Ever since his first release clicked in almost every corner of the globe, Paul Anka has been one of the industry’s most successful recording artists on the international scene. As a matter of fact, the word “World” happens to be an integral part of his latest RCA Victor efforts. He's currently enjoying singles success in the States with “Love (Makes The World Go ’Round)” and his latest LP effort is dubbed “Our Man Around The World.” In other countries Anka is high on the best sellers with “Every Night” and “Eso Beso.” Paul is currently recording an Italian album in Rome and continues his worldwide trek this year with return visits scheduled for Japan, Manila, South America and Europe. His composition of “The Longest Day,” title song of the Zanuck film, now boasts in excess of 75 different recordings world-wide.
COLUMBIA SINGLES SELL!

Claude King
“Sheepskin Valley” c/w “I Backed Out” 4-42688

Andy Williams
“Can’t Get Used to Losing You” c/w “Days of Wine and Roses” 4-42674

Marty Robbins
“Teenager’s Dad” c/w “Cigarettes and Coffee Blues” 4-42701

FROM COLUMBIA RECORDS
THE POWER OF THE SINGLE

Even though the LP accounts for the major portion of the record industry's gross dollar each year, it's the little 45 rpm single that's the dynamo responsible for making the whole album world possible.

Being so close to the everyday activity of the business, we frequently overlook the magnificent attributes of the single just as a native of some glorious city might take for granted its most beautiful landmarks.

But let's step back for a moment and look at the single more objectively. Let's examine the single closely — not from the obvious, profitable, single-for-singles-sake standpoint — but from the angle of the album world's great dependence upon the single.

Of course, the first thought that occurs is that probably 95% of our best selling LP stars would be unknowns if not for a singles hit that established them as popular artists.

And, of course, the follow-up LP's that are released just after a single hits big — the lucrative LP's that feature the single hit "plus 11 others" by the artist who made the hit — would be non-existent.

Then there are hundreds of successful LP's each year which trade on the popularity of a specific title from a hit single. There are many strong steady selling LP artists (not necessarily strong in the singles field) who wait for a big song to develop and then cover with an LP using the hit title and such an LP is frequently available to the public before the original artist's release of a similar LP. This has become a common and very successful business practice.

Singles also serve to concentrate play when a new LP is issued. Since it's too costly to send a copy of an important new LP to every deejay or station, a single spreads two specific sides to a much broader number of listeners than ever before. Could you imagine the bedlam in our industry if twelve different titles from an LP were played equally by jockeys? It's frequently difficult to determine which of two sides should get the push.

For an established artist with a vast LP catalog, a singles hit is doubly important. Not only would there be cause for a new LP based on the title, but it is common knowledge that when a steady selling LP name has a hot single hit his entire catalog comes to life, frequently selling better than it's ever sold before.

Without singles the industry would probably lose some of its biggest LP money-makers. Film-track LP's featuring background music from movies, usually have a history of a single record which was responsible for leading the long-running, big profit-making album into the winner's circle.

Original Cast LP's of Broadway Shows, seen by just a handful of the U.S. population, usually get their biggest push from singles. Although many such singles have made poor sales showings, they, nevertheless, get tremendous play and are major factors in establishing "standards" for publishers and writers as well as hot albums for record companies.

In the jazz field, singles repeatedly have been responsible for making huge pop sellers of previously limited LP's and artists.

And how would the LP artists be heard on the juke box if not for the single?

Futhar examples of how the LP world depends on singles are unnecessary. We could probably go on for pages about how profits from hit singles are necessary for companies which make the big investments needed for slow turnover classical recordings. We just wanted to give the single credit where credit is due.

Regardless of how big a portion of the industry's dollar volume can be directly attributed to LP's, it's the single that is continually responsible for making the LP field what it is today.
LONDON HAS THE PROVEN HITS

PROOF:
NO. 1 IN ENGLAND
Jet Harris and Tony Meehan
DIAMONDS

PROOF:
NO. 2 IN ENGLAND
Maureen Evans
LIKE I DO

PROOF:
4 MONTHS ON ITALIAN HIT PARADE
(No. 1 for 10 weeks)
Henry Wright
ABAT JOUR

PROOF:
IMMEDIATE JUMP ONTO AMERICAN CHARTS
The Tornados
RIDIN' THE WIND

9579 London

Cash Box—February 16, 1963
HOLLYWOOD—In an important expansion move, Frank Sinatra's Reprise label moved into its new Hollywood home last week.

The new building (below) on Ca-hueniva Blvd, contains double the space of the label's old quarters and has facilities for audition rooms and a small studio.

According to Reprise veep Mo Ostin, the new headquarters was necessitated by the increased activity in both the singles and LP fields and the signing of many additional artists. He said that Reprise's sales in the first three months of '62 were double that of the previous quarter.

Among the many projects lined-up for the various artists, the education is one involving Duke Ellington, who is currently in Europe outting with symphony orchestras in Paris, Stockholm and Berlin.

**PHILADELPHIA**—The largest number of rack-jobbers ever to attend the NARM annual convention will be present at the fifth annual meet, at the Fairmont Hotel in San Francisco, March 3-7. It was announced by the group's exec director, Jules Malanud.

The rack-jobbers will have an opportunity to meet with all NARM associate member companies during the convention; registration will be allowed which will be set up in the Grand Ballroom of the Fairmont Hotel, on Monday and Tuesday afternoons (March 5, 6) and all day Wednesday (March 6).

Each company will have a pre-aranged schedule of appointments so that all record merchandisers will have the opportunity of meeting with all the record manufacturers and suppliers in attendance. This is a format for NARM conventions, and it is expected to be "highly successful in its purpose of insuring the building up and maintenance of good relations between these two segments of the record industry," Malanud feels.

Here's a day-by-day outline of the convention's schedule:

On Sunday (3), convention registration will take place in the hotel lobby from Noon to 9 pm. A regular member meet is set for the California Room at 1 pm; at 7 pm a presidential welcoming cocktail party will be hosted by Columbia in the Pavillion Room; exhibits will be shown in the Grand Ballroom beginning at Noon.

Monday (4) will see a business session from 9 am-Noon in the Terrace Room; a luncheon for regular and associate members will take place in the Gold Room at 12:15; at Noon, Ambassador Records will host a fashion show and luncheon in the Crystal Room; the Grand Ballroom will be the site of a visitation in exhibitor hall at 1:30; Warner Bros. Records hosts a cocktail party in the Gold Room at 6:30; a recording session party will be sponsored by RCA Victor at 10:30 pm in the Venetian Room.

Tuesday (5) starts off with the business session also in the Terrace Room from 9 am-Noon; a ladies bus tour of San Francisco including a luncheon at the Trident, Sausalito begins at 11 am under the sponsorship of NARM International; a luncheon for regular and associate members takes place in the Venetian Room at 12:15; a visitation in the exhibit hall opens at 1:30 pm in the Grand Ballroom; Liberty Records hosts a cocktail party in the Gold Room at 6:30 pm; a champagne breakfast party gets going in the Terrace Room at 11 am.

Wednesday (6) offers a visitation in the exhibit hall all day from 9 am in the Grand Ballroom; a luncheon meet for regular members is set for the French Room at Noon; a cocktail party & NARM awards reception will be hosted by Capitol Records in the Crystal & Fontaine Rooms at 6:30 pm; the NARM Awards Banquet begins at 8 pm in the Gold Room.

Thursday (7) features round table seminar meets for regular members only beginning at 9 am in the California Room.

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**NEW YORK**—With its complete line-up of chart hits in attendance, Cameo/Parkway Records held its Feb. sales program meet at New York's Hotel Americana last week (7).

The label offered distributors an LP discount program, which includes a 12 1/2% discount program and 30-60-90 day delayed billing on catalog product and five new albums, among them a "Best of Washington Humor" set.

The label got famed TV newscaster Chet Huntley to introduce the "Washington" LP to the assemblage. Package consists of various political meetings of both the Democratic and Republican parties, with excerpts from speeches by President Kennedy, Senator Barry Goldwater and Adlai Stevenson and others.

During a luncheon, Huntley told how the album was put together, pointing out that it was a documentary that could be used in political, political and education fields.

The other new albums are: "Let's Limbo Some More" with Cha-Cha Cheeky; "Millions of Dance Hits" with various artists, "Enchantment from Hawaii" by the Hawaiian Islanders and "Musical Jewels" with the Internationals in a top orchestra. The deals were also informed that C/P was presently negotiating for the signings of name talent to the label, and that it expect to see new offices in Philly, at Brad & Spruce, within the next few months.

The label was represented at the distro gathering by Barry Levine, label proxy who presided over the entire meet, Herman Kaplan, singles sales head, Dave Edelman of the ad and LP departments, Harry Silverstein of the C/P operation, and Joe Elgert of Elkman Advertiserings.

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**LEE HARTSTONE**

NEW YORK—Lee Hartstone has resigned from his post as vice-president and general manager of London Records, ending a 13-year association with the discomery.

Hartstone will join in the operation of the Hartstone family's various distri- btit and retail outlets. These include distributorships in Boston (Mutual), San Francisco (Stone) and Los Angeles (Hart). Additionally, the Hartstones have six retail stores in the Boston area that go under the tag of Kays and Disc.

Following Hartstone's departure, London announced that the label's business will continue under the direction of D. H. Toller-Bond, executive v.p., who will take over the functions of general manager.

The label's exec line-up now consists of Walt Maguire, manager of the London Group labels, Joe Bott, manager of London and London International, Leo Hofberg, who has transferred from the London Richmond division to assist Joe Bott, Herb Goldfarb, distribution manager who will now take all over sales of the London Richmond division, and Marty Wargo, who handles sales administration and production.


London began business in the U.S. in 1946, starting out by importing finished singles and album product from England. Soon after its inception, it began to import classical product from British Decca, its parent company. By 1947, the breakdown of its product consisted of 1/3 classical, and 1/3 pops and 1/3 Mantovani dates. The label's low-priced Richmond line was first marketed in 1958, as was the London Group, which handles the distribution of American-made diskings by indie labels, and in 1961 the label began its "phase 4" line of "soul" LPs, sales of which have reached more than 1 million since its debut.

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**HOLLYWOOD BUILDING**

**New Album Plans**

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**C/P Debuts Feb. LP Deal; 5 New Lp's At N.Y. Distrib Meet**

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**Philips Has A Happy Top 100 Birthday**

CHICAGO—Philips Records is celebrating its fifth anniversary in March with a Mercury setup with the nation's top selling single, Paul & Paula's "Hey Paula." Side tops the Top 100 for the second week in a row. On the heels of the hit is an LP by the group, "Paul & Paula Sing For Young Lovers." Lou Simon, national sales manager, reported that the hits are planned to be a strong product on its own, not just a rider on the singles hit. "That's why we named the album 'Sing For Young Lovers,'" Simon added.

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**New Prestige LP Discounts**

NEW YORK—Prestige Records has announced LP plans involving a 15% discount on the Prestige label and all LP's in its Moodsville catalog. Prestige jazzists under the deal, which ends Mar. 31, are Gene Ammons, Red Garland, Mose Allison, Stan Getz and Thelonious Monk.

Cash Box—February 16, 1963
New Atlantic-Atco Products Sparks Last Stage of LP Deal, See Initial Phase As Big Success

NEW YORK — With the first half of its Jan.-Feb. sales program successful, Atlantic-Atco has moved into the final stage with the launching of new releases on Atlantic, four on Atco. The new programs as well as catalog items are being offered on a buy-sev- en-get-one-free basis, which amounts to a 12 1/2% discount. In addition, there’s a special distriber salesmen incentive and a 30-60-90 delayed billing arrangement available to qualifying dealers.

Some of the new albums set for release this month won’t be available until later this month. Already on re- lease at Atlantic is Mose Allison’s “Swingin’ Machine,” the Contemporary Jazz Quartet’s “Another Dimension” and LaVern Baker’s “See See Rider.” Due in the next few weeks, are The Drifters’ “Up On The Roof,” named after their single; Gordon Lightfoot’s “Song For a, Bohemian Folk Songs,” Dave Newman’s “Fathead Comes On” and Kenny Clarke’s and Francy Boland’s “Jazz Is Universal.”

Atoe’s already-available newcomers are Betty Carter’s “Round Midnight” and John Lee Hooker’s “Don’t Rock the Jukebox.” Two other Atlantic releases are Mr. Acker Bill’s “Only You” and Paulo Alencar’s “Jazza Nova.”

As for the initial phase of the five albums to be released under Spin-Shine, director of album sales and merchandising, said last week that it produced substantial sales on the entire cat- egories of both labels, as well as on new releases brought out during the period.

(Continued on page 36)

Monument Handling New Affiliated & Subsid Label

HENDERSONVILLE, TENN. — Monument Records is handling two new labels, one an affiliate of Pumper Music and the other a subsidy of Monument itself.

Pumper is the Pumper diskyery which is bowing this week with a single by Hank Cochran, the artist-writer (winner of three BMI awards this year), and an original release from Liberty Records. His sides are titled “Yesterday Memories” and “When You Gotta Go.” Present call letters for this label are WTWO.

Monument’s diskyery is called Show- case, which, as the name implies, will be an outlet for new talent,First is a recording of some as-yet-untitled songs by an Ebony label of Mishawaka, Indiana, owned by Juanita Henson. However, the original master was not used, but the group on the date, The De lev, was brought to Nashville for a re- recording of the date, the sides of which is tagged “Arabian.”

By the way, while Gay- lord would be handled by the existing line-up of Monument distributors, the Showcase diskyery is getting its own sales and distribution force. Three new diskyery distributors have already been selected.

Monument was part of the London Group operation until it went out on its own last Oct. 1.

Columbia H’wood Studios Opened To Outside Dates

Hollywood — Columbia Records’ Hollywood office, with approximately 90% of the company’s total album sales, plans to expand its technical facilities to involve outside business accounts.

Columbia’s Sunset Boulevard re- cording studio will be made available to other diskers not owning their own facilities reports Irving Towne- na, district manager and part- time vice president. The move is part of a busi ness expansion program the company is planning involving greater output for its technical facilities.

Columbia has a custom pressing service with the company’s own manufac- tures singles and albums for other record labels, but the company has not heretofore pursued the renting of its recording facilities to outside firms.

FTC — Columbia Hearings in Philly; Irving Green, Distri, Dealers Testify

PHILADELPHIA — The Federal Trade Commission-Columbia Records news conference, held here (Feb. 6 thru 8) with hearings at the U.S. Supreme Court.

The proceedings were convened by FTC Examiner Donald Moore, Inter- viewing Justice E. C. Clark, government counsel Lavine and John D. Benfield. FTC chairman was Columbia handled by Asa Sokolow.

Witnesses heard on the 1st day of testimony were H. Royer Smith, Jr., president of MCA Enterprises; Sam Rubinstein, both of whom are record dealers. David Rosen Inc., a record dealer, was represented by Larry Rosen.

Questioning of these witnesses covered areas of gross volume of sales over the past three years, who were their biggest competitors and could they compete with them, and if and how had the record clubs injured their business.

Smith testified that in addition to a release which he did open a mail order business which merely filled orders and did not operate as a club. He also said that he was being hurt by the large discount houses (Korvette & Goody’s) as well as by the record clubs, but when questioned by mountain in the record clubs handled by Columbia’s club had cut in on his sales, his answers were not convincing.

Rubinstein stated that he too had been hurt by the record clubs and the discount houses which have be- come prominent in the Phila. area. In addition he said that he was pre- poned to bring the income tax re- turn for the past several years. Both Smith & Rubinstein’s tax returns indicated a gain in volume for the past few years, but Rubinstein claimed his gains were a result of the smaller turnover in the record clubs and a decrease in sales. Smith and reported that he was operating at a loss.

Wednesday, Feb. 7, John Meader, of the FTC, re- vealed that his dealings were down from 1963, but he has been able to follow the current trends in the industry and that he was going in for trans-ship- ment business, as he could give larger discounts to the big opera- tors than he did to the smaller dealers.

Thursday (Feb. 7) hearing started with the testimony of Pasquale G. Jolley, distri manager and a former exec of Goody’s. Jolley in charge of the shop. The shop still main- tains customer listing books. Also, he said that his shop was a Columbia distri center and that he earned $75 in 1962 for redeeming bonus coupons. This is equivalent to the profit on 47 albums and shows the shop did better than that without the club.

Columbia’s counsel, Asa Sokolow, questioned Ross for his competi- tors and if their expansion had hurt him. Ross replied that he was able to maintain a normal sales level de- spite the cut in the baby trade. Goody’s. Ross admitted under cross-examination that the club business was a little, had no credit expenses, very few record return problems, and that he maintained a loss on his own club, free for every 1 L.P. purchased. The witness also acknowledged he had offered a range of all 25% discounts for cash, and all exchange and refund privileges dur- ing the past year.

The Examiner then called the next FTCA examiner Theodore Moors of the Empire Record Shop, who reiterated the sentiment of earlier witnesses that they would have been in business handled by Columbia Club were cut- ting off and inadequate. He stated that he solicited memberships for Columbia’s club in its early days in the late ’50s, but that the club was closed. Mr. Moors also revealed that he saw the shop was in a declining neighborhood and that Kor- vette’s and Goody’s had also cut into his business, but that rack jobbers had not hurt him.

When Meador was asked by Sokolow about his best-selling L.P.’s for ’62, he listed a good number of Columbia albums, including “Take Five” by Dave Brubeck, were two years old. He could not say which of the two were both offered by Columbia in its club.

Counsel for the FTC then called Raymond Hymen, president of Omega Music, a distri and executive vice president. He said that his company was engaged in the sale of Columbia’s club. Hymen also asserted that he was operating at a loss as a re- sult of the club’s operation and that his club had a 2% discount on purchases from the distributor.

Wednesday, Feb. 7, Jolley of Jolley’s Record Shop, again gave basically the same testimony as he did the day before. He revealed that his club had been hurt by the large discount houses, but could cite only one specific instance. Other distri- tions I.P.M. Hymen also asserted that he was operating at a loss as a re- sult of the club’s operation. He also revealed that he had formerly sold Columbia albums at a discount of 2 1/2%.

The next day, Feb. 8, Hymen told the FTC that his club had been hurt by the clubs, and by the large discount houses, and that at that time he had communications with Columbia about a demand for his services in the last week, according to info from Larry Newton, the label’s sales manager. He revealed that his club had not maintained a loss.

(Continued on page 37)

Frank Fontaine’s ABC LP Snowballing

NEW YORK—ABC-Paramount Rec- ords’ Frank Fontaine L.P. seems to be the answer to the problem of the Vaughn Meader-Alan Sher- man L.P.’s as a speedly all-time seller. The hopes the act would simulate the performer warbling “Songs I Sing Oscar Night” for the “Gleason Show” went over 300,000 by the last week, accor- ding to info from Larry Newton, the label’s sales manager.

Package’s showing on the album charts also reflects sensational sales. The album chart, number 26 spot to number 7 spot this week on the mono charts, where the album showed a 32 point gain in initial appearance in the number 29 spot.

Mono gain is one of the biggest on the chart since the Meader album. Frank Fontaine’s 10 L.P.’s (albums the week before last, see story in Feb. 9 issue), much of it due to a five minute plug for the L.P. by Gleason on his T.V. show Jan. 26.

ABC-Par reported last week that a misconception about the L.P. had sprung up on a wide scale among the salesmen and retailers. The L.P., which can be attributed to Fontaine’s reputation as a stand-up comic before he started warbling senti- ments on the L.P. charts, was said and the fact that the striking cover photo shows Fontaine in his “Crazy Guggenheim” outfit, a pose hardly as- sociated with romantic baritone sing-
THE FIVE WHISPERS (Dolton 69)
(B+) "AWAKE OR ASLEEP" [Arranged by MINNA 2 (2:36)] [Columbia, Marcellino, Greenwich, Larson] Appealing melody gets a striking reading on the electric guitar-crowd, with the guitar at times sounding like a mandolin. They can't afford to get action if it gets around enough.

(B) "ESPECIALLY FOR YOU" (2:07) [Cornerstone BLM—Marcellino, Greenwich, Larson] Another inviting sentimental sound from the crew.

LOU CHRISTIE (World 1002)
(B+) "THE JURY" (2:16) [Starfire & Jeff Paul B M I—Hubert] The Pittsburgh-based disc jockey has come up with a date by the artist who is currently doing Top 100 business with a Gypsy Uited on the Roulette. His attention-getting falsetto note added to solid-sounding advantage of this down-and-out rock ballad. Could move.

(LITTLE DID I KNOW" (2:07) [Starfire & Jeff Paul B M I—Hubert] A more speed-rock sound that could also go places.

MARGIE SILVA & THE BOSSA NOVAS (Rendezvous 262)
(B+) "BAILAR PT. 1" (2:08) [Silva & Bossa Nova B M I—Silva] Solid catchy rock doings that's under the influence of the hot Bossa Nova sound. Plays like the leader was in a similar-styled bossa combo sound, there's cheerful vocal hits throughout. Deck has a Top 100 chance.

"BAILAR PT. 2" (2:08) [Silva & Bossa Nova B M I—Silva] The sunny session continues.

JERRY BYRD (Monument 807)
(B+) "SLEEPLESS NIGHTS" (2:12) [Artie Rupe BM I—E F & E] "Bud" Rupe's latest B M I entry with the Bandleader Bryant's getting an inviting Hawaii sound. Bandleader readies himself for another guitar hit. He's backed by a string-filled ork. Stuff that could do things if it reached a bigger market.

"GOODBYE KISS" (2:24) [Combines B M I—Tanner] More dramatic offering on this end. It's effective, too.

ACE KENNEDY & THE CANDIES (Philips 49011)
(B+) "FE-A-WOMAN" (2:44) [Bobbe ASCAP—Crewe, Gaud) Hot indie producer Bob Crewe has come up with a song for the folk-crowd, which gets solid guitar-led comments from the musicians. Should catch-up in the market with this.


(B+) "OUR DAY WILL COME" (2:20) [Rosewood BM I—Hillard, Gudale, Feldman] An amiable rock-a-cha sound backs the performer's affectionate light-weight warble.

BILLY TAYLOR (Derby 101)
(B+) "DANCE WHAT YOU FEEL" (2:28) [Bosse BM I—Cooke, Alexander, White] The Sar label's new affiliate gets going with a contemptuous dance-sound piece by singer Taylor. Handclaps are in on the happy setting. Could happen.

(B) "SHINE, SHINE" (2:16) [Kapp BM I—Taylor] A guy has found THE one in this good-natured affair for pop-blues acceptance.

TEX & THE CHEX (Newtown 5010)
(B+) "WATCHING WILDE WILLIE WALK" (2:38) [Rosebud BM I—Feldman, Goldstein, Gettehrer] There's an almost Latin jug rack-pack packed into this handclapping wobbler dished out in bright style. How's that for a solid chart impression.

(B) "BE ON THE LOOKOUT FOR MY GIRL" (2:38) [Rosebud BM I—Feldman, Goldstein, Gettehrer] That spirited rock-a-twist entry makes romantic use of the familiar police call.

THE CEE JAYS (Mosaic 1019)
(B+) "TEQUILA & LEMON" (2:28) [Nasta BM I—Aragon, Jordan] Rock joy superego in this delightfully good-natured initating novelt by the song crow and its backing-Tex and the Cee Jays label), which could have something big here.

(B+) "DON'T KNOW WHAT'S A HAPPENING" (2:25) [Nasta BM I—Aragon, Jordan] Snappy novelty from this high-toner superego that wants to refer to various public figures about a romantic situation.

JIMMY DONLEY (Chess 1843)
(B+) "THINK IT OVER" (2:49) [Tree Top & Crazy Cajun B M I—Jeff-Paul BM I—Hoffman & Saunders] Tree Top's latest B M I entry with the singer-singer actually puts across a touching tune with orchestral touches by the Tree Top label, which can make the grade in pop-circles.

"FOREVER LILYMAE" (2:30) [Tree Top & Crazy Cajun] An amiable rock-a-cha sound betraying the performer's affectionate light-weight warble.

EDDIE CANO (Reprise 20,147)
(B+) "DAYS OF WINE & ROSES" (2:11) [M. Wiltmark ASCAP—Mercer, Arlen] A Mercer-Arlen B M I entry with the singer-keyboard performer, who had a noisemaker, with his recent "THAT'S MY JOE" and thereby gives songster a sensitive reading of the pretty folk-tune by the "Moon River" origian, Harry Mancini & Johnny Mercier.

(B) "OUR DAY WILL COME" (2:20) [Rosewood BM I—Hillard, Gudale, Feldman] An amiable rock-a-cha sound backs the performer's affectionate light-weight warble.

BILL RAMAL (MGM 13153)
(B+) "SAX FIFTH AVENUE" (2:29) [Radio Active BM I—Harris] This is another reading of the same tune that got the B M I's dedicated jazz readings, Saxist Ramal does and is doing gang against a fine moody setting.

(B) "HARD TIMES" (2:30) [Dare BM I—Waltz] Funky bounce from a Ramal tag labeled "Scrarenin' Saxes."
BIG!

GENE MCDANIELS

BIG ARTIST • BIG SALES • BIG NEW SINGLE

"THE PUZZLE" and "CRY BABY CRY"

#55541

LIBERTY

a subsidiary of Amet Electronics Corp.

“FACE IN A CROWD” (2:50) [Saloon Songs BMI—Redd, Torok] “LONELY TEARS” (2:55) [Honeymoon BMI—Rodgers] JIMMIE RODGERS (Dot 16458) Rodgers’ newest Dot effort is a real heartbreaker that the artist should be adding to his hit string in the weeks to come. Tabbled “Face In A Crowd” is built on Latin beat strands, with Milt Reyner’s organ being the chief melody, and delivered with sincerity by Jimmie. The tearful couple’s a Rodgers original. Pretty, swell paced opus.

“(LET’S DO) THE LIMBO” (2:22) [Randell BMI—Montez] “ROCKIN’ BLUES” (1:40) [Randell BMI—Lee, Montez] CHRIST MONTZ (Monogram 596) Montez, who has two big coin-tachers under his Monogram belt in “Let’s Dance” and “Some Kinda Fun,” can make it three-in-a-row with this one. It’s a tesa good bet to witer that ride out “Let’s Do) The Limbo.” The backing’s a frenzied pounder tabbed “Rockin’ Blues.”

“LO-V-E (LOVE)” (2:24) [ Sparse Rib BMI—Boyé, Favaile] “A MILLION REASONS” (2:26) [Sparse Rib BMI—Favaile] THE EMOTIONS (Kapp 513) The Emotions come thru with a strong pair of follow-ups to their recent chart-making “Again.” Their Latin beat half, “LO-V-E,” is from the shuffle-beat ballad school of their initial success while the other, “A Million Reasons,” is a nifty ditty masking potatoes-like ride. Take your pick of the two teen dandies.

“THERE’S NO END” (2:25) “THAT’S WHAT I GET FOR LOVING YOU” (2:10) [Arch ASCAP—Schroeder] ED TOWNSEND (Liberty 55542) Here’s the one Ed Townsend’s been looking for tout back on the chart. Tabbled “There’s No End,” it’s a heartrending opus, from the slow, hip-shivering ballad-coat “For Your Love” school that Townsend is known for. A good bet for the Latin beat market. Can be a big deep. More feelingful beat-stuff on the lower lid.

“MEMORY LANE” (2:40) [Rehab ASCAP—Felder, Boggess] “A LONELY PIANO” (2:17) [Phillips BMI—Phillips] THE TAMS/REGGIE HARRISON (Parkway 863) The kids oughta flip over this one. Its by the Tams, who recently had “Little Me” (on Arlen) and it’s a tearful ballad-shuffer on which the artists take a "Memory Lane" review of their romance. Potent all-around performance on a deck that looks like a click label bow. Backing’s a captivating, all-instrumental affair that features Reggie Harrison.

“SHE’S NEW TO YOU” (2:24) [Jimskip BMI—Silver, Owen] “ALL MY LOVE ALL MY LIFE” (2:13) [Mtron BMI—Croftord, Leslie, Freeman] MOLLY BEE (Liberty 55545) Molly Bee can have her big chart break with this Liberty stand. The songstress brings a riffs multi-tracked teen delivery to a first-rate, dramatic rock-a-chu-ballad half, “She’s New To You.” Full-Erin Freeman ork and Johnny Mann Singers chorals arrangement provides a standout back-up sound. The lovely sentry coupler gets a sensitive, ‘good music’ reading.

“BUT I WAS LYING” (2:35) [Central BMI—A, & J. Allison] “SYMPATHY” (2:09) [Central BMI—Bar, Williams] WANDA JACOBS (Capon 4917) Wanda Jackson is the latest Jackson to take a big pop-country hitzville. This time it’s a tearful, shuffle ballad lilter, tabbed “But I Was Lying,” that the dark pots across with touching sincerity. However, don’t overlook the twist beat underl. "Sympathy," too, has the goods.

“HEART” (2:32) [Alon BMI—Wei, Mann] “WAIT FOR ME” (2:18) [Just BMI—Bar, Schwartz, Greenberg] KENNY CHANDLER (Laurie 3158) Chandler, who has had a number of territorial noise-makers in the past, can really latch onto this one. His plumb ballad, "Heart," is in Kenny’s meager conversation with his "Heart" as Glen Stuart’s opchord leads an attention-getting, steady beat backbeat that builds to a big finish. The jumpin’ pleader, “Wait For Me,” also has that chart look.

Wade Ray’s “Burnin Desire” (Fabor) could an important sales item in both the pop and country marts. See pop reviews.
the groovy sound that sells

JIMMY SMITH

on

BLUE NOTE

HIS NEWEST HIT ALBUM

BACK AT THE
CHICKEN SHACK

WITH STANLEY TURRENTINE, KENNY
BURREL & DONALD BAILEY

BLP 4117 (Stereo BST 84117)

(FROM THE SAME DOWN TO EARTH SESSION
AS THE HIT ALBUM "MIDNIGHT SPECIAL")

THE BIG SINGLE FROM
THIS ALBUM

BACK AT THE
CHICKEN SHACK

BLUE NOTE 45x1877

BLUE NOTE 43 W 61 St.
New York 23, N.Y.
**Cash Box**

**Best Bets**

**ANNA BELLE CAREAS/LIONEL HAMPTON**

(3:40) "I'VE GOT A MAN" (2:29) [Swing & Tempo BMI — Charles Hampton] An oldie, but a goodie; evidence of a published wide-range vocal style on this Lionel Hampton backed jazz break. This develop shows itself and makes it one of opportunity to walk in a solo spot.

(2:56) "SOMEWHERE" [Swing & Tempo BMI — Charles Hampton] On this end the lark delivers a fine solo piece from an appropriate instrumental support.

**THE MOON TUNES (Dolton 70)**

(2:10) "LOVE CALL" [BMI — Grant] A vocal-instrumental arrangement gives the listener a fine, medium-soft blues, which involves jingle-like bits. A grow-on-you take that could measure-up to a chart stand.

(2:22) "MY TRUE LOVE" (2:15) [BMI — Grant, Bogle] Intriguing funky-staff beat, including a solo harmonica.

**LEE STONE (Reke 1003)**

(3:08) "BLACK NIGHT" [BMI — Grant, Bogle] "Mooostones ASCAP—Moon, Hitch. Where's a fine vocalist, doing a solid good-music job on a big-bald that could have been cut out of a Sigmund Romberg operetta. A solo trumpet is included in the effective backing, as well as a nice vocal presentation. Dickery is excited in Hollywood.

(2:07) "A HEART IS NOT A TOY" (2:10) [BMI — Moon, Hoffman] Stone is somewhat out of place in front of a triplets-spotting and blues backstop.

**THE SHERRY SISTERS (Okeh 7169)**

(2:39) "DANCING WITH TEARS IN MY EYES" [Dahin, Burke] - The vocals are easy-to-take as they warm the world oldier. Their combo backing has a likable bounce-beat touch. All in all, a sound whose good-nature could real big spot.

(3:07) "I'M AWAY FROM BOBBY" [Deane, Goering] Infectious upbeat stand by the gals on this session titled by Bobby's Girl.

**TAYLOR ADAMS (Checker 1054)**

(2:39) "I'M IN THE SHERRY" [BMI—Smith] Blues warbler Adams states the ease for a guy who wants another chance from the chick with a highly convincing delivery, while a femme chorus and combo approach in the setting with a first-rate blues-pop sound. Possible dual-market success.

(2:30) "THE BLUES DON'T LIKE NOBODY" (2:20) [Are BMI—Simms] Of scale is made mostly for the R&B trade.

**VERNON HARREL (Belrose 2031)**

(2:57) "DO UNTO OTHERS" (2:27) [Leseay BMI—Murray, Shepard] Fella would like his fame to pass. This one is a solid and interesting semi-vocal blues statement from this singer and his combo-female choir. In the over-all, a modulated blues-market portrayal, side could result some success.

(2:27) "LITTLE JOE" (2:15) [2:15] [BMI — Three BMI—Brass, Kooper, Levine] Bright blues bozos about a Bossa Nova Canavan named "Little Joe" who's trying to take a guy's gal away from him.

**THE CONTINENTAL COUSINS**

(2:16) "HEY MAE" (2:20) [Auffe-Bose BMI—R&D Kershaw] Singing like a dove has a chance, with solid rock aid from theWrangles. A solid-made, blues-styled folk ditty. A sound that could catch-on.

(2:20) "HANG DANG" (2:34) [BMI — R&B—Rollie Dovat] Further good-cheer folkish doing by the team.

**PAUL HAMPTON**

(2:25) "A CHANCE TO BELONG" (2:20) [January BMI—Pitney] Toned rocker is joined by lark Cinthyl Churchill in this speedy, catchy-caly-styled-cut. Side wasters is missed in getting the listener's attention.

(2:20) "IT'S NOT THERE ANYWAY" (2:35) [BMI—Hampton, Applebaum] Fairly striking tale of a love that is no more. The tune's next wave reaction marks throughout the take.

**LESTER LANNIN**

(2:09) "TUMBLING TUMBLEWEEDS" (2:21) [Williamson ASCAP] Lannin crew is one as it supplies a strong shuffle-off the society dancefloor with this beat blues sound on the oldtimer. Above the shuffle sound are effective sax and rhythm comments. Tenors could go for this.

(2:20) "THE BALLAD OF RED RIVER VALLLEY" (2:30) [BMI—Lannin] More in the teen groove here. Chorus offers the oldie's terrific coming about half-way-down the track.

**BOB DYLON**

(2:06) "MIXED UP CONFUSION" (2:20) [M. Wittmark & Sons] ASCAP & BMI—This label's talented folk artist heads a sparkling folk-blues combo that could pick-up audience. Snappy keyboard and percussions are part of the bright setting. Could be a sleeper sound.

(2:15) "CORTINAR CORINA" [BMI—Adapt. & Arr. Dylan] Folkster gives the old blues hit a new, distinctive folk-band styling, interesting sound mostly meant for folk-music buffs.

**NANCY BARON**

(2:30) "I'VE GOT A FEELING" (2:15) [Sigma "7" BMI—Zober, Laverner] This thumper rates a hotsale. The first-rate rockist take the spotline on this infectious cha cha beat romantic eater. Strong orchard-shows are part of this chart contender.

(2:15) "SOCK YEAR" (2:21) [Sigma "7" BMI—Laverner] On this end the gal bands in an impressive beat deal — another entry that merits attention.

**THE KittENS**

(2:26) "COUNT EVERY STAR" (2:29) [George Paxton ASCAP—BMI] R&B girl act with an off-beat, upbeat reading of the oldie, which sometime back was a number one smash. Tune is supplied enough of a hotsale. The female variation is distributed by the Jamie/Guyden set-up.

(2:15) "I'M WORKING" (2:05) [Jamie & Dew BMI—Osborne] The larks settle-down to a pleasing plaintive stand.

**JIMMY SMITH**

(Blue Note 1877) "IN THE CHICKEN SHACK—PART ONE" (3:40) [Edyn BMI—Smith] Jimmy Smith has another winner in the past, and he can do it again with this. amazing ly-flying, jumping, jazz-exercise. The organist is effectively spotlighted on some first-rate extended solo. Eye the deck for rapid action.

"BACK AT THE CHICKEN SHACK—PART TWO" (3:40) [Edyn BMI—Smith] Logical continuation of the above. This side's a little more relaxed than the first part.

**KEELY SMITH**

(Reprise 20,149) "GOING THROUGH THE MUSICAL MESS" (2:56) [Kee-Wee & Wansana BMI—Allen, Merrell] Big-sounding ballad dramatizes an affair.

**DAN BELLCO (Fratelity 905)**

"CLEOPATRA" (2:15) [Buckeye ASCAP—Carlson, Allen] The upcoming girlific black-camer "Cleopatra" (due for a June bow) has evidently inspired another disk sound, and this one is one of the most striking. It's a bright, full-sounding orch-cha characterized by an unusual number with an interesting melodic line. Should be watched.

(2:57) "LET THEM TALK" [2:57] [Southern & Buckeye ASCAP—Carlson, Douglas, King] A blend of sax and guitar highlights this sentimental showing.

**CARRIE GRANT**

(20th Century 5011) "MISH-MASH" (2:20) [My- ers ASCAP—Carlson, Coquatrix] Grant is ably assisted by the Gran- ducres, an instrumental group that is a sure-take to make the men- ters sit up and take notice. Driving instrumentation, a sure hit that wide-open feel.

(2:26) "LET THE GIRLS SING" (2:40) [96 BMI—Page, Levin- son] This cha cha twist novelty's based on "Camptown Races."
EARTH GRANT
HAS ANOTHER HIT!

STEVE'S THEME
from "FORTY POUNDS OF TROUBLE"
A Curtis Enterprise Production • A Universal Release
C/W
YES SIRREE!
31468
**BEST BETS**

BOB LUMAN (Hickory 1210)

- "INTERSTATE FORTY" [Acuff-Rose BMI—Mozelle, Lord] Luman expresses his desire to live in a studio in a studio (Loudhommel) The songster, previously heard on the Warner Bros. label, where he laid several hits, comes to the Hickory waxery with a fine seven-beat per bar poem of a catchy folkish number about a drifter along the famed highway. Date could take off.

(B) "YOU'RE WELCOME" (2:26) [Acuff-Rose BMI—Mozeale, Lord] Luman expresses his desire to live in a studio in a studio (Loudhommel) The songster, previously heard on the Warner Bros. label, where he laid several hits, comes to the Hickory waxery with a fine seven-beat per bar poem of a catchy folkish number about a drifter along the famed highway. Date could take off.

(B) "CHAMPAGNE" [Beechwood BMI—Dexter] Lush romantic sound.

JAY & THE AMERICANS (United Artists 556)

- "STRANGERS TOMORROW" (2:15) [Trio BMI—McCoy] The "She Cried" boys are in solid form in this striking emotional display on a haunting we-kiss-in-the-shadow opus. Setting has that full-blown "She Cried" something Kneel-to-Kneel entry.

(B) "WHAT'S THE USE" (2:50) [Trio BMI—Meade, Robinson] Flame has gone out in this build-up outing.

WEE GARRY AND HIS PIPER CUSS GARRY SHERMAN ORCH. (London 4501)

- "THE BOMBS" (2:18) [Burlington ASCAP—Sherman] The tie-in described in the title works to exciting teen-market advantage here, and could mean a strong chart run for the diking. Eye this very closely.

(B+) "THE JOURNEY" (2:30) [Burlington ASCAP—Dvorak, Sherman] Some interesting instrumentation marks this reading of the familiar theme from Dvorak's "New World" symphony, also known popularly as "Going Home."

AL ALBERTS (President 719)

- "FLY ME TO THE MOON" (2:30) [Amsaacs ASCAP—Howard] The fine Bart Howard time has still another top version that should soon make the waxing rounds. It's an A1 Alberts, appealingly assisted by his "Three Of A Kind" band, which sounds this one in a manner reminiscent of his Four Aces days. Jocks'll dig it.

(B) "BEFORE TOMORROW IS YESTERDAY" (2:23) [Springton, Malvern ASCAP—Albers, Leichter] This emotion-packed cha cha beat ballad can also do business.

**RECORD REVIEWS**

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

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

**THE TOKENS (RCA Victor 8184)**

- "TODAY I MET AN ANGEL" (1:58) [Bright Tunas BMI—Margo, Margo, Medress, Goldman, Moore, Martin, Braley, Cluck] This can be a chart showing for the label, which is so sunny, so warm. Ric Reines of New Orleans.

(B) "IT'S ALL IN THE PAST" (2:42) [Bae ASCAP—McCoy, Shay] Sunny lampshade session.

**BILLY DOGGETT COMBO (Columbia 2038)**

- "SODA POP" (2:16) [Billich BMI—Doggett] Culled from the past, this organizers' favorite, is called "Prelude to the Blues," side states a bluesy novelty with sure-handedness to the market, which also includes a Nashville-type keyboard tinkling. Could have a chart run.

(B) "CHAMPIONS" [Billich BMI—Doughty] A cantata of a guy who got her heart broken by a man make-up. A real mult.

MORT LINDSEY (Mercury 72001)

- "40 POUNDS OF TROUBLE" (1:59) [Northern ASCAP—Lindsey] Although the main-title of this song stumps the charts, it is a dramatic "Peter Gunn"-like affair, penned by the vet maestro himself. Label has the soundtrack LP.

(B) "HEAVENLY VALLEY" (3:04) [Northern ASCAP—Lindsey] Keyboard lends a concert-like air to this mood display.

FREDDY SMITH (Dyer 1201)

- "DON'T BELIEVE ME" [Billich BMI—Smith] Smith bores on the new label with a warm, sincere multi-track on an up beat. Has got up the heep of deejay attention.

(B) "SUGARLOAF BMI—Smith" Ditto, the easy-goin', gal-titled romancer. TwoNear-Chart performers from the Leftbank, N.C.-based label.

HOWIE LANDIS (Perisque 501)

(C+) "BETTY" (2:30) [Perisque BMI—Landis] Howie Landis can grab off some space with this emotional, shuffle-beat-ballad tribute to the gal in the tag. The label, who by this stretch is the steady best instrumental backing.

(C+) "THE HAPPIEST MAN IN THE WORLD" (2:10) [Perisque BMI—Landis] Artists are in a cheerful mood here, Capitol-like sound. Label's subemerged in Boston.

JOLLY JOKER (Rendezvous 262)

- "LIE-DEE-LO" (2:18) [Kim Powley & Jerro BMI—Kim, Powley, Ribley] This novelty is headed by a Chubby Checker-like voice who offers the kids a new step. Capable good-cheer dance cut.

(C+) "THE UL" (2:15) [Kim Powley & Jerro BMI—Kim, Powley, Ribley] This novelty is headed by a Chubby Checker-like voice who offers the kids a new step. Capable good-cheer dance cut.

HERB STEWARD (Ava 233)

- "BLUES FOR A HANGING" (2:05) [Hawaii BMI—Williams] Soulful blues clarinet reading of an after-hours jazz mini-titivate from the Prez Astaire "Premiere" TV, (Al- in the song, the label is M.G.M. handled label). Jazz-inclined nighttime jocks will like the one.

(B) "BLUES TIME" (2:13) [A&M BMI—Waxer] Good blues swinger from the program.

JIMMY DOCKETT (Botanical 125)

- "PAGING" (2:30) [Botanical BMI—Dockett] A number with a thin, almost airy, and very warm, bluesy type of a sad-love guy who is paging for the woman he misses. Label's future, Dockey works out of Brooklyn, N.Y.

(B) "WAVE & TO HOLD" (2:30) [Botanical BMI—Dockett] Somewhat similar minor-key blues-oriented stand.
PHILIPS RECORDS...
RED HOT, AND GETTING HOTTER!

TERESA BREWER
"SHE'LL NEVER, NEVER LOVE YOU"
(LIKE I DO)

NO. 40095

greatest effort of her career!
big european hit!
over-night smash!
fabulous radio and trade picks!

"TEL-A-WOMAN"
ACE KENNEDY
& THE CANDIES

"A STRANGER WAS HERE"
DARRELL MCCALL

"TWINKLE TWINKLE LITTLE STAR"
JIMMY DAY

And ... the big one you've been waiting for! A new LP from America's hottest recording duo!

PHILIPS RECORDS
35 E. WACKER DRIVE • CHICAGO 1, ILLINOIS

Cash Box—February 16, 1963
### Radio Active Chart

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

*Survey Completed to February 6th*

<table>
<thead>
<tr>
<th>% of Stations Adding Titles to Prog. Sched. This Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>% of Stations to Have Added Titles to Prog. Sched. to Date</th>
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<tbody>
<tr>
<td>60%</td>
<td>One Broken Heart For Sale—Elvis Presley—RCA</td>
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<td>40%</td>
<td>Pretty Boy Lonely—Patti Page—Columbia</td>
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<td>38%</td>
<td>If Mary's There—Brian Hyland—ABC Paramount</td>
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<td>Our Day Will Come—Ruby &amp; Romantics—Kepp</td>
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<td>In Dreams—Roy Orbison—Monument</td>
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<td>28%</td>
<td>They Remind Me Of You—Elvis Presley—RCA Victor</td>
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<td>Let's Limbo Some More—Chubby Checker—Parkway</td>
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<td>Heartache Oh Heartache—Lettermen—Capitol</td>
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<td>Boss Guitar—Duane Eddy—RCA Victor</td>
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<td>South Street—Orlons—Cameo</td>
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<td>I'm Just A Country Boy—George McCurn—A &amp; M</td>
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<td>Why Do Lovers Break Each Others' Hearts—Bob B. Soxx—Philles</td>
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<td>Your Used To Be—Brenda Lee—Decca</td>
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<td>16%</td>
<td>Alice In Wonderland—Neil Sedaka—RCA Victor</td>
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<td>Hello Walls #2—Ben Colder—MG M</td>
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<td>That's The Way Love Is—Bobby Bland—Duke</td>
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<td>14%</td>
<td>That's All—Rick Nelson—Imperial</td>
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<td>I Got Burned—Ral Donner—Reprise</td>
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<td>Walk Me Home—Claudine Clark—Chancellor</td>
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<td>Greenback Dollar—Kingston Trio—Capitol</td>
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<td>All I Have To Do Is Dream—Richard Chamberlain—MGM</td>
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<td>11%</td>
<td>What Does A Girl Do—Marcie Blaine—Seville</td>
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<td>Mr. Bass Man—Johnny Cymball—Kapp</td>
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<td>10%</td>
<td>Killer Joe—Rocky Fellers—Scepter</td>
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**Less Than 10% But More Than 5%**

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<th>Artist</th>
<th>TOTAL % to DATE</th>
<th>Label</th>
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<td>Yakety Sax</td>
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<td>Hitch Hike</td>
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<td>Initials Castells (Era)</td>
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<td>Boots Randolph (Monument)</td>
<td>25%</td>
<td>Marvin Gaye (Tamla)</td>
<td>26%</td>
<td>Thom Terrible Boots Orlons (Comet)</td>
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<td>Ridin' The Wind</td>
<td>59%</td>
<td>Gentleman Jim</td>
<td>9%</td>
<td>Soul Motion Dan &amp; Dewy (Rush)</td>
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<td>Tornados (London)</td>
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<td>Bert Koopffert (Reepee)</td>
<td>9%</td>
<td>Meditation Charlie Byrd (Riverside)</td>
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<td>Hula Hoppin'</td>
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<td>Sex Fifth Avenue</td>
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<td>Johnny Beecher (Warner Bros.)</td>
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<td>Love For Sale</td>
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<td>Globe Trotter</td>
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<tr>
<td>Arthur Lyman (Hi-Fi)</td>
<td>50%</td>
<td>Tornados (London)</td>
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Cash Box—February 16, 1963
ATTENTION
RADIO
AMERICA
THE NEW
STEVE LAWRENCE
SINGLE
SHIPS FEB. 15th

NEED WE SAY MORE?
CASH BOX

RECORD RAMBLINGS

NEW YORK:

Herald-Ember's Bill Darnell buzzin' about the label's three hot discs—the Continentals "Lullabye"—which he feels breaking in Detroit and Boston, the Premiers' "Diary Of Our Love"—appearing in the Belt-D.C. area and the Detroit breakthrough—Chuck Wright's "Don't Play That Dance" (Record) ... London's Paul Robinson up to tell us about the Wee Gaby & Piper Cuffs' waxing of "Rajapite-Stomp"—cut by Tony D'Amato (of Phase 4 fame) and arranged by Gaby Sherman—who currently has a number of discs in the Top 100. Paul adds that the label has a string of new single-comers in England—Harry & Tony Mehanich's "Diamonds Are Forever" and a garage-like "Shutter doors are smashed in England." Clarinetist Sol Yaged in a 4-6 week stand at Nick's on 15th Ave—Smash's roving ambassador Doug Moody in town long enough to tell us he had sold solo contention to the Lennie O'Hara "Moonlight" swing and the "Mother Pay-Collar On AutoHarp" LP ... Tribute's Eddie Heller announcing the signing of the Foxx Band for "Pain," "The Leave, Leave," "Lenny and the Continentals"—which captured the "Cryin' Joe"—both discs being kept for release in two weeks.

Don Sherman, out with a Julibelle package tagged "Don Sherman Goes DJ"—still no comment on Johnny Mathis ... Crying over "Bells And Whistles" due out soon with an MGM package, just signed for 3 guest appearances on the Jackie Gleason CBS-TV show ... Laurie's Eddie Mathews informs us that the label's recent fantastic re-action to Randy Chandler's "Heart" and that the Chiffons' "He's So Fine" (Laurel) is breaking big all across the country ... ABC's promo-man, Judson Reynolds, is moving away on Brian Hyland's "If Mary's There," the Parrells' "What Are Boys Made For" and the Impersons' "I'm One Who Loves You" LP and L.W.-wise area acts included the Pagetoss, Ed Adams that the disc's also high on Hoagy Land's "I'm Your Man," Copa Dorinda ending around 5-6 minutes glassing nothing it's time to play. Lawrence Of Arabia" which from the Paul Wood, in Chi, comes word that the outfit's contributed with the response to the Paul & Paula "Sing For Young Love's" LP and the Ace & "Kenny" Ted "Can't Help Myself" LP and "She'll Never Love You Like I Do." (L.A.) reports strong initial reaction to the Rolf Harris single, "Sun Arise,"... The British charts: "Bag Pipe Bomp" by Wee Gaby & The Piper Cuffs and "Bumpity Bump" by Paul Dever ... Sergio Franchi, whose latest RCA single "A Good Life" has just been a tremendous success in England, has been engaged at the Palmer House's Em- pire. Chicago—where 5,000 tickets come in 2/19 for a Gate Of Horn stand. ... A good time was had by all during the release of "The Party Storm" 7/8 by Wee Gaby Records and Big Town Dist. in the Tropical Room, where the combos Dick Gregory, Johnny Lewis postcards from Fort Lauderdale, Fla., where his trio is currently swingin' between shows at the Pier 06 Yacht Club. Group's next Coast outing is scheduled for release in about 6 weeks. ... Mama Mia! It's Barney's out on frozen pizzas to dejaews in the Chi-Mi-Wil, area promoting new ABC-Pub.-record groups. More by Challenge and "Let's Do The Limbo" LP cut by the Bobby Darin, cut by Tony D'Amato which has a fantastic cut in her new Lib- bert LP. Side's tagged "Co-Cro-Apollo" may cut another cut of the same way Roy does—since they're both working. The picture's who's out with a Colpix package tagged "Contando Bossa Nova," set for release. Atlantic's Pat Piske presented his waxing of "Oliver's" which is getting some heat that he enjoyed the jazz-pop LP. ... "T. J. Johnson" info that his Teen Heat LP from London, England, is out. For the Eccentrics, the Excellent, Thompson, the Invictas, Demetrios, the Standards, Johnny Carl, the Ladd-...
"BOSS GUITAR"
#8131
Duane’s newest single is charging up the charts! Go big on the "Boss" now!

"DANCE WITH THE GUITAR MAN"
LPM/LSP-2648
Time to check your stock on Duane’s smash album and re-order for the rush!

RCA VICTOR
THE MOST TRUSTED NAME IN SOUND
Wall Records
HAS THE HIT ON
"SAX FIFTH AVE."
by
The Jack Cole Quintet
10,000 In Pittsburgh
8,000 In Baltimore
7,000 In New York
ALL IN ONE WEEK
ALL OTHER AREAS COMING IN!
1631 Broadway New York (JU 2-7251)

Jack La Forge
AT THE PIANO AND
HANNON
ORGAN
BACKED BY HIS
EXCITING ORCHESTRA

“HAWAII AND I”
from THE CASH BOX—Jan. 2, 1953
from VARIETY—Dec. 8, 1962

HAWAII AND I—Jack La Forge—Pittsburgh P. 216
Jack La Forge displays a commanding keyboard style on this first-rate set of Hawaiian-flavored themes from Parece's original score. The arranger utilizes both the piano and the Harmon organ as he pens his musical poem with a fine jazz-based backing from Don Strickley's crew. Best bets here include "Malia, "Orchid Twist" and "It's Time To Say Aloha." Fine fare for topdrawer or listening enjoyment.

DISTRIBUTORS:
A Few stores open.
WRITE—NOW

Jack La Forge: "HAWAII AND I" (Pillarone)
This set by studio-organist Jack La Forge has a real feel for cocktail time terpinc and interior. In force are 18 of the 21 tracks in the Parece score. The arranger utilizes both the piano and the Harmon organ as he builds his musical monster. There's a touch of jazz here from time to time and a variety of items that make it an odd set. Musie and lyrics to the tunes involved are included via a small booklet insert.

Cash Box
RECORD RAMBLINGS

Here and There:
Philadelphia—Warner Bros. Ronnie Singer notes that he's getting some plays on WFIL with "Sax Fifth Avenue." Dick & Dee Dee's "Say To Me" and the Tarriers' "Gonna Get You" have gotten in at Ellis Robinson, promo gal at Heller distribs, announces that the firm's new handling the Jabar line—currently out with Sonny Marcel's "It's All Over Now," Ella Fitzgerald's "These Are My Jeans" and Mono Silvera sends along word that William Jo's "Little Things" shock the her colleagues. Sign another one to the A&R singles manaul 33 Rank Robert Morton

New Orleans—Joe Rufino pens that the Ric distributed-Soundex waxing of "The Big Parade" and "Reverend Barron," a teen natural and is already getting some sales reaction. Claire Laredo notes that his M-

Continued from page 18):
modern versions of the big songs she introduced while singing with the Dorsev band. . . . 5. Folk Singer Bob Weir will be performing once or additional 12 weeks at the Tiki Club in Palm Springs. He will also be making TV and radio appearances to promote his latest Jubilee album. . . . 6. Stan Pat, Steve Sholes and Ben Ronner were hosts at a cocktail party at T.J.'s where members of press and radio were introduced to a host of RCA-Vector artists now on the Coast.

Reprise Records was one of the leaders in the number of merit awards given at the 18th exhibition of advertising and editorial art sponsored by the Directors Club of Los Angeles. . . . Bobby Weiss, International Director for Warner Bros. Records, presented the biggest gift to date and that Kelly Gordon's "I Can't Face The Day" has received excellent reaction. L-Wise's Dinah Washington's "This Is My Story.

Boston—According to C.J. McLaughlin, District Manager for Capitol Records, the Ric distributed-Soundex waxing of "The Big Parade" and "Reverend Barron," is a teen natural and already getting some sales reaction. Claire Laredo notes that his M-
Cash Box Best Selling Albums

Compiled by Cash Box from Leading Retail Outlets—February 16, 1963

MONO

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<th>Last Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<td>1</td>
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<td>Allan Sherman</td>
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STEREO

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<td>Billy Vaughn</td>
<td>Dot (DLP 3497)</td>
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Also available in Stereo
Also available in EP
"THE HAPPY BEAT"—Ray Conniff—Columbia CL1849
Ray Conniff, who recently struck paydirt with his "Rhapsody In Rhythm" LP steps up with another winner with this Columbia session of evergreens. The orchestrations again double as claveaux soloist as he and the chorus give some sparkling treatments of such goodies as "Volta!" (Mack The Knife) and "The Song From Moulin Rouge." Vibrant arrangements and the worldless vocals of the chorus have made Conniff one of the hottest names around, and this new offering is sure to go the same success route.

"BOSSA NOVA U.S.A."—Dave Brubeck—Columbia CL1958
Dave Brubeck, who is currently getting chart action with his "Bossa Nova U.S.A.," tags this LP session after the single and comes up with some fine jazz-oriented tunes with a smattering of the Brazilian beat. The result shows the little fusion of the two musical forms but with each retaining its purity and individuality. The pianist shares the solo spotlight with Paul Desmond on many of the sides and both of them at their best on such numbers as "Trolley Song," "This Can't Be Love" and "Cantiga Nova Swing." Eke the disk for a rapid trip to chartville.

"ALL ALONE AM I"—Brenda Lee—Decca DL 74376
Brenda Lee, who is currently riding the charts with "Your Used To Be," tags this new Decca LP after her recent biggie of "All Alone Am I" and includes eleven other pop and standard items. The young lark's vibrant, throaty voice seems especially mature as she weaves her special brand of musical magic on "I Left My Heart In San Francisco," "My Coloring Book" and "Lover." Package should mean money-in-the-bank for all concerned.

"THE KEYS TO HER APARTMENT"—Ferrante & Teicher—United Artists UAS 1247
Ferrante and Teicher, never artists to rest on their previous successes, come up with a new approach to mood music on this top-flight, full orchestra backed instrumental set. F&T's superb keyboard artistry carries them in fine stead as they dish up splendid renditions of "Love Walked In," "Along Together" and "There Will Never Be Another You." Set seems destined to reach the charts in no time flat.

"PLENTY OF PETE"—Pete Fountain—Coral DL 73424
Pete Fountain's previous Coral sessions have done well in the soul department and this bright new release features the Dixie Land charting offering a flock of his most-requested items and a logical candidate to move quickly up the hitville path. Fountain's unparalleled scope in the flexibility of his improvisations is aptly spotlighted on "After You've Gone," "Don't Be That Way" and "Just One of Those Things."

"COLLEGE STANDARDS"—Lettermen—Capitol ST 1829
The group clicked with their last LP tagged after themselves, "Jim, Tony And Bob," and this delightful new package of campus evergreens shows every indication of being a similar success route. The crew's distinctive wide-range vocal style and professional phrasing is aptly spotlighted on the "Waltz From Ivystone," "The Hawaiian Rice" and "The Sweetheart Of Sigma Chi." Plenty of sales potential here.

"BURL"—Burl Ives—Decca DL 74861
Burl Ives' distinctive pop-country stylings have done much to acquaint the general public with a wealth of country material. On this chorus-backed new session the country virtuoso dishes up a warm program of songs aptly suited to his authoritative, personal vocal style. All of the artist's many fans should dig his top-drawer readings of "Mary Ann Regrets," "Curry Road" and "The Same Old Hurt." Dick looms as a sales blockbuster.

"I'M A WOMAN"—Peggy Lee—Capitol ST 1857
Peggy Lee, who is currently riding her hit single of "I'M A Woman," cashes in on the built-in acceptance of the chart-riding to tag this bright new LP set. The lady's earthy, bluesy vocal style is showcased on this session, in addition to her hilarious on a first-rate batch of favorites including "Of My Tears," "Mack The Knife" and "A Taste Of Honey." Disk should score heavily.

"DAYS OF WINE AND ROSES"—Pat Boone—Dot DLP 4594
Flick and TV themes are still a primary source for pop material for artists, and Pat Boone sings his best-selling vocal talents at a host of melodic themes from the films. The songwriter gives each to of these tunes the same warmth and winning vocal style that has made sales blockbusters of his earlier LP's. The chartes launches the session with a winning "Days Of Wine and Roses," and also includes first-rate renditions of "Love Is A Many Splendored Thing" and "Laura." Album looms as a sure thing for the charts.

"HARD TRAVELIN'"—Lester Flatt & Earl Scruggs—Columbia CL 1951
Lester Flatt and Earl Scruggs who are currently scoring with their powerful amnush of "The Ballad Of Jed Clampett," come up with first-rate program of folk standards new this Columbia LP. In addition to their current biggie, the artists and the Foggy Mountain Boys dish up some sparkling blues "Hard Travelin," "The Wreck Of The Old 97" and "Bound To Ride." Eye the disk for rapid acceptance.

"MIDNIGHT SUN"—Earl Grant—Decca DL 74338
Here's a potenst package of romantic pop items and songs. From the keyboard gently swinging organ of Earl Grant. The keyboard vet directs all of his attention to the melodic constructions of the tunes in a dozen exciting instrumental excursions. Grant shines on "Midnight Sun," "Red Sails In The Sunset," and "Stranger On The Shore." All of Grant's admirers should come out in strength for the set.

"THE BROTHERS FOUR CROSS-COUNTRY CONCERT"—Columbia CL1946
Here are the Brothers Four, recorded live during a series of country, lending their vocal magic to a program of folk-pop tunes on what could very well be their best-selling LP to date. Moces of the album make the excitement and spontaneity has been captured here. Best bets here are "Brandy Wine Blues," "Brady, Brady and "New Frankie and Johnny Song." Watch this one for rapid acceptance.

"THE SCHOOL FOR SCANDAL"—Original Cast—Columbia CL 1295
Richard Sheridan's classic play is beautifully captured on this three-disk original cast from Command. The cast, which includes such stellar names as Ralph Richardson, John Gielgud, Geraldine McShane and Owen Francis-Davies, play their roles with impressive sensitivity and poise. The players make the sparkling comedy of manners and social comment as valid as when it was originally written. John Gielgud, who is the director of the production, production is admirably duplicates that role on the album. Package ranks as a magnificent spoken word entry.

"GROUP OF GOLDIES"—Various Artists—Group W 33061
a first-rate package of recent and while- back hits from the various London family of labels. The set, which is strictly been-oriented, features such stellar names as Marcie Blane ("Bobby's Girl"), Bobby Flickett ("Monster Mash"), Bill Black ("Silver Slサービス"), Ace Cannon ("Tuff"). Kids should flock quickly to the ultra-commercial album. Potent item.
METRO · GOLDWYN · MAYER

Proudly announces world-wide distribution for...

C·R·C
CHARTER

— FIRST RELEASES —

TONY MARTIN

GOGI GRANT

album release

“JOANIE’S SHADOW”

b/w

“Send Him Back To Me”

Soon to be released

LENA HORNE

Contact your local MGM Record Distributor
“PARADISE ISLANDS”—Ray Charles Singers—Command RS 845 SD

The warm, appealing music of Hawaii has been a worldwide attraction since Captain Cook discovered the islands almost two hundred years ago. On this excellent Command set the Ray Charles Singers feature all the glowing colors of the islands, with a dozen Hawaiian flavored standards. The group shines on “Sweet Leilani,” “My Little Grass Shack” and “Beyond The Reef.” Top-notch entertainment throughout.

“THE JOYS OF LOVE”—Little Sisters—MGM E 1116

The Little Sisters, who received wide national exposure via their TV spot-out appearances on the “Tonight” TV’er, display an impressive, refreshing pop-folk singing style on this their premiere MGM LP outing. The girls do not rely on gimmicks but go through their musical paces in a delightful, straightforward manner. Top-flight tracks here include “Where Does I Lead,” “Bile Cabbage Down” and “Goin’ To Boston.” Package could develop into a big item.

FRANZ LEHAR: The Merry Widow, Various Artists—Angel 3630 B

Elizabeth Schwarzkopf, Hanny Stetkef, Nicolins Gedda, Josep Karany and Eberhard Wachter give a top-notch performance on this various artists" release which is full of Lehars special brand of melodic invention. The singers, all well-versed in the art of the operetta, give to the role the required light-hearted and lilting touch. Two- disk set, complete with libretto, is delightful listening and should find wide duromark acceptance.

“TONY MARTIN SINGS DAYS OF WINE AND ROSES”—C R C 1079

Tony Martin makes his debut on the newly-formed C R C label with this program of film themes. In his Hawkins-Bukatka manner, for this session of Martin-styled vocals which aptly showcases the talents of the vet singer. The crooner gives modulated but warm renditions of such melodic items as “Days Of Wine and Roses,” “Three Coins In The Fountain,” and “The Three and Time Around.” The songstirs large and loyal following should come out strongly for the set.

“SONGS THAT WILL LIVE FOREVER”—International Pop Orchestra—Cameo C 1037

The 110-man International Pop Orchestra plays a dozen standards on this new Cameo out- producing by Don Costa and Bernie Lowe. Fresh arrangements, with a syncopic touch give the oldies a new air, enhancing their beauty. Gershwin, Porter, Berlin and Rodgers and Hammerstein are represented here in “Summertime,” “Old Man River,” “Always” and “You’ll Never Walk Alone.” Lots of lush sound here in stereo and plenty of easy-listening pleasure.

“MOTHER MAYBELLE CARTER AND HER AUTOHARP”—Smash SR 36702S

Mother Maybelle Carter, one of the country’s foremost exponents on the art of the autoharp, is supported by the Stephen Scott Singers on this Smash LP of old and new folk songs. An unusual solo instrument, the autoharp is deftly and artistically played by the instrumentalist on such well-known folk tunes as “Barbara Allen,” “Silver Threads And Golden Needles” and “My Little Honey.” The disc is sure to elicit im- mediate response from folk buffs.

“JERRY ORBACH OFF BROADWAY”—MGM E 4056

Jerry Orbach, a featured player in “Carnival” turns to the music from a dozen off-Broadway shows to showcase his vocal talents on this very engaging session from MGM. The chanteur reflects wit, charm and a wide vocal range as he gives top-notch renditions of these lesser known songs. Interesting tracks here include “There’s A Small Hotel,” “Try To Remember” and “Once In A Blue Moon” and a handful win a flock of new admirers for the songster.

Cash Box—February 16, 1963
The distributors cheered at Las Vegas because dealt a 'deal' from the top of the 'deck'!

The cards were stacked...the dice were loaded at the Colpix National Distributor Conference. And all in favor of the distributors, dealers, one-stop and rack operators! Why? They're buying 100 records and getting 20 free,* that's why! And that's not all, each album is a 'trump' card, a 'natural' to roll up more and more sales.

*see your local distributor to qualify

Colpix Records • A Division of Columbia Pictures Corp. New York, N.Y. 711 Fifth Ave. N.Y.C.
THE EXPLOSIVE SIDE OF SARAH VAUGHAN—Halsette R 32492

In recent years most Sarah Vaughan sessions have featured a soft collection of ballads. The last has met with great success with her brilliant readings of low-key romantic items. She is (as evidenced on this set) also capable of turning out swinging numbers. The artist's wide-range vocal charms coupled with flawless diction carries her in winning form on Henry Cartier-arranged versions of "I Believe In You," "Trolley Song," and "I'm Gonna Live Until I Die." One of the best sets that the songstress has cut in quite a while.

DIAMONDS BY THE DOZEN—Various Artists/RCA Victor LP L 3119

Deejays and consumers alike should dig this top-drawer Victor session of pop standards rendered by a dozen of the label's most outstanding artists. The sides here have been culled from hundreds of singles, LP's and EP's released in past few years. Among the choice items here are Pete Nero's "Maria," "Never On Sunday" by Chet Atkins and the Melachrino Strings reading of "Arrivederci, Roma." Fine fare for either listening or dancing enjoyment.

PIANO, STRINGS, AND BOSSA NOVA—Lalo Schifrin—MGM M 4119

Although there have been many bossa nova albums released in recent months, few if any of the artists involved have the necessary innate rhythmic sensitivity to accurately capture the new rhythm on wax. Lalo Schifrin is a glaring exception to the rule. The talented musician does not corrupt the melodies but renders them in an impressive free-forming bossa nova style. Schifrin turns in feelingful performance on "The Wave," "María," and "Four Leaf Clover.

THE SWINGIN' SOUND OF MODERN COUNTRY MUSIC—Tommy Hill's Nashville String Band—Starday SLP 210

In the past few years country music has risen to its back-seat regional music status to widespread national importance. Part of the reason for the growth in country sounds is the introduction of percussion. Tommy Hill's Nashville String Band, utilizing the most modern recording techniques, offer proof-positive of the new, pop-styled country music on this top-drawer Starday outing. Best listening bet here is "Your Voice Makes Me Feelin' Like a Teen March," "Frankie And Johnny" and "String Boogie Woogie.

LA PERFECTA VOL. 2—Eddie Palmieri—Alegre LPA 824

Eddie Palmieri comes up with a strong follow-up to his Vol. 1 "La Perfecta" LP of a few months ago with this rhythmic package of Latin-American Items. The 88'er gets some smooth vocal support from Ismael Quintana on these various dance beats which includes tunes such as "pachanga," the bolero, the mambo and the cha cha cha. Danceable tracks here are "El Molesto," "Lazaro Y Su Microfono" and "Yo Sin Ti." Disk should spark sales in the Latin market.

DANCE TO A MEMORY—Art Kassel—Kapp KL 1312

For more than thirty years America has danced to the familiar strains of saxophonist Art Kassel and his orchestra (His Kassels In The Air). Despite contemporary music crazes Kassel is still around and still selling up the same sweet sounds. The orchestra leads his crew through outstanding renditions of "The Poor People of Paris," "The Third Man Theme" and "Pacification." Superior top-shelf new fare.

RAILROAD SOUNDS—Audio Fidelity AFSD 5845

This unusual offering from Audio Fidelity, subtitled "The Sounds of a Vanishing Era," is wholly devoted to the sounds of trains in a variety of locales—terminals, switch yards, and out in the open while speeding along. There are freight trains and passenger trains, both diesel and steam. Despite its limited appeal, those with an interest in sound effects and railroads will find this an interesting disk. Stereophiles might also be interested.

BACK AT THE CHICKEN SHACK—Jimmy Smith—Blue Note 4117

Jimmy Smith, who has racked up an impressive list of chart-rising singles and LP's in the past year, unleashes the potent organ talent full-blast on this new destined-for-success Blue Note teaming up with Stanley Turrentine on tenor sax, Kenny Burrell on guitar and Donald Bailey on drums. Each member of the crew gets a chance to solo spotlight but the main attraction is unquestionably Smith. The artist's soloing is superbly evidenced on "Back At The Chicken Shack," "When I Grow Too Old To Dream" and "Messy Business." Big loads of loot in both the jazz and pop markets.

JAZZ MOMENT—George Shearing—Capitol ST 1827

Here is a powerful jazz disk by the George Shearing Trio that features Vernel Fournier on drums, and the last recorded performance of bassist Isaac Carter. Both the musicians and the bassist are spotlighted on solo performances that rank them as outstanding performers. The 88'er takes off on masterful flights of improvisation and Crosby perfectly complements him. Slick sides here are "What Is This Thing Called Love," "Like Someone in Love" and "The Mood Is Mellow." The disk is a potent offering and a must for all jazophiles.

THAT RIGHTEOUS FEELIN'—Jonah Jones—Capitol ST 1839

Jonah Jones teams up with Dick Hyman and the New Disciples of Rhythm on this new Capitol outing aimed at a group of pop tunes played in a gospel-blues manner. Trip-wax marriage of the trumpet and the 88'er produces some pulsating and hard-driving heat in these gospel-flavored melodies that include "Yes Indeed," "Spanish Harlem" and "Down By The Water." Loads of listening enjoyment to be had here.

MAYNARD '63—Maynard Ferguson—Roulette 628990

Maynard Ferguson, who saw considerable chart action last year with his "Maynard '62" LP, makes a strong bid for similar success with this 1963 entry on Roulette. The trumpeter and his smooth-sounding band unleash their talents on some deftly-arranged tunes geared for both dancing and listening. A big bop band is effectively used with varying overtones on this swinging session which includes top-flight readings of "Antelope," "Gang Of Four," "Hate Notes" and "Overcoat Stomp." Plenty of chart potential here.

PASSIN' THRU—Chico Hamilton Quintet—Impulse A-29

Jazzophiles should come in force for this impressive milestone recording of the new Chico Hamilton Quintet which consists of Charles Lloyd on tenor sax, George Babbon on trombone, George Szabo on guitar and Al Stinson on bass. As with previous Hamilton groups, this crew swings professionally in a fresh and highly functional manner on a fine group of originals including "Passin' Thru," "El Toro" and "Lonesome Child." Top-flight jazz set.

BRAHMS; Albinoni: Violin Concerto No. 1, New York Philharmonic, Leonard Bernstein, Pianist & Conductor

The Leonard Bernstein Memorial Gala concert included a Brahms Violin Concerto no. 1 performed by the New York Philharmonic under the baton of the conductor, who has been praised by critics for his complete self-assurance as both the piano and the orchestra soar with authority and brilliance. This excellent reading of the Beethoven opus is a must for all devotees of classical music.
The Halifax Three
THE MAN WHO WOULDN'T SING ALONG WITH MITCH

THE NEW
NOVELTY
SENSATION

Hear Their New Album of Folksongs

A SMASH IN ENGLAND
NOW BREAKING BIG HERE
The Exciting Single By
ROLF HARRIS
"SUN ARISE"

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LOOKING AHEAD

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

1 PRETTY BOY LONELY Pat Sullivan (Columbia 42873)
2 LINDA Jan & Dean (Liberty 55131)
3 HALF TIME Rustlers (Warner Bros. 5332)
4 HELLO WALL #2 Ben Caldwell (MGM 17122)
5 LEAVIN' ON YOUR MIND Patti Blago (Decca 37455)
6 SETTLE DOWN Peter, Paul & Mary (Warner Bros. 5334)
7 HI-LILI, HI-LO Richard Chamberlain (MGM 13122)
8 ZING! WENT THE STRINGS OF MY HEART Fury (Mercury 1152)
9 BOSS Rundells (Dot 16421)
10 MAGIC STAR Margie Singleton (Mercury 72079)
11 GLOBETROTTER' Tornadore (London 9579)
12 SLOP TIME Sherry's (Gaydon 2077)

13 I'M SORRY PILLOW Lee Andrews (Portway 860)
14 ONLY YOU Mr. Acker Bilk (Alco 6248)
15 THEME FROM LAWRENCE OF ARABIA Fantasia & Teicher (United Artists 563)
16 AL DI LA Connie Francis (MGM 13116)
17 THE BIRD Deltones (Columbia 42657)
18 MY FOOLISH HEART Dimensions (Coral 62348)
19 THE LONE TEEN RANGER Jerry Landis (Amy 875)
20 MR. COOL Camps (Challenge 9180)
21 FOUR LETTER MAN Fredy Cannon (Swan 4212)
22 I'M THE ONE WHO LOVES YOU Impressions (ARC Paramount 10386)
23 WHAT TO DO WITH LAURIE Mike Clifford (United Artists 557)
24 DON'T LET ME CROSS OVER Curtis Butler (Columbia 42593)
25 NOBODY BUT ME Isley Bros. (Want 1217)
26 I BELIEVE Dick Stewart (Ava 117)
27 SHIRLEY Tony Orlando (Epic 9570)
28 KISS TOMORROW GOODBYE Danny White (Frisco 104)
29 MARLENE Concerto (Harold 574)
30 YAKETY SAX Boats Randolph (Monument 804)
31 MAMA-DOM-MOW-MOW (THE BIRD) Ravingtons (Liberty 55528)
32 CASTAWAY Hopyl Milos (Vista 408)
33 THE DOG Rufus Thomas (Simo 130)
34 BONNIE DO Johnny Cooper (Empire 43)
35 HE'S SO FINE Chiffons (Laurie 3152)
36 MAMA DIDN'T LIKE (Fascinations) (ARC Paramount 10387)
37 OUR SONGS OF LOVE Love Notes (With A 210)
38 TELL DADDY Ben F. King (Alco 6246)
39 DON'T MENTION MY NAME Shepheard Sisters (Atlantic 2176)
40 HOW CAN I FORGET Jimmy Haliday (Everest 2022)
41 THOSE EYES Fats Domino (Imperial 5909)
42 DENVER New Christy Minstrels (Columbia 42873)
43 I'M JUST A COUNTRY BOY George McCunn (A&M 1009)
44 THEY REMIND ME OF YOU Elvis Presley (RCA Victor 8144)
45 ANYONE BUT HER Joel James (MGM 13127)
46 MISERLOU Dick Dale (Deltone 5019)
47 FLAPJACKS Georgia Rene (Cips)
48 LITTLE STAR Bobby Collender (Roulette 4471)
49 KILLER JOE Rusty Fellers (Scepter 1246)
50 DON'T WANT TO WAIT Too Tony Franklin (Epic 9558)

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Cash Box—February 16, 1963
THE ORIGINAL HIT VERSION!

"HOW CAN I FORGET"

JIMMY HOLIDAY

Everest #2022

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Bernie Solomon
Pres.
Murray Cohen

Cash Box—February 16, 1963
The exciting new sound of the Cascades was first brought to the attention of the nation in their current runaway Valiant best-selling single, "Rhythm Of The Rain." That sound comes from an ultra-smooth blend of the voices of the five young men who form the singing group: John Gummo, Eddie Snyder, Dave Stevens, Dave Wilson and Dave Zabo. Hailing from San Diego, California, the Cascades, ranging in age from 19 to 24, have been featured, at this early stage in their career, at concerts throughout the southern California area, chiefly at the Pepperdine Stick. In addition to their fine singing, each of the boys plays a variety of musical instruments. Their hobbies tend to be considerably more athletic: skin-diving, water skiing and mountain climbing.

The group plans for the immediate future include the release of an album featuring their hit single, and a nation-wide tour.

Vince Guaraldi

Japanese acting Consul Torao Nishimaki, last week presented Portland Jazz Festival director Terry Schrum with a beautiful glass vase, as a token of gratitude and good wishes for the New Year from the people of Sapporo, Japan. Close to the end of 1962, KEX-Portland received a request from Nippon Hoso Kyokai, the Japanese Broadcasting Corporation, to have Major Schrum act as a greeting of the people of Sapporo, Portland's "sister city" in Japan. Ed Busee, public relations director for KEX, arranged for the telegenic singer to tape the show in Sapporo. A token of their thanks, JOLK-Sapporo sent Busee the gift to be delivered to the Mayor's office.

Ken Gaughran, deejay-program director on WWCO-Waterbury, Connecticut, has been appointed general chairman of the nation's Watertown, Paugant to be held April 20th. Gaughran has been associated with Miss America Preliminaries since 1959 and is the originator and producer of the Miss America Paugant Reports radio feature series.

After a "middle of the road" music format for the past year, WITI-Baltimore recently changed gears and returned to its previous successful format of top 50 rock 'n roll around the clock, 24 hours a day.

Roulette Record's promo man, Dan Niles, has come up with a new and different idea for the promotion of an album. In order to get the label's How Many Times will pull the heart strings of its fans, a local annual Heart Fund campaign. Their peak performances have been recorded and will be featured on a series of February-Heart month announcements to be heard throughout the WOR Schedule. The amplified heart beats of Rege Cords, Art Pallan, Cliff Rossi, Dave V national program, are included on this unusual public service project created by Jim Negar, the outlet's continuity director.

A giant musical talent hunt, leading to a recording contract and a theater engagement for the top winner, is being conducted by Cedam bakery chain over WWRL-New York. Open to amateur singers and musicians, groups or singles, the contest will be broadcast for 13 weeks over WWRL and more than 600 outlets, and will be aired in two 15-minute daily programs to be Hal "The King" Itoshow during his shows from 3-7 PM. Believed to be the largest such contest ever conducted in the New York area by a broad-caster, finals will be presented in early June at the Anchor Theater, with entrants from a wide area including Harlem, Queens, Brook-lyn and Newark.

At the forthcoming National Association of Broadcasters Convention in Chicago, SESAC will add a new touch by featuring the finest in live jazz on a recorded musical basis. Personal appearances of some of the nation's finest recording stars in the Celebrity Suite at the Conrad Hilton Hotel. Top artists, ranging from jazz and pop to converts, mood music and country will perform live in the SESAC Suite throughout the contest, March 23-April 20. In the SESAC Celebrity Suite, broadcasters will not only have the opportunity to enjoy the top-notch entertainment of these artists, but will also be invited to conduct recorded interviews with the guests. A specially constructed studio, "Song and Detail," located in the Celebrity Suite, will contain the latest and most modern recording facilities and will be made available to the broadcaster for professional taping of interviews, station promos, etc., for later airings.

Proof-positive of the new popularity of jazz is Vince Guaraldi. The artist is currently riding high on the Top 10 with "Cast Your Fate To The Wind" on Fantasy. Additionally, he is pulling plenty of loot with a chart-racing LP, "Jazz Impressions Of Black Orpheus."

Guaraldi, who uses his real name professionally, was born July 17, 1933 in San Francisco, California. He attended local schools and San Fran- cisco State College. Vince has an ex- ceptive musical background. Prior to forming his group in 1959, he paid his jazz dues by serving stints with Woody Herman, Cal Tjader and the Lighthouse All-Stars.

The artist has been married eight years and has two children, a boy and a girl named David and Dia. When he is not on the road playing club dates, Vince spends his spare time gardening and working his home workshop.
ALBUM PLANS

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

ABC-PARAMOUNT
12 1/2% discount on 15 new releases and all catalog items. Expires: Mar. 31.

ANGEL
12 1/2% discount on 15 new releases and all catalog items. Expires: Feb. 24.

ATLANTIC & ATCQ
1 free LP with every $1 purchase (amounting to a 12 1/2% discount). 30-60-90 days delayed billing arrangements available to qualifying dealers. Expires: Feb. 24.

AUDIO FIDELITY
Consumer can buy an AF LP at $7 off suggested list if he buys another at the regular price. Dealer buys 3 at $7 free. Expires: Feb. 15.

BLUE NOTE
100% discount on complete LP catalog. Expires: Feb. 15.

CAMEO/PARKWAY
12 1/2% discount on all LP's. No termination date announced.

CAPITOL
All classical albums: 25% discount off the invoice on all purchases; Capitol-of-the-World LP's: one free for every two purchased at the regular price; Gino Lombardo LP's: buy 1 for $1.05 for every one purchased at the regular price; Deferred payments: for program merchandise shipped between Jan. 1 and Feb. 30. payment due in three equal installments on Mar. 15, Apr. 15 and May 15. Alloms shipped between Feb. 15 and March 15 may be paid for on April 15, May 15 and June 15.

COLPIX
"Deal . . . from The Top of the Deck"—Buy any-get-2-free offer on all LP's.

DECCA
All albums: 12"—Catalog incentive plan on all LP's. Dealers can get details from their local distributor. Expires: Feb. 26.

DOOTO
Buy-10-get-1-free on all LP's and 45's. Expires: Mar. 30.

EPIC

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

HORIZON
2 free LP's with the purchase of 10. Offers covers 18 LP's released in Aug. & Sept. No termination date.

IMPLUSE
ABC-Par jazz label offers a 12 1/2% discount on seven new releases: 29% discount on catalogue items. Expires: Feb. 16.

KAPP
100% discount on new releases and entire LP line plus incentive bonus and dating available to qualifying dealers. Expires: Mar. 30.

KING
100% discount on all King, Audio Lab and Bethlehem LP's. Expires: Feb. 28.

LIBERTY
"Follow the Sales Leader": 15% discount taken off the face of the invoice on all dealer orders of Liberty & Beatles product; 10% exchange privilege, with merchandise exchangeable after July 1, 1963; payments: 1/2 April 15, 1/2 May 15.

NASHBRO
Buy-15-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

ORIGINAL SOUND
Catalog available on a buy-8-get-1-free basis. Expires: Mar. 15.

PHILIPS
100% discount on all LP's. Expires: Feb. 15.

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

PRESTIGE/INTERNATIONAL
100% discount on all LP's. Expires: Feb. 16.

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

ROULETTE
"Operation Clean-Up": For every $4 worth of Roulette, Roobi, Ticco & Geo LP merchandise purchased, distrub may return $1 worth of any label he desires; deferred billing. Expires Feb. 24.

SMASH
"Operation Airmoves"—15% discount on all albums; deferred billing; functional rebate. Expires: Mar. 16.

SONODOR
A buy-4-get-1-free offer on four LP's by the Orchestra Del Oro. Described as a limited-time-only deal.

STARDAY
"Operation Music for the People Sales Plan"—Consumers get 1 free LP for every $5 they purchase at the regular price. Distrib and dealers are offered a "sufficient amount of free goods" to enable the retailer to make the offer. Expires: Feb. 24.

VANGUARD
14% discount on "Walk Right In" LP by The Rooftop Singers to qualified dealers. Described as short-term deal, with termination date to be announced shortly.

King Country Acts Going
Folk After Campus Appeal, Strong Sales In Big Cities

NEW YORK—King Records is giving some of its country music attractions more of a folk-field touch, a move that stems from the increasing popularity of country artists on folk hungry college campuses and big sales showings in major cities.

H. S. Neely, King's general manager, noted that the label has made a "concerted and planned effort on a long range program" changing two of its key acts, The Stanley Bros. and Don Reno & Red Smiley, from "two of the very best Blue Grass acts in the business to what we now call Blue Grass Folk acts."

This change, the exec pointed out, involves "slightly retaining their original 'hill' flavor, but frankly with a much greater quality and with more attention paid to music composition and correctness. . . ."

Recapping the sales of both acts over the past year, Neely was "amazed" to find that in a period of eight months sales in the metropolitan areas on both the Stanley Bros. and Reno & Smiley had increased over 500%.

It was pointed out that The Stanleys, as a direct result of their sales in the New York-New England area, just recently completed an eastern tour, on which they worked 11 college concert and show dates.

"The success was overwhelming," declared Neely, and on the basis of this, a spring tour for eastern and mid-western schools is now setup.

Neely believes this campus appeal is an aftermath of the group's headlining the Folk Song Festival at the University of Chicago last year, the basis of a new LP by the crew.

Reno & Smiley are getting more of a folk feel from the label through a Civil War album, which involves the 12 most important battles of the war, from the viewpoint of the South, as portrayed in folk song. Label made an arrangement with Dr. Albert J. Russo of Salem, Va., to obtain the rights to his folk poems which has written over the years commemorating the various battles of the Civil War and folk songs from the war which has collected and sometimes rewritten. There are melodies to some, but the melodies to others are no longer around, so Reno & Smiley had to fit music to some of the poems.

Neely said that the label has requests from historical societies, including the Congressional Museum of Washington, D.C., for copies of the album. Neely was also told about a teacher in the English Dept. at the Univ. of Miami who used the album, during a time he was discussing American Classical Language, to demonstrate and discuss the heritage of much of the American language.

A follow-up album is being planned with the same format, but with material depicting 12 important battles for the North.

Motown Names

NEW YORK—Motown Records, based in Detroit, has appointed Mario Trombone Associates, this city, to handle public relations and promotion for the Motown, Gordy and Tamla labels. Len Rosen, tromboneophon, is account exec.

Cash Box—February 16, 1963
NEW YORK—Back from a two year hitch in the Army, singer-composer Jerry Keller (left) is shown above picking an exclusive Colpix was contract for label A&R man Dick Jacobs (seated). Looking on is Bill Downer, general manager of Northern Music, the diskery owned pububhy, under whose auspices Keller is also signed as an exclusive writer.

Colpix "Torchlight Series" Is Bright; Expand Line

NEW YORK—Initial response to its "Torchlight Series" of jukebox releases has prompted Colpix Records to expand the line with more releases and more current sides.

The series and display materials, especially designed for Colpix by AEW Productions, were two of the highlights of the label's exhibit meet in Las Vegas earlier this month.

Originally the "Torchlight Series" was to have contained former releases for which there is continued, strong display and jukebox acceptance. More current sides will now also be included.

It was mentioned by several Colpix distribs that there are often requests for releases in albums that have not been released as singles. Paul Peterson's new LP, "My Dud," for instance, was considered to have 12 potential tracks. Only the album title tune has been issued as a single. All of the items in the new series have been extensively played and accepted.

The colorful broadcaster boxes for the series, easily identified with art work that features the Columbia Label's torch, were thought to be especially attractive. Demand for the material in the new series has prompted Colpix to enlarge the boxes to hold 50 records instead of 25.


For convenience the disks will be placed into specific categories—pop, jazz, r&b, c&w, Latin American, vocals, various types of instruments, etc.

It was agreed by all of the Colpix distribs that the various promotional materials presented by the label will be strongly helpful in selling Colpix's new product. One of the most effective displays was in the forms of packages for the disk. The faces of each disk were covered by a jacket of one of the eight albums in the company's new LP release.

Dies in standard-size pairs were also given to the distribs along with three-minute timers (in connection with "Lawrence of Arabia"), decks of cards (with each member of showing a Colpix album), souvenir booklets which are included in the packaging of the limited edition of "Lawrence of Arabia," and paperback volumes of "Diamond Head," and "Lawrence of Arabia." LP's.

Retailers will shortly receive all of the display items for window make-up and selling aids.

UA Tapes Set For Revere Cartridge Player

ST. PAUL, MINN.—Twelve jazz, pop and classical tapes from the United Artists catalog handled through Musicapes, will be available for the 3M Company's new Revere stereo tape cartridge recorder-playback system.

To be available by Mar. 15, the UA tapes are the second line of tapes set for the system, the other being Columbia, which released 18 cartridges for the machine when it bowed late last year.

Musicapes will supply Revere with UA items by Eddy Grove and Ray Lawrence, Renata Tealdi, Louis Armstrong, Ferrante & Teicher, Barbi Ives, Don Costa, The Highwaymen, Leopold Stokowski, Al Caiola, Dolly Kamin and His Islanders, Billy May and the Limeliters.

The system, which operates at 1 7/8 ips, was introduced into the St. Louis market just before Christmas. As of last weekend, it is now available in Minneapolis-St. Paul at the three Dayton's dept. store outlets in the Twin Cities and at the two Schmitt Music stores in downtown Minneapolis & St. Paul.

New Wonderland LP's

NEW YORK — Riverside Records' Wonderland kiddie label has released the first of a new series of $1.98 LP's designed to let moppets on in the customs music and fairy tales of other lands.

Series, produced in cooperation with UNICEF, the United Nation's children's fund, borns with "A Child's Introduction to Life in India & Indonesia," sung & narrated by Christobel Weerasinghe. Subsequent LP's will include more Eastern countries with Mrs. Weerasinghe as the featured performer.
**LOOKING AHEAD ALBUMS**

1. **OUR MAN IN ITALY**
   - Sara Frangic (RCA Victor LM 2657, LSC 2657)

2. **JUST TURN ME LOOSE**
   - George Mahan (RCA Victor LM 24377, BN 24377)

3. **SOFT & GENTLE**
   - Buddy Greco (Epic LM 32043; BN 26033)

4. **BOSA NOVA PELOS PASSAROS**
   - Charlie Byrd (Riverside 436; 9456)

5. **OUR MAN IN BOSTON**
   - Arturo O'Farrill, et al. (RCA Victor LM 2599; LSC 2599)

6. **ZIP-A-DEE-DOO-DAH**
   - Bob, S. & Blue Jeans (Philips PHLP 4002)

7. **MORE MORE MORE STRIPPER**
   - David Row Orch. (EMG & 4099)

8. **SAMY DAVIS, JR. AT THE COCOAanut GRILL**
   - Kapp R 6062; KS 6062)

9. **SURFBEAT**
   - Challengers (V考古 LP 100)

10. **NEIL SEDAKA SINGS HIS GREATEST HITS**
    - RCA Victor LPM 1627

11. **JOSE JIMENEZ, OUR SECRET WEAPON**
    - Linda K 332

12. **DION GREATEST HITS**
    - Laurie LLP 2013

13. **SURFER'S CHOICE**
    - Ditto Del & Delinos (Deltons 1007)

14. **YOUNG MEN, OLD MEN NO Mem's Mobley (Chess 1477)

15. **PHAEDRA**
    - Sandynian (Zephyr ART 4102; USA 5102)

16. **ROGER WILLIAMS COUNTRY STYLE**
    - (RCA KL 2375; KS 2395)

17. **ORIGINAL HITS VOL 7**
    - Various Artists (Liberty LRP 3274)

18. **BOSSA NOVA GOES TO THE MOVIES**
    - Harry Belis (Avo A 14)

19. **HIS A REBEL**
    - Crystal (Phillips PHLP 4001)

20. **LET'S GO**
    - Rucker (Warner Bros. W 1490; W 1490)

21. **OUR MAN IN NASHVILLE**
    - (RCA Victor LPM 2674; LSP 2674)

22. **CHAD MITCHELL TRIO IN ACTION**
    - (RCA KL 1333; KS 3333)

23. **BACK TO THE BLUES**
    - (Roulette R 23187; SR 25189)

24. **HAPPY BEAT**
    - Ray Conniff (Columbia CL 1949; CS 1079)

25. **SING FOR YOUNG LOVERS**
    - Paul & Paula (Phillips PHM 200 078)

26. **OUR MAN IN NEW ORLEANS**
    - At Home (RCA Victor LSP 2677)

27. **BLOOD, SWEAT & TEARS**
    - (Columbia CL 1930; CS 8730)

28. **LATIN IMPRESSIONS**
    - Chicka Byrd (Riverside 437; 9437)

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**Colpix Holds Distrib—Sales Meet**

**LOOKING AHEAD ALBUMS**

1. **OUR MAN IN ITALY**
   - Sara Frangic (RCA Victor LM 2657, LSC 2657)

2. **JUST TURN ME LOOSE**
   - George Mahan (RCA Victor LM 24377, BN 24377)

3. **SOFT & GENTLE**
   - Buddy Greco (Epic LM 32043; BN 26033)

4. **BOSA NOVA PELOS PASSAROS**
   - Charlie Byrd (Riverside 436; 9456)

5. **OUR MAN IN BOSTON**
   - Arturo O'Farrill, et al. (RCA Victor LM 2599; LSC 2599)

6. **ZIP-A-DEE-DOO-DAH**
   - Bob, S. & Blue Jeans (Philips PHLP 4002)

7. **MORE MORE MORE STRIPPER**
   - David Row Orch. (EMG & 4099)

8. **SAMY DAVIS, JR. AT THE COCOAanut GRILL**
   - Kapp R 6062; KS 6062)

9. **SURFBEAT**
   - Challengers (V考古 LP 100)

10. **NEIL SEDAKA SINGS HIS GREATEST HITS**
    - RCA Victor LPM 1627

11. **JOSE JIMENEZ, OUR SECRET WEAPON**
    - Linda K 332

12. **DION GREATEST HITS**
    - Laurie LLP 2013

13. **SURFER'S CHOICE**
    - Ditto Del & Delinos (Deltons 1007)

14. **YOUNG MEN, OLD MEN NO Mem's Mobley (Chess 1477)

15. **PHAEDRA**
    - Sandynian (Zephyr ART 4102; USA 5102)

16. **ROGER WILLIAMS COUNTRY STYLE**
    - (RCA KL 2375; KS 2395)

17. **ORIGINAL HITS VOL 7**
    - Various Artists (Liberty LRP 3274)

18. **BOSSA NOVA GOES TO THE MOVIES**
    - Harry Belis (Avo A 14)

19. **HIS A REBEL**
    - Crystal (Phillips PHLP 4001)

20. **LET'S GO**
    - Rucker (Warner Bros. W 1490; W 1490)

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**Las Vegas—Jerry Baker, Colpix general manager (at the rostrum), addressed the label's distributors at the company's sales conference, which was held in Las Vegas earlier this month. Seated at the table (left to right) are Leo Costa, assistant national promo manager; Dick Home, international director; Lenny Adelman, comptroller; Jonie Tote of Columbia Pictures; Baker; Ray Law- ence, national sales manager; Jack Lewis, A&R director; Jerry Costa, indie producer; Bruno Sardi, national promo manager; Stu Phillips, indie producer and Howard Cook, director of publicity. Each of Colpix's distributors was given $5 silver dollars at the sales meet. In the bottom left pic, Babe Elias of Miami is all smiles as he receives his From comptroller Lenny Adelman. In the bottom right shot is one of the many displays which the label utilized at the convention.**

**Set Conniff Promo Tour**

**NEW YORK—Following his return from Europe, maestro Ray Conniff, the Columbia label's top-selling LP artist, is making a cross-country publicity tour. He will make in-person appearances this week in Los Angeles (11), San Francisco (12), Seattle (13), Chicago (14-17), Next week, he will hit Detroit (18), Pittsburgh (20), Philadelphia (21), Boston (22) and New York (27). Columbia just released Conniff's first single since 1957, a side called "I Wish You Would." Features Conniff on trombone, and an LP, "The Happy Beat," his 29th album for the label. Album is being supported by ads in such as Seventeen, Life and the New Yorker. New in-store display pieces include Conniff discographies and special counter merchandisers for the album. In Paris, on Feb. 1, Conniff attended the ceremonies marking the intro of Disques CBS, Columbia's wholly-owned subsidiary in France. The artist's LP's are strong sellers in most markets of the world.**

**Norm Rubin Forms Indie Promo Firm, Gets Atlantic & Atco**

**NEW YORK—Norm Rubin has formed his own indie promo office in New York. Among Rubin's initial accounts are the Atlantic & Atco labels, with which he was formerly employed (his most recent stint was with Roulette). He will do promo work for Atlantic & Atco in Pittsburgh, Chicago, Detroit, Cleveland and New York.**

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**Watch For This New**

**HARRY SIMEONE CHORALE**

Album Release

**“Sing We Now The Songs of Faith”**

DJ'S Write In For Sample Copy

**20th Records**

**FOX**

**GOING HIGHER WITH THE HITS!**

that's Johnny Halonka

**BETA RECORD DIST.**

**590 10th Ave., N.Y.C., N.Y. 3744**

**Watch For It Soon**

**CHET HUNLEY**

**Presents**

**BEST OF WASHINGTON HUMOR**

**C-1044**

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**Cash Box—February 16, 1963**

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THAT RCA being All-State VERVE 2
THE, new its IN a
STAN GETZ, 
BARBARA LYNN, 
THE ABERGACH GROUP, 
3615 Riverside, New Y.

WB's Talent Push Adds 3
THEY REMIND ME TOO MUCH OF YOU 
ELVIS PRESLEY, RCA
THEM TERROR BOOT THE ORIOLES, COLUMBIA
DOES HE MEAN MUCH TO YOU 
EDDY ARNOLD, RCA

THAT RCA being All-State VERVE 2
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A Smash "PAGING" b/w "TO HAVE & TO HOLD" JIMMY DOCKETT BOTANICAL 1258 Dist., Inquiries Invited BOTANICAL RECORDS 125 Lyle St., Brooklyn 11, N.Y. BE 6-9202

MIAMI BREAKOUT! "DOIN' IT" AL CASEY COMBO #956 STACY RECORDS 1918 So. Prairie, Chicago 16, Ill.

CHARLIE RICH FINALLY FOUND OUT b/w SITTIN' b'N' THINKIN' Phillips Int. #3582

The Mexican Hit "THE SINNER" (EL PECADOR)

Watch For New Hit Recordings

MILLS MUSIC, INC.

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Watch For New Hit Recordings

MILLS MUSIC, INC.
CRDC Offers Free Angel "Widow" For Every 2 Purchased

HOLLYWOOD—Capitol Records Distributing Corp., is offering dealers one free set of Angel Records, new production of "The Merry Widow" for every two purchased under terms of a special promotion program promoting the 2-disc Feb. release.

A staple of the Angel catalog for almost ten years, the famed "champagne opéraetta" has been re-recorded in modern stereo and high fidelity with famed "merry widow," Elisabeth Schwarzkopf.

The program opened with the Jan. 31 release of the album and will continue through Feb. 28. Purchases under the program qualify for the regular 10 per cent exchange privilege.

The "Merry Widow" program includes the following material available to dealers: 24-24-inch easel-back show-covers of the cast, die-cut display jackets of the album, display pieces featuring the "Merry Widow" ad from High Fidelity Magazine, and ad mats for local advertising.

Columbia To Cut Cast LP Of "Woolf"

NEW YORK—Columbia Records will cut a cast LP of the production of one of the season's big dramatic hits, Edward Albee's "Who's Afraid of Virginia Woolf?"

Label toppler Goddard Lieberson will personally supervise the recording of the drama early this month, Lieberson recently completed the drafting of the Off-Broadway production of "Prelude to a Breach," which Columbia will release in a 2-disc set.


Columbia Fetes Schrade

HOLLYWOOD—Columbia Records recently hosted a party at the Don The Beachcombers here honoring label trumpeter Andy Schrade who is retiring after forty-five years with the firm. In the top pic Schrade (left) is shown with Irving Townsman of west coast veap. Standing (left to right) in the second photo are Columbia's Mike Coolidge, Joel Friedman of Remco Records, Jerry DePre estate of Jim Gaither of Modern Album Company. Schrade is pictured with Lou Chudd, manager of Imperial Records, in the third shot. In bottom photo Schrade is shown with arranger-orchestra Frank Vinch of Wanda Hansz of Radio Recorders looks on from the background.

June Valli Joins ABC Par.

NEW YORK—Songstress June Valli has inked an exclusive pact with ABC-Paramount Records, with her sides to be cut by Don Costa, former A&R head at the label and now an indie producer. Lark, whose other label ties have been with Decca, United Artists, among others, makes frequent p.r. and TV appearances. She recently appeared with Alan King at the Boston Music Hall and is set for the "Cavalcade of Stars" in Miami on Mar. 9. She guested on the "Tonight" TV show awhile-back.

Set Connie P.A.'s For "Boys" Flick

NEW YORK—Connie Francis, the song star, will be following the premiere of "Follow the Boys," her new flick, in a city-by-city p.a. tour on the picture. The music and the soundtrack LP on MGR Records.

She will appear on the stage of theaters in Boston, Feb. 20; New York, Feb. 22; March 4; Detroit, Mar. 8 and Philadelphia, Mar. 6-8.

Flick is a sequel to the successful "Follow the Girls," which featured the performer.

Each p. a. by the lark will be preceded by brass band and motorcade, press and cocktail parties and local radio and TV appearances.

Another highlight of the promo campaign is a special window display contest for dealers and theatre managers, who share equally in cash prizes.

First prize is $200 in cash, second prize is $100 in cash, and third, $50 in cash. In addition, contest prizes of autographed copies of "Follow the Boys" albums will be awarded to 25 theatre managers who receive honorable mention.

A brochure outlining complete details and rules of the contest is being mailed to all dealers and theatre operators throughout the country. Contest will run through Aug. 31, thereby giving all dealers and theatres greater opportunity to participate.

Former R.I. Gov. Joins Disk Syndicate

PROVIDENCE, R. I.—Former Governor of Rhode Island, Christopher DelSesto, recently joined with execs of Wye Records, this city, a syndicate which will back future releases by the diskery.

Firm is Duane Syndicate, first effort of which is by new pactee Art Tancred, a trumpeter formerly associated with the Jimmy & Tommy Dorsey bands. Single's topside is "Edge of Sadness," written especially for the artist by Wayne Coggeshall, the cleftor who is associated with Wye.

CIRCA Handling I&T Turner's Label

HOLLYWOOD—Circa, the national distress firm and label, is now handling the distribution of I&T Turner's new label, Sony & Teena. Sony's initial outing, already on release, is Bobby John's "Lonely Soldier," while the Teena diskery bows shortly with "Crazy in Love" with The Ikeettes & Robbie Montgomery.
4 Albums Debut MGM’s New “Operetta Series”

NEW YORK—MGM Records is introducing its new “Operetta Highlights” series, four releases featuring some of Germany’s top operetta soloists in selections from eight famous operettas. MGM will distribute the albums in the U.S. and Canada.

The albums were originally cut in Germany by Deutsche Grammophon (Polydor Series in Europe) are Franz Luecke’s “The Merry Widow,” The Count Of Luxembourg,” “The Land Of Smiles,” “Paganini,” Oscar Strauss’ “Waltz Dream,” Robert Stolz’s “Jalousie,” and Ralph Benatzsky’s “White Horse Inn.”

Released through the distribution of Atlantic Records, the operettas are “The Merry Widow,” “The Count Of Luxembourg,” “The Land Of Smiles,” and “Paganini.”

Dodie Stevens
“Daddy Couldn’t Get Me One of Those”
#5908.

J. Imperial Records

NEW ADDITIONS to TOP 100

56.—ONE BROKEN HEART FOR SALE
Elvis Presley (RCA Victor 1814)

62.—LET’S LIMOBO SOME MORE
Chubby Checker (Parlophone 863)

78.—ALL I HAVE TO DO IS DREAM
Richard Chamberlain (MGM 13121)

86.—MARY’S THERE
Brian Hyland (ABC Paramount 10400)

93.—I REALLY DON’T WANT TO KNOW
Little Esther Phillips (London 5560)

Exciting New Star! Exciting New Record! Cosmo Filane Sings “One Hello” B/W “Give Me A Week” R&B 10023

Kahill Records 301 Algonquin Road Arlington Heights, Ill.

“I Found Someone” The Crusaders #472

DOOTO
Mic. G.S. Rat. Oh

Rufus Thomas
“The Dog” STAX 130
Dist. By Atlantic Records
1841 Broadway, New York

New Atlantic-Atco Album Deal

(Continued from page 7) of the program. The package includes special ad feature that the label said has been well-received by distribs. Both labels are advertising for radio or newspaper ads, equal to 5% of the amount of purchases made by distribs during the period of the program, as long as the distribs meet the quota of the label. That distribs are strong, anticipating that their quotas will be reached, planned ads with the program to take advantage of the selling period of the ad. Some distribs, it was revealed, have already reached their quotas.

In instances where distribs are not certain how much product they will buy under the program, Atlantic has worked out an arrangement to encourage them to use ads by guaranteeing that it will underwrite at least one-half of the ad costs.

Atlantic reported especially noteworthy sales on the following LP’s during the program: “Do The Bossa Nova With Herb Mann” plus other Mann LP’s, Joao Gilberto’s “Bossa Nova” LP, Hank Crawford’s “From The Heart,” “Soil Clinic,” “More Soul, The Modern Jazz Quartet’s “The Comedy,” and “Lonely Woman,” as well as previous M&J albums; and Leos Wright’s “Blues Shout” and “Suddenly the Blues.”

Strong Atco sellers included “Alley Cat” by Bent Fabric and, product by The Coasters, Bobby Darin and Mr. Archer Bill, all of whom have had sales surials during the period of the program.

Keely Smith Sets Diskings For Reprise

HOLLYWOOD—Keely Smith has moved over to Frank Sinatra’s Reprise label. The songstress, previously associated with Dot Records, has inked with the label through her own production company, Keely Records, Inc., which maintains ownership of her Reprise sides.

Her first disking for the label will be “Going Through The Motions” with Don Costa arranging and conducting. She debuted the session via a guest shot on the Garry Moore TV’er last week (5).

She will also cut duets with Sinatra and Dean Martin. Label will throw a trade cocktail party for the performer when she opens at the Eden Rock in Miami this month.

In another artist move, Don Drysdale, baseball’s highest paid pitcher, entered the disk field last week with the cutting of his first single, which will appear on Reprise, the Los Angeles Dodgers star cut “One Love, Give Her Love” and “Secret Love” for release next month. Drysdale became a niterary performer recently with the Milton Berle Show at Las Vegas Desert Inn and will rejoin the show when it opens at the Fountainbleau Hotel in Miami Beach this week (14).

Rusty Warren Sings "Jingle Bells"

Knockers Up (EP)

Rusty Warren (Julien JAG 2029)

Faded Love

Jackie Schmehman (Liberty 55526)

Hello Wall

Ben Colder (MGM 13123)

Yakety Sax

Berny (Columbia Monument 804)

Save Me, Baby

Dardis (Parkway 864)

Red Pepper

Ronnie Foutain (Prince-Adams 447)

Magzergol

Rockfieldy Scaapi (Scaapi 1246)

Laughter or Cry

Tony Fisher (Smash 1979)

White Levies

Majorettes (Trey 1000)

Nobody But Me

Tutty Bres (Ward 151)
FTC Hearings Continue

(Continued from page 7)

Jolley reported that he also purchased from A one stop for 10% less than the distributor who supplied his restocking program. Like Moritz, Jolley admitted under cross-examination that his three best selling LP's were all Columbia products and offered to members by Columbia. Cross-examination also brought to light the fact that the FTC had notified before Senate Investigations that he believed a fair trade agreement was necessary in the record industry.

Another witness, Henry Pitkow of Rochester, testified on behalf of his brother and was quickly dismissed because his knowledge of the industry was insufficient to answer the questions.

The government's final witness on Thursday (Feb. 7) was Nathan M. Fischer, who was questioned by FTC Counsel Levine, became vehement in his denunciation of the Columbia Record club and repeatedly stated that Columbia was only one of his problems. Fischer reported that Columbia representatives lied to him and accused him to new memberships for the club in 1955. While it was known that the club would help rather than injure his business, "Customers reminded me of Columbia's prices and asked if I could beat them," said Fischer under cross-examination. "The Columbia club operates more like a retailer than a club," he continued.

Somewhat exasperated, the witness was told that the FTC had no information to a trade paper that the record industry in Phila., should be investigated by the FTC and the long-standing recommendation made during his tenure as an officer with the N.A.M.A. Dealers' Association. Fischer admitted that he was no longer a member of the association, and had not information to one of the trade papers, that the complaint was aimed at the one steps. Fischer, under cross-examination, admitted that he was a defendant in an anti-trust case in 1953. Fischer was also named as a defense in the same suit.

When asked if he was a member of S.O.B.O., he related how he gathered money to bring suits against the clubs, Fischer replied that he was a member but did not know immediately the outcome of the suit.

All during the cross-examination, Fischer condemned Club operations and said that the industry has grown for all but the dealers. Solomon then added that he got a better price from the distributors than the smaller dealers and he replied, "not to my knowledge."

Fischer has been a discount dealer since 1946 and claimed that he could meet Goody's prices all the time, and that the club's price was the same.

On Fri. (8), the hearing heard from two witnesses, including Mercury president Irving Green.

The other witness was a former Phila. disk dealer, William L. Barwis, who said he was forced out of business last year because of increased competition from emd, stores and such discount houses as Korvette's and Goody's. As a result of his store's demise, he reported that he met the main cause, but a contributing factor.

Green was questioned on matters concerning the Club's exclusive agreement for all Mercury products, including the Philps.

Under questioning, Green said that Mercury supplied both finished as well as lacquer masters to the Club.

Finished masters were supplied to the Club, Green explained, on disks whose sole purpose was to "test" the Club for finished masters, while charging a higher price for disks.

Green admitted that the Mercury recording schedule was made available to the Club, though on a confidential basis.

The exec also said that the Club paid no extra tax on finished masters, declaring such a tax was impermissible. He also said that the Club had the right to make new, higher-quality dominated jackets for Mercury products sold through the Club to be changed to fit Club requirements. This included a royalty rate of $2.50 per disk sold through the Club compared with $1.50 per old disk sales.

William Gaxton Dies,
Former Musical Star

NEW YORK—William Gaxton, who led the cast of many a famed Broadway show, died in New York after a long illness, Gaxton was 69-years-old, as he was. He was beginning in more than 24 Broadway productions in his 45-year career in show business.

His vehicles included Rodgers & Hammerstein's "The King and I," George & Ira Gershwin's "Of Thee I Sing" and "Let 'Em Eat Cake," and Irving Berlin's "Louisiana Purchase." His last in-person appearance was in "Gigi" in Londres' "Paradise Island," produced at the Marine Theatre in Jones Beach, N.Y., during the past two summers.

Gaxton is survived by his wife, Maidie, who was one of the Camerons Sisters, a popular dance team in the 30's.

Command, GA Radio Subscription Plan

NEW YORK—A subscription service is being offered by the Command and Grand Award labels to radio stations on a club basis.

Two plans, offering discounts on all of their catalogued titles, were outlined in a letter to program directors last week. The first is an introductory offer of recordings available from Command's and Grand Award's catalogues. Subscribers may order monos or stereo records from the catalogues for $33.75, and additional records at $3.50 each.

The second plan offers 33 new issues, sent automatically as they are released, at a yearly subscription of $42. This includes popular, classical, spoken word, musicals and special productions. Stations can also subscribe to separate categories at yearly rates of $27 for popular albums, $11 for classics, and $8.75 for special productions.

OVERNIGHT SMASH!

DeShannon Stars
In Musical TV Series

HOLLYWOOD—Liberty recording artist Jackie DeShannon will star in a new musical TV series, "Young America Swingin' The World," produced and directed by England's Jack Good. L. A. deejay Jimmy O'Neill will emcee while Leon Russell orchestra provides music. Pilot for the variety show was recently shot at CBS-TV in Hollywood.

Lark's current single is tagged "Faded Love," a pop reading of the country club.

C/P Gives Edelman
Added Duty: LP A&R Head
13th SAN REMO FESTIVAL
OF ITALIAN SONG

AMOR, MON AMOUR, MY LOVE
Gruppo Editoriale Southern

FERMATE IL MONDO
Gruppo Editoriale Curci

LA BALLATA DEL PEDONE
Edizioni Musicali Cercino (G. E. Curci)

LE VOCI
Casa Editrice Nazionale Musicale

UN CAPPOTTO RIVOLTATO.
Edizioni Musicali Fantasia

NON SAPEVO
Edizioni Musicali La Cicala

PERCHE', PERCHE'
Gruppo Editoriale Ariston

RICORDA
Gruppo Ricordi Musica Leggera

SE PASSERAI DI QUI
Edizione Musicali Bridge

TU VENISTI DAL MARE
Edizioni Musicali Rendine

COME' PICCOLO IL CIELO
Edizioni Musicali Gallazzi

GIOVANE, GIOVANE
Accordo Edizioni Musicali (G. E. Curci)

PERDONARSI IN DUE
D'Anzi Editore (G. E. Curci)

NON COSTA NIENTE
Edizioni Musicali Mascotte

OCCHI NERI E CIELO BLU
Edizione Suvini Zerboni

OGGI NON HO TEMPO
Gruppo Editoriale Ariston

QUANDO CI SI VUOL BENE
Gruppo Editoriale Ariston

UNO PER TUTTE
Gruppo Ricordi Musica Leggera

SULL' ACQUA
Edizioni Musicali Bideri

VORREI FERMARE IL TEMPO
Edizioni Musicali Redi
CASH BOX TOP 100’s PUBLISHERS

(A list of publishers alphabetical by name. See inside back cover for complete list and/or publisher's address.)

**UA Decks Getting Solid Reaction Abroad**

NEW YORK—United Artists Records has been giving its foreign outlets a concentrated dose of its singles and LP product since the first of the year, and the label has reported wide sales acceptance.

At the present time all foreign affiliates have four singles in release with full promotion behind them. Included in the "full" line by the Executives, "Half-Heaven-Half Heartache" by Gene Pitney and "Theme From Lawrence Of Arabia" and "Theme From Taras Bulba—The Wishing Star," both by Ferrante and Teicher. Going into release shortly in most areas are "What To Do With Laurie" by Mike Clifford, "Pretzels" by Tony Orlando and4 men, and "How Much Is That Doggie In The Window" by Baby Jane and The Rocky Boys.

In addition, a special version of "Tall Paul" cut out for German use under the supervision of Lef- ber and Stoller, will be released by Deutsche Grammophon, and an Italian version of "Only Love Can Break A Heart" by Gene Pitney has been put into release in Italy by CCG. The wide acceptance of the UA line of singles can be seen from the fact that "Only Love Can Break A Heart" is high on the best-seller list in South Africa; "Half Heaven-Half Heartache" is a top seller in Israel, and "That's How Much I Miss You" by Kenny Dino is a hit in Hong Kong.

In the sound track field, two albums from current UA major film releases now being shown in many parts of the world are reaching up in the international market, the label says. They are the music from "Taras Bulba" written and produced by Franz Waxman, and the track from "Phaedra" starring Melina Mercouri and Tony Perkins.

Another major UA item in the world market is the new box set series which the label reports has met with acceptance from all four outlets. In release and showing strong sales action are "Lady Love" by Billie Holiday—Bosshard; "Break Down, Bossa Nova" by Herbie Mann; "Coltrane Time" by Eric Dolphy; and "Bebop Boogie" by Charlie Mingus; "Three Blind Mice" by Art Blakey and the Jazz Messengers, and "Billie Holiday And Billie Holiday" Hall featured in "Undercurrent."

Other jazz albums set for international release in the near future include sets by Duke Ellington, Charlie Mingus and Max Roach; Stanley Turrentine; Billy Strayhorn and Ken McIntyre.

The international program at UA is under the direction of Sidney Shemel, director of foreign operations and Steve Morris, associate director. Both men work directly with Art Talmadge, UA president.

**Of Mice And Men**

RED WEST COMBO

**SANTO #8006**

1449 S. MICHIGAN AVE. CHICAGO 16, ILL.

**Chuck Jackson**

TELL HIM I'M NOT HOME

Wand 132

**WHO STOLE THE KEESHKA?**

Matys Bros. Select 719

**Mike Hite Promo**

BALTIMORE—Marvin Gaye, who is currently riding at the Top 100 with "Hitch Hike" on Tamla, recently appeared on Buddah's top-rated WJZ-TV show to promote the record. On the right is Billy Fox, a deejay with WJZ, who also guested on the TV show.
BRAZIL

BOSSA NOVA NEWS

The American showroom Bob Barran, who appeared with great success in the show business, pressed for high production. Producers Formas, the former in November 1963, and two London sambas called "Bossa Nova Samba" and "Bossa Nova Samba II." This was the third bossa nova release in America, following the successes of "Bossa Nova" and "Bossa Nova II."

Mr. Pino, sales manager of the record division from RCA in Argentina, visited J.W. records. He said that the bossa nova rhythm is showing great acceptance in this country and took with him several Brazilian tapes for prompt release in Argentina.

Among the twenty-best selling records in Sao Paulo is the unusual "Samba Em Preludio" (Samba in Prelude), by Vincenzo de Moraes and Baden Powell, and "Noite em Sao Paulo" by Lacie and Geraldo Vandre. It's the same record mentioned in the last column.

CARNIVAL

As reported several times, this time of the year is purely "carnavalian" (in French). It's a time to be very festive in this field, with dozens of sambas and marches (called here "marchinhas," a very gay and enthusiastic rhythm) composed and recorded. This time Sao Paulo, always in the second place (only Danio is the top Carnavalista), has enormous possibilities of dictating the hits for the rest of the nation. We can mention some right now, but in the North of our country, the "Gabinete de Folga," record by Roberto Amaral; "Bota Rolha" (Put The Cork), waxed by the veteran champion of several carnivals of the past, Joel De Almeida; "Fantasia De Toolha"—recorded by a couple of very popular TV crews, Arroio and Pimentinha, and many others. Henriqu Lebednik told us that the German publishing house, "A&R" (Armin Rosenauer), acquired the rights in publication in the German speaking countries of two carnivals: "Bota Rolha" and "A Cigarra E A Formiga." He also told Cash Box, that his carnival records are doing so well, that he had to double the pressing order to satisfy public demand.

Weird Jededia was in Brazil recently recording the songs for the picture "Pao De Acucar" (Sugar Loaf), by Jose Ribeiro, for the famous Edifil (Edifil) record company.

The Ventures, from Liberty label, with an LP released here by RCA, are proving to be a hit of a couple of vocal groups of their kind in Brazil. RCA will issue another album in February.

To attend the meeting of production managers from foreign RCA organizations. In January, from RCA of Brazil, the general manager of the label, was in Sao Paulo.

The Nacional song "El Mantenedor," of tremendous success of Gilbert Becaud, that was released on the Continental label under the name of "Multifon," has become one of the best Brazilian voices. Paulo Queiruz wrote the Brazilian version called "E Manter o Mantenedor," recorded by Rayol just released the "golden record" as the best Brazilian Singer of 1962.

Alfredo Corloto, public relations man of Chanteur Records, just moved to the RCA label to work on the international market.

Derival Cuyami is one of the most popular and original Brazilian composers. His last song was "Minha Rua," which is always inspired by the sea and the people who live on the coast and work in the Atlantic. Carlos Jose pressed for Continental Records for this album with 12 of the best compositions of Cuyami named "Cayami's Poetry in Carlos Jose's Voice."

BRAZIL'S BEST SELLERS

1. Can't Stop Loving You — Ray Charles
2. I Just Can't Help Myself — Four Tops
3. O Son Do Choro — Djalma Santos
4. Vida — João Gilberto
5. Aquele Beijo — Antonio Carlos Jobim
6. Noite — Gilberto Gil
7. Samba — Tom Jobim
8. Brazilian Love Song — Charlie Byrd
9. Brazil — Wes Montgomery
10. Brazil — Stan Getz

BRAZIL'S TOP TEN LP'S

1. I Can't Stop Loving You — Ray Charles
2. Stop! In the Name of Love — The Miracles
3. Non-Neat Illustra — João Gilberto
4. Pavorino Do Capi — Pavorino Do De Caprio
5. Continental — Ray Conniff
6. Dancing In Wonderland — Bert Kaempfert (Polydor)
7. Nico Fidencio — Nico Fidencio
8. Boletora — Bienvenido Grandia
9. Na Cauda De Samba — Jorge Veiga (RCA); Atalho Alves (Elizete Cardoso) (Capo)
10. Filmc Triste — Trio Esperanca (Odeon); Trio Esperanca (RCA)

FRANCE'S BEST SELLERS


CASH BOX — FRANCE

Three really big events dominate the music and record world in France this week, leaving far behind in the shade matters concerning new releases.

First of all, the judges have finally handed down their decision in the legal battle opposing Johnny Hallyday and Vogue Records. The facts in the case were that Johnny was under exclusive contract with Vogue. But he claimed that the agreement had been signed when he was a minor and without the counter signature of his legal guardian so he decided to consider Vogue's contract as null and void. He first signed a new agreement with Barclay, but when Philips offered him even better terms than those already accepted from Barclay, Johnny signed with Philips and has since recorded with that firm a number of best-sellers. Now the judges have decided that the contract between Hallyday to Vogue is valid and, going even further, look upon it as similar to any normal employee-employer contract or to the services of an employee. The decision seems to imply that from now on, in the eyes of French justice, a singer is considered as a salaried employee. This is a serious matter in view of the repercussions such a classification may have where increased tax payments are concerned. The judges continued, by declaring that the renewal of the existing contract with Vogue was a gift to the artist because of the small amount of royalties to be paid to him. It is difficult to understand this point, for we cannot help wonder what criterion the judges made use of in deciding how much the royalties should have been. This seems to leave the door open to all sorts of difficulties. For at what moment may it be decided that a given artist is being paid enough? And does not this seem to leave artists free, during the normal term of contract, to take whatever steps they please to obtain modification of terms or even break off their agreements? It's certainly clear to everyone that all this will greatly simplify the work of the record manufacturers and editors and that the Fretor de Bondy could resemble a monkeys' treat compared to the record industry if these judgments continue in this way. In conclusion, it might be said that this judgment will serve to precipitate the evolution which was bound to come about eventually, but which could have taken a longer course on the other hand, it will now be impossible to break a contract or pretexts such as the one invoked by Hallyday and it would seem that J. J. Debou who has had to resort to the same type of pretext in breaking his contract with Vogue may not have much of a chance. In any case, the suit is going to cost the corporation plenty of money.

The second newsy event this week (and this too, involves a court case) is the award given by E.M.I. over Philips in the suit involving pianist Georges C. Powell, who has not been able to market, as they hoped, Cifra's interpretation of Chopin's complete works (all the etudes and waltzes) for the disks in question have been legally seized and cannot be sold. We shall say that the bad is not yet punished and the good, for we have no desire to take sides. But it does seem to us that the industry will have had enough of these lawsuits and that in the end, everybody has to pay.

The third event (and a much more agreeable and constructive one) is the big cocktail party to be given by CBS and Arteco Friday, Feb. 1 at Lodey on the Champe-Elysees to announce the agreement between the two consorts. CBS will add to their catalogue another label known as "Je T'Attends" (not yet recorded) and "For Me, Formidable" (lyrics by J. B. Miller). La vie a Berlin and a new version of a Everybody was singing at his advent of the CBS label. We wish long life to the new baby which will not take long to show signs of life and vigour.

Ran into Nicole Barclay behind stage at the Olympia where she was on her way to meet Charles Aznavour. Nicole signed a new contract with Barclay's big, with the successful news of the Olympia and said he could hold his own there for six months in stead of six weeks as planned. She is sure that Aznavour's new songs have a "Je T'Attends" (not yet recorded) and "For Me, Formidable" (lyrics by J. B. Miller) and a new version of a Everybody was singing at his advent of the CBS label. We wish long life to the new baby which was recording Sophia Loren. No doubt that he'll come back with another best-selling disk in his luggage.

BAC IN BELGIUM

Brel Cuts In Belgium

BRUSSELS—Belgian-born chanter Jacques Brel was recently back in Brussels to record four Flemish songs for the Continentale International record stu-

dio. The sessions were under the artistic direction of Lude Langlois and Massen. The above shot shows Brel and his wife in the studio during rec-

ording.
Great Britain's Top Ten LP's

1. (1) Summer Holiday—Cliff Richard (Columbia)
2. (2) West Side Story—Soundtrack (CBS)
3. (3) Girls Girls Girls—Elvis Presley (R.C.A.)
4. (4) Out Of The Shadows—The Shadows (Columbia)
5. (5) Bobby Vee Meets The Crickets—Bobby Vee (Liberty)
6. (6) Rock 'N' Roll No. 2—Elvis Presley (R.C.A.)
7. (3) On Stage With The Black & White Minstrels—George Mitchell (H.M.V.)
8. (9) South Pacific—Soundtrack (R.C.A.)
9. (8) Best Of Ball, Barber & Bik—Kenny Ball, Chris Barber, Acker Bilk (Pye 'Golden Guinea')

Great Britain's Top Ten EP's

1. (1) Kid Galahad—Elvis Presley (R.C.A.)
2. (3) The Boys—The Shadows (Columbia)
3. (2) Sounds Of The Tornadoes—The Tornadoes (Decca)
4. (4) Frank Ifield Hits—Frank Ifield (Columbia)
5. (5) Follow That Dream—Elvis Presley (R.C.A.)
6. (3) The Shadows To The Fore—The Shadows (Columbia)
7. (7) Black & White Minstrel Show—George Mitchell (H.M.V.)
8. (6) Four Hits And A Mister—Acker Bilk (Columbia)
9. (8) Wonderful Land Of The Shadows—The Shadows (Columbia)
10. (9) Sincerely—Bobby Vee (Liberty)

Israel's Best Sellers

1. Eso Beso—Paul Anka
2. Return To Sender—Elvis Presley
3. Sheila—Tommy Roe
4. It's Up To You—Ricky Nelson
5. I'm Gonna' Be Warm This Winter—Connie Francis
6. Bachelor Boy—Cliff Richard
7. Comin' Home Baby—Mel Torme
8. Cry My Heart Out—Helen Shapiro
9. Telstar—Rud Ashton
10. If You Were A Rock And Roll Record—Freddy Cannon
11. The Next Time—Cliff Richard
12. A Taste Of Honey—Lenny Welch
13. Like I Do—Maureen Evans
14. Because Of Love—Elvis Presley
15. Half Heaven-Half Heartache—Gene Pitney
16. Love Came To Me—Dion
17. Keep Away From Other Girls—Helen Shapiro
18. Limbo Rock—Chubby Checker
19. King Of The Whole Wide World—Elvis Presley
20. I Remember You—Frank Ifield

South Africa's Best Sellers

1. Bachelor Boy (Cliff Richard)
2. Return To Sender (Elvis Presley)
3. Patches (Dickey Lee)
4. It'll Be Me (Cliff Richard)
5. Spanish Harlem (Jimmy Justice)
6. The Next Time (Cliff Richard)
7. Girls, Girls, Girls (Elvis Presley)
8. Only Love Can Break A Heart (Gene Pitney)
9. Locomotion (Little Eva)
10. Limbo Rock (Champs)

PATHÉ MARCONI FAIT LA MODE!

(Pathé Marconi sets the fashion!)

And that doesn’t only apply to French recordings.
The fashion in music in France is increasingly towards American music—\
the Twist, the Madison, Jazz and 'Pops'.

PATHÉ MARCONI

with head offices at 19 rue Lord Byron, Paris,
just off the Champs Elysées,
a magnificent recording studio (illustrated below)
and a record plant just outside Paris,
is one of the most important and successful companies
of the E.M.I. Group. The factory is the biggest in France.
It produces nearly 60% of all records pressed in that country,
as well as supplying much of the needs
in neighboring Switzerland and Belgium.

So goes the pattern of E.M.I.'s record business all over the world.
That is why E.M.I. records are being pressed today in 40 different countries,
and one record in every four sold throughout the world (outside the Communist bloc)
is made by E.M.I.

EMI: THE GREATEST RECORDING ORGANISATION IN THE WORLD

Cash Box—February 16, 1963—International Section
A new long-term contract renewal has been signed between Sam H. Clark president of ABC Paramount Records and L. G. Wood, managing director of EMI Records Ltd. The renewal here by EMI on the HMV label and the roster includes Ray Charles, who arrives for his first British tour in May. Tommy Dorsey and his band are in the country by Fred Exon and John Snell is responsible for repertoire selection.

Cary Gee of Mills Music has completed a deal with American publisher Ivan Magruder, Inc. for the future publishing of interpretations of songs composed by Frank Sinatra, starting with "The Way You Look Tonight." This is the first such deal for the label under Decca's new arrangement with Harry Salvador has English lyrics by Marcel Stellman—the "Melodie D'Amour."(10)

Decca and Decca Music and lyrics by M.D. Tony Osborne, whose first EP "Bossa Nova Time" was just released on Decca this week.

Gordon Bernhardt and the New York Philharmonic Orchestra are scheduled to arrive in Britain on Feb. 11th to take part in the 150th anniversary celebrations of the Royal Philharmonic Society. Their visit is sponsored by Grandini TV, early April followed by concert for future transmission. Bernhardt will conduct his own Symphonic Dances from "West Side Story." While in England, he will give five concerts—three in London and two in the provinces.

Latest Board of Trade figures reveal that sales of records in November 1962 values at $1,933,000 were 4 per cent higher than in November 1961. Home sales were up 19 per cent, 1 per cent for imports, and sales in Canada fell 7 per cent. The fall in imports is due to a greater demand for records at the lower price level. In level of the previous year, rose further in November, making an overall increase of 3 per cent for the January to November on the comparable period of 1961.

Although production of 33 1/2 rpm disks in November fell by about one fifth compared with a year earlier output of this category for the first eleven months as a whole.

Production of 45 rpm disks which up to the middle of the year was running at a lower level than a year earlier has since been rising and production in November was 18 per cent higher than in November 1961.

Deca Records just hosted a reception for famous American group, The Limeliters, who are contracted to RCA, on their first visit to Britain. These lucky enough to enjoy the following TV appearances: Phoenix Suns, a collection of Spanish talents. Subsequent appearances on BBC TV drew plaudits from the national Press.

High on the list of this month LP releases is "Benny Goodman In Moscow," records 1 & 2 on RCA. Recorded live during Goodman's historical tour of the "Soviet Union" this two album set represents his first recording ever to be made by American jazz musicians in the Soviet Union.

Following Frankly Vaughan's dynamic performance on "Sunday Night at The London Palladium" (Jan. 25th), he has been released to top the show again on February 17th which means that his "Thank Your Lucky Stars" ABC TV date has been postponed to March 3rd. Manager Paul Cate reports that in the past two years he has been sold the world over and copies of his latest single "Loop de Loop." Frankly has a tour of Sweden lined up for the next three-week season commencing May 16th at the Tivoli Gardens, Copenhagen.

Paul Cate Enterprises has signed Decca artist Doug Sheldon, who is currently making a great deal of noise with his version of the American hit "I Saw Linda Yesterday."

Independent producer and agent Bunny Lewis, who recently completed an arrangement on an international deal for Ed Springfields, has signed his first American artist—Bobby Curtola. No titles have yet been fixed.

Deca has released another four albums in its Phase 4 Stereo series—"Dance Along with Phase IV," "The Broadway Voice," and "Romancing the Wind." Also released was "Brenda & Bobby, " and "Alfredo Prieto & His Orchestra."

With "Song of Love," scheduling will highlight the piano, trumpet and saxophone.

"Gentle Afternoons" by Ray Charles on London; "There Is Nothing Like A Dame" by Peter and Conte Candoli on Warner Bros. The combination of Jerry Mulligan and Paul Desmond "Two Of A Kind" on RCA and on the same label Sonny Rollins with his "What's New."

A big agency deal was just announced by Allan Blackburn of Gail Blackburn Agency and Vic Lewis of the Vic Lewis Varieties Agency. The two companies have merged to form the Blackburn-Lewis Agency which now becomes one of the biggest in the country. During a recent visit to America, Lewis and Blackburn, joint managing directors, entered into an exclusive agreement with General Artists Corporation of America, whereby the new company will represent and license its records in the British market to the four major record companies in the country: Polydor, EMI, Columbia and Decca. The deal will extend to the European market, and, under the arrangements, will be handled by the new company, Blackburn-Lewis, who will be responsible for marketing and promotions.

GAC advises that there is a vacancy for a minimum of 50 British guests a year to be used in the 1963 season. Ed Springfields, who has signed a deal with the City Music Hall. The Blackburn-Lewis Agency are currently setting up new and spacious offices accommodation.

"Don't Look At Me" is the debut disk by Jan and Kelly, the two girls, who have just completed a five month tour of U.S. bases in Europe and Turkey, have been signed to Philips Records.

Another disk in the pipeline is "Handy Sandy" on the Decca label. Cherry has the leading role in Milton Salabaty's "Just For Fun" due to be premiered in April.

Jan and Kelly are accompanied by Kurt Weill's "Three Penny Opera" specially for the German market. It will be released on the International label (recording outlet of Decca Music) to coincide with the musical's run in New York. The album also includes songs from "Sunday in the Park," "Erminie" and "Golden Boy." Jr. Numbers are published in this country by Intertone Music Ltd., jointly owned by Freddie Pomer, Dr. Busse and Universal Editions.

Mexico's Best Sellers

2. Corro Sanson (Run Sanson, Run)—Los Rebelles del Rock (Orfeon).
3. Don't Do It—Eugenia Marigal (Gama).
4. Ese Peso—Paul Anka (RCA), Alberto Cortés (Gama), Paul Beltrán Ruiz (RCA).
5. Todos Se Van—Roberto del Rio (RCA, RCA).
6. Un Hombre—Manolo Muñiz (RCA), Manolo Muñiz and Alberto Vázquez (Musart).
7. La Historia De Tommy (Tell Laura I Love Her)—César Costa (Orfeon).
9. Venues—Santo y Johnny (Gama).
10. Al Di La—Enrique Peraldi (CBS, PHAM).

The Best in Britain...Bens

Cash Box—February 16, 1963—International Section
DENMARK

Niels Wennekens of Domino Show Production in Copenhagen told Cash Box that its organization has started successfully rearranging concert tours for Danish and foreign artists. Dario Campeotto, well known Danish-Romanian singer, has just returned from a successful tour in Norway. Danish-Italian singer and actress Vivi Bak is also represented by Domino Show Production, and is a much requested artist, but her present film work in Scandinavia is keeping her too busy to accept the many offers she has been receiving from Cash Box that Domino is very interested in contacts with foreign artists.

Owe Wilshom of Nordisk Polyphon A/S (NPA) told Cash Box that it has started a new series called "The CBS Twins," presenting two LPs in each cover at a special price of 45-Kroner (85.50c) in order to get the CBS label quickly introduced among the Danish public. Strokkus in the miniserial is two LPs with Ray Conniff and His Orchestra and Chorus, NPA has also rushed out "Go Away Little Girl" with Steve Lawrence on CBS, at the moment riding high in the CBS charts in the States. Also several classics are among the recent CBS releases in Denmark.

Peer Frost of Domino Grammofonklubber reports he has signed a contract with a Southamerican The Telstars, who just have made their first record for Domino, including the songs "Telstar" and "Bossa Nova." Hede Nielsen's Fabrikker (HNF) has released the Warner Bros. LP album from "The Music Man" on a 1st stereo. HNF has also several new releases on RCA Victor and the German label Tempo.

Skandinavisk Grammophon A/S (EMI in Denmark) has begun handling the label Voc Nis Zions in Sweden and Norway. This label has 13 albums of classical music. Coming up very strong from this company is "Dance On" with The Shadows on Columbia, this week number 10 on the charts.

NOWAY

The Big Chief Jazz Club celebrates its 10th anniversary these days in order to celebrate this event, it has contracted the Dutch Swing College Band for appearances at the Metropol in Oslo. It is the fourth time these orchestra-plays in Oslo where their Philips recordings are very popular.

NRK (Norwegian Broadcasting Co) is criticized in the daily paper Verdens Gang for its policy of not giving Norwegian music a chance. As an example the paper mentions the fact that three times during January NRK aired a Swedish version of the German song "Tanne mit mir in den Morgend," refusing to air the existing Norwegian version. As a result of the Swedish record appearing on the popular charity program (people sending money to charity and wishing to hear a charity LP), the charts today. Verdens Gang comments this with saying that "it is obvious that the Swedish version with Linnemann-Lundahl is not better nor worse than the existing Norwegian version with Kyrre Lundberg and Jan Blixt, but the only crime done by the latter is that they sing in Norwegian.

Anita Thallaug has recorded "Elisabeth Serenade" in Norwegian for Nor-Disc, and the same company has also released "The Longest Day" with Maurice Jarre's Orchestra on Barclay.

SWEDEN

Publisher Stig Anderson reports that he has released the following sheet music: "Ruby Twist" (a German song), "You're Getting To Be A Habit!" and "Dance On" from Bens Music AB, "Ahab The Arab" from Ivan Mogull-Sweden Kallert its new trademark, "Pop-Pop-Flie" from Palace Music AB, "Lute" is the name of the popular teenage radio program 'our ten faves' not less than six out of the ten records were songs from my publishing houses," Anderson told Cash Box.

New records released by Philips-Sonora AB includes "Blame It On The Bossa Nova," "Guess I Should have Loved Him More" with Eydell Germe, "Ruby Baby"/"He'll Only Hurt You" with Dion, and "The Ballad Of Jed Clampett" with The Ronettes and "Candyman" by Lester Flatt and Earl Scruggs on RCA Victor. On the Loop there'll Be No Teardrops Tonight) with Frankie Vaughan on Philips, "I Can't Have Him (I'm Not Got Time For Love) with Simone Jackson, and "Sukiyaki/"Swanne River" with Kenny Ball on Pye.

Arne Widgren, who started the label Record Records a couple of months ago, has recorded "Yes, My Darling Daughter" and the Swedish "En herrschaftslied with a new orchestra.

Local jazz magazine Orkester-Journalen has presented its annual gold disk to Bengt-Arne Wallin for his LP "Old Folks In Swedish Modern" on Dux. Since numerous years the magazine arranged a vote for best jazz record of the year, and the winner is awarded a gold disk.

Ann-Catherine Widlund has signed contract with Duc Records. She has been offered work in Denmark, Sweden and Norway, and has also been recording for a Norwegian company before returning to her native Sweden about a year ago.

New sheet music from Belinda (Scandinavia) AB includes the Elvis Presley top selling tune "Return To Sender," while Cedarwood (Scandinavia) AB has also released her present top seller at the moment, "Bop-A-Lena." The latter was originally released back in 1958 but nothing happened until it was re-recorded with Gunnar Knich on Philips recently.

**Norway's Best Sellers**

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**Sweden's Best Sellers**

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**Spain's Best Sellers**

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**ARC's 7th Birthday Celebration**

**Sydney**—Seven years ago last month the Australian Record Company acquired the rights to distribute in Australia and New Zealand Columbia product under the name of CBS Coro-net. Last month the firm adopted a new trademark, CBS, which is formed from the initials of their parent company, Columbia Broadcasting System, Inc. In the top piecage is a group of ARC executives who gathered in the managing director's office for the cutting of the cake which symbolized the transition. Sitting are Alf Watts, company secretary, and A. W. T. Smith, managing director. Standing (left to right) are Peter Jayes, company secretary, Ron Calcetti, sales supervisor, Ray Bell, sales promotion manager, Jim Sutton, general sales manager, Sven Liback, A&R manager, and Colin Caterton, manager of creative services. On the left is one of the birthday cakes with the CBS logo which was sent to every radio station in the country.
Belgium's Best Sellers

FLEMISH

Gérard Bles (Pavel Clark/Vogue)

Jazz L'Alcôve (Emis/Elar)

Les 7 Bleus (Decca)

Séan Marmion (Pascal/France)

Desafinado (M. Salle/Wax)

All Alone Am 1 (Brenda Lee/Atlantic)

Bossa Nova (Sony)

Les Tois Garçons Et Les Filles (Françoise Hardy/Vogue)

You Are My Sunshine (Ray Charles/ARC-Paramount)

Return To Sender (Elvis Presley/ RCA)

WALLOON

Coeur Blesse (Pavel Clark/Vogue)

Les Garçons Et Les Filles (Aurélien Hardy/Vogue)

Nena Monique (Orca/Decca)

Séan-Mamie (Adams/Pathé)

(l'Idole des Jeunes (Harry Halliday/Phillips)

Limo Rock (Chuck Berry/ Parkway)

Desafinado (Eliza Rambit/Deco/Brux/Wax)

All Alone Am 1 (Brenda Lee/Atlantic)

Pardonnez-moi Seigneur (Robert Coggi/Philips)

Italy's Best Sellers

This Week

Week On Chart

1 14 Preghiera (Stand By Me) Adriano Celentano/Clan.

2 9 Speedy Gonzales: Pat Boone/Decca-Johnny Dorelli/CGD-

Peppino/Do Capi-Carlos-John Foster-Phonofon/1

3 8 Tonino Curci: Initial/Decca

4 7 Charlot: Frank Pourcel/VCM-Petula Clark/Vogue-Betty

Brown/Caruso

5 7 La Partit Di Pallone (The Football Match): Ritta Purvone/

RCA-Cocky Mazzei/Rifi. Published by Leonard

6 5 Il Ragazzo Col Cuffio (The Boy With Forelock): Little

Time/Decca

7 10 Tolstar: The Tornados/Decca-Armando Sciascia Vedette-

The Shy Ones/Durium-Fabrizio Petrolli/Rifi. Published by

RCA Italiana

8 19 La Campagna Dello Zio Bongino (The Sun Went Out): Adriano

Celentano/Saar. Published by Leonard

9 12 Il Ragazzo Col Cuffio (The Boy With Forelock): Little

Time/Decca

10 7 Ogni Notte (Every Night): Paul Anka/RCA. Published by

RCA Italiana

Denotes Original Italian Titles.

Cash Box—February 16, 1963—International Section
Tremendous listener response has been noted by deejays who have programmed "The Maigret Theme" by Ron Grainer's Orchestra, on London. Especially good response has occurred in countries where the TV Program, "Maigret," is broadcast regularly. Many new jockeys have added the theme to their own personal repertoire. London single, have been trying for some time to purchase a recording of the theme, which is now being played over a thousand times each week. Reports from the broadcasts that the record will become a solid seller in Canada.

Philharmonic recording by Jane Morgan which should create something of a sales sensation in French speaking areas. Taking a tip from the success enjoyed by Quality with its package of French and Italian items the phonograph record company has turned in the commission of a new French opera that will spin in both completely French speaking areas, and the many bi-lingual speaking areas in the U.S. where French is the native tongue. A French language records has proven the past in the when Kapp singles have been released in both English and French. Jocks looking for a change of pace, even in diehard English speaking areas, have played the French versions of Jane's hits from time to time in the past, and are bound to repeat as this new album of the giant vocal is made available.

Pat Hervey's first RCA Victor release in Canada is showing strongly currently, with many deejays playing both sides of the disk frequency. In Ottawa the "Brother Can You Spare A Dime" side is really in demand. Meanwhile, teens are going for "Tears Of Misery" in a big way. One lady listener is reported to be a big fan of Phil Harris, with deejays calling her "the number one fan," to imitate who that had just sung that lovely old song, first just after Terry had played the "Spare A Dime" side.

"La La Limpio," the Chubby Checker side lifted from his current hit album, is really coming on strong in numerous Canadian markets, reports Lee Farley of Fonit Cetra (CHUM) deejay Dave Johnson reports that the Checker single is among the most requested items on his show. Dick (The Tall One) Williams at London's CFPL, has also climbed on the Checker bandwagon, preferring Checker's "The Twelfth Of Never." Lee reports that dealer reaction to "Burning Desire" by Wade Ray is completely fantastic. Especially so, since the single has yet to appear on any national charts. "Burning Desire" by Wade Ray goes all out for a New Year's Day single until at least some minor national chart action is noted.

"A Slight Case Of Love," at the Ottawa House Hotel, Quebec, as their usual reception was little short of sensational as they played nightly to S.R.O. crowds. Joe Frechette paid a Cash Box visit with his new Quality LP under that title, where the reception was fantastic. It contains many of the smash Beau Single hits of the recent past, items like "Je T'appellerai," "Celebrity" and "Harem." They are programming both sides of the group's new Quality single, "Dark Is The Night," and "Stay With Me." Iris Haven, Vernon recording star, played the week of (2/4) at Rene Gagne's Rib Room in Ottawa. She has an album currently garnering more than its share of admiration. "Love Me Tomorrow," "The Two Sides Of Iris Robin."

Bad Hayden and the Phonolise couple have a crew of red hot singles on the go for them at the moment, "Mr. Bass Man" by Johnny Cymbal and "Our Day Will Come" by Val骑ne are hitting the charts and are hitting the top of the charts in Canada. Hayden's album "I'm Ten" is also being sold to the public by the thousands.

Two former CKOY—Ottawa announcers, Larry Wood and Bob Eged are supporting sister Iris Haven on that album. They are playing the show in Eged's native Florida.

"Song sales noted on the new Billy Vaughn, Dot cutting, Lee Farley says the side is enjoying the early success, although many troubadours favor the flip side, "Release Me."

The Stars' Entourage west coast appearance have been announced. Monument star will appear in the Vancouver area, March 7, 8, and 9. Hayden, Wood and Eged will be appearing at the Hotel Patricia in Victoria's and the New Amsterdam in Vancouver. Hayden's album "I'm Ten," is expected to sell 300,000 copies in Canada this week.

Record companies looking for an "out of left field" might be interested in a new tune that reached this reporter on a pressing from Taiwan. Formosa the other day. The song is called "Taiwan By The City Sea," and was written (words) by an ex-newsman covering the Formosa beat, Spencer Moosa and (music) by the vocal group of that name, "The Stars.'

"One Per Tutto," the latest release of the Italian Charlene Quartet, will be promoted next week on the San Remo stage his new composition entitled "Uno Per Tutte" (Tutto for All Girls). Their hope is that Tony Reni would receive permission from his publisher of "Uno Per Tutte" to use the same title. The song will be produced by Ricordi. Once again, the second artist performing the song, along with Tony Reni on the San Remos scene, was a female artist.

The Italian composing composer, the Rascal music firm, is now a member of Messaggerie Musicale, Music Publishing Association which represents some of the biggest names in the world, where he will present for a whole year his successful musical show, "Enrico 63." As reported, the composition penned by Rascal and entitled "Enrico 63" will be used in the new film of that name. In future releases, the song will have a good promotion. It has been just recently been recorded by the famous Italian band of Stadio Villa Gera.

Others from Messaggerie Musicale Publishing Group: "Go Away Little Girl" has been issued in Canada under the title "Non Amarmi Cosi!" (Don't Love Me So). This song, number 1 in the States, constitutes the debut in Italian recordings of the CBS label. In fact, Steve Lawrence has just re-

The Toskeli Mariano Quartet is making its second home-performance coming, in Japan, with a month's tour in Tokyo and other big cities. Tour will include the following Japanese cities: Tokyo, Osaka, Kyoto, Nagoya, Sendai, Hiroshima, Fukuoka, Sapporo, and Yamagata. 

Terence Francis Day, with his band "The Day," has just recorded an Italian recording of the title has been just released by Nicky Davis on BlueBell.
Recently, CASH BOX spent several days visiting the record companies and music shops in Montevideo, Uruguay, and we suppose it may be of interest to let know some details. After the recent world tour, there are several disc jockeys who are well known in Montevideo, and their programs are broadcast on radio stations throughout the country. Some of the best known disc jockeys are: Ricardo Doria, Mario Medeiros, Teixeirinha, Julio Cesar (Odeon Players), Antonio Blae (CBS). One of the most interesting disc jockeys is Roberto Aguilar, who has been very successful in recent years.

There are twenty six radio stations in Montevideo (in Buenos Aires there are only seventeen and six in several of which are of little value). The most well known one is the Radio Venta, which has a very small audience. Among the many stations, there are some that specialize in classical music. Among the most popular are: Teatro, Concordia, and Unos. These stations have a large audience and are considered one of the best in the country.

There is also some TV stations: Saeta (Channel 10), Montecarlo (TV 4) and Telecabo (Channel 12), which feature local musical programs, tapes from Buenos Aires and American films. The most popular TV's are: "D'iscordio" (Teatro), "Sugar and Spice" (Montecarlo), and "D'iscordio" (Teatro). These programs are broadcast in several countries, and are considered one of the best in the world.

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GERMANY

The question of the single record is still pressing in Germany. Since the price range is between 8 and 10 marks, singles sales have dropped considerably especially in the middle range (20-50). Looking to the future, it appears that the boys from the old 81 price or will continue to keep the new high price and concentrate on super-strong artists and LP sales have not yet been decided. One thing is for sure. Business will be much more international in 1963. More and more foreign artists are recording albums in the German language, and many of the top German artists are recording in English, Italian or French for a variety of record companies. In England, Peter, Paul & Mary have already released an album of rock & roll standards.

From the viewpoint of this month's market, Auralia has released a new single with the title "Aurora's Flame." Among the other releases, the record company reports that the German sleeve from "The Fabulous Organ" includes a new single with the title "The Organ's Flame." The sleeve also includes a new single with the title "The Organ's Flame." The sleeve also includes a new single with the title "The Organ's Flame." The sleeve also includes a new single with the title "The Organ's Flame."

Now that the New Year is into its stride with all companies again in full production, it is great to see some of the old excitement creeping into the market. It appears that there is still a need for some of the older artists to keep the public interested. In this respect, the number of record players increased by almost the same amount; there was also a very healthy uplift in record production for the six months ending November, 1962. All this is for the future and could help the industry to new strength and popularity during 1963.

Photo Vox (specializing in Italian material) marked its fiftieth release in eight months of operation with a 7" LP release "Canti d'Italia" which will also be available in the United States. This is a very fine release of Italian history throughout two world wars. Tony Tromeros, who runs Photo Vox, is anticipating big sales results with this set which has wide appeal to Australia's vast Italian community.

Some prominent overseas entertainers have been in Sydney recently for club and hotel appearances—among them were Carmen McRae, Shirley Bassey, Bella Reese and Mano of Doren. Nat Cole is expected to arrive shortly to commence a season at one of our leading hotels.

Norman Whiteley, of Belinda Music and associated publishing companies, reports that his organization has set up a special export department to be known as the export and registration division. Norman will take direct control of the new section and the supervisor is Miss Kay Lamb who is well known to most Australian artists and composers. Among the composers who are contracted to the Belinda group are Geoff Mack, Nat Kipner, Johnny Devlin, Kostas Tzotzos, and Rob E. G.—with many others included under alliances with other companies.

Philips Records has just released a new single with The Springfield. This single is entitled "Island Of Dreams" and "The Johnson Boys." Philips have also released a new single with "Hey Holly" by Paul and Paula which should achieve success in this country.

Johnny Devlin, professional manager of Belinda Music and associated companies, has now released his new single with "You're The Reason I'm Living." Also released are "The Satellite" by Bobby Darin, "The Cinnamon Cider" by The Pastel Six, "Loon De Loop" by Johnny Thunder and "Must Be Madison" with Joe Loss and His Orch.

虮had a call from Fred Jackson, brother and manager of Col Joyce, during a recent break in a series of tours with a packaged show which in addition to "The Royal Boys also includes Jandy Stone and Warren Williams. The group recently completed a successful tour of Tasmania and some Victorian area countries—they also did a season in Perth, West Australia.

In an unusual move, radio station 3AK (Melbourne) has added a blind disk show to its regular programing. The show, starting Monday to Friday at 1 p.m. to 4 p.m. Sunday, is notable for the six months ending November, 1962.

Southern Music owns the publishing rights to two new locally recorded singles by CBS Records—they are "Northern Territory" by Andy Sumstrom and "I'll never be the same" which features Kelly Green. Southern Music also anticipate releasing a select number of popular hits including "Shake Me Rattle" as recorded by Marlon Worth.

The most spectacular entry into our best-seller list this week is "Walk Right In" by The Toot Peters. Released here on the Artar label, "Tootsy," which has had a fabulous hit career in Australia, is back in the top spot again after slipping a few points over previous weeks. There could be a real scramble for the number one position over the next few weeks with such hot items as "The Boys From The Bay That Isn't" (The Joy Boys) on RCA and "Gonna Little Girl" and the locally recorded "Surfside" all making great headway.

Argentina (Cont')

In general, there seems to be a trend towards folk and tropical music. Clave has released recently an album by Los Teenagers, a group from Columbia, with good success. Argentina is like Colombia in that the waxing is made by a company in Peru, La Sonora Matancera, Cortijo y Su Combo and Rolando Lasier are also popular. Ray Charles has released a couple of albums here in Argentina which seem to indicate that you can't buy for the world's market.
The vet Victor hitmaker comes up with one of his strongest releases in quite a while with this bright newie tagged "Rock Of Gibraltar." The tune is a roaring, hook-torch, chorus-backed drool all [12/51] (Cedarwood BMI—Carl Williams) rock. Williams sells the tune with enough good spirits to get some quick acceptance. On "Destiny," the songster offers a pleasing, warm-hearted, slow-moving tear-jerker.

CARL SMITH (Columbia 12836)

Carl Smith, who scored last time out with "A Pain A Pill Can't Locate" comes up with a fast-rate-follow-up stanza with this new destined-for-outstanding success, the top side here. "Let's Talk This Thing Over," is a rousing, up-tempo, chorus-backed ditty about working out romantic difficulties. Sure-fire hit. The flip, "Live For Tomorrow," is a slow-moving, melodic weeper delivered by Smith with all of his expected polish.

ROCK OF GIBRALTAR" (1:45) [Western Hills BMI—Williams]

"DON'T DESTROY ME" (2:14) [Western Hills BMI—Williams]

LAWTON WILLIAMS (RCA Victor 8142)

Vet country chunter Wade Ray has what it takes to get a fast chart recognition with this ultra-commercial Faber bow. The top side here, "Burning Desire," is a tender, slow-moving weeper sold with loads of authority by the songster. Eye the deck for pop action. The flip, "Two Red Lips," is an impressive, medium-paced, chorus-backed high-spirited rocker.

"THE VOLUNTEER" (1:56) Big Bopper BMI—Inman

"UNLUCKY AM I" (2:05) [Hotpoint BMI—Inman]

AUTY INMAN (Sims 131)

Autry Inman has a good chance of having quick hit on his hands with this commercial Sims outing tagged "The Volunteer." The tune is contagious, self-penned, dual-track novelty-styled opus all about a guy who is shanghaied into becoming a rocket ship pilot. The flip, "Unlucky Am I," is a good light, medium-paced traditional country ballad with an effective, catchy riff. Merits a close look.

Check the pop reviews for dual-market releases from Capitol's Wanda Jackson, Victor's Bobby Bare and Columbia's Claude King.
COUNTRY TOP 50

1. DON'T LET ME CROSS OVER (Columbia 42598) by Carl Butler
2. THE END OF THE WORLD (RCA Victor 2599) by Skeeter Davis
3. THE BALLAD OF JED CLAPPETT (Columbia 42646) by Lester Flatt & Earl Scruggs
4. I TAKE THE CHANCE (Hillbilly) by Ernest Ashworth
5. T FOR TEXAS (Monument 801) by Grandpa Jones

6. SECOND HAND ROSE (Decca 31455) by Roy Drusky
7. KNOCK AGAIN (Columbia 42650) by Claude Gray
8. FROM A JACK TO A KING (United Artists 130) by Ned Miller
9. I'VE ENJOYED AS MUCH AS I CAN STAND (RCA Victor 8105) by Porter Wagoner

10. RUBY ANN (Columbia 42614) by Marty Robbins
11. YOU TOOK HER OFF MY HANDS (Columbia 42658) by Ray Price
12. FADED LOVE (Cimarron 37208) by Lou McAllister
13. SING A LITTLE SONG OF HEARTACHE (Capitol 4845) by Rose Maddox
14. SHAKE ME I RATTLE (Squeeze Me I Cry) (Columbia 42640) by Marie Osmond
15. A STRANGER WAS HERE (Philips 60794) by Derrell McCall
16. WALK RIGHT IN (Vanguard 15007) by Rosette Singers
17. HOW COME YOUR DOG DON'T BITE NOBODY (Decca 31465) by Webb Pierce & Nat Titus
18. IS THIS ME (RCA Victor 8127) by Jim Reeves
19. SAWMILL (Decca 31451) by Webb Pierce
20. LEAVIN' ON YOUR MIND (Columbia 42453) by Patsy Cline
21. ALL GROWN UP (Cedarwood 1671) by Johnny Horton
22. DOWN BY THE RIVER (Capitol 4688) by Feran Young
23. NOT WHAT I HAD IN MIND (United Artists 328) by George Jones
24. MISSING ANGEL (RCA Victor 8127) by Jim Reeves
25. I'VE GOT THE WORLD BY THE TAIL (Columbia 42630) by Claude King

Cash Box—February 16, 1963

COUNTRY ROUND UP

MARTY ROBBINS
BUCK OWENS
BILL ANDERSON

Plans have just been announced for Jim Reeves to star in a full length Western in the little known but highly anticipated new film "The Alamo" to be released in South Africa. The producer, Chuck Jones, is a former member of the famous film company "Warner Bros." and his latest production, "The Alamo," is expected to be a major breakthrough in South Africa's movie industry.

Jim's hand, will also be featured in this picture. Filming is scheduled to begin March 12 and continue every day through April 6th. The full length color film will be released in South Africa and Europe immediately and the rest of the world at a later date. Currently, the songwriter is riding high on the charts with "Missing Angel," is playing a string of key dates in Florida.

Based on the tremendous success that KRAK-Sacramento has experienced with its first two country music spectacles, plans have been made to bring in Marty Robbins, Sheb Wooley, Marion Worth, Mar Wiseman, Claude Gray and George Jones to the Memorial Auditorium on March 28th.

Opry Addition: Jeff Devine, manager of WSM's Grand Ole Opry, announced last week that Columbia recording artist Marion Worth has joined the cast of the Grand Ole Opry. In making the announcement, Devine said, "As the Opry begins its 60 year existence at WSM feel an even greater responsibility to our millions of listeners in the selection of the stars that will appear under the Grand Ole Opry banner. We feel that Miss Worth, with her unique song styling exemplifies, too young country singers, a wonderful blend of the old with the new."

Bob Morris, formerly with the Champs, makes his solo debut this week on Capitol Records with "Each Time They Call Her Name" and "I Know I'll Live Again."

Walt Reedle proposes from Houston that Willie Nelson's Liberty newie, "Half A Man," looks like his biggest wax to date. Another release which is receiving strong play across the country, according to Walt, is "Please Talk To My Heart" by Country Johnny Mathis who spins country decks on KREE-Shreveport. Spinnrers who haven't received copies of "Still Loving You" by Clyde Beavers may have some promo by writing on their station's behalf to Freedom Press at 3615 Ameercott, Houston 17, Texas.

Tim Whitsett, who is presently putting his hopes in his new Kim wax, "Mindy," has just received a steady demand from fans of Johnny Martin's red hot little promo man Marty Wax to handle distribution and promo in the New York area.

Jim and Dolly Denny of Cedarwood Publishing Company planned out of this Music last week for their annual vacation in St. Thomas, Virgin Islands, and will entertain house guests of Kay and Connie B. Gay.

Joe Crosby's first release on A-B-S Records is getting a big play on the southern radio stations. The tunes are "Some Day You'll Come Back" and "Nothing's Gonna Change My Mind." Both sides were written by Mrs. Crosby. Joe says wanting a copy should write Joe at 550 Maple St., Okeah, Florida.

Beverly Mae Wilson, newly-appointed western rep for Country Music Report, writes in word that she is in dire need of material on all country jockeys, artists and labels. Spinnrers can get free copies of the Report by writing to Beverly at 1151 Persimmon, El Cajon, California.

Tenneco Publishing Company and Kash Records, owned by Clyde Beavers and Tim Reeder, have opened an office at 1720-16th Ave., South, Nashville.

The telephone number is 244-1671.

Veron Stewart, who spins the country sounds on KXKJ-Russellville, Arkansas, set deejay copies of his current Voc Jay outing, "The Way It Feels To Die," are available by writing to Yomah Music at Box 425, Louisville, Georgia.

Jimmy Dickens headlined Ed Mc-Lemore's Big "D" Jamboree last week in Dallas for the big March Of Dimes show. Also on the bill were Cowboy Capus, the Bearers, Joe Bill, Otville Couch, Chuck Jennings, Horace Logan, Marvin Montgomery, Eddie McDuff and Lawton Williams.

Ernest Tubb and The Texas Troubadours are on the road again. On this swing, Ernest and the gang are playing a string of key dates in Michigan, including appearances in Lansing, Grand Rapids, and Saginaw.

ANOTHER SMASH HIT FOR FOR "THERE GOES THAT ANOTHER SMASH HIT FOR "MARTY ROBBINS I TAKE THE CHANCE HICKORY 1189 I TAKE THE CHANCE HICKORY 1189" For "Marty Robbins I Take The Chance" Hickory 1189
ARE YOU STILL PUTTING THAT KID STUFF IN YOUR LOCATIONS?

Then you might as well drive a Maxwell. Today’s public spends its money for the strictly up-to-date... from cars to music. Seeburg alone gives you the new phonograph styling... and the new 33⅓ stereo albums that people are buying for their homes. Perfect for your present top locations. Perfect to get you into new locations—the revolutionary Seeburg LP Console.
A Break For The Small Taxpayer

EXTRA COINS FROM THOSE EXTRA DOLLARS

Of all the features of President Kennedy's 1963 tax proposal, one which is an almost certainty to be approved is the tax break which benefits the small taxpayer to the tune of several additional dollars each week. Since the coin machine business was founded and thrived on a depressed economy, and has survived on the entertainment budget of the smaller income earner, operators should benefit from a portion of this increased spending.

The neighborhood worker with extra dollars in his pay envelope, in addition to buying a new appliance, or making an additional visit to the local movie house, will also spend a proportionate amount of these dollars in the neighborhood location.

Judging from past history, it's a cinch these extra dollars will be quickly placed back into circulation. And that's the reason for the tax break—to stimulate buying. The entertainment spending will take place in the taverns, diners, malt shops and similar places of refreshment and the operator of music and games has to benefit from it.

The coin machine business is an entertainment business catering to the masses and providing millions with music and amusement at a price they can afford. Friends get together and enjoy the pleasantries of the day or night, socializing while listening to the nation's top performers via the juke box, and perhaps competing on the playing fields of the variety of games in these same locations. When a national dictum is issued which will help increase the income of these locations it is an important factor in the economy of all businesses serving the locations.

The coin machine industry has no monopoly on the small taxpayer. Much of the additional income will be earmarked for other expenses. But the race for the "entertainment" dollars will be on, the moment the first increased pay envelope hits the neighborhood. "Spend It Here!" signs will almost dot the highways and byways of every town in the country. The operator who exerts the most effort and the biggest investment in this race for the extra tax dollars will more than likely come up with a larger payday for himself.
LONDON—The 19th Annual Amusement Trades Exhibition took place in London last week at the New Royal Horticultural Hall, Westminster. Once again the venue was transformed for the occasion into a business, pleasure garden with coin men from all over the world could meet and view the latest and best in coin operated equipment supplied by the leading manufacturers of three continents. The emphasis on quality rather than quantity, a noticeable feature at last year’s show, was this year even more apparent. New equipment and new ideas were the order of the day with used and re-conditioned machines very much in the minority. Despite the rising costs of labour and materials many exhibitors this year went to town on their stands. A new level of presentation was established which not only maintained but further justified the growing reputation of the A.T.E., as the No. 1 shop window for the European industry. The organizers deserve full marks for the success of this year’s three-day convention and a special vote of thanks for the much improved catering facilities. The social aspect of this kind of show is all-important and the additional bars and lounges available this year provided a welcome haven from the noise and battle of the Exhibition Hall.

**Cold Weather Grips Town**

Happily the London Transport strikes which preceded and threatened the success of the 1960/61 shows were not called this year. However, many of our less fortunate American friends were seriously handicapped by the New York dock strike. One would-be exhibitor Urban Distributors, had to withdraw and several items of new equipment destined for the show failed to arrive in time. The major barrier this year was the weather. Although attendance figures have not yet been announced it seems likely that the final count will be slightly down on last year—not surprising with Britain and the continent still in the grip of the coldest winter for years. Nevertheless those manufacturers, distributors, operators etc. who made the journey to London both from home and abroad were not disappointed. Ironically across the channel in Brussels the doors were finally closed on Britain’s application to join the Common Market. Nevertheless coin men from the member countries were well represented together with those of other territories around the world—America, Australia, France, Germany, Belgium, Holland, Italy, Switzerland, Spain, Scandinavia, Denmark and Southern Rhodesia.

**Multi-Players Dominate, Reflect Arcade Prosperity**

As expected the trend this year was emphatically towards multi-players, multi-slots and electrification. The many new expensive and elaborately designed models in this category brought an air of affluence to the show reflecting both the healthy prosperity of the arcade business and the technical advance in British design and manufacture. One of the most impressive and, at £1765 one of the most expensive, multi-players was the 3d Derby 9-PLAYER exhibited for the first time in London by The Crompton Patents Machine Co. The machine 6ft. in diameter in two-tone grey features 20 horses on a green baize track—each game pays out six winners, three at 6d, two at 3d and one at 1/-.

Another multi player designed to meet the arcade owners requirements for maximum play and minimum space was the 20 Id play Colour Roulette seen on the Mayfield Automates stand. With red, green, yellow and white panels pay-outs of either 2-4-8-12 are paid on the winning light. Also on show a 15 player 3d play Roulette with 6-9-12 pay-outs. Another Mayfield attraction was the International Space Race, a four player 6d play with back flash panel depicting rocket in flight from Earth to Venus. Strategically placed at the entrance to the hall were Mills (Multi-Slots) Ltd., who arrested the attention with a large range of attractive multi-slot, multi-player machines notably "The Newmarket ten panel," 50 slot Id play with 2-4-6-12 pay-outs and "Fixed Odds," fifteen panel, Id or 5d play with either 2-4-6-12 or 6-9-12 pay-outs. All the company’s 5d play machines have been coin rejectors. Krafts Automates featured multi-slots of their own manufacture and orders were taken to ensure maximum production for Whitsun delivery. Multi-slots were also the main attraction on the stands of Philip Sheffers where the highlight was the twelve player 3d play Royal Ascot whilst Whithaker Bros. catered for the larger site owner with a double sided 40 slot, eight player 3d play Roulette Console with 6-9-12 pay-outs.

For the third year in succession Streets Automates drew the crowds with their sensational Wheel Em In machine and rifle ranges. However, this year Walter Street provided another block buster with his automatic change giver. No stocking of coins is necessary—just throw a 100wt odd coins in the hopper and the machine automatically sorts and supplies sixpences, threepences and pennies as required. Best coins are automatically rejected. The International Coin Counting Company also introduced a new machine giving sixpences in exchange for either 2/- or 2/6d. In terms of change it has a capacity for 200 operations.

**Cinebox A Show-Stopper**

Another show stopper on exhibit for the first time was the Italian made Cinebox. Already proving popular in a number of coffee bars, hotels and holiday camps, the distributors, Filmex Equipment Co. Ltd. are seeking to expand their locations to golf clubs, bowling alleys etc. with specially made instructional films to suit individual locations.
One of the most impressive stands was that of Rolfer and Walker. Occupying a complete island site one section was given over entirely to Rock-Ola where, against a Capri background, the latest "Rhapsody 100" and "Capri 100" phonographs were presented. Gordon Walker reported exceptionally high on-the-spot sales for both these machines. He also said there was a strong reaction to multi-slots particularly their own manufactured wall machine 'Twinkle Toes'. On a nearby stand Automatic Canteen Co. (Great Britain) Ltd. were showing the Rowe AMI 200 Selection stereo phonograph for the first time in London. Strong selling points are the eye catching kaleidoscopic moving panel, large illuminated piano style key board for selection and the personalisation panel. Also on show was the AMI Hideaway and 800 pack selection Automatic Canteen cigarette vending. Another phonograph to make a big impression was the Swiss made 'Jupiter'. The complete range was shown by Phonographic Equipment Ltd. The newly arrived 120 De Luxe model at £600 and the Console 90 at £385 proved so popular that supplies are being air lifted to meet the demand with minimum delay. Two juk boxes of German manufacture were the Phantom Exhibition. The Symphonie 100 stereo of Th. Bergmann displayed by Symplay Ltd. who also showed a full range of Bergmann equipment including the Arizona miniature shooting range and the 1d play Monaco wall machine. The other German phonograph was the Elite G100 selection described by the exhibitors, Elite of West Berlin, as "the Volkswagen of the music box business." Already being exported to 21 countries Elite are about to set up distribution in the United Kingdom. They also showed the Elite 100 selection wall box. Not far away Auto-Slot Sales Ltd. highlighted their stand with the factory rebuilt Fanfare 90A juke box and the new Lowen-Automaten electronic reaction tester.

**Bus Service Helped Seeburg, Wurlitzer Hotel Displays**

A special bus service supplied by Seeburg (Great Britain) Ltd. and The Ditchburn Organisation transported hundreds of visitors from the A.T.E. to the Mostyn Hotel where the two companies held a special exhibition of their own. The latest Seeburg models including the 'L.P. Console' and the latest Wurlitzer models including the '2700' were on show.

**Mar-Matic Displays From Double Deck Stand**

Back at the Horticultural Hall fruit machines were well in evidence. Mar-Matic Sales Ltd. with the show's only two decker stand was at once a landmark and a magnet for visitors. Jennings fruit machines including the Governor 6d play and the new 'Penny Comet' were on show while Keeney was represented with 'Hold And Draw' and 'Penny Twirl'. Much interest was also caused by the new kiddie car Drive-In Movie 6d play. Visitors to the Mar-Matic stand included Maurice Sykes, Director of the company, Jim Cherry, newly appointed Executive Sales Director for Continental Europe, Sid Feldman, Mar-Matic representative for U.S. bases in Germany, Bob Fisher, rep for Spain and France, H. T. Baker, Purchasing Agent for Keeney. Nearby on the Phonographic Equipment stand was exhibited a vast range of the latest Sega fruits. The greatest activity was centered around the 6d plays, particularly Diamond Three Star, Mad Money, Bonanza Star Progressive Star—the latter being completely sold out before the exhibition closed. As usual in the fruit machine field a notable exhibitor was Ainsworth Consolidated Industries (Great Britain) Ltd. with one of the most attractive stands in the hall. General Manager Hal Eldridge reported brisk business in all machines particularly their latest dual play model which has already proved successful in Scandinavia. The machine takes money and tokens but only pays tokens. Another Australian fruit machine firm Jubilee Products created considerable interest with their range. The 2d play machine which has a feature live jackpot and token drop.

Edwin Hall & Co., specialists in kiddie rides, once again occupied their usual position on the dias at the end of the hall. This year considerable interest was aroused with the latest additions to their range, the Veteran Car. designed for the old fashioned child and for the modern tot Super Car rocket machine vintage 1970. Other familiar exhibitors in the kiddie ride field were R. G. Mitchell (Sales) Ltd. with an attractive 6d play Surf Rider speed boat and the Super Car Company (Coventry) Ltd. who once again displayed their tried and tested dodgem cars. In a wide range of 6d rides Robinson Partners (London) Ltd. included rocket ships, speed boats and animal rides. For children of all ages Major Maties repeated the success shown at Blackpool with their life size Mr. Top Gun. As in previous years the exhibition housed a large section of the latest bingo equipment and no fewer than 20 awing merchants.

**Gensburg, Adickes, Schuyler Among Visitors**

The many American visitors included Avron Gensburg of Chicago Coin Machine Company who rearranged his European schedule in order to attend and the familiar figures of Maurice Sykes of Mar-Matic and Clarence Schuyler, President of Games Incorporated who was last here two years ago. Another familiar face this time from Germany was that of Mr. Adickes, Rock-Ola's European Distributor who this year celebrates his 30th year with the firm and the 10th year of Rock-Ola's European operation. The occasion will be marked with jubilee celebrations to be held in Ham-
A.T.E. Photo Review

Europe's No. 1 Showcase Offers New Ideas, Equipment

Mr. Edwin Hall demonstrates his new Veteran Car Kiddie ride to an interested customer.


Pye recording star Joe Brown seen here with L. to r. Mr. H. Walker and Gordon Walker of Raffler & Walker and on extreme right Mr. A. W. Adiekes, European Distributor for Rock-Ola.

Visitors to Cash Box Stand included L to R Bill Prutting, (Director of Export Sales, Seeburg Manager Larry Parsons, Decca Recording Star Billy Fury, Neville Martin (G.B.E.), Mr. Herbsch, (Director of Sales for Seeburg in Benelux) and Mr. Mosinger of Lowen Automaten.

A general view of the Mar-Matic Sales Ltd. Stand. Standlay on the steps can be seen Mr. Grange (Gen. Manager) and Mr. Kasper (Secretary).

Mr. John Shelley, (Automatic Canteen Co. (Gt. Britain) Ltd., Mr. Bernard Briggs, Chairman of the P.O.A. and Mr. Peter Simper.

Mr. Rae Seabrook, (Symplay Director) demonstrates the new 'Arizona Gun' manufactured by Th. Bergmann of Germany.

Mr. Hal Eldridge, Managing Director of Ainsworth Consolidated (Gt. Britain) Ltd., (Second from left) seen entertaining Scandinavian visitors to his stand, Mr. Sune Lofgren of Sweden (Left) and Mr. Erik Barnwassen and Mr. Jens Hansen of Denmark.

Mr. John Henderson, General Manager of Seeburg (G.B.) Ltd. (Right) and Mr. Peter Groom (Sales Manager pictured with the Seeburg L.P. Console which was the highlight of their exhibition at the Mostyn Hotel.

Mr. Norman Laver, General Manager of Ditchburn Equipment Ltd., left, and Mr. H. Scheidegger, Manager Wurlitzer Overseas A.G., pictured with the Wurlitzer '2700' which was on show at the Mostyn Hotel.

General view of the Phonographic Equipment Co. stand where a wide range of Sega Fruit machines and the Jupiter juke boxes attracted large crowds.
June and August 1963}

(Cont’d from page 52)

The A.T.E. Show (London) was held in June when an award will be made to the firm’s top European salesmen. Also from Germany came Th. Bergmann and Egon Schopp represented here by Symplay Ltd. Also paying his annual visit to London was K. Küringer, President of the Brussels, Mercier, as well as his keen figure at the A.T.E. H. Glave, arcade owner and operator from Hamburg, Dr. Kümmner, Secretary of V.D.A.I. (German Manufacturers Association), Mr. H. Koekke of Berlin, Mr. R. W. Mosinger of Lowen Automaten and the only continental exhibitor at the show was Redlich of Ettel, West Berlin. From Switzerland came Messrs. Costelli manufacturers of the Jupiter juke box exhibited on the Phonographic Equipment stand. Also from Switzerland Hans Scheider, Manager of Wurlitzer Overseas A.G. From Belgium Mr. Herbosch, Director of Sales for Seeburg in Berlin and Bill Prutting, Director of Export Sales. France was represented by Lévy Norbert, President of E. Metz, distributor for Gottlieb equipment. W. S. Chapman of the Juke Box Music Co. of Salisbury, Southern Rhodesia flew in specially for the show on route for Boston, U.S.A. The Spanish contingent included Mr. Remonnot, Mr. Marroqui and Mr. Pardes, Directors of Petaco of Madrid who have just set up their own factory for the manufacture of juke boxes, bingos and flippers. Remonnot reports that both his business and the market is expanding fast. Mr. Siew came from Holland. Among those who travelled from Scandinavia were Gunnar Lofgren of Stockholm and Messrs. K. H. M. A. Martin and E. K. Rasnussen of Denmark. As usual many recording stars made personal appearances during the three days included Joe Brown (Pye), Joan Regan (Pye), Franke Vaughan (Philips), Billy Fury (Decca) Susan Maughan (Philips) and The Kestrels (Pye).

Junior Teenagers Get A Kick Out Of 'Bucky'

—MECHANICAL MUSCLES MEAN MONEY TO YOU—"MECHANICAL MUSCLES MEAN MONEY TO YOU" exclaimed Bill O’Donnell, Bally Mfg. Co., in talking to operators last week. "Because, thanks to 'Mechanical Muscles' built into the new 'Bucky' bucking bronco kiddie ride, 'Bucky' looks alive and acts alive. 'Mechanical Muscles' permit 'Bucky' to buck up his back like a real rodeo bronco, and actually kick his front and hind legs in opposite directions. No other horse can compare with 'Bucky' in life-like appearance and life-like action. (Unless it's a real life bronco!)

"Actionized to appeal to junior teenagers, who walk away from other horses and safety-styled for the smallest toddlers 'Bucky' attracts youngsters from 3 to 15, gets play other horses miss," continued the Bally sales cope.

"You see the result in the Cash Box week after week, collections that top all kiddie-ride records of recent years. Get your share by getting 'Bucky' busy for you now."

"Order 'Bucky' from your Bally distributor today to insure prompt delivery," concluded O’Donnell, as he hitched his bronco, and got on the telephone to fill those orders!

Neville Marten of Cash Box welcomes some distinguished visitors to the A.T.E. From Left To Right, N. M. Lark K. Skirven, President of the German Arcade Owners Association, Pye recording star Joan Regan, and Mr. Glave of Hamburg.

Mr. Harold Smith, Managing Director of Jubilee Products seen on his stand with distributors, Mr. Malcolm Spencer of Leeds and Mr. John Dance of Andover.

Mr. Mark Kraft (Center) of Kraft’s Automatics seen talking to Mr. Tommy Holland (Left) firm’s President of The Showmen’s Guild and a client, Mr. Neville Jacobs (Right).

Mr. Walter Streets, Director of Streets Automatic Machine Co., Ltd., demonstrating new ‘Change Giver,’ one of the kits of the show.

Mr. John Singleton, Secretary & General Manager of the A.T.E. and Mrs. Lilian Shaw, Hon. Secretary of the P.O.A., pictured with Neville Marten and Miss Dorris Land of Cash Box.

The Italian manufactured ‘Cinobox’ being demonstrated on the stand of the British Distributors Filmbox Equipment Co. Ltd.
West Coast College Intros 2-Yr. Course On Vending Repair, CAVA-NAAMA Sponsor

Mfs. Donate $50,000 Equipment

CHICAGO—This nation's first college-level school on "Automatic Vending Machine Repair" opened February 1 at Los Angeles Trade-Technical College, Calif., according to David W. Moore, president of Automatic Vending Machine Co. of America (NAAMA) and director of National Automatic Merchandising Education and Council (PAMC) of the National Automatic Vending Machine Association (NAAMA).

The opening culminates two years of work by NAAMA Western Office Manager and Counsel Sidney S. Kall-lick and California vending executive Tom Young, former president of Tom Young and Company, Monterey Park.

They initiated and coordinated preparation of the school with CAVA; the deans and faculty of Los Angeles Trade-Tech; the California State Department of Employment (Los Angeles District Office), and the Los Angeles Board of Education.

Young, a leading former head of Automatic Cigarette Service of America, Oakland, has been retained as faculty advisor for the vending school. He is also executive vice president of CAVAX, and is currently service advisor to the school.

"This school is just the first step on the way," said Mr. Moore, addressing a class of 24 students, who were the first two years of study by NAAMA.

Mr. Moore said the Los Angeles Board of Education allocated more than $50,000 toward the setting up of the college's existing classrooms to provide for vending machine laboratories and vending machine repair.

All major vending machine and equipment manufacturers have donated $50,000 worth of brand-new equipment to the school through their Los Angeles representatives.

PAMC's Hungerford reported the Pennsylvania Automatic Merchandising Council (PAMC) is currently working on a vending school in cooperation with the Philadelphia district office of the Pennsylvania State Employment Service. Similar to the Los Angeles Trade-Technical College, the Pennsylvania vending school would operate under provisions of the Federal Man- 

Chicano—Patric L. O'Malley, President of Automatic Cigarette Company of America, reported that company earnings from operations for the first quarter ended December 22, 1962 were $1,100,027 or 18 cents per share on 6,774,697 shares outstanding. This compares with earnings of $1,123,381 or 17 cents per share for the same period of 1961, when 6,766,407 shares outstanding.

Nonrecurring income of approximately $648,000, or 9.9 cents per share from the sale of the plastics division of the company, during the last quarter of 1961 was eliminated from the first quarter of fiscal '63 to 27 cents per share.

Mr. O'Malley added that first quarter earnings for fiscal '63 reflect the adoption of Guideline Procedures and accounting practices beginning January 1, 1963, with an estimated accounting overstatement for the first quarter of fiscal '62.

Vending machine sales and other revenue in the first quarter were $57,386,000, an increase of approximately 8.1 percent over sales of $51,719,655 in the first quarter fiscal '62.

Maryland Vending Council Meets Feb. 19

CHICAGO—The third annual meeting of the Maryland Automatic Merchandising Council was held February 19, according to Sidney J. Schapiro, N A M A state council secretary.

Council President Robert Piker, Coffee Time, Inc., Brentwood, Md., announced that the meeting would be held at 7:30 p.m. on March 17, at St. John's Church, Baltimore, and that the agenda for the meeting will be on the lines of the last meeting.

The business agenda included election of new directors and reports from the president and the council's legislative, public relations and public health committees.

Curriculum

1. Orientation to Automatic Merchandising (18 hours)
2. Manual and Tool Principles (18 hours)
3. Soldering and Brazing Laboratory (6 hours)
4. Electricity Theory (54 hours)
5. Vending Machine Circuitry (180 hours)
6. Principles of Timers and Controls (36 hours)
7. Timers and Controls Laboratory (180 hours)
8. Vending Machine Plumbing Principles (18 hours)
9. Vending Machine Plumbing Laboratory (180 hours)
10. Food and Beverage Heating Methods (180 hours)
11. Carbon Dioxide Systems Principles (180 hours)
12. Carbon Dioxide Systems Laboratory (36 hours)
13. General Electric Machine Refrigeration Principles (72 hours)
14. Vending Machine Refrigeration Laboratory (96 hours)
15. Principles of Coin and Currency Devices (36 hours)
16. Coin and Currency Devices Laboratory (72 hours)
17. Coin and Currency Devices Laboratory (72 hours)
18. Merchandising Principles (180 hours)
19. Beverage Vending Machines (180 hours)
20. Food Vending Machines (180 hours)
21. Repair Cost Estimating (6 hours)
22. Parts and Merchandise Inventory Control (18 hours)
23. Vocational Health and Sanitation (18 hours)
24. Employment Orientation (18 hours)

Cash Box—February 16, 1963
Pennsylvania Ops Organize For 6-Month Membership Drive; Set Feb. 13 Date For Plans

PHILADELPHIA—After several weeks of informal discussion, the members of the Amusement Machine Operators Association of Pennsylvania, (AMOA of Penna) have called for a six-month coordinated membership drive scheduled to begin this month in an all-out effort to roll up the largest operator membership possible. The decision was made Wednesday, February 6th at a regularly scheduled AMOA meeting in Harrisburg, and the move was not obeyed until several hours of heated discussion resolved the need for such a program.

A Ways and Means Committee was appointed and the program will be carried out under their guidance.

Late last December statewide raids were conducted in locations, as they were throughout the United States, by IRS agents. At that time a reported 27 machines were confiscated by agents because the machines did not bear the $50 IRS gambling tax stamp. Immediately following the raids, individuals throughout the State thought it best to organize the industry within the State, collect funds in an amount which would permit a fair rebuttal, and proceed to test-case the action. Cooler heads prevailed, and the tests were called off and the result is this present Committee action which is expected to carry a message to every operator in the State of Pennsylvania.

An editorial which appeared in Cash Box (February 9) called for stronger support of local associations with the end result a stronger national organization. AMOA will use reprints of the editorial along with letters from every distributor in the State supplementing action directly from AMOA offices, soliciting members for the Statewide group. There are approximately 300 operators in the State.

The Committee are: Carl Annas, Norristown; Bill Tripplett, York; and Bill Witsen, Philadelphia. In conjunction with the formal action, AMOA Presy Sam Daub has called a meeting for Wednesday, February 13, at 6 P.M. The meet which will be held at the Bedford Elks Club, in Bedford, Pa., will attempt to lay the foundation on which the east-west segments of the State can be finally brought together.

The IRS action in December of course affected operators in every corner of the State. AMOA membership fee includes an automatic membership in the Music Operators of America. At a meeting last year, the group offered MOA unanimous support in membership. Letters, membership blanks, reprints of editorials and other plans will be mailed to operators periodically during the 6-month membership drive. At the close of the drive, it is expected that the majority of operators in the State will have joined AMOA.

The next step will be to serve the operators who will have thereby made the organization strong enough in numbers and financially, to represent the industry throughout the State.

A planned detail course of action will be the order of the meeting on Wednesday, February 13. All operators in the State have been cordially invited to attend.

Amco Hosts Huge Operator Luncheon

LOS ANGELES—More than 1200 guests packed the newly acquired quarters of Amco Music & Vending Company, this city, during an opening celebration last week. Factory representatives on hand included, Bill Welke (Fischer), Irving Kaye (Irving Kaye Co., Inc.), Mort Secord (Chic Cohn), Bill Adair (Seeburg) Stu Auer (Seeburg), Nick Montt (Seeburg), Elky Ray (Goodrich). Door prizes were awarded with factory officials donating equipment.

DON ROSS, Amco presy, receives congratulations from Jack Devaney, Cash Box rep.
There's more talk along Tenth Avenue these days about association strength, legislation, and anti-coin machine rulings, than we've ever heard before. Operators like Millie McCarthy, who drove down Monday to be on hand for the Manufacturers National Distributors' sidelines, were heartened by various anti-coins moving taking place in the State. Whenever there is a discussion there is generally lightening. In any event, the manufacturers, teashots of certain stories, or request additional subscriptions, we know the interest is running high. And we can only assume that where there is interest there is progress. So get interested!

The operators in Pennsylvania (and elsewhere) are no different. A meeting last week resulted in the formation of a new chain which lead a program of membership designed to bring in every operator in the State. The AMOA of Penna. is behind this 6-month drive and will get the cooperation of all distributors. Strong letters went to 1,000 well correct present and prevent future harassments which directly effect the members. Operators here have heard that there is an AMOA in Maryland again, so read your mail and react like a businessman. Join your association and become interested in the welfare of your business. In the end it a matter of dollars and cents no matter how you look at it. And when not one operator (or any other businessman) begins and ends his day working solely for the love of it, it figures that where dollars and cents should be concerned. There are other ways of looking at it of course. But you generally give more attention when you talk money. AMOA is talking money alright, they're out to protect an entire industry in the State.

Getting onto more pleasant subjects at hand, a close look at the operating picture in connection with shows that position we did some time ago and around the major cities with pool parlors (coin-operated) springing up here and there and the overall atmosphere of the places is one of refreshment. Instead of brick wall pool is something we have been talking up and on. And the kids are turning the places into regular hangouts, with tournaments, giveaways, and general good-natured kiddy-shop pranks, locations which opened one year ago appear to be doing very well and if this is any test of time than we conclude that it's a good business venture.

Alvin Munves graduated from electronics school and is available for television repair and antenna installation... Rose and Mike Munves enjoying the balmy climate of Hollywood, Fla. today. . . . Redd and Bob Jones have been touring the West Coast recently. . . . Music Producers have been promoting the LP Console and collections (especially where top flight jazz is programmed) warrant the installation of the new machine, according to St. Louis, Seeburg regional rep, into NYC from Connecticut, joined us for lunch and advises that Seeburg has reorganized its sales dept, with seven (count 'em) seven regional sales representatives in each president(s)? And when we returned to the office there's the entire story on our desk as prepared by Seeburg's Marketing Director, Tom Herrick, Inclet. . . . Irv Holz, the show-biz publisher, decided to put the Seeburg LP99 on display at Old Towne Coffee Shop . . . Sully Rindinoff, Stanford, op, likes to program jazz singles (some of which we've got). And he's got 45'ers and 78's. . . . Budinoff, who visited Seeburg in this area during the week, reported that the display room was reportedly in Florida again this week but we couldn't believe that the United distrib exec would dare go back having only returned two weeks ago. . . . Nate Suermann intends to have a gardener now that lawn is cut. . . . Al Bojé, folks, you can do whatever you want, just so he can get on the golf links to cure that score. Like a high temperature, he wants to get it lowered (say around $86 Nate) . . . Barney Moore will be making an urgent trip to New York this week to get some new features, . . . the Jersey crew, planning an extensive installation in the operations division.

Al Bodlin and Frances, still in Miami (about one more week to go which we understand) and as the thermometer outside our window shows his two degrees for the year, send the four-hearted greeting from the Senator (preferably at poolside down there)...

Lou Wobler recovering from a hernia operation at Beth Israel Hospital, East 15th Street, Second Avenue, NYC. Drop Lou a card or call. He's always the guy sending 'em, this time let's see that gets a well-wisher from the boys.

Cigarette production in 1963 is expected to exceed $2.5 billion in and consumer purchases to top $7 billion. Figs show slight increases over the actual reports for 1962. . . . The Moa plant is in Riverhead with his wife, picks up supplies and tells us the trip back is only 1 hr. and 45 minutes with the superhighway. . . . Morris Road enjoying the warm weather. . . . At Venture Beach, staying at the Fontainebleau with his family, Irv Kemmer has no one to annoy all week long (but he claims he got a lot more work done!). Some lucky operator will receive a $500 bond at Dave Rosen's service school on Monday evening, Feb. 14 (hey, that's Valentine's Day) . . . New Exhibits Card Vendor due out shortly to give you the time for your pictures. . . . Dave Rosen applied over the wonderful reception given the Jennings and Keeneley lines at the London A.T.E. show. If you do business with Casa Riosas, S.A. of Mexico City, have you taken a look at the new line that was featured? John Blottta working hard to get a vedette on a pingame case in upstate area. Express his appetite to deliver the verdict he and the entire State are waiting to hear. In town for the business six year(s) ago. . . . The Seeburg LP99 has 2500 assortied coin machines on location, looks to hit the 7500 mark by 1966. Mar-Tab employs 54 men, has a $4,000 sq. ft. plant going up in Industrial City, Hilshel, Fla., operates from Florida City to West Palm Beach, a 100 mile area.

Seeburg has picked the Frank Fontaine LP for its "Artist of the Week" and "Album of the Month" programs. The "Crazy Guggenheim" character is known for years and has a lot of head up, apart from that which Seeburg gave the disk last week. . . . Hy Lesnick, after being with his brother Michael a while, has been appointed President of the Music Operators of Virginia. . . . Harry Snodgrass is reportedly quite pleased with the "Ivorval 66" and releases the "Ivorval 66 Operators Get A Raise! OPERATION ALERT!" cigarette operator meeting takes place in Orlando, Fla., at the Cherry Plaza Hotel, 7:30 P.M., and continues across the length and breadth of this country for 46 cities running through June (when two events in each city will have been completed). If you operate cigarettes, cigars, and are near your town, when NAMA arrives, you will be advised of the dates and places.

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MOVIE MACHINE

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The shocking death of old friend Bill Kennedy, owner of Kennedy & Company Advertising, last Thursday, Jan. 31, was a heavy blow to his host of coin machine buddies here. Bill, who was active as an independent adman for more than 30 years, died of a heart attack in his office at 100 East 60th Street. One of his survivors is Ed Kennedy, who hosts many years in advertising for coin machine companies. Both Ed and Bill have earned the considerable respect in their activities among their coinbit friends for more years than Ed cares to muse over. We all share Ed Kennedy’s grief. Requiem mass was held for Bill Kennedy, Jr., at St. Mary’s Catholic Church, in West Chicago. He was buried in Calvary Cemetery. Bill served such prominent coin machine manufacturers Electronic Mfg. Co. and J. H. Keeney & Co. Ed Kennedy is active with Bally Mfg. Co. and United Mfg. Co.

William Electronic Mfg. Just completed a fantastic production run on "Tom Terr" pin ball amusement game. Sam Kline, president of Williams, is Extremely happy in shipping the new "Major League" game, by the end of this week. Art Weinman was due back in his office some time this week after a journey to Canada, according to Jack Mittel. Congrats are due Don Lunday and Harry Laidar, who were named to regional sales manager-music and regional sales manager-vending, respectively, at the end of the year by President Jack and Harry. Don Lunday was out in a "celebrating" mood last week. He suffered a slipped disc in his vertebrac, He's getting plenty of sympathy from Harper, Dean McMurr, Fred Polson, Bill Simms, and other Rowe-site's. A visitor to Tom Sam's office last week was Bill Chapman, Rowe AC's distirb in Salisbuls, Southern Rhodesia, Africa. Bill came directly from the A.T.E. Conceal in London. He assures us he's a good reader of Cash Box, which he is delivered via airlmail. Bill was looking forward to seeing his wife, Connie Chapman, and their kids at a social in Chicago.

Bill DeSant, United's genial sales chief, advised that United's new "Ganvolo" shuffle bowler (pack) is being delivered to the firm's distirs this week. Game features the new "READ OUT" frame-by-frame scov on the pinhead.

Edward G. Doris, Rock-Ola Mfg.'s, executive vice prexy, (same initials) is delighted with his new "Ganvolo" four-player amusement game. Predictions from Alvin and Nite Gottlieb and Joel Weinstein are that "Ganvolo" is a reported $100,000 this year throughout the country and overseas. . . . The sales momentum at First Coin Machine Exchange continues strong on Wurlitzer model "270" phonos, according to Joe Kline, prexy. Sam Koller, manager of the export division at First Coin, says there is a steady pick-up in export biz, especially to the European markets.

The big news at Chicago Dynamic Industries of late is Chico's "All-Star" banquet, which, Joe Seeg and Herb Zman assured us was fantastically in all markets. Herb is getting hoarse talking on the long distance phone to districts calling in for the game. The fun is over. Bill Kirt returned last Monday from a big pleasure trip to the West Coast. Joe Robbins, general sales manager (mangler?) at Empire, reported last week that the local distorts domestic and export business is booming, and indications are for this trend to continue indefinitely. Jack Burns came in a few rod, and Bill Herbold took off this week for a big trip thru Empire's Illinois territory.

Now that the nice weather is here (at last) Eddie Gissember and Harold Schwartz are greeting more of Atlas Music Co.'s operator friends, and this is no mere idle talk. There are many more sales of Rowe-AI phonos and Rowe vending machines, as well as Bally "Table Hockey" games, . . . Howie Freer hoisted a personalized service school class (in keeping with Nate Feinstein's new service school at 6238 W. Broadway, Feb. 2, 1963 issue, page 61) in World's Coin-Op News, Tuesday, Feb. 5, featuring Seeburg's "LP Console" coin-operated phonos. Lou Drye, Seeburg's manager of field services (music division) conducted the session, assisted by Frank McKinney, World's field service engineer. Operators present included Ruby Kilt, owner of Suburban Music, and his embo-nee, Bill Spinco, O'Han and "Dr. Stone" representing McGowan Music Co. Were Tyrone Toeffield, Paul Hutton and R. C. Wilson. Also, Bill and James Anderson, of Anderson Music Co. By the way, Irv Ovitz and Fred Skor were seen admiring World's new sign in front of the plant (how can we get lost now?)

There is increasing daily is Bally Mfg. Co., where prexy Roy McGinnis, vice president Dick Tennes and Clayton Nemeroff are hard at work laying plans for Keeley's Spring business. New ideas are in the works, according to Chico's sources. There is getting a huge kick out of the "rock and roll" birth race at Marval Mfg., last week. At any rate, both Ted Rubey and Estelle Byx became grandparents last week to an "l" hour old, my Maryl, son of Don and Ted's daughter, and Mrs. Lorraine Anderson, Estelle's daughter. The tots are, Cynthia (Ted's) and Melanie (Bye's). Yup, we kept the score for the "going-on"

Chet Gore had lots of company at the Exhibit Supply plant last week. On hand to help him were Mrs. Gore and son Robert (Bob) Gore, who's enjoying a brief respite from his college studies to help his dad at the office. Jim Gore, the oldest Gore in the lot to get into the act.

RMISA, the local music ops' asso., held its election Thursday, Jan. 31, with startling results. Earl Kies stepped down from the presidency after five years of service. Kies was presented with a diamond ring and a scroll in appreciation of his devotion to RMISA. Earl stays on as chairman of the board. Frank La- Mankin is the new prexy, Lou Arpala, is vice pres., and secretary; Joe Filitti, treasurer, and Ken Greenberg, vice treasurer, are the new officers. Joe and Ken are former presidents of RMISA. Local operator Stanley Mack, Arrow Sales Co., headed for the sunny stretches of Florida last week. Naturally, he took his lovely wife, June, along. From Florida they will go to California, being Stan's absence Kenny Green will service Stan's route. . . . George Bernard, Ideal Coin Machine Co., (one of the handsomest operators here) was also in Florida last week. One wonders how many have seen around? Several companies have needed the services of the photog in recent weeks.

When it comes to baseball games, the name is Williams coming soon... ALL NEW for 1963 Williams MAJOR LEAGUE

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WORLD WIDE - World's Greatest
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SHUFFLE ALLEYS

Bally OFFICIAL JUNIOR . . . . . 335
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Bally WHIZ . . . . . 155
Bally DLX ELECTRO . . . . . 150
Bally SPEED BOWLER . . . . . 75

COFFEE VENDORS

APCO 78 COFFEE SHOPPEN . . . . 280
APCO Service . . . . . 265
STONER D-18 . . . . . 345
STOKER 500 . . . . . 455
BALLY 597, Bach . . . . . 405
VENDO 200, 300, . . . . 505
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ROCK-OLA 1474 . . . . . 475
ROCK-OLA 1487 . . . . . 485
ROCK-OLA 1486 . . . . . 475
ROCK-OLA 1485 . . . . . 455
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SPECIAL! SEEBURG
3100 Wall BOXES, ONLY . . . . . 340

WRITE FOR COMPLETE LIST!

WE CARRY THE MOST COMPLETE LINE OF PHONOGRAHS, GAMES AND VENDING EQUIPMENT.

Cash Box—February 16, 1963
Bill Kennedy, Coin Machine Ad Exec, Dead At 64

CHICAGO—William J. (Bill) Kennedy, age 64, a veteran of more than 50 years in the amusement trade, died late Thursday, January 31, at his home on Sixty-East Street. He was the owner and president of Kennedy & Company.

Kennedy was active for many years in advertising the company's coin machines, and was a member of the Coin Machine Manufacturers’ Association.

Sons of Stern, president of Williams Electronic Manufacturing Corp., was asked to make the Kennedy’s passing via long distance telephone by T. B. Coe, president of the company. He was an energetic salesman and a valued member of the company for many years.

Bill Kennedy has left a legacy of respect and admiration from his colleagues in the industry.

AFRICAN VISITOR: Bill Chapman (left) with Morris Giss in Cleveland Coin office.

Bill Chapman, African Coinman, Visits A.T.E., Cleveland Coin, Rowe AC, During Business Tour

NEW YORK—When William Chapman leaves his Southern Rhodesia, South Africa, and London, the coin man will be back in Chicago, where he generally makes the trip worthwhile.

And that’s exactly what he appeared to be doing last week, when the coinman was simultaneously reported in London (at the A.T.E. show), in Cleveland (visiting Morris Giss in Cleveland’s coin firm, and in Chicago (with Tom Sams in the Rowe AC exec’s office). Actually, the speed with which coins change with the point of origin. Chapman was in these places, and many others, but not simultaneously, of course.

During his visit to Cleveland, for instance, the coinman spent time with Morris Giss, meeting the Cleveland Coin president for the very first time, although he is a prime customer of Giss’.

During a conversation with Giss, Chapman noted the difference in operating equipment here in the USA and in Salisbury, on the African continent. “Replacement parts and supplies are our biggest problem” stated Chapman, who added that only last month his firm had to travel over 150 miles in order to service a machine—“suddenly we had to remove a strip from a coin chute!”

The midwestern snows were a sight to behold by Chapman, who experienced the worse U.S. winter in years after being accustomed to an average of 85 degrees in Rhodesia. Business is extremely satisfactory in Africa where Chapman covers a territory of about 300 million.

As a Rowe AC distributor, Chapman owns a factory in Chicago where he spent time with the Rowe AC officials, among them VP Tom Sams. The African coinman operates a route, an arcade, and also distributes factory lines.

Sams stated that Chapman has spent the past several years as a very active community go-fellow, and has consequently developed a fine public relations image both for the coin machine and vending industries.

Chapman was looking forward with eager anticipation to seeing his wife and family back home. She recently had major surgery performed on her, and, according to latest reports, is recovering well. He was also anxious to see his kitten on his return, which, he said, is a “spoiled”, playful member of the household.

Seeburg Promotes Bodoh, Kenney

CHICAGO—A. G. Bodoh, has been named Vice President and Director of Engineering of The Seeburg Corporation, according to an announcement by William Chapman, president and chief executive officer. Bodoh is currently president of the Seeburg Corporation in London, England, and has been with the company for more than eighteen years and has participated in all phases of Seeburg engineering programs in music, vending and contract work.

The announcement was made by the University of Wisconsin, was formerly with Underwriters Laboratories in Chicago and resides in Glenview, Illinois. Dur- ing World War II he was an instructor at Northwestern University and in group affiliations includes Kappa Beta Kappa professional IF/FRaternity and a senior member in the Institute of Radio Engineers.

At the same time M. W. Kenney was appointed Vice President and Director of Research. Kenney, Director of Engineering of the corporation for many years, joined Seeburg in 1929 and was named Vice President in 1957. He previously held professional positions with General Electric, Sanguo Electric Grigshy, Grunow Company of Chicago and Motorola.

Kenney recently was honored with a citation of accomplishment by the Audio Engineering Society and is a member of Eta Kappa Nu and a senior member of the Institute of Radio Engineers among other professional affiliations.

OPERATE WILLIAMS

2 Moving Targets. Fast scoring and keen competition for 1 or 2 players. See your Williams Distributor

Cash Box—February 16, 1963
LaMaskin succeeds Kies as RSMA Pres.

After 5 yrs. in office
Apex Music Head will
serve as chairman

Music Ops Will
Draw For $500
At Rosen School
Feb. 14 session to be
Conducted by Seglin

PHILADELPHIA—A Music School for music operators and mechanics will be held at David Rosen's, 855 North Broad Street, Philadelphia, Pa., on Thursday evening February 14. Art Seglin of Rowe-AH and Bud Dahl, Rosen head music mechanic, will conduct the classes.

BUFFET supper will be served from 5:30 p.m. to 6:30 p.m., and classes will start at 7:00 p.m.

Names will be picked at random and five $100.00 bonds will be given away at each meeting.

Rosen's firm recently placed Rowe AC vending equipment in the local Police Station under the supervision of Horn & Hardart Automat Inc.

Cash Box—February 16, 1963
CHICAGO—C. B. (Bill) DeSelm, executive vice president in charge of sales for United Manufacturing Company of this city, announced the release last week of United’s new “Caravelle” coin-operated shuffle alley bowling (jack type).

He particularly stressed a revolutionary, new “READ OUT” feature, which flashes the score a player makes during each frame. This light-up unit is in a rectangle section mounted on the front of the pin-hood. The frame-by-frame score is then totaled for the player on the scoring reel in the backbox behind the backglass to show to the final score.

“Caravelle,” according to DeSelm, offers the player five ways to play and to score. The scoring games are “Dual,” “Dual Flash,” “Regulation,” “All Strikes,” and “All Spares.”

Samples of “Caravelle” amusement shuffle alley bowling have already been shipped to United Manufacturing Company’s distributors.

DeSelm said: “We were certainly pleasantly surprised to notice that ‘Caravelle’ shuffle alley bowling gained immediate, exceptional sales acceptance in so many markets.

“It has started selling faster than its predecessor—‘Sparky’ shuffle alley bowling. It certainly outstrips all other shuffle bowlers in external appearance, playing and scoring features, and in its adaptability to all types of locations.

BILL DESELM

“We urge operators to visit their nearest United distributors so that they may see and demonstrate ‘Caravelle’ coin-operated shuffle alley bowler. They’ll certainly accept it as a fine money maker,” concluded the United exec.

“Caravelle” is 8½ feet in length, and 2½ feet wide. One to six players can play for 10¢ each game.

There are chrome rails on each of the sidesliders. Furthermore, DeSelm explained, it offers the same trouble-free operation which is “commonly expected in all United shuffle alley bowlers and big ball bowling alleys.” He also stressed the fact that United games bring in the highest resale value to operators.

If you are reading someone else’s copy of The Cash Box why not mail this coupon today?

THE CASH BOX
1780 BROADWAY
NEW YORK 19, N. Y.

Enclosed find my check.

$15 for a full year (52 weeks) subscription
$30 for a full year (Airmail in United States)
$30 for a full year (outside United States)
$45 for a full year (outside Airmail)

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FIRM
ADDRESS
CITY ZONE STATE

Be sure to check Business Classifications above!

Please check proper classification below.

MY FIRM OPERATES THE FOLLOWING EQUIPMENT:

JUKE BOXES
AMUSEMENT GAMES
VENDING MACHINES
OTHER

Happy Birthday This Week To:


See The Magic of Your These Play-Making Distributors

**Profit-Making Features:**

- Extra ball feature made by hitting Roto-Star
- Making rollers advances Roto-Target value
- Hitting Roto-Target scores indicated value; re-sets target values
- Bulls-eye targets turn pop bumpers on and off
- 4-places to spin Roto-Targets
- Stainless cabinet trim
- All the deluxe Gottlieb features

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**Seeburg Reorganizes Sales Dept., Names 7 VP’s**

**Chicago—William F. Adair, Vice President, Sales, of The Seeburg Corporation, has announced a reorganization of the company’s Sales Department.**

Seven Regional Vice Presidents of The Seeburg Sales Corporation have been appointed, each in charge of a territory within the United States and Canada. Each Regional Vice President will be fully responsible for the distribution of all Seeburg products, lines including phonograph, vending and background music within his territory.

Each will have the responsibility to define his territory and assign distributor franchises, to assist each of his distributors in their sales, service and parts programs, and to make recommendations to the distributor in the way of personnel and facilities necessary to an adequate sales effort in each product line.

**Stuart F. Auer—West Coast**

Advance Automatic Sales, San Francisco, California
Anco Music & Vending, Inc., Los Angeles, California
Dunis Distributing Co., Portland, Oregon
Michael Distributing Company, Seattle, Washington
Harold Okimoto Enterprises, Honolulu, Hawaii
Western Automatic Vending, Ltd.

**Edgar C. Blankenbeckler—South Eastern**

Eastern Distributors, Inc., Baltimore, Maryland
G. K. Gabrielson, Inc., Atlanta, Georgia
Osvaldo Perez, Inc., Mayaguez, Puerto Rico
Southeastern Vending Distributing, Inc., Charlotte, North Carolina
Wolfe Distributing Co., Inc., Jacksonville, Florida

**Daniel P. Collins—Northeastern**

Atlantic Connecticut Corporation, East Hartford, Conn.
Atlantic New Jersey Corporation, Newark, New Jersey
Atlantic New York Corporation, New York, New York

**Robert F. Dunlap—North Central**

George Glass Distributing Corp., St. Louis, Missouri
Lieberman Music Company, Minneapolis, Minnesota
S. L. London Music Co., Milwaukee, Wisconsin
Philip Moss & Company, Des Moines, Iowa
World Wide Distributors, Chicago, Illinois

“The basic philosophy of the new program and its specific intent,” said Adair, “is to assign a greater area of authority and responsibility to the company’s principal field sales executives. "We feel," continued Adair, "that the creation of Sales Corporation officers at the regional level, with the knowledge and weight to act on almost all matters of policy, distributor relations and marketing effort, will strengthen our entire sales program." Adair will continue in personal charge of phonograph sales with William Schwartz and Edward Cleland as National Sales Managers of the Vending and Background Music Divisions respectively. Edward Chaffey is Seeburg Sales Vice President in charge of Distributor Relations. The following have been appointed Regional Vice Presidents covering the distributors and territories indicated:

**Albert S. Gage—North Central**

J & J Distributors, Indianapolis, Indiana
Martin and Snyder, Dearborn, Michigan
Shaffer Music Company, Cleveland, Ohio
Ten-Tucky Service, Inc., Nashville, Tennessee

**I. G. Gibson—South Central—Southwestern**

H. A. Franz & Co., Houston, Texas
O’Connor Distributing Co., Dallas, Texas
Samsen-Pennington Co., Memphis, Tennessee
Struve Distributing Co., Salt Lake City, Utah
Sutherland Distributing Co., Inc., Denver, Colorado
Sutherland Distribution Co., Kansas City, Missouri
Sutherland Distributing Co., Oklahoma City, Oklahoma
Wolfe Distributing Co., Inc., New Orleans, Louisiana

**Cash Box—February 16, 1963**
CARDS
CASH—All 500 cards, 300 poker, 200 5-cent. $30. W. P. All, 1100 W. Market St., Columbus, Ohio.

CEILING—Complete, regular, 3 different colors, in boxes. W. H. Levin Co., 503 W. 32nd St., Chicago, Ill.

CLASSIFIED AD RATE 20 CENTS PER WORD

Want—Eliot's, 1100 Broad St., Columbus, Ohio, for complete case of records.


Want—Trade for records. L. S., 2813 Fith Ave., New York, N. Y.

Want—Cash for phonographs. Mrs. S., 34 E. 46th St., New York, N. Y.

Want—Trade for records. G. N., 1212 W. 12th St., Los Angeles, Calif.

Want—Complete phonograph in good working condition. W. H. Levin Co., 503 W. 32nd St., Chicago, Ill.

Want—Cash or good phonograph wanted. M. M., 245 E. 42nd St., New York, N. Y.

Want—Cash for 15 records. 3 B. S., 315 W. 32nd St., New York, N. Y.

Want—Cash or phonograph for records. G. B. S., 14 E. 32nd St., New York, N. Y.

Want—Cash or phonograph wanted. M. M., 245 E. 42nd St., New York, N. Y.

Want—Complete phonograph. To trade for records. W. H. Levin Co., 503 W. 32nd St., Chicago, Ill.

Want—Trade for phonograph. L. S., 2813 Fifth Ave., New York, N. Y.


Want—Complete phonograph in working order. W. H. Levin Co., 503 W. 32nd St., Chicago, Ill.

Want—Want phonograph. 6 B. S., 315 W. 32nd St., New York, N. Y.

Want—Complete phonograph for cash. M. M., 245 E. 42nd St., New York, N. Y.


Want—Trade for phonograph. 5 B. S., 315 W. 32nd St., New York, N. Y.


classified advertising section


Want—Cash or complete phonograph wanted. M. M., 245 E. 42nd St., New York, N. Y.

Want—Trade for phonograph. M. M., 245 E. 42nd St., New York, N. Y.


Want—Trade for phonograph. G. B. S., 14 E. 32nd St., New York, N. Y.

Want—Cash or phonograph wanted. G. B. S., 14 E. 32nd St., New York, N. Y.

Want—Cash for 15 records. M. M., 245 E. 42nd St., New York, N. Y.

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Want—Trade for phonograph. M. M., 245 E. 42nd St., New York, N. Y.
MFRS., NEW EQUIPMENT CURRENTLY IN PRODUCTION

**MISCELLANEOUS**

**SEGREGATION Shelves ALLOY, 12 in.: Bulls Eye Drop Ball $75; G-n, Fair Balls, 200 Shelves, Machine Cutters, Cadillac Vendor. Write or call CENTRAL DISPLAY INC., 2125 OLIVE ST., ST. LOUIS, MO.

**FOR-** Wams, Vanguard Gun (717); Wm. Breed, 2-3 Speeds, Lever, 1012S and 1020F, Missouri, 3656, 2000+; Bull's Eye B.C. 8/4, Bull's Club J-1008; Bull's Jolly 4199; United Auto #876; West: Official Base- ball, J-128; Deluxe Baseball, $1.50; Reconditioned; Ball, $1.75; Britie Star (2 pl.) #723; Emballing Balls, $1.50 each. Illinois Distributors: 631-427 W. 12th St., CHICAGO, ILLINOIS

**AMERICAN SHUFFLEBOARD CORP., 101 N. INDIANA AVE., SALT LAKE CITY, UTAH: Electra 6 Stick Pool Table $2,350.00.

**AUTO PHOTO CO.**

FOR- Specials: Rock-Ola 1185 (200 Sel.) $255; 1152; 1252 (240 Sel.) $345; 1252; 1255; 1255; 1257; Britie Star (2 pl.) #723; Emballing Ball, $1.50 each. Illinois Distributors: 631-427 W. 12th St., CHICAGO, ILLINOIS

**FOR-** 5-9196) Wire Champ 3 Engine, $125.00. A. L. Fender, 1613 S. Nor- thwestern Ave., Chicago, Illinois

**AMERICAN SHUFFLEBOARD CORP., 101 N. INDIANA AVE., SALT LAKE CITY, UTAH: Electra 6 Stick Pool Table $2,350.00.

**TWO-** 529-7321). Bally Official Ball; 47, 160 Straight Games. Please write or call 321-7323.

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**—** West Gaming Machines (OFFICIAL BALL; 47, 160 Straight Games. Please write or call 321-7323.
It's Here! UNITED'S CIRCUS ROLL-DOWN BOWLING ALLEY

Players' Choice of 7 Ways to Play!

REGULATION SCORING
TOP SCORE 300

DUAL-FLASH SCORING
TOP SCORE 9600
Strikes—30, 40, 50, 60, 80
Spare—20, 30, 40, 50, 60
If strike is missed, flashing lights permit player to pick-up
BIG 60 SPARE VALUE

BONUS SCORING
TOP SCORE 9900

ADVANCE SCORING
TOP SCORE 7300

SPECIAL SCORING
TOP SCORE 8900

ALL SPARES SCORING
TOP SCORE 3600

QUIET BALL RETURN

TROUBLE-FREE OPERATION

1 to 6 Can Play
10¢ PER PLAYER

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

NO-STOOP Shuffle-Alley Height

CHROME RAIL

DESIGNED BY THE ORIGINATOR of Coin-Operated SHUFFLE ALLEYS and BOWLING ALLEYS

HIGHEST RESALE VALUE

ORDER FROM YOUR UNITED DISTRIBUTOR TODAY!

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

Capri 100 with Full Dimensional Stereo
MODEL 404 DELUXE STEREO-MONOAURAL PHONOGRAPH

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

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.
• High styled design.
• Accumulator permits multiple coin deposits.
• Rugged construction.

Model 1558 (160 selections) Wall Box
Model 1564 (100 selections) Wall Box

PRE-ANGLING 2½" TWEETERS ON BOTH SIDES
LOCATION PERSONALIZATION
Supply of easily inserted letters, numbers, etc. are included to enable you to provide your locations with personalized phonographs.

FEATURED STAR DISPLAY PANEL
For model 404 Capri 100 Selection Phonograph

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Rock-Ola Manufacturing Corporation
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