roll-O-Matic" automatic photo slot manufactured under license to the Auto Photo Company of America. They are continuing production of the electro dart "Roto Fruit" 1d play with 3-12 pay-out. After continuous testing and proved last year is the "Roll-A-Penny" new, changeable games, single and 6d machines. A new product this year will be the "Auto Fruit" and "Royal Ascut" 1d and 4-12 pay-outs. In addition, it will exhibit the "Stay-Kleen" plastic cabinet. A special feature of these machines is the fully mirror stainless glass giving a multi dimensional effect. Also on show will be the famous "Stay-Kleen" and 6d fruit machines both new and reconditioned and a selection of Williams and Gottlieb flippers and mid-way shooters. Also on show will be a wide range of novelties such as "Penny "Twirl" "Twirl" machine and his son Derek will be on hand to welcome visitors.

MAYFIELD AUTOMATICS LTD.— (STANDS 16-18) Here will be found the new 20-1d play chrome machines, paid for, "Stay-Kleen" and a four-way 1d play space race game "From Earth To Venus," also a 1d play fruit console with bent coin selector.

CHICAGO AUTOMATICS SUPPLY CO.— (STANDS 20-23) Veteran exhibitors at the show Chicago Supply Co., will again be having a full range of new and reconditioned fruit machines by Mills, Jennings and Sega. Photographs will be represented by the new Rowe Ami self selection fruit box, Williams and Gottlieb pin tables, Keeney "Hold And Draw" and Bally Bingo tables. As usual the stand will have a large range of arcade equipment and spaces of all types.

ROBINSON PARTNERS (LONDON) LTD.— (STANDS 27-30) Once again the company will be showing "Rock-Ola" machines as in previous years together with a few 1d and 3d play multi slot machines with 2-12 pay-outs. All the equipment shown on this stand is manufactured by Robinson Partners.

(Continued on next page)

Cash Box—February 2, 1963
A.T.E. EXHIBITOR INFORMATION

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PHONOGRAPHIC EQUIPMENT CO. LTD.—(STANDS 91-98) by A. T. E. apparatus manufacturers. Phonographic Equipment will be showing the latest range of Jupiter jubilee junior models including the 90, 101, 120 record players and wall machines. Also on Exhibit will be the ever increasing range of Sega equipment. New models on show for the first time include the "Mini-Sega;" "The Progressive;" "The Sega Gun" and "Sega Alinoting," the popular Sega Pony Kiddie ride; "Diamond Sega," "Bonanza," "Mad Money," "Sega "Punch Bag;" "Cowboy Star," "Cowboy Sega" and "777" (21 Bell). Besides the standard Coin Counters and the Coin Changers Phonographie will show the Bally Treble Change and the latest design of Williams pin tables including "Vagabond;" "King Pin;" "Four Roses" and the famous Williams" Voice-a-Graph" 1963 model. A small section of the stand will be devoted to spare parts and complete conversion kits.

MILLERS (MULTI-SLOTS LTD.—(STANDS 18, 19 and 31) Millers (Multi-Slots) Ltd., manufacturers of the ABC and Skills multi-slot machines will be exhibiting three new coin driven machines: The Newmarket—"a multi slot ten panel 50 slot machine with 2-12 pay-out; "Fixed (disable) a 1d slot 6-12 player 15 slot machine, the 1d version being 2-12 and the 3d machine being 6-12, and "The Win Or Place" 3d pay-out which again is a 15 player 15 slot machine with 6-9-12 pay-out. Also on show will be the triple and proven ABC machines and Stables.

BRYAN'S WORKS—(STANDS 61-62) Bryan's Works who are making and exporting machines for 40 years will be showing a wide range of coin operated amusements of their own design and manufacture. All are in current production at last year's show, and emanate suitably for export as the pay-outs are customally set to a 7d or 3d the operator to conform with his country's legal conditions. These include single and three-ball wall mounted and coin counter machines, two-player machines, centre machines and kiddie rides.

JUBILEE PRODUCTS—(STANDS 27-28) Jubilee Products will be exhibiting at the A.T.E. for the second year running. Once again they will be featuring the Jubilee 60, 3d and 1s check fruit machines manufactured by Jubilee Products' parent company, New Century Novelty Co. of Sydney, Australia, which have been established in the coin machine industry for 25 years. Major features of many of Jubilee Products include; visible jack pot, token drop and bent coin detector. Many Jubilee Products distributors will be attending the exhibition including John Dance of Andamuc (Andover); Malcolm Spence of B. M. Investments (Leeds); Mr. Ward, Mr. Wilson and Mr. Barton of Western Ward Entertainments (Birmingham); George Whitaker of Monte Carlo Machine Co. (Blackpool); A. Cole of Cumberland, Mr. Hunt of Furniture and Equipment (Cardiff) and Popular Indoor Pastimes Ltd. of North Wales.

EDWIN HALL & CO.—(STANDS B & C) Edwin Hall & Co., specialists in high class kiddie rides, will once again dominate the drive. Pride of place will be given to two new models on show for the first time. One the "Veteran Car" and the other "Supermac Space-ship." Both are coin operated with a 5d play adjustment. The Stars of the exhibition will be thethinking range of Kiddie rides including the Motor Cycle, Panda, Horse and Muffin and the Helipcopter which recently drew much attention at the Northern Amusement Exhibition in Blackpool.

MELROY AUTOMATICS LTD.—(STAND 123) Melroy Automaties Ltd. will introduce the new 1d play fruit machine of their own manufacture—"The Las Vegas" which features front opening, large cash box with separate lock, brass slides with 2-12 pay-out. Another attraction will be the "Lucky Dice" 1d play wall machine with a new dice combination and featuring the usual more fruit symbol. On the adjacent stand (Nos. 124 & 125) A White (Auto) Ltd will be showing a new multi slot six player 24 slot electric fruit machine "Select-A-Game" successor to the well tried ABCD machine.

PHILIP SHEFRAS (SALES) LTD.—(STANDS 97, 99 and 109) A highlights of this "Philip Shefras" stand will be "Royal Ascot" multiple 12 sided 3d play horse racing machine which is also available for other denominations. 5 ft. in diameter the machine incorporates the modern trends with continuous operation. Also on show will be "Cowboy King" manufactured by Buckleys of Chicago—a 1d play fruit with bent coin rejector; front opening and prize cross pay-out. Shefras will be showing mid-way shooters and spares for American machines and bingos.

MORRIS SHEFRAS & SONS LTD.—(STANDS 63-65) The 1d play bent coin rejector unit for Mills fruit machines, introduced by Morris Shefras & Sons Ltd., has received so much success that its name has found a foothold in the range of versions for Mills and Sega. They will also introduce a new 1d play fruit machine made by their American manufacturer. In the Bingo department, always a feature of their stand, they will be seen a new bingo combination comprising bingo blower and indicators, the switched on being positioned on the blower check board alongside each numbered hole. Mean, Michael and John Shefras will be in attendance.

SAMSON NOVELTY CO. LTD.—(STANDS 41-43) The Samson Novelty Co. will again be featuring their new 1d pay-out machine with Wild West flash motif and their improved 3d operated telescopes with 3d operation. They will also be showing coin pay-out units manufactured by their associate company including candy floss machines both table and console models. Mills, Jennings and Sega 6d play jackpot fruit machines will also be displayed. Harry Holloway will be on hand to welcome visitors.

STREETS AUTOMATIC MACHINE CO. LTD.—(STAND 133-137) Streets Automatic with a larger stand than ever will once again feature a line up of their "Wheel 'Em In" machines which have proved a sensational attraction in previous years. Besides a junior "Wheel 'Em In" there will also be a new wide range and change-giver.
DEPENDABILITY

DEPARTMENTS

"AS - IS" Or RECONDITIONED

WRITE OR CABLE FOR IMMEDIATE ATTENTION TO YOUR REQUIREMENTS

CABLE ADDRESS: EMCOMACH

A.T.E. EXHIBITOR INFORMATION

- EXHIBITORS
- EQUIPMENT
- BOOTH NUMBER
- REPRESENTATIVES

A.T.E. EXHIBITOR INFORMATION

(Continued from preceding page)

Ainsworth Consolidated Industries (Great Britain) Ltd. (Stands 126-127)

Ainsworth Consolidated Industries (Great Britain) Ltd., who are exhi-
biting for the third successive year will, once again, occupy the top right hand
corner of the hall. Their attractive stand will be presided over by the
genial Managing Director, Hal Eldridge who has just returned from a
round-the-world trip. On display will be the full range of Aristocrat fruit
machines manufactured by the parent company. Ainsworth Consolidated In-
dustries Pty Ltd. of Australia, in-
cluding a 6d play Sheerline, Gold
Award and Wild Ace and the 1d play
Arcadia—all housed in metal cabinets
with burglar proof double locking
device. To satisfy the U.K. market
Ainsworth have produced a trouble
free automatic, self loading, dropping
jack-pot. This unit is, at present,
being further developed and it is an-
ticipated that by the middle of the
year they will be able to release a
machine with a double visible self
loading automatic jack-pot—the ul-
timate in perfection for this market.
A notable feature of the Aristocrat
range of machines is their easy adapt-
ability in absorbing any new improve-
ments which may be made from time
to time.

AMERICAN SHUFFLEBOARD
FISCHER POOL TABLES
ALL TECH SMOKESHOP

IMPORTERS

We have many years of experience in

Export Sales ..... Export Shipping

.... Export Financing

•

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Phonographs Pinball Games Arcade Equipment

Shuffle Alleys Bowlers

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We are in the position to mail you our complete inventory we have on han
of several hundred machines each month. These ma-
chines are taken in trade on new equipment that we would quote
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A.T.E. EXHIBITION INFORMATION

- EXHIBITOR
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- BOOTH NUMBER
- REPRESENTATIVES

Checklist for Visiting A.T.E. Conventioneers

(Continued from preceding page)

SYMPAR LTD.—(STAND F)
Symplay Ltd., sole importers for Th. Herrmann & Son of Hamburg and manufacturers of the Symphone 2001 selection phosphorograph, will be exhibiting at the A.T.E. for the second time. Operational in this country since August 1961 the company, under the direction of Ray Seabrook, continues to make tremendous strides. Highlights of the stand this year will be the S100 stereo console and wall j uke boxes. Described by the manufacturers as “the operator’s dream come true” these include popularity counter for both sides of the records; fully electrical selection using only three relays and twelve contacts and, of course, front opening for easy access to components. Attractively styled and chromium plated the machines are also heat and stain resistant. Symplay will also introduce the Arizona shooting gallery featuring a real pistol firing real slugs. Also on show will be a range of 1d play wall pay-outs including the Joker, Derby and Monaco.

MAJOR-MATICS LTD.—(STAND 152)
Major-Matics Ltd. have a major attraction with the American winner “Mr. Top Gun” for which they have exclusive distribution rights, the U.K. and the continent. “Mr. Top Gun” which has been featured on BBC TV was one of the highlights at the recent Northern Amusement Trades Fair at Wakefield. The machine on show will be a range of Aristocrat Starlite 6d and 1d play fruit machine jokers for whom they are distributors in London and the home counties. Original machines of the Silver Streak-Bell 1d play machine Major-Matics will be showing a new model with improved mechanism and bent coin release. Stands to suit all types of fruit machines will be on view. An attendance will be Managing Director Mr. Elderidge, Sales Manager Joe Phillips and Electronics Engineer Mr. Lumadue.

AUTO-SLOT (SALES) LTD.—
(STAND G)
Auto-Slot (Sales) Ltd. of Croydon will be showing a full range of West German wall machines both new and reconditioned. A highlight of their stand will be the Mini Supergame, Silver Sterco 109 photograph manufactured by Loren-Automaten. Although seen at the Bradford Exhibition in December it is now being shown for the first time in London. Auto-Slot (Sales) Ltd. are the sole importers and distributors for Loren-Automaten in the United Kingdom.
SRO At A.T.E. Convention
Forces Overflow Of Exhibitors
Into Display Space At Mostyn Hotel; Wurlitzer, Seeburg
Lead Exhibit List As Sandwich Signs Advertise Hotel Stands

‘LP Console’ and ‘2700’ Displayed

Ditchburn To Premiere ‘2700’, Show ‘Lyric’

LONDON—The Ditchburn Organisation
whose elaborate stands were for
many years a notable feature of the
A.T.E. will, this year, be exhibiting
at the Mostyn Hotel, the result of
insufficient space at the Royal Horti-
culture Hall. Ditchburn's newly cre-
ated partnership with Wurlitzer is
happily coincidental with the intro-
duction of the manufacturer's 100th
range of machines. Ditchburn, ac-
knowledged dealers in the best coin
operated phonographs from Europe
and America, this year claim to have
the best of both worlds with the
“2700” from America and the new
“Lyric” from Europe. The “2700” is
the pride of the Wurlitzer organisation
which 7 years ago celebrated its 100th
Anniversary. The machine
which combines technical supremacy
with beauty of style and colouring
comes at the end of a long line of
finely finished phonographs. With the
new re-styled cabinet and many im-
provements the new “Lyric” has
grown in stature and is now available
with push button electrical selection,
although mechanical selection is still
available if required. At slight extra
cost it can be adapted to take the Top
Tunes feature which has proved so
profitable with the larger machines.
While the “Lyric” has a 100 selection,
the “2700” is available with 100 and
200 selection and each model plays
33 1/3 and 45 r.p.m. records inter-
mixed. With the “2700” there is also
a new and unique wall box specially
designed for use with the popular
Top Tunes feature. Many improve-
ments have been made to the “2700.”
For example the amplifier can be
easily exposed for quick and easy
access, checking and servicing and
there is a convenient balancing con-
trol for bass and treble. There is a
new type of plug in relay; a new
cartridge and needle holder facilitat-
ing stylus replacement. Modifications
giving additional sales appeal include
a new selection panel; the Golden Bar
selection for Top Tunes and a change
in the personalisation panel. Ditch-
burn are proud to add the mighty
name Wurlitzer to their range of
Music Maker phonographs and will
welcome visitors from the A.T.E. to
The Mostyn Hotel, Portman Street,
London, W.l. Enquiries are invited
from operators for details and prices
of the new machines. A full range of
spares and accessories is also avail-
able from stocks held at their Lytham
factory.

Seeburg Will Highlight ‘LP Console’

LONDON—The newly formed See-
burg (Great Britain) Ltd. unable to
get space at the New Royal Horti-
culture Hall will also be exhibiting at
the Mostyn Hotel, Portman Street,
London, W.I. The choice of venue is a
happy one because it was there three
months ago that the Seeburg Corpora-
tion held their ‘Operation Break
Through 1962’ to launch the new L.P.
Stereo Console and the Consolette
wall box. Both these revolutionary
models will be on show. The L.P.
Console with remote stereo consoles
is the first modern coin operated
musical system designed for enter-
tainment in "champagne" locations.
The company state that operators
using the equipment in England are
reporting high sales returns and the
regularity of the L.P. LP model un-
doubtedly. Visitors to Seeburg’s
stand at the Mostyn Hotel will be
welcomed by John Henderson, Gen-
eral Manager, and Peter Groom,
General Sales Manager.

Seeburg and other exhibitors will be holding their own special show of new
equipment, including phonographs, at the Mostyn Hotel, London, W.1. You are
cordially invited to come along between 10 a.m. and 7.00 p.m. on any day
from January 29th-31st inclusive. Please note that regular free transport
will be provided between the Mostyn Hotel and Horticultural Hall.

As I shall not be able to visit the Seeburg Show, please send me details.
NAME
ADDRESS

Seeburg (G.B.) Ltd., 17 Wigmore St; London W.1

Picture shows the new Seeburg ‘L.P. Console which will be seen on the stand
of Seeburg (Great Britain) Ltd. at the Mostyn Hotel, Portman Street, Lon-
don, W.1, during the Amusement Trades Exhibition.
3 GOOD REASONS
WHY A.T.E. VISITORS
WILL AGREE THAT
KEEN
and
JENNINGS
ARE THE HITS OF THE
EXHIBITION!

PLUS
KEEN'S NEW PINBALL MACHINE
and
JENNINGS' NEW PENNY COMET

AND
MAR-MATIC SALES LTD.
HAS THEM ALL FOR
YOUR VIEWING
PLEASURE IN
STANDS 54-55-56-57!

(See advertisement opposite page)

A LOOK AT THE U.K. COIN PICTURE:

30-Speaker Revolution
Gain Tax Breaks; Bowling

Once again we are privileged to publish an article specially written for Cash Box A.T.E. Edition by Mrs. Lilian Shaw, Honorary Secretary of The Phonograph Trade Association, in which she looks at the coin trade in Great Britain and reviews the prospects for the future.

Midnight 1962/63 brought a bonus to British operators—the Government reduced purchase tax on coin-operated jukeboxes by 45 per cent to 25 per cent. This is a long overdue relief; even so, the remaining 25 per cent is still a burden, for there is a lot of tax frozen hard inside every 200 selector on location. However, it is at least one happy occasion for a trade which faces the new year with most of the problems outlined in my Cash Box article last February, still unresolved. For British industry, 1963 may prove to be one of the most decisive years in the Island's commercial history. It must surely bring a final decision on the European Common Market and whichever way the verdict goes, the phonograph industry, with coin-operated equipment in general, must expect some backlash. This means that 1963 will be a year of alignment, of reduction in costs and increased control of capital expenditure. Importance of freedom of movement and wider choices of equipment are features most likely to be strengthened as a consequence in the U.K. market may cause unstable prices for some time. It looks very much as if the year will witness an increase of assembly units; in a tidal world, Britain, geographically, technologically and socially is placed to handle the batch and jumble of alternating trade currents.

British Change Of Nite Life

Another change likely to be seen in the months ahead is a revolution in British nite life. It started in Paris when a new type of nite spot, called discothèque, opened its doors. Apart from new dances and most informal dress, its basic feature is the replacement of the band by a phonograph, with 30 or more loudspeakers in a comparatively small room, resulting in extraordinary natural sound—provided these speakers are placed with acoustical precision. Success rests mainly on the disk jockey responsible for selecting numbers according to the mood of the assembly. Spotters, who used to search for new hands and cabaret turns, now hunt for new records. The Musicians' Union is fighting the scheme tooth-and-nail; there is even talk that licensing bodies may withhold permits if too many musicians are displaced. Indeed, at least one club has been compelled to put back its ex playing staff on the pay roll although they never actually play. Customers, on their part are delighted; they find themselves a new kind of music dollars against an average of fifteen dollars at ordinary nite clubs. The Saddle Room Club in London was the forerunner, followed by the select select and the exclusive Governor.

Many more are opening or are about to do so. Bossa Nova, Madison and Twist are danced until 04.00 hours, with girls in slacks and high boots. Traditional nite clubs appear to be on the way out.

Search For Locations Continues

On the manufacturing and servicing side of the juke industry in Britain, efforts are being made to find not only exceptional sites, but out-of-the-ordinary uses to which the juke can be adapted. For instance, the Medical Research Council's laboratories have purchased one for research on the quick presentation of medical records. Instead of gramophone disks, double-sided medical record cards are stacked. If the experiment proves successful, there could be a definite rise in sales. The increasing importance of the servicing aspect of the trade is demonstrated by the following advertisement which recently appeared in the National Press. "Here is a new job, difficult, creative, challenging. It is for an After-Sales-Service manager for a business specializing in electrical equipment, with a central workshop and service depot. Applicants will need to give evidence of ability to cultivate a sense of service, and courtesy into an organization for after-sales service." Manufacturers and distributors who deem the British market worth attention can ensure safer and higher returns by insistence on the establishment of a properly organized follow-through service.

In the Operators' division of the industry, there has been an average five per cent decrease in the number of machines mainly to uplift given to gambling by a recent Act. These tightly packed islands of some 50 million people, there is only a certain amount of cash available for entertainment expenditure. Lately, a gambling mania, deliberately fostered by the Government as a form of increased taxation, has swept the whole country. In addition, bowling centres are operating everywhere population figures offer the slightest chance of success. During 1963, coin-operated VPs is likely to become yet another supplement for amusement centre operators. It is not known whether tax authorities of the U.S.A. could be caught napping as were their U.K. counterparts on the end of 1962, but if one nation's tax-gatherers can slip-up, it is also possible for another off-shoot of a similar clan to do likewise. In their haste over here to boost a rundown economy, authorities suddenly sprang new tax reliefs, under which big-time operators could get the Government to buy them a new jukebox and at the same time give them a bonus. It was, of course, an absolute anomaly. Briefly, it worked out that an operator at the top end, paying, as he had to, taxes of approximately 2.2 dollars on every 2.5 dollars of profit, now found himself able to buy new equipment on which he could claim relief amounting to 115 dollars on every 100 he laid out. Thus, not only did he get a machine entirely free, but he also received a tax-free "present" of 15 points. The snag, of course, is that no such operator is in the top income-tax grade; those that are have hit the jack-pot.

Easier Service On Jukes

No outstanding mechanical or design changes in jukes were noted throughout 1962. Operators find that the life of electrical and mechanical parts are considerably extended by the modification of a new silica gel dielectric compound. It is in the form of a greenish mixture of silicone fluid and inert silica fillers. It is easily applied, self-adhering, and provides a non-conductive, chemically inert coating. (Continued on next page)
Come To London; Giant Ops Centers Up; Await E.E.C. OK

Tempering, not subject to oxidation or evaporation. It withstands a temperature range of minus 40 to plus 400 degrees F, and is suitable for sealing and insulating terminals, connectors and control assemblies. It is said that the number of service calls has been reduced by at least 50 per cent as a result of the continued use of this compound.

Look To The Future

Looking back at 1962, the British phonograph industry was like a boat tacking in a headwind—it travelled quite fast in a number of directions, but actually made relatively little progress. The drift from 200 selecto to 100 continued, though with the reduction in purchase tax on discs, there could be some veering back to larger models. Manufacturers, however, continue to develop trade here, should bear in mind that a large number of juke locations are small, and floor-space is valuable. Looking ahead to 1963, most distributors and operators believe that a steady increase in trade will start to develop around the end of March. That is their present assessment, following the latest moves to put more pep into the industry. On the 23rd April, the London International Engineering Exhibition will open in Britain's biggest exhibition halls—Olympia and Earl's Court—forming the largest show of equipment ever presented in the United Kingdom. So, 1963 could be a better year all round: this does not mean a start of the hoped-for "swooping sixties" to follow the "fabulous fifties." For this, we must wait 1964!

World Wide Initiates Service School Sked
Classes Now Available For Individual Operating Firms, As Well As Groups

CHICAGO—Nate Feinstein, of World Wide Distributing Company, of this city, announced last week that the firm will shortly inaugurate a novel, new system of service school classes on Seeburg coin-operated phonographs. In this new series of sessions World Wide will schedule classes either for groups of music operators, or for the personnel of individual operating companies. These classes will be held either in World Wide Distributing's showrooms; or, if the operator desires, in his own offices or service facilities. A "test run" service school "individual" class was held Thursday, January 17, for the collectors and service personnel of Melody Music Company, of Chicago, in World Wide's showrooms. Results, according to Feinstein, easily assure him and his staff that the program is useful and very much desired by the operators. The class was conducted by Bob Molder, field engineer for the Seeburg Corp. And, by World Wide's Newell Bellamy. Leading the Melody Music group was Rene Pirard, service manager for Melody.

Feinstein stated that his service department and Seeburg's engineers are going all out to make this the most enterprising, successful service facility ever to be made available to operators throughout this city and in the entire State of Illinois.

To Include Vending

"In fact," Feinstein asserted, "this exceptional service school program is being expanded further to embrace operator service training on all of Seeburg's vending machines. And, this includes the revolutionary, new Seeburg milk vending machine, and the Seeburg cigarette vendor, which popularly features personalization. We must remind you that the Seeburg Corporation is the pioneer in the field of personalization of coin-operated equipment. "We will expand this enterprising service to our operator friends to also embrace service school training for their service and collection personnel on our amusement game equipment," he said.

Dates To Be Announced

Feinstein further advised that dates for the initial series of service school sessions—classified as, either, "Group" or "Individual" will be announced shortly.

Meanwhile, a service school training class will be conducted for music operators in the Downstate Illinois area, on Thursday, February 7, at the Fort Armstrong Hotel, in Rock Island.

The classes in Rock Island will be supervised by Charles (Chuck) Gates, Seeburg's field engineer; and, by Newell Bellamy, World Wide Distributing's service manager in the music division. Nate Feinstein and, Art Wood, World Wide's field representative, will host the gathering.

Cash Box—February 2, 1963

STANDS
54-55
56-57

MAR-MATIC SALES Ltd.

9-13, BOURDON PLACE.
Tel. HYDe Park 2761-4337.

JUST 3 ILLUSTRATED EXAMPLES OF OUR COMPREHENSIVE RANGE OF MACHINES TO MEET THE NEEDS OF ALL OPERATORS.

The ORIGINAL
HOLD and DRAW
with "DOUBLE-UP"
"TRIPLE-UP" HOLD
and DRAW features.

ELECTRIC
PENNY TWIRL
with 2 to 12 payouts. PENNY PLAY BUT- POUNDS EARNER.

RAINBOW—PIN-BALL MACHINE

JENNINGS
GOVERNOR
Tic-Tac-Toe

FULL CHROME FRONT—
ILLUMINATED—THE LEADING
6D FRUIT—

ALSO

THE NEW
PENNY COMET
New COIN ESCALATOR
New styling. FULL chrome front.

MAR-MATIC LEADS THE SHOW WITH A
NEW MACHINE TO BE EXHIBITED FOR THE FIRST TIME.

THIS YOU MUST INSPECT
BEFORE MAKING ANY PURCHASE.

ALSO ON EXHIBITION—MAR-MATICS
COIN CHANGERS—BURGLAR ALARMS

List of Distributors supplied upon request.
Charge Lack Of Support From NYC Ops

NYS Ops Retain Albany Law Firm To Battle Pool Table Ruling; Need Funds

NEW YORK—Members of the New York State Coin Machine Association, led by President Millie McCarthy, have been courted by the Harvelley operator with locations throughout the upstate New York area, officially retained the services of an Albany law firm last week in order to clarify a ruling which originated from the State Attorney General’s office which has effected the operation of the bumper pool table game in New York State.

In a ruling issued to the New York State Police, the Attorney General stated that all coin-operated miniature pool tables on public location require a billiard license. State police have been instructed to report non-licensed tables to the local District Attorney’s office. The ruling, according to an official group of commen from upstate, is in direct opposition with a 1956 Directive which distinguishes the “bumper” type pool game as an amusement game, leaving the 6-pocket table to be formally recognized as a pool table and therefore subject to billiard licensing wherever it appears on location. The Directive clarifies the smaller table specifically referring to “bumper,” “booster” and similar types as “amusement games” and so the ruling subject to calling the effecting 6-pocket tables. The Directive was enacted last week between the newly appointed law firm and officials from upstate associations. Included among the officials in addition to Mrs. McCarthy were, Mike Mulqueen, President of the NYS Operators Guild; Jack Wilson, president of the Guild; Bucky Van Wyck, Rockland County Association official who spearheaded the retention of the All-American, Carl Pfevel, Westchester Operators Guild President; and Tom Greco, upstate association official.

The license fee calls for dollars per location, but also necessitates that the location abide by billiard parlor rulings which among other things calls for midnight closing and prohibits stationery booths. Most important, the sale of liquor in such locations would be prohibited.

In fact, the NYS Coin Machine Association secures the necessary funds to retain the Albany law firm and to meet the requirements of arriving at a clarification of the ruling, individual voluntary contributions were necessary from operators and confirms throughout the State. Several to manufacturers also contributed sums of money to finance the move. However, individual operator support as of last week was woefully lacking, according to Mulqueen and Wilson, especially in the New York City areas including Nassau and Suffolk Counties.

The NYS Coin Machine Association is an organization that has been initiated by and for the individual operator in NY State and can function for the operator very efficiently providing it is financed by these same operators,” said Millie McCarthy during a fund-raising trip last week. “Here is a clear instance of certain operators sitting on their hands while a handful of others do the work and pay the bills.”

Mulqueen stated that the update association would be “in an excellent position” to work with the legislature via legal representation “if we could only convince the individuals in the metropolitan area” to cooperate. Mulqueen was referring to the small representation among the statewide association membership from New York City and Long Island. “Our fight is their fight,” said Mulqueen, “and its about time they realized that in order to operate in this State it requires cooperation from all individuals. The best way to accomplish this is through the New York State Coin Machine Association which is designed for the individual operator.”

Mulqueen also noted that the Albany law firm will proceed only under the retention of services by a trade association and not by any single individual within the industry. This, be added, also necessitates the need for greater association membership.

Upstate officials stated that the clarification on pool table rulings was of importance to every operator in the State. Pool tables have blossomed here as they have throughout the nation during the last several years and constitute a prime segment of the operating industry.
TOP COMBINATION
FOR EVERY LOCATION

NEW
Rowe AMi
PHONOGRAPH

The music system that's setting the pace in sales and location appeal. Outstanding styling, play-stimulating features and a realistic price make it the preferred phonograph among operators, locations and the public alike.

THE
RIVIERA
WORLD'S LEADING
CIGARETTE
SELLER


See Your
ROWE AC SERVICES
Distributor

Atlanta, Georgia
FRIEDMAN AMUSEMENT COMPANY
Birmingham, Alabama
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ATLAS MUSIC COMPANY
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SOUTHERN AUTOMATIC MUSIC CO., INC.
Jacksonville, Florida
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W. B. MUSIC COMPANY, INC.
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Los Angeles, California
R. F. JONES COMPANY
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SOUTHERN AUTOMATIC MUSIC CO.
Memphis, Tennessee
SOUTHERN AMUSEMENT DISTRIBUTING CO.
Miami, Florida
BUSH INTERNATIONAL, INC.
Milwaukee, Wisconsin
PIONEER SALES & SERVICE, INC.
Montreal, Quebec, Canada
R. C. GILCHRIST (QUEBEC) LTD.
Nashville, Tennessee
HERMITAGE MUSIC COMPANY
New Orleans, Louisiana
J. M. LYNCH CO., INC.
New York, New York
RURYON SALES COMPANY
Oklahoma City, Oklahoma
AUTOMATIC MUSIC DISTRIBUTORS
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San Antonio, Texas
SANTONE SALES COMPANY
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Santurce, Puerto Rico
BUSH INTERNATIONAL, INC.
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Springfield, New Jersey
RURYON SALES COMPANY
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GILCHRIST VENDING LTD.
Vancouver, B. C., Canada
R. C. GILCHRIST (VANCOUVER) LTD.

ROWE AC SERVICES
18 S. Michigan Avenue, Chicago 3, Illinois, ANdover 3-0555

Cash Box—February 2, 1963

63
Cigarette Ops Advised Of Meeting Dates As OPERATION ALERT! Begins 64-City Road Tour

NAMA Announces Schedule Of Meets For All Cig Ops

CHICAGO—The detailed schedule of 64 OPERATION ALERT! mass meetings for cigarette vending operators was announced last week by Louis J. Risman, president of the National Automatic Merchandising Association.

Risman said the first two successive series of meetings will start in Orlando, Florida, on February 15 and will conclude with an operator mass meeting on March 30 in Atlanta.

"I want to emphasize that every operator—whether a member of NAMA or not—owes it to himself to learn all the facts. All are invited to attend. We have scheduled them first hand before we can meet it. We must know the answers if questions are asked," said NAMA president.

"We are going to hold meetings face-to-face with operators and this is why all operators should attend. The facts will be given out in areas, and I mean each of the two successive series of meetings," Risman added. He said the schedule of the second series (between April 15 and May 31) will be announced later.

Nearly all meetings will be held from 7:30 to 9 A.M. and will be scheduled at noon. Meeting notices will be announced in a few days throughout all of NAMA's 14 territories, calling operators and through the vending industry's press.

Following is the schedule of cities and dates for the first OPERATION ALERT! meeting series:

**Orlando, Fla., February 18; Birmingham, Ala., March 1; Cleveland, Ohio, N. M., February 19; Jackson, Miss., February 20; Baton Rouge, La., and Tallahassee, Fla., February 21; Oklahoma City, Okla., and Rock, Ark., and Phoenix, Ariz., February 22; Kansas City, Mo., and Houston, Texas, February 23; Houston, Tex., February 23; San Antonio, Tex., February 25; Dallas, Tex., February 26; San Diego, Calif. (Noon), February 27; Las Vegas, Nev., and Los Angeles, Calif., February 28; Oklahoma City, Okla., March 1; Wichita, Kans., S. Dak., March 2; Denver, Colo., and Bakersfield, Calif., March 3; Springfield, Ill., Fresno (Noo), and San Jose, Calif., March 5; St. Louis, Mo., and San Francisco, Calif., March 6; Kansas City, Mo., and Sacramento, Calif., March 7; Omaha, Nebr., (Noo), Des Moines, Iowa, and Reno, Nev. (Noo), March 8; Indianapolis, Ind., and Spokane, Wash., March 12; Detroit, Mich., and Minneapolis, Minn., March 13; Lansing, Mich., and Seattle, Wash., March 14; Portland, Oreg., (Noo), March 16; Buffalo, N. Y., and Cleveland, Ohio, March 18; Syracuse, N. Y., Millwau-kee, Wis., and Milwaukee, March 19; Albany, N. Y. (noon), Wausau, Wis., Manchester, N. H., and Louis-ville, Ky., March 20; Boston, Mass., and Pittsburgh, Pa., March 21; Hartford, Conn., and Portland, Maine, March 22; New York City and Baltimore, Md., March 25; Newark, N. J., Washing-ton, D. C., Lake City, Utah, and Phoenix, Ariz., March 26; Philadelphia, Pa., and Richmond, Va., March 27; Harrisburg, Penna., Greenbush, N. C., and Boise, Idaho, March 28; Pittsburgh, Pa., and Columbus, S. C., March 29; and Atlanta, Ga., March 30.

NEW YORK—The wheels of a well-oiled trade movement started spinning officially last week and in just a few months time the trend is expected to gain momentum, in the days to come, toward the goal of preparing every vending operator for the operation for what is expected to be a series of NAMA sponsored mass meetings in vending industry in the coming months. Recent public reports from various states of NAMA said the operators have paved the way for Governor Rockefeller's proposed research series in the field of lung cancer and its possible link with cigarette smoking.

Trade officials have informed officials of several outbursts via radio and TV, the most vulnerable area within the field of—cigarette vending lies in the sales-to-minors locations. In an effort to literally evacuate all of these type locations in every hook and cranny of the nation, the National Automatic Merchandising Association, headed by Louis J. Risman has prepared a program directed at helping operators—whether members or not—defend themselves on their home grounds, where and when and if the need presents itself. The program is entitled OPERATION ALERT! and the initial outline of plans for meetings during the coming months can be found on this page. Because of the importance and scope of this gigantic NAMA program, CASH BOX will attempt to help operators through association programs designed to inform the cigarette operator, and the cigarette operator readers.

**Amer. Auto. Vending Sales Sets Record $15 Million For 9 Mos. Cash Flow At 92% Share**

CLEVELAND—Sales of American Automatic Merchandising Corp. ended its fiscal year Dec. 31, 1945, with a record $15,143,057 for the nine months ended November 30, an increase of 20.2 per cent over the $12,594.4 total for the corresponding period of 1944. At the annual meeting of its president, told a meeting of the Harvard Business School Alumni Association, Mr. Risman, president of the company, said the company's sales figures for August were approximately 23 per cent above the same months a year ago, during the comparable period last year, based on the number of shares outstanding.

Cash flow of the Cleveland-based vending equipment manufacturer's income statement for the first nine months rose to a record $1,178,870 or 92 cents a share compared with $704,540 or 65.3 cents a share for the like period a year ago.

Given in the statement that sales, earnings and cash flow for the first three quarters of the fiscal year have already surpassed those for the entire year preceding that year which was a record one in itself. He said the company was well on schedule toward its previously estimated goal of $20,000,000 for the year ending February 28.

American Automatic, said the chairman, is one of the eight largest operators of vending equipment in the country, distributing a wide variety of products and services through coin operated machines. The company has wholly owned vending subsidiaries in New York, Cincinnati and the Hamilton-Middleton area and is active on a national base through its Hospital Specialty Company subsidiary which sells feminine hygiene products through more than 80,000 machines in every state in the union.

Golden, traced the growth of the vending industry from a $400 million dollar business in 1938 to a $1 billion dollar business at a current annual rate of $3 billion. He said that the industry was particularly strong in the midst of a one million dollar solidification process with several large, national companies combining to form once a fragmented industry of small operators.

In the future, because of past growth American Automatic was in a favorable position to grow with the vending industry. He said that the company was finding a tremendous profit in vending machines in-plant feeding and that the com-

**State Chairman Apptd.**

CHICAGO—State chairman in each of the 50 states were appointed in January as part of the OPERATION ALERT! program announced by the National Automatic Merchandising Association, according to President Louis J. Risman.

Their task will be to create local city committees of vending operators in order to alert all operators to the tobacco-health controversy and its potential impact on cigarette vending. All vending operators, whether they belong to NAMA or not, will be urged to take part in the "alert" program, Risman said.

Risman said the 50 state chairmen and officials of vending state councils and associations will be briefed for their urgent task for regional state chairmen's meetings in early February.

Briefing meetings for OPERATION ALERT! state chairmen are scheduled as follows:

Philadelphia, Sheraton Hotel, Feb-

uary 5; Memphis, Peabody Hotel, February 6; Chicago, La Salle Hotel, February 8; San Francisco, St. Fran-
cisco Hotel, February 9.

Each meeting will be from noon to 4 p.m., Risman said. State chairmen will begin the ap-
pointment of their local city chair-
men and begin the following briefings, Risman said.

B&W Increases Allowance

LOUISVILLE—Brown & Williamson Tobacco Corp. is offering the nation's cigarette vending machine operators a new contract, with allowances up to $8 per year per machine, for the cement and maintenance of its major brands. B&W began planning the contract two weeks last fall, and the new plan went into effect the first of the year. The company now pays vending operators the following annual rates for the placements and maintenance of allowance brands:

Two dollars per machine for one column each of Viceroy, Kool filters, Six dollars per machine for one column each of Viceroy, Kool filters, and Kool filters.

Six dollars per machine for one column each of Viceroy, Kool filters, and Kool filters.

Eight dollars per machine for one column each of Viceroy, Kool filters, Kool filters, and Belair filters.

**Rowe AC Sales Meet**

CINCINNATI—Rowe AC Services held a series of distributor sales meetings earlier in the month and one of the stops in the Midwest turned the Regional Distributing salesmen's meeting into a mini-convention sales meeting. Shown here are Rowe AC phono and vending distras from Louisville, Richmond, Pittsburgh, Cleveland and Grand Rapids. The Rowe AC sales staff included President Jack Harper, advertising director Fred Pollak, Vice Presidents Tom Sama, Dean McNally, and newly appointed regional rep Paul Huesch.
EXTRA FAST SCORING!

CHICAGO COIN'S NEWEST 6 PLAYER

ROYAL CROWN BOWLER

- EXTRA FAST SCORING!
- New LARGE ILLUMINATED SCORING DRUMS! (EASIER TO READ)
- OPTIONAL COIN CHUTE!

6 WAYS TO PLAY

RED DOT
REGULATION
SUPER STRIKE
FLASH-O-MATIC
ALL STRIKE
“300” CHAMP

- New ROUGH SERVICE ‘PIN-LITE-UP-BULBS...’ for extra long life
- SOFT RUBBER SHIN GUARD... eliminates bruised shins
- SUPER QUIET PLAY FIELD... rubber mounted and cork laminated
- New TIME SAVING “SET UP”... faster to assemble

SEE YOUR DISTRIBUTOR FOR THE COMPLETE LINE OF Chicago Coin PROFIT-MAKING GAMES!

CITATION

HAS THE BIG CHANGE IN CABINET DESIGN!

NEW! RECESSED ILLUMINATED ‘PICTURE FRAME’ BASEGLASS plus
STREAMLINED COLORFUL CABINET
with FOUR-INCHE LOWER OVERALL HEIGHT

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

One game for 2 nickels—1 dime
or Three games for 1 quarter
Six or Seven games
for half dollar

Watch For It! It's Coming Soon!

SUN VALLEY

OUR BRAND NEW SENSATIONAL
2 PLAYER - 5 BALL
NOVELTY PIN-BALL GAME!

It's Really Great!

Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS
NEW DELUXE MODEL

KISSIN' KUPIDS

Kissin' Kupids formerly machine that was this interest met with programing machine for the following reasons:

1. Wide range of questions, can be changed
2. Questions available in any language
3. Profitable, Can be used for any type of location

NOW IT WORKS! After inserting coin and selecting one of twenty categories, take further steps of box and go out leaving. If not answered, question is repeated. If answer is NO, stop after each other and go through to the end of random. Only answer does not always appear for the same situation.

DISTRIBUTORS WANTED. Write for Distributor price and territories.

MONEY MUNIVES CORP.
577 Tenth Ave., New York 36, N.Y.

H. W. COX

Bally Delivering 'Table Hockey' 2-Ply.

CHICAGO—First game of the new year off the assembly lines of Bally Manufacturing Company, is called 'Table Hockey.' And, according to Bill O'Donnell, Bally general sales manager, the name accurately describes the game—a table on which hockey is played.

"I want to emphasize," said O'Donnell, "that 'Table Hockey' is not played by manipulators under a glass. 'Table Hockey' is an open face game, like a pool table. Players actually hold the miniature sticks in their hand and sock the little black ball that serves as a puck. And they really play hockey—each player shooting for his opponent's goal, while defending his own goal with the blade of his stick.

"One big advantage of 'Table Hockey' over other open face games is that 'Table Hockey' offers only 20 in. by 50 in. of floor space, and thus fits into hundreds of smaller, crowded spots. Yet the earning power is out ahead of all competitive play games we have put 'Table Hockey' up against. In fact, in location testing we have never seen collections equal 'Table Hockey' in any equipment except multiple in-lines.

"Two players play for a single dime, and, unless one player ends the game sooner, by scoring 5 goals, the normal playing period is 3 minutes. But those dimes keep coming in the chutes hour after hour, as 'Table Hockey' warms up the competitive spirit of the players. Excitement gets to fever pitch when the winning buzzer sounds during the final 10 seconds of play, and they're reaching for another dime the minute 'game' is over."

BALLY TABLE HOCKEY: Game is played with miniature hockey sticks. Ball serves as puck.

‘Table Hockey’ is entirely automatic and visible from both ends of the table on double score boards, which credit each goal to the proper player, indicate the winner after every game or flash 'tie game' if scores are equal at the end of the 3 minutes period.

"It is our sincere and trouble-proof mechanically, a real 'compact job' for tight fit spots, priced to permit wide coverage of routes, under- and enjoyed by all types of players, welcome in all areas, and proved a non-stop top money-maker by 6 months of location testing, 'Table Hockey' is the game the industry needs to get well in '63.'"
Chicago Chatter

The news is good this week—on the eve of the opening of the international 19th Annual Amusements Trades Exhibition (A.T.E.) in the Horticultural Hall in San Francisco. We refer, of course, to the termination (unofficially) of the East Coast Dock Strike, which was a painful thorn in the side to this nation’s huge export business.

Many of the nation's coin machine leaders had planned for San Francisco to pay their final respects to J. D. Cox, Automatic Distributing Co., who died last Monday, January 21, after a lengthy illness. Cox's passing was a real blow to Lou Wolcher, with whom "Wurlitzer" had been associated for more than 20 years at Advance Automatic. Funeral services were held last Wednesday, Jan. 23, in San Francisco. Roy McGinnis, presy of J. H. Reitnauer & Co., was beside himself with grief upon learning of Cox's demise. Clayton Nemeroff expressed his deep shock when he received Lou Wolcher's telegram.

Art Weinandt, vice president of Williams Electronic Mfg., expressed his and Sam Storm's remorse over "J.D.'s" passing when he said: "There aren't many like Cox around these days. The ranks are certainly getting thin. Trips to San Francisco will never be the same without J.D.'s around to liven things up."

Most everyone at the Seeberg Corp. were out of the city last week and returned Wednesday, the day of Cox's funeral. Delbert Coleman, Bill Adair, Jack C. Gordon, Tom Herrick, Bob Dunlap and Stanley Jaracki, all expressed their sincere sorrow over this dreadful news just as soon as they learned of the death of Cox.

The first game of this new year at Bally Mfg. is "Table Hockey." Bill O'Donnell, general sales manager, stressed that fact that "Table Hockey" is an open face amusement game, like a pool table. Players actually hold miniature hockey sticks and hit a little black ball that serves as a puck. Player shoots for his opponent's goal while defending his own goal with the blade of his stick.

Oops! Our typewriter slipped! The similarity between sales chief Eddie Howard, of Jennings & Co., and Eddie Mathews, the Braves' slugging third baseman (as in last week's column) is purely fictional. Eddie (Howard, that is) couldn't carry Eddie's (Mathews) bat. But Eddie Howard is prone to showrooms, from Jan. 14 thru Jan. 18. Greeters on hand with Kline were Bert Davidson and C. B. Ross, representing Wurlitzer. First Coin's personnel included Sam Kolber, Fred Kline, Lillian Kline, Mary Gray and Joyce Larson.

George Hinecker, ad and sales promotion chief at Rock-Ola Mfg. Corp., info'd that just as soon as Edward G. Doris, executive vice prez, returned from his heavy business trek last week he piled into bed to nurse a nasty case of flu. This, despite the fact that medicals. The intensely cold weather between zero thermometer readings in Chi. chase the flu "bugs." (Methinks, Ed Doris won't be prone to agree with this.)

Joe Robbins, Empire Coin, was quick to express his elation over termination of the Dock Strike in the East. Empire is very heavy in export biz. Bill Kitt, Empire Coin's owner, is on the West Coast this week... Eddie Ginsburg and Harold Schwartz, Atlas Music Co., are tickled pink over acceptance of Bally's "Table Hockey" amusement game. The intensely cold weather is raising havoc with Atlas Music's activity. The biggest bugaboo, according to Harold, is the stalling of cars. And, operators are reluctant to leave their warm offices to brave the 18 below zero weather.

Heavy action is being enjoyed, despite the weather, at World Wide Dists., where Nate Feinstein, Fred Skor, Irv Ovitz and Howie Freer are writing orders for all our coin-operated games and vending machines and Chicago Coin amusement games. There is much eager anticipation among operators in this area for the series of service school classes now on the planning board at World Wide.

Among those present at Rowe AC Services this week are prezy Jack Harper, exec vice prez, Dean McMurdie and vice president Fred Pollak. Missing from the Michigan Avenue offices is vice prez Tom Sams, who's back out on the road calling on Rowe AC's distros. Another busy bee at Rowe AC is Jim Newman.

It's days like the present ones when our thoughts naturally turn to Dave Gottlieb, prez of D. Gottlieb & Co., who's basking in the Miami Beach sunshine. Meanwhile, Nate Gottlieb, Alvin Gottlieb and Judd Weinberg were quick to express their absolute joy over the end of the east coast Dock Strike. We can now expect a very heavy production schedule at D. Gottlieb & Co. with the firm's pinball amusement games.

While on the subject of the Dock Strike, we cannot fail to express the feelings of gratitude and Bill DeBelin, at United Mfg. Co., who view this as the most important development thus far in '63. It isn't any secret that United's "Circus" Roll-down bowling alley is a big hit in this country as well as overseas, according to Bill. Sales, he says, are pouring in at the United sales offices.

Over at Chicago Coin Machine Company Sam Wolberg and Sam Gensburg are flipping over the immediate success of ChiCoin's 2-player "All Star" baseball game, as gauged by Jerry Royle and Herb Bidenkamp, Mort Sorec jetted to San Francisco to attend the funeral services for J. D. Cox.

There's a warmth, despite the awful weather conditions, at Midway Mfg. Co., in Franklin Park, where Hank Ross, Marcie "Iggy" Wolverton and Ralph Shellard tell us Midway’s new "roll-down bowling alley" game is proving to be a sales sensation throughout this country. Ralph is actually extolling this new game.

Danny O'Neill, successful coffee vending machine operator in Chi., and a popular tenor for many years before his retirement from showbiz several years ago, returned to his first love to sub for ailing Buddy Greco at the Polynesian Room of the Edgewater Beach Hotel. Danny is drawing the crowds while Buddy is resting at Frank Sinatra's Cal-Neva Lodge in Nevada.

Cash Box—February 2, 1963
First Coin Enjoys
Heavy Attendance At Wurlitzer Showing

CHICAGO—Joe Kline, president of First Coin Machine Exchange, distri-
butors in this wide area for the Wurlitzer Company, hosted a gala
five day showing of the new Wurli-
zer model 2700 coin-operated phono-
graph in the firm's showrooms, from
Monday, January 14 through Friday,
January 18. Greeters on hand with
Kline were Bert Davidson, district
sales manager for Wurlitzer; and C.
E. Ross, regional field engineer for
Wurlitzer.

First Coin's personnel included
Sam Kolber, Fred Kline, Cliff Mueller,
Mary Gray and Joyce Larson.

Among the operations from this area who
visited First Coins were: Paul Brown, Ken
Torn, Larry Coven, Paul Falk and Gene
Papolaski, all of Western Automatic Music
Co.; Frank Pedulla, Ron Pfarr, Sam Pave-
glia, Bert Smith, Jesse Schroyer and Bud
Hof-
ert, of Melody Music Co.; Gladys Wilmoth,
William Nyland and Richard Larson, of Tr-
County Music Co.; Tom Bennett, Chi-
Music Co.; Bud Emerich, Oakdale Salo;
John Strong, South Central Novelty; and
Charles Pieri, Monarch Coin.

Others on hand included Ed Orlandini, Lou
Zalkin, Nels Nelson and Ronald Walter.

Also Julian Crum, of All State Music Co.;
John and Tom McGowan, and William Nick-
er, Mary Gillette, Charlotte Hughes and Ray
Chismerwitz, of Phonograph Service Co.;
John Hawsii, Robert Linsdorf, Edward Mohil,
James Thurston, Stanley Mack, Andy Marc-
and Wayne Herch, John Leipelt, Roy Kass
and Larry Michaelis. Hi Hi Music Co.; Tony
Holins, Urshine Music; Vincent Angiulli,
A. A. Bunting; Henry Lewis, Western Music
Co.; John Krupis, Max Berencen, Sid Bleiman,
Jack and Dick Nodem, Ed Holstein, Gino
and Berry Mencoli, Seymour Cases; Robert
Hodina, Pelt, and Joe Kline.

Also Les Shulmover, Cliff Luehr, Joe
Plesa, Sam Miled, Leonard Nielsen, Frank
Felt, John McCarty, Henry Crockett, Herb
Parks, Avie Rotman, Oscar Berman, Vic
Lorre, Neil Rothner, Nathan Richman, Nor-
man Domryke, Morris Muller, Leo Landy, Ray
Gillet, George Walsh, and Vern's Phone Co.

Out of town visitors included Dave Hinkle,
Bud Wayne, Ind.; Seede Harrison, Gilmia,
Ind.; Mr. and Mrs. J. Sudhamuni, Urbana, Ill.;
Coin Vend, Gary, Ind.; Ed Blumfield, Michi-
gan City, Ind.; Art Ondru, Union Pier,
Mich.; Mr. and Mrs. Bobby Pyle, Kankakee,
Ill.; Bob and Jerry Samolisit, Ogleby, Ill.;
Mary and Mrs. R. W. Haste, Davenport, Iowa

Other guests included Ed Palis, Fort Lock
Co.; Bernard Ash, Crest Finance Co.; St. Bedd,
Boston, Mass.; Vincent Schrenkendor, Los Ange-
el, Calif.; Mort Levinson, National Co.; Leon-
ard Ash, Investors Commercial Corp.; Roger
Schmidt, Globe Dist. Co.; O. L. (Bob) Siller;
CMOA; Mort Sorens, Chicago Dynamic In-
dustries; Irving Kaye, Irving Kaye Co., New
York; and Abe Green, New York.

Midway's CARNIVAL
TARGET GALLERY

ACTION PACKED PLAYFIELD
WITH ACTION KICKERS

NEW BULLS-EYE TARGETS
ON PLAYFIELD

SOLD OUT

For the Reliable Buy
You've Been Looking For

Check These DAVIS BARGAINS

SEEBURG

AA969S (Artist of the Week feature) ................................................... $795
AQ69S .......................................................... $745
AQ69M .......................................................... $695
AQ100M .......................................................... $675

WURLITZER

2200 .......................................................... $275
2100 .......................................................... $225
2000 .......................................................... $200

AMI .......................................................... $475

SEEBURG WALLBOXES

D3WA (200 selections) .......................................................... $70
3W1 (100 selections) .......................................................... $29

New Design - New Mechanisms - In or out of frame.

Best for '63!

POOL TABLES

VALLEY SALES CO.
333 MORTON ST., BAY CITY, MICH.
Industry Mourns "J. D." Cox, 63

Advance Genl. Mgr. Entered Business In His Teens

SAN FRANCISCO—J. D. Cox, General Manager of Advance Automatic Sales Co., for the past twenty years, passed away at midnight, January 20. "J.D." as he was fondly known to thousands of operators on the West Coast was born Christmas Day 1889 in Hot Springs, Arkansas. While still in his teens he started operating Bell equipment in Hot Springs, subsequently moving to California where he was associated with the Ganz Co. for many years.

For the past twenty years he was General Manager associated with Lou Wolcher out of San Francisco.

Funeral services were held at Carew & English Mortuary in San Francisco and the body interred at the Woodlawn cemetery at Colma, California.

"His family, his co-workers, the operators of California and the industry throughout the nation mourn this untimely death of a sweet and gentle man," stated Advance Automatic officials.

Cox’ passing was beseemed also throughout Chicago where dozens of factory officials, many of whom have been acquainted with the veteran coinman for many years, were saddened by word of his passing. Representatives from many parts of the nation attended the funeral services. He leaves a widow, Mrs. Arlette Cox and a sister, Mrs. Virginia Unsworth.

GERMAN REP AT A.T.E. Lars K. Skriver, President of Verband der Automatenbetriebe e.V., German Arcade Owners' Association, will attend the A.T.E. in London this week in order to continue to provide members of his Association with current events

Kaye Displays In Chicago

CHICAGO—Irving Kaye, President of the Irving Kaye Company, Inc., Brooklyn manufacturers of coin-operated pool tables, exhibited the firm's "Ambassador" home unit model during the National Sporting Goods Show here last week. Kaye advised that the model is distributed by the firm’s franchised dealers and that reception to the table was "gratifying".

The Kaye firm recently modernized its showrooms in Brooklyn, where Howard and Arnold Kaye manage the plant. In addition to a new entrance, the factory now has facilities to exhibit its complete line of coin-operated tables as they take place throughout Europe. Skriver also operates his own arcades in Hamburg and conducts an unending battle for a goal which includes a united coin machine industry in Germany, with operators of music and games joining the arcade owners under a common cause.

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MUSIC • GAMES • VENDING

VENDING

| ROWE 1-1000, 4 Flavor   | ...595 |
| ROWE RV-750 (Fresh Brew) | ...465 |
| DUGGER K-12 Cp. (Mon.)  | ...145 |
| SEEBURG E-2 Cp.         | ...165 |
| CORSAIR (30-Cyl.) Cp.   | ...165 |
| VENDO ICE CREAM 210     | ...395 |
| VENDO MILK 210, P.S.    | ...395 |
| STONEY COTTON, Med. 190 | ...175 |
| APQD 4-Flavor for (Dual Comp.) | ...105 |
| NATIONAL COTTON, 10 Col. Slott. | ...265 |

MUSIC

A.M.I. 1-2000 (50c)  $300
A.M.I. CONTINUOUS 2-200 (50c) $245
A.M.I. K-2000 (50c)  $295
ROCK-Ola 1488     $265
ROCK-Ola 1455     $295
SEEBURG 275-00 (50c)  $395
UNITED USA-200 (50c)  $175
WURLITZER 2400 Stereo (50c)  $295
WURLITZER 5150 Stereo (50c)  $595

GAMES

Gambit Liberty Belle 4/p | $475
Gambit Zipper Clown       | $275
Gambit Seven Seas          | $275

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BALLY

ATLAS MUSIC COMPANY
A Quarter Century of Service

CHICAGO 47, ILL.
2122 N. Western Ave.
Phone A-4988

WE RENT GAMES!
CALL COLLECT

For Sale
4 Kiddie Kolor Kortons LIKE NEW (Complete with Film) $200.00
10 Rowe 11 Col. Commanders A-1...110.00
1 Chicago 3' 1/2 Cylinder Bowler $95.00
1 Chicago 15' Princess Bowler 750.00
1 13' Chicago Duchess Bowler 650.00
1 Bally Def. Bowler (with 5 pockets) 950.00
1 United Alamo 16' Bowler 975.00
2 United 16' Trophy Bowlers 825.00
1 United 16' Falcon Bowler 525.00
3 United 16' Bonus Bowlers 325.00
CALL US COLLECT
Ask Klimes at City Line
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Cash Box
BOOTH 138

ATLANTIC
Foods

“Fast Draw” A
Disneyland Hit

ANAHEIM, CALIF.—With gross
earning reports running as high as
$300, for 10 days at Disneyland, the
new “Championship Past Draw
promises to be one of the most popu-
lar 10-cent coin operated amuse-
ment units of recent years, according
to Southland engineering officials here.

Designed by Harry Williams, presi-
dent of Southland Engineering, Inc.,
of Santa Monica, California, the ma-
chine incorporates western flavor of
the “fastest draw” and firing between
two opposing patrons, using authentic
type 45 guns. Location testing sub-
stantiated its appeal to both children
and adults alike. Scoring is accom-
plished through light operated scoring
panels. As an added feature, the large
speed indicator accentuates the desire
to become the fastest draw—single
participation is a challenge of speed
and proficiency.

For further information, see your
local distributor or write Southland
Engineering, Inc. direct in Los
Angeles.

Jukes Displayed At
Holland Hotel Show

Recently, during four days the yearly
exposition of equipments for Hotel
& Restaurants, called FORECAVA,
was held in the immense RAI-Build-
ing of Amsterdam. This was the seventh
year this exposition was held and the
exposition was bigger than ever before.
More than 300 manufacturers or
dealers and importers showed their articles
in a space of 25,000 square meter,
and everyone who has something to do
with the catering or entertainment
business visited this wonderful exhibition.

This was the right opportunity for the
public to meet with the 1963-models
of juke boxes and all American makes were
represented.

Rock-Ola represented by Brabo Holland,
drew the interest of many visitors
with its new models, which were not shown before in Holland. Especially
the Cari-type was met with approval. Eight men of the Brabo-Holland staff
were on the stand to give the public information and details.

Wurlitzer was shown on the stand of Elspor and here the system of Ten
Top Tunes was introduced for the first time.

The Seeburg all-transistor model was shown in the stand of J. Schaap
and new AMI Consoles were demonstrated by L. C. Denies.

Vending machines for food and drinks were to be found in great varieties
and the first automatic Restaurant was a big success.

Now on the market was the introduction of background music, brought
by Brabo-Holland. We saw a full-automatic tape-recorder (manufactured by
Vilting USA) to be played with cartridges containing each a two hours
program. All recordings were made by the Dutch firm themselves in their
studios and the Dutch public can hear their famous soloist and conductors
on Brabo Background Music. Especially for the better type of restaurants,
this kind of music is highly attractive and it is very interesting that the equipment
is exploited on a rental base, assuring the restaurant-owner a monthly con-
sumption of new programs. Even the hotel that has an orchestra during
dinner-time, can use this background music for the time during the day,
that no music is heard. Because there are no vocals in the library of Brabo, the
idea of music in the background is fully realised.

ITALIAN-MADE ‘CINEBOX’ is man-
ufactured in Milan and is reportedly
on 800 locations in Europe. Officials
are trying to interest the US market.

New York—Angelo Botani, Societa
Internazionale Fonovisione d’Italia,
Milan, Italy, was back in New York last
week and he brought his ‘Cinebox’
along. The juke box-movie machine
which has been pegged for music ma-
chine operators in this country since
last year, signed earlier with Inter-
merce Inc., a sales promotion firm,
currently conducting tests on the
machine in high traffic areas here.

Intermerce is national representa-
tive, replacing Don Twomey Assoc.
Last week three machines offered
movie trailers at no charge, advertis-
ing current flickers in town. The
machine distributed were $30 weekly
to the machine’s in the space. In addition to earning
advertising income, the ‘Cinebox’
is making itself known to the general
public, whom it is hoped will sometime
take to the entertainment medium in
the way Europe has taken to the 800
units now on location over there.

The machine holds forty films, at 4
minutes each, and the plan is to have
American artists record and film their
acts for exposure via the juke-box machine.

Intermerce officials told Cash Box
that negotiations were on this week
with several major film companies,
record manufacturers, and a leading
vending machine manufacturer, all of
whom showed interest in the project.

Cash Box—February 2, 1963
Runyon International, Inc.

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We, Myron Sugerman & The Runyon International Staff

Good Luck A.T.E. Conventioneers!

GOOD LUCK AT E. CONVENTIONEERS!

We've Grown Accustomed to Your Needs.

Have more than tripled since first we met!

...and Runyon International Shipments!

Three years ago I made my first trip to your convention and found that there existed a definite need.

World's leading manufacturers of fine novelty, jewelry, pin games, Powerers, Kiddie Rides, and Shuffles.

We have equipment always ready for immediate delivery to all parts of the United States. Our equipment is designed for all types of amusement arcades.

We thank you for helping us achieve the position and take the opportunity to wish you success.

We have developed a fine line of novelty machines designed to appeal to all ages. We have a complete line of Powerers and Kiddie Rides that will definitely attract the attention of all who visit your convention.

Our business is growing steadily as we have been able to provide the

The Hunter Green Line of Powerers has been a great success and many cities are now asking for more. Our Powerers are designed to attract attention and provide a good return on investment.

Many thousands of novelties are sold each year and Runyon International has developed a wide following for our novelties.

We hope that you will find our novelties to be of the highest quality and that they will be a success for you.

Three years ago we started with a small line of novelties and today we can boast of a wide variety of fine novelties that are sure to please your customers.

We wish you every success and hope that you will find our products to your satisfaction.

Myron Sugerman

From Myron Sugerman & The Runyon International Staff

Cash Box—February 2, 1963

Runyon International, Inc.

U.S. Route 22, Flemington, N. J.

Runyon-ex-Springfield, N. J.
Midway Releases "Carnival" Gallery
Appoints H. Z. Vending For Nebraska

CHICAGO—Exciting action is the theme in the all-new "Carnival" target gallery amusement game, which was released to the worldwide coin machine trade this past week by Midway Manufacturing Company, located in suburban Franklin Park, Illinois—according to Ralph Sheffield, general sales manager of Midway—who announced the introduction of the new target gallery in his office last week.

He particularly spelled out the thrilling play appeal on the action-packed playfield, which is generously sprinkled with "Action Kickers" for added thrills.

Sheffield explained further that there are four "Clown" targets at the very top of the playfield, with additional "Bull-Eye" targets a bit lower on the playfield.

Another attractive innovation in this new Midway amusement game is the "Extra Ball" build-up feature. In which, he further explained, additional balls are available to the player based on his skill in performance of shooting. As many as 15 balls can be awarded to the entering player in this manner.

"We, at Midway Manufacturing, have concentrated in making available the best in skill shooting target gallery amusement games," Sheffield said. "And, we have certainly delivered an outstanding skill game in our current "Carnival".

"Naturally, the operators' earning power and money making potentialities are of greatest consideration. And, of course, the best way to get the most coins into the cash box is to offer greater thrills to the player, and the continued desire to play to beat the previous score.

"This is the big feature in Midway's "Carnival,"" Sheffield explained.

There are two large, stainless steel buttons on the left and right sides of the front panel (at the top) where the player brings the balls up for play. The button at the right is the shooting button.

"Carnival" target gallery is available with single or twin coin rejectors. And, in replay and regular models (optional).

The cabinet is colorfully illustrated in the jolly carnival theme—as are the playfield and the beautiful, contoured light-box. The cabinet is designed for convenient placement in any size location—however large or small. Specifications are: 25 inches wide, 60 inches in height, and 55 inches in depth.

Sheffield stated that shipments of "Carnival" are being made to Midway Mfg. distributors everywhere this week. The new target gallery is now in full production in the Franklin Park factory.

Patti Honored (30's DAVE): Patti Page was honored two weeks ago by the Variety Club in Philadelphia when she received the annual Heart Award. Miss Page, who headed the festive banquet also felt quite honored to be present at the award before a packed Bellevue Stratford ballroom.

Happy Birthday This Week To:


Cash Box—February 2, 1963
Want to see slow spots come back to life in a hurry? Want to see top locations turn into big money bonanzas? Get Table Hockey, the real player-to-player hockey game that keeps customers grinning, grunting and going back for more. "Beat you next game" repeat play appeal and extremely fast play result in collections never believed possible with strictly competitive play equipment. Fun to play without previous practice or knowledge of hockey, Table Hockey appeals to all types of players, men and women, young and old. Long location life is assured by exciting combat action and the fact that scores are usually close, keeping players in a competitive spirit month after month.

Give yourself the get-well break you've been looking for. Get Table Hockey going for you today!

PRICED TO OPEN COUNTLESS NEW LOCATIONS TO PROFITABLE OPERATION
WELCOME IN ALL AREAS AND EVERY TYPE OF LOCATION

PLAYED WITH MINIATURE HOCKEY STICKS AND ½ IN. GLASS BALL PUCK ON ILLUMINATED FORMICA PLAYFIELD
NO FREE-PLAY COIN-CHUTE OR COUNTER
U.S. AND FOREIGN PATENTS PENDING RULES AND SCOREBOARD COPYRIGHTED 1962
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
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Be Sure to Check Business Classifications Above!

California Clippings

The introduction of Wurlitzer's new model phonograph plus a few new games this week, created added excitement along Pico Blvd. . . . John Scavarda informed the showing of the new Wurlitzer '2700' at the local factory branch, was the most successful yet. The attendance was exceptional judging operators from out-of-town and the acceptance was very enthusiastic. A car-load of phonographs was sold during the first few weeks showing, and Leonard Hicks said they are planning to hold a series of service schools soon. Phil Cucana, daughter Janice was married in Long Beach Jan. 19. . . . Chicago Coin's new 'All Star' Baseball arrived at AMCO Music & Vending Inc. and is enjoying a good reception from the operators. Two new employees have been added to AMCO's one-off deck. Dick Goodson, formerly route mgr. for John Nelson, and Jack Yates brother of Dave who is in charge of the new division. Dave reports record sales steadily increasing since their opening Dec. 10. . . . Don Rose returned from a trip to Chicago and Lou Hoffmann is calling on O.P.'s in the Southern area.

A new Chevie station wagon was purchased at Duarte International Sales Co. to be used for outside service. Joe Duarte said the boys in the shop are very happy with the new lighting system recently installed, and it came in very handy this week while they were working overtime. Shipments are being prepared for export to Yokohama, Naha and Nounou. . . . Captain Mike Borchetta stopped by the Leuenhagen 'record bar' to promote Peggy Lee's recent release, 'I'm A Woman.' Hal Haines of RCA Victor also visited to bring the new Jim Reeves album to this area. Mitzi and his wife, Dolly, just returned from a two weeks vacation in New York . . . Jim Wilkins informed they are completely out of the Rock-Ola 'Rhapsody 100' phonographs at Paul Laymon, Inc. and are awaiting a new shipment. A new employee, Philip Gonzino, will be working in the shop as mechanic. Britt Adelman was present with the fix last week and her daughter, Stary, was also with chicken pox.

At American Coin Machine Inc. Bill Lanzy said the Champion 'Fast Draw Gun' is still creating great interest, and was demonstrated at the Jackpot & Jerry TV morning show. . . . At Simons Distributing Co. export orders are being readied for shipment to the Far East and Europe. Joe Simon of Chicago was in town visiting with Jack Simon in Los Angeles and Palm Springs. . . . Congratulations! Anna Martinez and Jerry Barish both of California Music Co. were married in Las Vegas Jan. 12. . . . Jim Wilkins is in New York, in town and conferring with Sam Bicklin and Garle Orland. . . . At C. A. Robinson & Co. Hank Tronick reports they are experiencing a very substantial upsurge in parts sales, and the additional traffic resulting therefrom, is most assuredly adding to equipment sales.

Jack Harper, pres. of Rowe AC Services, visiting the R. F. Jones & Co. and prediction '63 will be the biggest year yet for Rowe. Chicago Coin have added some new employees to the Jones staff to take care of their ever expanding business. Joan Coleman in inventory control, Henry Knoll, Dale Sullivan and Jude Thompson, have been added. . . . Joe Hartgrove sent a note from the Jones office in San Francisco saying business in the central including exporting, has been the best ever. The Gottlieb Rock-A-Ball has met with tremendous success and moving out at a fast pace. Otzie Osborne is in Sacramento for a week, Gus returned from Santa Rosa and Norwood is calling on vending operators . . .

In town visiting distributors and one-stops this week were: John Ketchersid, Long Beach; Lester DeChene, Riverside; Dean Brown, Glendale; S. L. Griffin, Pomona and Bill Yedin, Sherman Oaks.

Midwest Musings

The Sandler Distributing Company, Minneapolis, held their Premiere Showing of The Wurlitzer Line for 1963 in their show rooms Monday through Friday 11-18. In spite of the sub-zero weather that held through the entire S. D. week, it was a huge success. It was obvious to all at the Sandler that the show was aimed at the turn out and it was very gratifying to see so many operators and wives and their service men take the time to be there. Everyone who drove to Minneapolis to see the new Wurlitzer, and they were not disappointed as compliments were numerous. To greet the guests were Irv, Sandler, Warren Sandler, and Sally Rose. C. B. Rose, Wurlitzer service engineer and Bob Crosby, head of the service dept., were on hand and holding school each day. Breakfast and Buffet Luncheons were served daily with plenty of hot coffee and other beverages.

DURING NATIONAL WURLITZER WEEK ★ ★ THE NEW WURLITZER 2700

WAS SEEN ★ ★ HEARD ★ OPENED UP ★ CLOSED AND

PRACTICALLY TAKEN APART AND PUT BACK TOGETHER AGAIN

BY THOUSANDS OF MUSIC OPERATORS ★ ★ ★ THESE MEN.

WHO KNOW COIN-OPERATED PHONOGRAPHS LIKE THEY KNOW

THE BACKS OF THEIR HANDS.

CAME TO A SINGLE CONCLUSION

WURLITZER HAS THE WINNER

TWO WINNING WURLITZER FEATURES

TEN TOP TUNES GOLDEN SELECTOR BAR
Every time a half-dollar coin is deposited, the Golden Bar glows brilliantly, displaying the message "Press for Top Tunes." The Golden Selector Bar gives new appeal to an already proven extra income feature.

SIMPLIFIED AMPLIFIER SERVICING
Amplifier rests on free-floating mounts. Release a single spring-loaded screw latch and it can be pivoted out so entire pan is accessible for circuitry check or tube changing. If, for any reason, it is desirable to remove the amplifier, merely pull the plugs, lift up a quarter inch, and it's free.

Wurlitzer 2700
THE WURLITZER COMPANY/NORTH TONAWANDA, N.Y.
107 YEARS OF MUSICAL EXPERIENCE
UNITED’S SPARKY SHUFFLE ALLEY

Features the Fascinating LINE-UP SCORES

FLUORESCENT LIGHTING IN BACK-BOX

Plus 6 ADDITIONAL WAYS TO SCORE

Regulation Flash All Spares
Advance Special Bonus

A TYPE OF PLAY TO ATTRACT EVERY TYPE OF PLAYER

Plus

Players’ Choice of Easy or Normal Strike

1 to 6 Can Play
10¢ PER PLAYER

TROUBLE-FREE OPERATION

See the Complete Profit-Making Line of United Amusement Games for Every Type of Location Now at Your Distributor

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

CHROME RAILS (BOTH SIDES)

HIGHEST RESALE VALUE

8½ FT. LONG
2½ FT. WIDE
SHIPPING WEIGHT (CRATED) 465 lbs.

UNITED OPERATORS ARE SUCCESSFUL OPERATORS

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO
The Capri 100 is enhanced with beautiful brilliant colors and gleaming metal appointments. This plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO Sound makes the Capri 100 the most wanted phonograph.

MODEL 404

NEW ROCK-OLA WALL BOX
• Entire mechanism removable for fast efficient servicing!
• Extra large cash box.
• Deep recessed 50¢ coin chute.
• Completely sealed hinged front door.
• Revolutionary new selection system.
• Highly styled design.
• Accumulator permits multiple coin deposits.
• Rugged construction.
Model 1558 (150 selections) Wall Box
Model 1564 (100 selections) Wall Box

SEE THE BIG 3 FOR '63

* With Full Dimensional Stereo
  Model 404 Deluxe Stereo
  Phonograph

* With Full Dimensional Stereo
  Model 1558 Deluxe Stereo
  Phonograph

* Model 404 Deluxe Stereo
  Phonograph