When a worthy cause asks for assistance, the entertainment world is always first to answer the call. This week, through the release of a new album called the "All Star Festival," the record industry and some of its leading international recording stars (seen above) have joined hands to raise funds for an extremely deserving cause. All profits and royalties from this LP will be turned over to the United Nations High Commissioner for Refugees whose task it is to aid refugees throughout the world in the name of the international community. The record has no label identification and features all new recordings specially donated for this album. The record is being pressed by Mercury Records and will be distributed through all Mercury, Smash and Philips distributors to retailers throughout the U.S. The record will also be distributed through the Capitol and Columbia Record Clubs to their members. And all mail order requests stemming from extensive radio and television spots will be handled through the Columbia Club. The record will sell at $3.98 (mono) and $4.98 (stereo). The Storz chain of radio stations has donated a minimum of $50,000 worth of air time to advertise the album. This is a world-wide record industry effort and the recording will be made available internationally through the Philips Record Companies.
Once upon a time, there were 7 hit singles.

Now there are 7 hit albums!

The moral: Columbia singles sell albums!
The first of 1963's major record industry association conventions takes place beginning this Sunday (Mar. 3) when NARM (National Association of Record Merchandisers), the rack-jobber association, meets for a five day session (Mar. 3-7) at the Fairmont Hotel in San Francisco.

It was only four years ago that NARM staged its first convention, and in that short period of time the association has become a major factor in the record industry.

The association has done a magnificent job of bringing recognition to its members and their importance to the record industry. And it has done so in a business-like manner, regardless of the obstacles it was forced to hurdle at the onset.

The association made its gains by not pulling any punches. With the aid of a most capable spokesman in its executive secretary, Jules Malamud, NARM has always laid its cards on the table. And after each convention, every manufacturer knew exactly what the jobber had in mind.

Some manufacturers were willing to appreciate these requests and others were not. But all returned from NARM conventions with respect for a group of individuals who were putting-up a good fight for the right to make gains for themselves and their businesses in a highly competitive and rapidly changing industry.

Through panel discussions, conferences and hospitality suites, manufacturers and jobbers again will state their cases in San Francisco this year. And as has been the case in the past, it will probably be another informative, interesting and productive convention.

No doubt, once again, one of the prime subjects for discussion will be the definition of a rack-jobber— is he or is he not a distributor.

Attendance is already at an all time high for this year's meet and it will be Cash Box's pleasure to report on the events once again.
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<thead>
<tr>
<th>Position</th>
<th>Song</th>
<th>Artist/Label</th>
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<tbody>
<tr>
<td>1</td>
<td>HEY PAULA</td>
<td>Paul &amp; Paula-Philips-4004</td>
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<tr>
<td>2</td>
<td>WALK LIKE A MAN</td>
<td>SEASONS-ABC-4634</td>
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<td>3</td>
<td>RUBY BABY</td>
<td>Oion-Columbia-4262</td>
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<td>4</td>
<td>RHYTHM OF THE RAIN</td>
<td>CASCADES-Variants-6026</td>
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<td>5</td>
<td>WALK RIGHT IN</td>
<td>TOOTH-YOU-2007</td>
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<td>6</td>
<td>YOU'RE THE REASON I'M LIVING</td>
<td>BARRY DARRIN &amp; THE CROWS-18</td>
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<td>7</td>
<td>FROM A JACK TO A KING</td>
<td>RED MILLS-Fabul-114</td>
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<td>8</td>
<td>WILD WEEKEND</td>
<td>ROCKIN' BEEBS-Deans-412</td>
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<td>9</td>
<td>BLAME IT ON THE BOSSA NOVA</td>
<td>EDDIE GORE-Columbia-4264</td>
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<td>10</td>
<td>WHAT WILL MY MARY SAY</td>
<td>JOHNNY HATHIS-Columbia-4266</td>
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<td>11</td>
<td>LITTLE TOWN PLEIN BIOT</td>
<td>DEL SHARON-Bishop-313</td>
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<td>12</td>
<td>YOU REALLY GOT A HOLD ON ME</td>
<td>MARILYN-Times-3047</td>
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<td>13</td>
<td>ONE BROKEN HEART FOR SALE</td>
<td>ELVIS PRESLEY-Columbia-4009</td>
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<td>MAMBO MY MAMBO</td>
<td>DANNY BRADLEY-Ches-1845</td>
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<td>15</td>
<td>THE END OF THE WORLD</td>
<td>FISHERMANS-DEL-1651</td>
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<td>16</td>
<td>OUR DAY WILL COME</td>
<td>RUBY &amp; ROMANTICS-Kapp-501</td>
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<td>17</td>
<td>FLY ME TO THE MOON</td>
<td>STEFI GORE-ABC-1038</td>
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<td>A GYPSY CRIED</td>
<td>LOVU CHRISTIE-Russ-Russ-4457</td>
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<td>GREENBACK DOLLAR</td>
<td>KINGSTON TRIO-Capitol-4899</td>
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<td>I WANNA BE AROUND</td>
<td>TONY BENNETT-Columbia-4264</td>
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<td>21</td>
<td>SEND ME SOME LOVIN'</td>
<td>SAM COOKE-Columbia-9177</td>
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<td>YOUR USED TO BE</td>
<td>ERENDA LEE-Decoe-31453</td>
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<td>ALICE IN WONDERLAND</td>
<td>MEN.-SEDARA-417</td>
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<td>LET'S TURKEY TROT</td>
<td>LITTLE EVE-Dimension-1106</td>
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<td>OUR WINTER LOVE</td>
<td>BILL PUSSELL-Columbia-4269</td>
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<td>HE'S SURE THE BOY I LOVE</td>
<td>STEVE PHILIPS-Phillips-109</td>
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<td>GO AWAY LITTLE GIRL</td>
<td>STEVE LAWRENCE-Columbia-4260</td>
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<td>28</td>
<td>LET'S LIMBO SOME MORE</td>
<td>CHUBBY Checker-Parkway-862</td>
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<td>THAT'S THE WAY LOVE IS</td>
<td>BARRY DARRIN-Deans-180</td>
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<td>30</td>
<td>BOSS GUITAR</td>
<td>DOLAS EDDY-CCA-4130</td>
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<td>31</td>
<td>THE NIGHT HAS A THOUSAND EYES</td>
<td>CHERISH-YES-Liberty-5521</td>
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<td>32</td>
<td>CALL ON ME</td>
<td>DORBY BLAND-Duets-360</td>
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<td>33</td>
<td>SOUTH STREET</td>
<td>ORLONS-Cameo-243</td>
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<td>CAST YOUR FATE TO THE WIND</td>
<td>JUANITA HUMPHREY-Triumph-561</td>
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<td>35</td>
<td>LOOP DE LOOP</td>
<td>JOHNNY THUNDER-Shunned-129</td>
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<td>BUTTERFLY BABY</td>
<td>ROBBY RYDELL-Cameo-342</td>
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<td>37</td>
<td>UP ON THE ROOF</td>
<td>DRIFTERS-Yomock-2553</td>
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<td>38</td>
<td>MY COLORING BOOK</td>
<td>SANDY STEWART-Colpix-549</td>
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<td>39</td>
<td>LOVE MAKES THE WORLD GO ROUND</td>
<td>PAUL ANDREAS-9115</td>
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<td>DAYS OF WINE AND ROSES</td>
<td>HENRY MANCINI-BCA-8720</td>
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<td>41</td>
<td>ALL I HAVE TO DO IS DREAM</td>
<td>RICHARD CHAMBERLAIN-MGM-33121</td>
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<td>IT'S UP TO YOU</td>
<td>RICK NELSON-Imperial-5901</td>
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<td>43</td>
<td>DON'T SET ME FREE</td>
<td>RAY CHARLES-ABC-10405</td>
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<td>WHY DON'T LOVERS BREAK EACH OTHER'S HEARTS</td>
<td>RICK ANDERSON-BCA-4009</td>
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<td>HE'S SO FINE</td>
<td>JOHNNY RAYHE-Neevay-669</td>
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<td>SHELL NEVER KNOW</td>
<td>BRENDA LEE-Decoe-3164</td>
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<td>DON'T MAKE ME OVER</td>
<td>DIANNE WARWICK-Sceptor-1229</td>
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<td>48</td>
<td>EVERYDAY I HAVE TO CRY</td>
<td>STEVE ALLEN-ABC-10142</td>
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<td>HITCH HIKER</td>
<td>MARVIN GAY-Tam-3405</td>
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<td>JOB AND THE JUGGLER</td>
<td>JAMES DARRELL-Cygnet-472</td>
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<td>I CAN'T GET USED TO LOSING YOU</td>
<td>ANDY WILLIAMS-Columbia-4264</td>
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<td>NOTHING GOES UP (WITHOUT COMING DOWN)</td>
<td>WHAT KING COLE-Capitol-4919</td>
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<td>THEY REMIND ME OF YOU</td>
<td>ELVIS PRESLEY-Columbia-8134</td>
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<td>BOSSA NOVA, U.S.A.</td>
<td>DAVE BRUBECK-Columbia-5057</td>
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<td>STRANGE I KNOW</td>
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<td>MY FOOLISH HEART</td>
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<td>FOLLOW THE BOYS</td>
<td>CONNIE FRANCIS-MGM-13127</td>
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<td>RAINBOW</td>
<td>GENE PITTS-Velvet-4468</td>
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<td>PIPELINE</td>
<td>CHANTS-Del-1640</td>
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<td>LINDA</td>
<td>JAN &amp; DEAN-Liberty-5551</td>
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<td>61</td>
<td>THE BIG BANDANA</td>
<td>FARDON-Young-music-72085</td>
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<td>62</td>
<td>HE'S GOT THE POWER</td>
<td>BILLY RAY-BPMA-Mercury-804</td>
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<td>63</td>
<td>CHICKEN FEED</td>
<td>RENT-Fabric-ata-6245</td>
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<td>64</td>
<td>I REALLY DON'T WANT TO KNOW</td>
<td>LITTLE ESTER PHILLIPS-Leeza-550</td>
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<td>65</td>
<td>THE DOG</td>
<td>RUPES THOMAS-510</td>
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* Sharp upward move
Shipping this week... the wildest instrumental ever...
Frank Hubbell & The Hubb-Caps

**BROKEN DATE**
A Bob Crewe Production
TOPIX #6005

Just Released... Next BIG Bossa Nova hit...
Burt Farber & His new piano sound

**I'M GETTIN' SENTIMENTAL OVER YOU**
Arranged & Cond. by Ray Ellis
FELSTED #8670

Ready for the charts...
Ace Cannon 2 Sider...

**LOVE LETTERS**
and

**SINCE I MET YOU BABY**
HI #2063

Big Sales last week...
Gary Paxton

**IT HAD TO BE YOU**
GARPAX #44172

Climbing the Charts...
Marcie Blane

**WHAT DOES A GIRL DO?**
SEVILLE #123

Making noise already...
Jimmy Soul

**IF YOU WANNA BE HAPPY**
SPQR #3305

Regional Sales Reaction
Ramsey Gordon — **DOWN IN THE CELLAR** — TAHOE #2530
The Pyramids — **PYRAMID'S STOMP** — BEST #13001
Mike Settle — **BRANDY WINE BLUES** — FOLK SING #1002
The Rockafellas — **MY BABY, SHE'S THE TALK OF THE TOWN** — SCA #18003
The Flares — **DO IT WITH ME** — PRESS #2807

A sure shot through the South
Joe Tex

**I LET HER GET AWAY**
DIAL #3009
NARM Meet Readies Trade For Hello, Frisco, Hello

PHILADELPHIA—The attention of the entire disk industry is being turned to San Francisco, where the 1962 International Convention of the National Association of Record Merchandisers will be held next week (3-7), at the Fairmont Hotel.

Jules Malanuu, NARM executive director, said the convention will feature the largest advance registrants, noted that it would be the largest industry aggregation ever to attend an annual NARM meeting.

The NARM Convention Committee, under the chairmanship of Alvin K. Driscoll, has directed its efforts to attract registrants, which will give the industry registrants opportunities for "real progress" in solving their mutual problems, as they seek "The Key to 1963," the convention theme. The business sessions, on Monday and Tuesday morning, March 4 and 5, will hear manufacturing and merchandising experts as speakers and panel participants, leaving off with Goldhead Lieberson, president of Columbia Records, as the keynote speaker. Further opportunity for manufacturer-merchant discussion, on a more private level, will be afforded convention registrants, as the NARM regular members visit with the Associate Merchandisers Committee at the Frisco Hotel, on Monday and Tuesday afternoon, March 4 and 5, and all day Wednesday.

The 1962 NARM Awards, the record rack merchants’ "Oscar," will be presented after the business sessions and company parties at the NARM Awards Banquet, at the Fairmont Hotel, at 7 p.m., March 6. The affair will see four recording stars entertaining the guests. Headlining are Columbia’s Tony Bennett, Victor’s Peter Nero and Warner Brothers’ Allan Sherman, Lou J. Kustas (Toy House of Hudson Valley, Poughkeepsie, N. Y.) served as chairman of the NARM Awards Committee, and Carl Linneman, president of Linneman, Inc., Boston, Mass., served as chairman of the NARM Awards Banquet Committee.

Other social events include cocktail parties by Capitol, Columbia, Liberty, Warner Bros., and a Columbia recording session party with Henner and Jethro, sponsored by Victor; and the annual party hosted by Mercury, sponsored by NARM, and featuring entertainments by Jubilee Macky and Jerry Lewis, who will perform the first of their two nights from Jubilee Jerry Ilaume to one of the wires at the Fairmont.

Two special parties are also planned for the largest contingent of wires ever to attend a NARM convention. A fashion fashion luncheon, sponsored by Ambassadoor Records, at the Fairmont, with luncheon at The Trident, in Sausalito, sponsored by Miller International Company.

Mercury Adds 3 Sales Regions Under Management Concepts

CHICAGO—Mercury is putting new emphasis on the expansion of its regional sales program from five to eight regions, the addition of new regional sales promotion managers.

Heading the new regions will be Bob Richardson, Charlotte, N.C., formerly with Columbia Records, who will handle the Southeast territory; John Coogan, Traders Distributors in Minneapolis, who will handle the Northwest territory; and Chie Silvers of Balti-

Kenny Meyers, veep in charge of sales, explained that the expanded program is designed to let the regional men become more deeply involved, in a more consolidated territory, in all phases of marketing.

"The end result," Myers said, "will be far stronger management in the field. The regional manager, rather than the salesman performing just sales and administrative functions, will now have the knowledge and authority to act on policy decisions and management matters in all areas of marketing, sales promotion and merchandising.

"Cooperating with the distributors, we can allow each man to more fully carry out the complete marketing functions, do it with added greatness to the entirety of the entire Mercury selling organization."

Mercury’s other five regions are handled by George Hays of Boston; Fred Katz of Pittsburgh; Bob Kryl of Dallas; Glen Miller of Chicago and Tom Benetti of Los Angeles.

The regional force met in Chicago on Feb. 15, at which time Dick Bruce, Mercury’s national sales manager in charge of the regional sales managers, outlined details of the new regional arrangement.

The meeting also covered presentation of the new February 15 release, "Three Days Before," the Mercury’s national sales manager, in charge of the various plans for cooperation advertising and a discussion of distributor performance.

Also participating in the meeting were Irwin Steinberg, executive vice president; Morris Diamond, national publicity manager; Jim Finley, sales manager for folk and jazz, and Harry C. Peary, Mercury’s sales manager.

C-P’s Sales, Earnings Set New Highs in ’62

PHILADELPHIA—Net sales and earnings of Cameo-Parkway Records reached an all-time high in ’62, Bernice Lowe, the label’s proxy, reported last week.

For the year ending Dec. 31, net sales were $67,956,258, up from 1961’s total of $3,804,019. Net income increased from $490,553 in 1961 to $849,850 for the current period. Based on 605,960 shares of C-P common (Class A Common Stock and Class B Common Stock combined) now outstanding, this represents an increase in net per share earnings, from 76 cents for ’61 to 1.37 cents per share for 1962, Class A Common stock is listed on the American Stock Exchange.

Philips Debut’s “Connoisseur” LP’s; March Plan

CHICAGO—A new LP series, designed to appeal to the connoisseur record buyer, will be introduced March 1 by Philips Records, Series bows with new March(LP’s sales program (see below).

Called the “Connoisseur Collection,” the new albums will feature disks from around the world, utilizing authentic native material not available, banding records, and albums will be presented in a deluxe package.

The first two albums in the series are “Sounds and Sounds of Faraway Places,” featuring authentic native musicians, dances and sounds worked up by actual natives in places such as the Congo, Corsica, Nepal, and Indonesia; and “Paris Recital,” by famed French singer Yves Montand specializing in French chansons.

The “Connoisseur Collection” package, designed to give immediate identification to the series, is a double-fold, one-record album, with a profusely illustrated portfolio bound inside giving complete pictorial and written background on the particular album.

Printed in striking black and white, the covers have golden seal identifying them as being in the Connoisseur Collection, and are packed in a removable pidgin cover.

U.S. Exports Require New Form After July 1

NEW YORK — The disk trade should be aware that all shipments leaving the U.S. after July 1 will be required to be accompanied by the revised U.S. Export Declaration. The form required will be post card, with the revised form (Form 7375-V Alternate (Revised)) will be held at the U.S. Port of Exit, Form number remains the same and may be obtained from Export Customs Houses of public stations.

Sales plan for the Mar. 1 release offers a 10 percent discount per LP, as well as the new LP release and the Philips catalog. The plan will be effective from March 1 through April 15.

Gold In His Voice

NEW YORK—After earlier certification by the RIAA, Johnny Mathis was presented with eight gold disks—representing the sales of $1 million or more on eight albums. The awards were presented the Country Club, this city, where the star singer just concluded a personal appearance. Presentations took place last week, and they included a gift of Columbia Records (18), with Dave Kapralik, pop A&R head for Columbia Records, and ’82 performers. The eight albums are: "Johnny's Greatest Hits," "More Johnny's Greatest Hits," "Heavenly," "Faithfully," "Merry Christmas," "A Heart Full of Love," "Open Fire," "Two Guitars," "Merry Christmas," and "A Heart Full of Love." Performances begins a 3-week engagement at the Riviera in Las Vegas next week (4).

Cash Box—March 2, 1963
Dealer Relates Anti-Club Crusade At Chi Hearings

CHICAGO—A crusade to have all disk clubs abolished was outlined by a dealer last week at a continuation in the Windy City of the independent trust suit against the Columbia Recor Club.

The dealer was J. E. Metcalf of the Metcalf Record Shop in Fayetteville, Ark., who testified at the opening emption last Mon. (18) [Ed. Note: Because of the earlier deadline for last week's issue, this report only includes the first day's testimony; see next week for remaining testimony].

Leaving Metcalf's testimony ex- mination by FTC counsel Lavin Mr. and Columbia attorney Solow revealed that the late dealer wrote letters to Goddard Lieberson, Glen Wallache and George Marek urging them to do away with their respective record clubs and give the business back to the independent record dealer. Metcalf also stated that he was a member of SORD (Society of Record Dealers) who urged the organ to institute proceedings against the clubs to have them abol- ished. This case was dismissed with prejudice and Metcalf was asked by SORD's president to resign for recom- mendings its members to boycott the companies that operated clubs.

Metcalf felt that he was being treated unfairly by the clubs and he severed all business relations with the distributors of Columbia, Victor, and Capitol, and now buys a minimum of their products from one-stops. The latter dealers testified that they were getting orders from the clubs that he accused them of having of the cause of discount houses sprung up throughout the area.

Andrew Collins, record manager for Columbia Records in Chicago, testified that it is an unwritten tradition in the middle West, and Donald W. Delong of the Columbia Record Shop in Chicago followed Metcalf and reiterated many of the remarks made by the Philadelphia dealer before. The latter dealers testified that they were devoting more and more of their time to the promotion of the dis- count houses in the mid-West (Stars for example) were able to buy direct from the distributors for a price below any they could meet. The deal- hery in Chicago reflected a general pattern that has been followed since the case opened. The dealers are un- happy with the clubs for siphoning off their business, the clubs are making more money on the discount clubs themselves proclaim they are profitable and the clubs themselves the general public. The independent labels that distribute through the club chain are the victors of the deal- ments, and those who are not partici- pant in club distribution would like to be.

Declan has not finalized his own plans for the immediate future. He has suggested that a new management organization he founded, and will announce other plans in the near future.

Trinity was founded in 1953 by Ed in partnership with yet another baby brother, Steve, and Ed. Ed bought the firm from the Joes,入股 another company with Charlie Grean and Ed.

(Continued on page 38)

COLUMBIA USING NEW CUTTING TECHNIQUE THAT ADDS LIFE, CLARITY TO ALBUMS

NEW YORK—Columbia Records has, for the past six months, been using an exclusive master groover cutting technique that the label claims gives the stage buff and general disk a gratification on all reproducing equipment and much greater longevity for the LP.

Technique, it was learned last week, was first used in the production of the Stereo Test Record, STR 111, which was issued last week. The method is employed in current Columbia LP's, both Masterwork and pop.

As explained by the label, the pro- cess is one in which a very slight cutting distortion is measurably re- duced, thereby insuring optimum vertical tracking. Optimum tracking is of vital importance as it permits for spring-back within the lacquer.

The method of cutting the groove differs from standard procedures in that the disparity between the grooves of the actual axis of the vertical modulation is corrected.

The process is a development of Columbia and CBS Laboratories.

Atlantic Inks Richard

HOLLYWOOD—Warner Bros. Pictures has filed a $650,000 dollar damage suit against Pat Gonzalez' Apogee Records. Boone's recording firm, 'Tubby' Wood and Dot Records over Boone's big Dot disking of "Spyder Gonzales."

In an plaint, WB alleges unfair competition in the studio's use of im- personator Mel Blane as "Spyder Gon- zales," the stage name used by the same- named cartoon character copyrighted by Warner by the label.

Blane is prohibited, according to the complaint, from simulating the voice of "Spyder Gonzales" for his own use or for the use of third parties.

A suit states that it licensed Bud Master Mux, to subordinate third par- ties to the infringement of its character in connection with the exploitation of the "Spyder Gonzales" number, but not a reproduction or Simonization thereof.

However, the suit charges, the defen- dants got Blane to "unwittingly breach his contractual obligations to plaintiff, ... the fee for "Spyder Gonzales" ... Blane did intu- polate into said Dot master recording certain text materials supplied by the plaintiff and found in the musical composition ..."

The complaint says that 2 million copies of the record were sold, and the appearance of Blane's popular char- acterization helped it beat out 50 other recordings of the song.

While it tried to negotiate a settle- ment, both sides have filed suit. WB charges, the defendants 'commit- ted patent infringement, breach of spe- cial good faith and honest practice ...' by releasing an LP, "Pat Boone's Golden Hits," featuring "Spyder Gon- zales," and negotiations were ended.

WB seeks the following judgment: $150,000 in actual damages; treble damages of $1,500,000; exemplary damages in the sum of $250,000; an order requiring defendants and all acting in concert with them to desist from any future acts of infringement for destruction all copies of all infrin- ging recordings of the record together with all tapes, plates, molds, matrices and other means of making the same; a permanent injunction.

Cash Box—March 2, 1963
DEAN & MARK (May 153)

(B+—) "PINS & NEEDLES (In My Lingerie)

(A&M CAP — Jenkins) Label's new song
duo could attract lots of teen at-
tention with its perky doo-wop sound

(B) "SOBERMEN'S SMILING

(While I'm Crying) (1.58)

[Acuf. A.Y.M. (2:05)] [Sam Hinsh-] Lovey] Everly Bros-type ballad

told by the boys.

STANLEY PAUL (Coral 6568)

(B+) "IT'S MAGIC! (3:01)

[M. Wittmark & Sons A & C Aca-

(Synco, Cahn)] Look for the lovely old-

e to herman, on the chart round out, as

(B) "DON'T \BOW (2:21) [Boo-


STEVE BENTON (Columbia 6609) Cazenave]

(2:32)

[Ben Day BMI—Singleton, Benton]

[Acuf. A.Y.M. (2:05)] [Sam Hinsh-

LAWRENCE HARRER (2:32)

(3:04)

(Tenor Martin, Renald)

(2:20)

[Robbins ASCAP—Ray-

(Skye & Hawkes A & C Aca-

HARRER (2:20)

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HITS STEPPING UP

"MY LITTLE GIRL" b/w "TEARDROPS FALL LIKE RAIN"
THE CRICKETS

"SHE'S NEW TO YOU"
MOLLY BEE

LIBERTY RECORDS
a subsidiary of Avnet Electronics Corp.

Cash Box—March 2, 1963
**Pick of the Week**

"THE WAYWARD WIND" (2:25) 
[Isley-Bamboo-BMI—Newman, Lebowsky] 
"I'M SMILING NOW" (2:00) 
[lowery-BMI—Held] 
FRANK IFIELD (Vee Jay 499)

Ifield, who now has "I Remember You" and "Love Sick Blues" under his international click at BMI—Weiss, Edwards, Jr., has come flying with this new Veeday offering. Side, already a big deal in England, is an infectious thump beat cha-cha up-acting of Oggi Grant's years-back triumph, "The Wayward Wind." Superb Norman Parram assist. However, he doesn't overlook the lovely, up tempo "I'M Smiling Now." It, too, has the Top 10 goods.

"PRIMA DONNA" (2:25) 
[Four Star Sales-BMI-Fuller] 
"OH MY DARLING" (3:20) 
[American BMI—Campbell, Capeshart] 
GLEN CAMPBELL (Capitol 4925)

Campbell can have another big chart-rider in his latest Capitol stand. Side, another charming cha-cha ballad, charmed "Prima Donna," that Glenn carves out in oh-so-smooth manner. Excellent chordal arrangement on this cut the-arranging desk that should fill the airwaves in no time flat. Backlund's a touching folk-flavored beauty that can also rack up heavy airplay.

"ALVIN'S ALL STAR CHIMP BAND" (2:06) 
[Monarch ASCAP—Bagdadian] 
"OLD MCDONALD CHA CHA CHA" (1:52) 
[Monarch ASCAP—Arr.—Bagdadian]

David Seville's crew should soon be marching towards chartsville with this new Liberty stand. It's a delicator on which Alvin organizes an "All Star Chimp Band" with that of Theodore, "others." Side's an unusual, fast moving entry on which the voice takes the place of instruments. Can break wide open. Watch it. Compler's a catchy cha-cha from the white-back "Let's All Sing With The Chimp mups" LP.

"RUN-RUN SENORITA" (2:47) 
[Bayen BMI—Elgin, Maurer] 
"AFTER HE BREAKS YOUR HEART" (2:18) 
[Monarch ASCAP—Arr.—Bagdadian]

THE WANDERERS (United Artists 570)

The Wanderers, who've had previous Top 10 chart experience, can be in for more of the same with their UA bow. Side to watch is the fascinating, fast moving rock-a-rhythm, "Run-Run Senorita." Great string-filled instrumental showcase provided by Alon Loebel. Backing, a hip-swinging, slow beat cha-cha, can also show up chart-wise.


**Best Bets**

LITTLE RICHARD (Atlantic 218)
• "CRYING IN THE CHAPEL" (2:23) [Valley BMI—Glen]

Little Richard returns to the pop music scene after several years as a religious singer with an inviting, somewhat Ray Charles-styled reading of the pretty evergreen. He's backed by an appealing (all our prayers) arrangement. Could make it with enough exposure.

(B) "HOLE IN THE WALL" (2:26) [Penn-Cotillion BMI — Wilmore, Longley] A charming Biblical ditty gets an ingratiating survey from the performer and his backdrop.

GEORGE SHEARING (Capitol 4921)
• "LILA'S THEME FROM THE STRIPPER" (2:28) 
[Hastings BMI—Goldsmith] Shearing could follow high "The Taste," as the man who have been making Top 10 spot of late with this lush big-illy crew solo over some street new 20th Fox Pick. Side to listen bel affairs.

(B) "FAIRY TALES" (2:40) 

JACK JONES (Kapp 518)
• "CALL ME IRRESPONSIBLE" (3:13) [Paramount AS-CAP—Cahn, Van Heusen] Attractive flute ballad (production in "Tapp's Delicate Condition") gets a fine croon reading from the label's big pop ballad front, recently with "Lollipops & Roses." Might develop into something. Frank Sinatra (Reprise) also cut the open.

(B) "LOVE SONG FROM MUTINY On The Bounty" (Follow Me) (2:49) [Mills & Webster]
• The exotic theme from the big MGM flick.

THE OLYMPICS (Tri Dee 106)
• "THE BOUNCE" (2:27) 
[March-Jean BMI — Ward, riff.
Fixer, Lewis] The Olympics can 'bounce' back on the pop-r&b hit list with this sock-rock bow on the L.A. based label. Dandy 'What'd I Say'-like opener for a deck that moves about with a little coin-calling spirit. Eyes it closely.

(B) "FIREWORKS" (2:30) [March-Jean BMI — Smith, Bell]
Fellas thump out another strong chart-contender on this end.

THE UTOPIANS (Imperial 5921)
• "LET LOVE COME LATER" (2:49) [Travis BMI—Jones] Gal vocal crew, with a fine lead bass, head an infectious medium-slow blues date. "To hayyah" in the words of the Hilltop Sings. Let's dig the proceedings.

(B) "OPERA, THE BLUES" (2:40) [Travis BMI—Jones]
Off-beat novelty stand, including a man with a wire over his head.

BETTY O'BRIEN (ABC-Paramount 10410)
• "IS THAT THE WAY YOU PLANNED IT" (2:25) [Eden BMI—Stevenson, Thronton] handles a pro blues-ballad with lots of polish, and backing her is a fine rock-string affair, including a steady backbeat- sound. Could move.

(B) "OH TRUE LOVE" (2:48) [Eden BMI—Williams, Stevenson] Chorus-swinging blues-waala sound supports the performance in the balance.

JOE POWELL (Regent 1000)
• "THE RUP" (2:38) [Pumper BMI—Farshae] The familiar teen crew that's got "The Rup in the cry of this fine blues racket for the rockin' dance floor. Young Powell's strong waala gets an appropriately zestful assist from the combo-chorus. Discy- click as the Erskine Cotton Jubilee label of West Memphis, Ark.

(B) "CASINO" (2:25) [Cotton BMI—Biggs] A lively jazz swinger is an all-instrumental affair.

THE SHOWMEN (Minit 599)
• "29—29—29" (2:56) [Minit BMI—Johnson] Pretty melody is the vehicle for a story about a guy who dig a gal at the last measurements. It's presented in a catty jazz mode. Sung by the team's lead and his fellow backing vocal combo.

(B) "SQUIDISH FISH" (2:42) [Minit BMI—Biggs] Lively dance time session.

OTIS RUSH (Duke 356)
• "HOMEBWORK" (2:30) [Lion BMI—Perkins, Clark]
• The vet r&b chanteur could have a fast noise-maker on his hands with this hard-driving, pulsating traditional lament. Side boasts an extremely danceable, teen-oriented beat. EMMET BACCUS (Smash 1804)
• "BLUES AT DAWN" (2:55) [MRC BMI — Baccus] Eddie Baccus displays an impressive, dry, Jimmy Smith-styled organ sound on this slow-moving, funky jazz blues backer. Low-down, organ-backed slow-tap ballad essayed with authority and poise by Rush.

EDDIE BACCUS (Smash 1804)
• "HAY TO LAUGH" (2:25) [Lion BMI — Rush, Clark] Low-down, organ-backed slow-tap ballad essayed with authority and poise by Rush.

Eddie Baccus gets a sweet string reading from the singer-seller and his backing, a Mannie BMI directed-arrangement affair. De Forrest will be Benny Goodman's vocalist on upcoming tracks in the U.S. Good-music programming portion.

"BYE BYE BLACKBIRD" (2:40) [Remick ASCAP—Henderson, Dixon] An unusual waltf for the summer. This song is most often done brightly these days.

JOHNNY & DONNA (Titanic 5006)
• "OH JOHNNY" (2:12) [Forster — Olinman Rose] Donna offers a bouncy reading of the oldie, with Johnny contrapointing with JIF-like comments. Cute novelty cut.

"THE DECISION" (1:50) [Rye BMI—Lipton] A romantic ditty gets a smart swing reading from the singer-seller and his backing, a Mannie BMI directed-arrangement affair. De Forrest will be Benny Goodman's vocalist on upcoming tracks in the U.S. Good-music programming portion.

"YOU BETTER BELIEVE IT" (1:50) [Colony ASCAP— De Forrest, MacDonald] A smart singing song with a romantic ditty gets a smart swing reading from the singer-seller and his backing, a Mannie BMI directed-arrangement affair. De Forrest will be Benny Goodman's vocalist on upcoming tracks in the U.S. Good-music programming portion.

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TELL HIM I'M NOT HOME  
chuck jackson  

THIS EMPTY PLACE  
dionne warwick  

KILLER JOE  
the rocky fellers  

TWO STUPID FEET  
the tabs  

RELEASED THIS WEEK:  

FOOLISH LITTLE GIRL  
the shirelles  

ASK ME  
maxine brown  

scepter music  1650 broadway, new york, n.y.
DOBLE GRAY (Cordrak 1305)

B + WORK OUT (Trianon BMI—Branden, Brown). The chorus is more appealing when savor ed back with "Village Of Love," can achieve Top 10 status with this must-rate, funny, chorus-backed r&b weeper styled after the previous click. Eye the deck for rapid acceptance.

(N) "THAT LULLABY (2:10) [Trianon BMI—Branden, Brown]. The chorus is more appealing when savor ed back with "Village Of Love," can achieve Top 10 status with this must-rate, funny, chorus-backed r&b weeper styled after the previous click. Eye the deck for rapid acceptance.

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THIS IS A SMASH
BEN E. KING
HOW CAN I FORGET
b/w GLORIA GLORIA ATCO 6256

ATCO RECORDS

Cash Box—March 2, 1963
***RECORD REVIEWS***

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

**Cash Box—March 2, 1965**

**Best Bets**

**THE COTILLIONS (ABC-Dunhill 49143)**

- "SOMETIMES I GET LONELY" (2:16) [Little Bucker BMI—Irby] The girls can score big with this label bow that spells the lead vocal talents of Green Richards. Side's is tearful rock-a-cha-cha thumper that has loads of dual-art, pop-r&b potential. Keep close tabs on it.

(B+) "ONE OF THESE DAYS" (2:25) [Little Bucker BMI—Irby] Lark's gets past the disenchant-ment theme with much feeling on this pulsating beat-ballad.砂浆 flows, Strong Teache Williams ar-rangements.

**THE PLACERS (Cocktail)**

- "MUSIC CITY" (2:19) [Pattern ASCAP—Howard] The new Era-distributed label can have a winner in this "Alley-Oop"-styled rock-a-cha-cha novelty. On it the songwriters mention some of the top hits—emanating from the Chicago-based Sike label. It's catchy and liable to pick-up some important coin for the Mercury affi-late.

(B) "OWNING FOR MOLAS" (2:13) [Jaro [Author & RBC BMI—Williams] Deeper blues feel here.

**BERNARDO MARTINI**

- "GHOST TOWN" (1:48) [Keynote Mart ASCAP—Kirk] Turnbull Guitarist-Lyricist's bluesy, Ralph capi is where the bongo play and this Jell's true-love is in this agree-able, Italian-flavored upbeat sound by stand-up Charlie and Lou Douglas or-k-chorus.

(B) "WILLINGLY" (2:45) [Brandon ASCAP—Pollini] Sentimental domestic also from the Italian school.

**LYNN CONNER (Monument 808)**

- "FORGIVE ME" (2:15) [Caribbean BMI—Wilkin, Walker] Thrush approach to an oldie, fine green-eyed-type ballad. Her stilt sound is not too bad, but the beat sound from the full-or-k-chorus fails to get matters moving.

(B) "LAUGHING AT ME" (2:17) [Auff-Rose BMI—B&F Bryant] A gal's former flame has put her down in this "16 Tons"-type sound.

**JOE BROWN (Cameo 241)**

- "IT ONLY TOOK A MIN-UTE TO BURN" (2:23) [Stuart Hawkins BMI—Burne, Ross] Striking vocal support slow beat sound of Smith's semi-waltz cut.

(B+) "THE PALM OF YOUR HAND" (1:45) [Trinity BMI—Barry, Reinke] This infectious, twist handclapper. Can also kick up chart dust.

**THE SLAY RIDERS (Ato 2625)**

- "THE DOWNTOWN" (2:32) [Conley ASCAP Slay, Crowe, Page] This swinging, big band, boogie-woogie-styled rocker from the Slay Riders, featuring Slay 'N Page, is sure to make the teen (and adults) sit up and take notice. Cool arrangement by Sid Bass. Side can really step out way.

(B) "ST. LOUIS Blues-BITCH HIKE" (2:32) [Handy ASCAP—Burne] Handy effort is a big bold sounds on this sparkling rev by the W. C. Handel classy.

**THE DARLINGS (Dore 563)**

- "TO KNOW HIM IS TO LOVE HIM" (2:15) [Romeo BMI—Speaker] Femme song team does a pro job on what is proving to be a teen-clip, originally presented by The Teddy Bears. Exciting new rendition.

(B) "TO START OUT OF MEMP-HESS" [Hilliary BMI—Jay] Interesting choo-choo all-instrumental.

**CHUCK WRIGHT (Ember 1691)**

- "DON'T PLAY THAT BMIM—Barry Wright can really cash in with this potent pleader that has a distinctive two-market, pop-r&b style. Strong Bert Keysy combo-backup rounds out a deck that mentions a host of the popular teen dances.

(B+) "THE PALM OF YOUR HAND" (1:45) [Trinity BMI—Barry, Reinke] This infectious, twist handclapper. Can also kick up chart dust.

**JOEY WILLIAMS (Mercury 1801)**


(B) "SILVER DUST" (2:14) [Farwood BMI—Don Within, Marcus BMI—Coper, Nitzche] More in the west-grove...no-go.

**GEORGE TIPTON (B&F 1358)**

- "WHERE THE BONGOS PLAY" (2:30) [Brandon AS-CAP—Douglas, Whitman, Pollizi, Capi] Is where the bongo play and this Jell's true-love is in this agree-able, Italian-flavored upbeat sound by stand-up Charlie and Lou Douglas or-k-chorus.

(B) "WILLINGLY" (2:45) [Brandon ASCAP—Pollizi] Sentimental domestic also from the Italian school.

**JACK JONES (Progress 912)**

- "DO YOU STILL LOVE ME" (2:40) [Malli BMI—Chambers] Generally off-beat blues-blended upbeat ditties from the lark and Zeeke Strong band-conscious vocals by Jan and teniers and blues trade will enjoy the ongoing side. Label operates out of L.A.

(B) "BLIND LOVE" (2:24) [Melodie BMI—Chambers, Mil-kins] Well-done semi-ballroom perfor-mance by the artist. Mostly blues-blended.

**JIMMY DEE (Cutter 1400)**

- "YOU SAY YOU BEAT TO THE PUNCH" (2:30) [Osage BMI—Dec] Deck serves as a good reply to the hit "You Met Me To The Punch." Blues singer's version of a Raye/Farrar tape. It is a lively sax-led combo sound, melody is not on the one wreck. Deckery is a Baltimore outfit.

(B) "I'VE GOT A SECRET" (2:35) [Osage BMI—Dec] Striking vocal support sound Der's semi-waltz stift.

**RAMEY LEWIS TRIO (Argo 5431)**

- "THE MORNING OF THE CARNIVAL" (3:45) [Rosa Jumps BMI—Simpson, Ramey] Lewis jumps on the bossa nova bandwagon and does this slow-moving, extremely melodic track from his "Bossa Nova" album. Side should do well with ops and spinners.

(B+) "TANGLES" (2:30) [Abe Scull BMI—Yeller] More fine jazz sounds. This one's a funky balladified from Lewis' "Country Meets The Blues" LP.

**CLINT MASON (S.P.R. 3307)**

- "PLEASE DON'T RELEASE THE DOG" (2:29) [Rockmaster BMI-Guida, Rogliano] Blues-flavored Mason and his interesting bus-beat combo deliver a full-throated version of the familiar folk song, "Red River Valley," for a reply to Esther Phillips. Mason's write and answer entry. Diskery is part of the Soundie label.

- "WHAT I WANT" (2:18) [Rockmasters BMI-Mason] Unhurried blues musings by the performer.

**RICK & THE MASTERS (Cameo 247)**

- "LET IT PLEASE BE YOU" (2:51) [The Masters BMI] Teen-market song blends in an oldie-but-goodie ballad manner here. It's a heady look at the good-time fun of the day for a 738) LP. Should do well with ops and diskies.

- "DON'T WANT YOUR LOVE" (2:29) [Farwood BMI—Siegel, Levin] Boys also hark back to the sixties with this fine speed-beat venture.

**JOHNNY RAVEN (Felsted 8609)**

- "LOVE ME JUST A LITTLE BIT" (2:55) [Tri-City BMI-Malin] Raven comes up with the prettiest plena-pleen item with much con-tact feeling for this top-flight, well-con-si-lated setup track. Sound's thicknessy offers an off-beat quality that could eventually develop into something.

- "FLY ME TO THE MOON" (2:39) [Toneymoon BMI—Hunt] The current hit is done in a similar honest manner by the song-visit, this time gets more of a teen-beat backdrop.

**JACK PASTORIO (7-11 738)**

- "I REALLY LOVE YOU" (7-20) [Toneymoon BMI—Hunt] Solid blend ballad with a melodic beat that underlines the song's message of love.

- "DON'T PLEASE LOVE ME" (5:21) [Toneymoon BMI—Mahoney] Smart, sunny swingin'...
JOIN TODAY!

A MARCH ON THE FORT, LED BY ETHAN ALLEN AND HIS GREEN MT. BOYS. SPIRITED MARTIAL MUSIC BY AN EXCITING NEW VOCAL GROUP...

THE WAYFARERS

IN THEIR DEBUT SINGLE

'TICONDEROGA'

c/w "MONDAY MORNING." #8152

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RICK NELSON

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(And I can tell)
c/w
I GOT A WOMAN
31475

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NEW STUPENDOUS, TERRIFIC RELEASES

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Shirley Horn—Loads of Love
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The Three Sounds Play Jazz On Broadway

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CHOPIN: Sonata in G minor Op. 65 for Violincello and Piano;
MENDELSSOHN: Sonata in D major Op. 58 for Violincello and Piano;
Janos Starker, Cellist/Gyorgy Sebok, Pianist
BEETHOVEN: Concerto No. 5, "Emperor," Gina Bachauer,
Pianist/London Symphony/Skrowaczewski

*in like price category

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FOR THE BEST ADVERTISING BUY . . .
BUY CASH BOX
The #1 Record weekly in every important market in the world.
“FOLLOW THE BOYS”—Connie Francis—MGM SR 4123
Connie Francis, who is currently riding the charts with "I’m Gonna Be Warm This Winter," should move up the LP charts in no time flat with top-drawer session of tunes from her new disk, "Follow The Boys," and other selections. The lark is in fine form as she offers "Dear Mr. Sky," "In Your Arms," and her recently-released single tagged after the film. Blockbuster merchandise.

“THINK ETHNIC!”—Smothers Brothers—Mercury MG20777
The Smothers Brothers, who are still pulling plenty of coin with their "Two Sides Of The Smothers Brothers" LP, have a sure-fire second stanza for the charts with this new effort on Mercury. Here is musical satire at its devastating best with the entire session devoted to laugh-laden slapstick interspersed with occasional anachty of folk harmony. The disk is a delightful spoof of folk singers and loons as an immediate blockbuster.

“OUR WINTER LOVE”—Felix Slatkin—Liberty LST7287
The late Felix Slatkin, whose recent "Hoodoo" LP is still climbing the stereo charts, lends his superior brand of musicianship to a host of current big balladgers. The Liberty violinist-orchestra has come up with some lush sounding and pulsating arrangements of such biggies as "I Left My Heart In San Francisco," "Days Of Wine And Roses" and "What Kind Of Fool Am I." All cut the chart tunes here are potent in sales and this delighted Slatkin treatment of them should spark plenty of sales for the disk. Eye it for rapid acceptance.

“GOLDEN HITS!”—Sue Thompson—Hickory LPM111
Sue Thompson, who is currently represented on the charts with her best-selling single, "Willie Can," launches this program with the biggie and includes her other chart-riding items on this Hickory outing. The lark essays these biggies with the same lifting charm that made them blockbusters the first time around. Also included here are "James," "Norman" and "Two Of A Kind." The songstress' many admirers will surely dig this one.

“NINA’S CHOICE”—Nina Simone—Colpix SCP443
Nina Simone unleashes her vocal talents on a wet variety of melody as she raps on this first ever Colpix outing. The thrush proves herself equally adept at delivering an effective readings of blues and pop as well as down-to-earth folk songs. Her versatility is perfectly showcased in her renditions of "Trees," "In A Mood," "Little Liza Jane," and "Just Say I Love Him." The disk is a top-notch effort that increases her stature as a performer.

“RIVERWIND” —Original Cast—London AM-48001
"Riverwind," the new off-Broadway musical by John Jennings, featuring the voices of Lawrence Brooks, Elizabeth Parrish, Helen Blount, Dawn Nickerson and Lovelady Powell, aptly showcases the writing-composing talents of Jennings. This original cast discoring on London comes off as a highly musicalizing experience and ranks as a superior off-Broadway production. Some ear- captivating melodies are offered in "Riverwind" "Fardon Me While I Dance" and "Almost, But Not Quite Married." Excellent performances by the principals, effective orchestration and inventive arrangements deftly overshadow the composer's sometimes weak lyrics. Bow hark will surely want to add it to his shelf.

“WHAT KIND OF FOOL AM I?”—Adam Wade—Epic LN 24041
Adam Wade, who is currently making some noise with "Don’t Let Me Cross Over," comes up with a potent LP session as he takes after the popular "Stop The World" tune. The chanter's impressive, wide-range, gimmick-free voice carries him in good stead as he dashes up top-flight Marty Mannering-arranged versions of "Tennessee Waltz," "Never On Sunday," and the Second Time Around." One of Wade's most satisfying dates.

“ONLY YOU”—Mr. Acker Bilk—Ateo 33150
Here's a delightful, romantic package of standards and originals from ace clarinetist Mr. Acker Bilk. The airy, airy and mellow, relaxed, delicate sounds are aptly spotlighted against the melodic backdrop of the big Young String Chorale. Bilk comes with some especially listenable-danceable renditions of "Only You," "La Vie En Rose" and "That Old Black Magic." Acker Bilk should find plenty of top-flight programing material here.

“SEE SEE RIDER”—LaVern Baker—Atlantic 8671
LaVern Baker cashes in on the built-in commercial acceptance of her recent single biggie of "See See Rider" to tag this new top-flight Atlantic pop-rock LP session. In addition to her winning rending of the blues traditional, the lark unleashes her dramatic, distinctive highly-personal vocal charms on "You Better Stop," "Story Of My Love" and "A Little Bird Told Me So." Disk has enough good stuff in it to make a chart appearance in no time flat.

“TERRY SNYDER’S WORLD OF SOUND”—Columbia CLH914
Here is an interesting package of overgreens from Terry Snyder on Columbia which puts the spotlight on sound effects and a wide variety of musical instruments. The French horn, the flute, cymbals and bass drum are used to musical advantage on this top-run package which also includes the bass nova. The drummer has come up with some inventive arrangements of such oldies as "Syncopated Clock," "The Most Beautiful Girl In The World" and "Under The World." The vet musician does the entire set without accompaniment. His coterie of fans will appreciate this addition to the Cavalare catalog.

“GREAT MOVIE THEMES COMPILED BY MILTON ROSSA” —Decca SLP7235
Milt Rosan doubles as composer and conductor on this movie theme LP from MGM which highlights the theme songs from the latest movie scores. The composer joins Carlo Savina in conducting the Rosano-Rossi Orchestra as he dishes up "Kings Of Kings," "El Cid" and "Spellbound" are superbly essayed by the conductor, the orchestra, and large mixed chorus. The disk looms as a real coinnaker.

“GUITARS AND STRINGS PLAY GOLDEN STANDARDS” —J. Kennedy Smash SRS67064
Jerry Kennedy unleashes his talents on the guitar in this program of highly melodic evergreens which are among the many from the flicks. Accompanied by a string orchestra, the guitarist, a deft and artful musician, takes an almost soulful approach to these melodies as he essays "Autumn Leaves," "La Vie En Rose," "A Man And A Woman" and "Columbian Sunset." The disk is a pleasant mood companion.

“ROSEMARY CLOONEY SINGS COUNTRY HITS FROM THE HEART”—RCA Victor LSP2565
Rosemary Clooney, who had some of her biggest hits in hillbilly oriented tunes, jumps on the country bandwagon for her newest Victor outing. The thrust includes her form biggie on this melodic session and gives some thoughtful treatments of some of the town country greats. Best bets here are "This Old House," "Give Myself A Party" and "If I Can Stay Away Long Enough." The disk should spark response from her loyal, large following.
Cash Box—March 2, 1963

JAZZ PICKS OF THE WEEK

"JAZZ WORKSHOP REVISTED"—Cannonball Adderley—Riverdale 441

The vet jazz alto saxist, who is currently clicking in the top slot with "The Jive Samba," comes up with first-rate session cut live at the Jazz Workshop in San Francisco. The entire saxist in fine form as they go through their musical pieces with assurance and panache, and top-flight tracks here include "Primitivo," "Marney" and "Mellow Bune." For commercial purposes Adderley's single is spotlighted on the album cover. Potent entry.

"BOSSA NOVA BACCHANAL"—Charlie Rouse—Blue Note 1115

With the seemingly endless stream of bossa nova product currently being released, a great deal of it falls into the pop category lacking almost jazz overtones. Tenor saxist Charlie Rouse comes with a first-rate jazz-oriented bossa nova set with enough inventiveness to please even the most discerning record buyers on this blue note item. While backing a small combo, Rouse renders some attractive free-flowing readings of "Back To The Tropics," "Samba Do Druf" and "On Dia." Superior listening throughout.

CLASSICAL PICK OF THE WEEK

"ERNST HAUFELG SINGS ARIAS BY BACH & HANDEL"—Deutsche Gramophon LPDM 3298

Here is the warm tenor voice of Ernst Haefliger singing some of the intricate out melodic arias of Bach and Handel accompanied by the Munich Bach Orchestra directed by Karl Richter. The singer's vocal artistry reflects a deep-seated feeling for and knowledge of these arias as he reads them with lyrical purity. Included here are Bach's "Benedictus," "Diospefis" and Handel's "Frendi Tenere" and "Svegintver.

Dvorak: Symphony No. 5. & Carnival Overture

—The Bamberg Symphony, Joseph Keilberth, Conductor—Telefunken TCS18053

Dvorak's hauntingly beautiful "New World" symphony is performed by the Bamberg Symphony with Joseph Keilberth at the helm. The composer's memorable musical tribute to his "new land" is brilliantly and sensitively interpreted by the maestro on this Telefunken disk and the familiar melodies attain a fresh new beauty here. Stereo enhances the beauty of the performance.
### 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 recorded in prior week or weeks.

**(Survey Completed to February 20th)**

<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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<td>Do The Bird—Dee Dee Sharp—Cameo</td>
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<td>32%</td>
<td>Follow The Boys—Connie Francis—MGM</td>
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<td>Don’t Set Me Free—Ray Charles—ABC Par.</td>
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<td>Sun Arise—Rolf Harris—Epic</td>
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<td>28%</td>
<td>Yakety Sax—Boots Randolph—Monument</td>
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<td>All Over The World—Nat “King” Cole—Capitol</td>
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<td>I Don’t Wanna Think About Paula—Dickey Lee—Smash</td>
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<td>Laughing Boy—Mary Wells—Motown</td>
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<td>Don’t Be Afraid Darlin’—Steve Lawrence—Columbia</td>
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<td>Don’t Say Nothin’ Bad—Cookies—Dimension</td>
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<td>I Can’t Get Used To Losing You—Andy Williams—Columbia</td>
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<th>% to Date</th>
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<td>“Don’t Be Afraid, Little Darlin’”</td>
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<td>4-42671</td>
<td>“Blame It On The Bossa Nova”</td>
<td>Andy Williams</td>
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<td>“Teenager’s Dad”</td>
<td>Marty Robbins</td>
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<td>“Don’t Let Me Cross Over”</td>
<td>Carl Butler</td>
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</tbody>
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Cash Box—February 23, 1963
A SLEEPER THAT’S “HAPPENING” IN A BIG WAY!!

“RAINBOW”
by
GENE CHANDLER
Vee Jay #468
(Thanks DEEJAYS for Recognizing This HIT Single!)

PROVEN HIT SINGLES ON Vee Jay!

“DANCE ROMEO DANCE”
by THE ROMEOS
(Formerly THE KING PINS)
Vee Jay #494

“HIS AND HERS”
by TONY DOUGLAS
Vee Jay #481

“ENDLESS NIGHT”
by JIMMY CLANTON
ACE #8006

DEE CLARK’S COUPLING!

“I’M A SOLDIER BOY”
c/w “SHOOK UP OVER YOU”
Vee Jay #487

“EVERY STEP”
by THE DUKAYS
Vee Jay #491

Selling well Everywhere!

“MY BABE”
The RED WEST COMBO
SANTO #9006

NOW #2 With a BULLET on the CASH BOX TOP 100 Chart!!

“WALK LIKE A MAN”
by
THE FOUR SEASONS
Vee Jay #485

HOT NEW RELEASES!

“The #2 RECORD IN ENGLAND!!

“THE WAYWARD WIND”
by FRANK IFIELD
Vee Jay #499

Going Great R&B, C&W & Pop!
Now #13 in London, England!

THE REAL BOSSA NOVA!

“PLEASE, PLEASE ME”
by THE BEATLES
Vee Jay #498

“MIMA”
by EDDIE HARRIS
Vee Jay #496

THIS IS A MUST!

“HOLD ME CLOSE”
by RON MARSHALL
MOHAWK #134

“NURSERY RHYMES”
by NINO & THE EBB TIDES
MISTER PEEKE #123

1449 S. MICHIGAN AVE., CHICAGO 5, ILL.

Cash Box—March 2, 1963
NEW YORK:
All the excitement up at the Diamond offices, notes pressey Joe Kolsky, centers around the arrival of "The Preacherman," Johnny Thunder's "Wong" in Los Angeles, and the songstress's just-released single, "The Rosy Dance" and "Rock-A-Bye Darling..."
A.J. Drexler notes from the coast that Herb Albert's "Frisco Brass" news, "Marching Thou Madrid," is already following in the hit footsteps of "Jolly Hill" and that George McCarr is red hot with his "I'm Just A Country Boy" debut.
The soon-to-be-married (4/20) Rick Nelson (to Kris Harmon) sings his debut disc, "You Don't Love Me Anymore," on the 2/22 "Ozarks And Marriage TV." Peggy Sue Wells is out with the title single and soundtrack of her MGM pic, "Follow Me"...N.J. Nat "Doo" Waddell is at the Latin Casino, in Camden, for 10 days beginning 3/11...London's Paul Robinson, in a quick recoup-following stomach problems, is plugging away on Jet Harris & Tony Meehan's "Diamonds," Maureen Evans' "Like a Rocket in the Wind."...Johnny Raven hoping to cut off a big slice of the finals of "American Bandstand."...Connie Kolsky, Paula Pitts. and Tony from "Breakout" are at Zeller's...Pat Foster, "I Don't Know"
Lavette...Don't Miss "Tootie"...Maureen Evans' "I Love My Man."...Paula Pitts. and Tony from "Breakout"...Eddie Cash...Barbara Del-Fi...Connie Kolsky, Paula Pitts. and Tony from "Breakout"...Ralph the Rocket...Stacy Dickerson, pens forth be tagged the Romero..."Welcome Me" is the correct title for Scott Broeck's cover on the Herald - Ember - distributed Comet label.
Pickwick toppper Cy Leslie reports that their new disc, "You're A Fool," release the outfit has hit the half-million mark in the country and western series...Congrats to Emil Stock, who just marked his 50th anniv. with Carl Fischer...Spinal's Gladys Sheley happy to announce a new single -- "The Most Beautiful Girl In Dallas," on Arlene Casey's "Bossh Nova Scotia."
Kappy's Skip Cun- ningham displayed the set "Viey's "Seagram" (Bethlehem) is a break out item in Oh.,...Gene McDaniel's, who's handled by A.J./Bill...Hill, also the Joe Frankin in TV...Vic Stevens items that his Suite 16 stand, "Love Me Baby" is handled by Action here and that he's signed with Bernard Karfen, of Karfen's...John Conquest and his Estacy group are currently appearing at the Steak Pit in Paramus, N.J.

CHICAGO:
Jan Bradley, who's been coping national chart honors with her Chess fort "Over The Mountain (Across The Sea)" ( Epic) and the latest Peter Paul & Mary single "Puff, The Magic Dragon" (WB).

Columbia's Dick Gassner has a pair of blockbusters to rave about, name-ly, "Everything's A-Loose" for Minnelli and "Be Afraid Little Darling." and Dion's album bow on Columbia tagged after his current hit single "Ruby Baby."...Jazz star Roland Kirk, sportin' a brand new wardrbe, heads back to New York 2/24 for a Mercury waxing session...Reason...Roland Kirk lost his baggage last week while enroute to Grand Rapids, Mich. for a club date...Carmen Cavallerio is slated for an upcoming engagement at Ray Colombe's Supper Club. ...Eddy Hart's "Rollin'"...Emilie's Norrie Parramore and Ted Cross (Pastrain-Croset)...Barney Fields is working away on Dot items "A Face In The Crowd" by Jimmy Rodgers and "Pipeline" by the Chants...Liberty's wishbone promo for "Ray" at A&M, while Radio- wire with some glowing reports on the label's February album releases. Sugarfoot's "A Love Story"...Eddie Heywood, "Night Has A Thousand Eyes"..."Chi'll Be Good"..."In Tune" by St Zentner, have been garnering much attention in the
area. In fact, accordin' to Ray, several stations throughout Ohio have been playing the hit record "In Tune" with the Zentner album...

Serly Cameri tells of increased activity here with Marille Blane's "What About"...Johnny Mathis' "I'm Gonna Make Up My Mind"...Dean Martin's "A Face In The Crowd"..."I'm Gonna Make Up My Mind"..."I'm Gonna Make Up My Mind"..."The Martyn Country Style"...Rud Donner's "I Got Burned"...Len Monto's fol- low-up "Poor Boy"...Penn's "Friends"...Barbara Gardner, who heads Vee-Jay's international product, got the wire during her recent London visit that Frank Field has been slated to headline the Palladium's bill for six months this summer! And that ain't all -- a cable arrived at VJ this week advising that Fields' "Wayward Wind" and "Please Me" by The Beatles have both been upped to the number one chart position in England!...Center of excitement at Germania Disc. is the latest scoring by Ray Charles deck; "Don't Set Me Free"..."I Got A Feeling"..."Don't Stay Away With Me"...Are Boys Made Of?" (ABC)...Ralph Cox reports steady progress in these titles...Ralph's "Hi Momma" and "New Boys"..."Rosa Nova Waltz Twist" by Entertainment"..."Phoenix"..."A Little Lonesome 7-2020" by Hawishaw Hawkins.

HOLLYWOOD:
Len Levy, national sales manager of Epic Records here on West Coast tour of Epic distributors...Al Hazan, pop A&R man for Fred Ar- tairre's Ava Records has announced that Ava is starting a drive for Top 40 material and is inviting submission
for artists and masters for that market...Warner Bros. Records pin- ning high hopes for their new group The Four Saints. New West-Coast-based label, Redout Records releases" "My Patches" by Young Lover." Dickerson top gene is being featured on his Columbia LPs...Singer Ann Hathaway held over for an additional week at Jerry Lewis' niteroy...De-Lite Record- ings holding on the comedy Bandwa- gon with their new album, "My Son The Copyst," which from early in- dications could be the next big one.

Jazz pianist Joe Felix huddling with a long list of A-listers about forma- tion of celebrity jazz band. The "new" Johnny Williams Trio on featured on Columbia single is a current changeover from the large orchestra which he's been featured on his Columbia LPs...Frank Sinatra's new single of "Call Me Irresponsible" is still the John Johnny Van Huesen song from "Papa's Delicate Condi- tion," Jackie Gleason starred in the John KRLA Deejayy, to open at a new Cinn- mon Club in Houston, Texas...Rick Nelson cut first sides at Universal under his new Decca pact last week. "Money Ringing-Around." The Emeralds have been signed by the Epic, KRLA Deejayy, to open at a new Cinn- mon Club in Houston, Texas...Rick Nelson's big follow-up to "Shutters and Staccato"...Bill Zentner's move- ment and backing on "On A Merry Go Round...The Lettermen have been set for a round of college dates through May when they return to Hollywood via" "Valentine's Day," "European Crepando on May 15...Eddie Cano on his first tour since FJ's leave- ing a quartet on tour with Louis Armstrong to Australia, New Zealand, Hong Kong, and Tokyo.

Bobby Vee, Liberty recording artist, back with his newest album, "I'm A Friend of The Friends of Radio Veronica (the floating music station on the North Sea near the coast of Holland)." Rosemary Clooney rehearsed and taped a guest stint for CBS-TV's "The Garry Moore Show," for airing on March 5...Many Top 40 followers have gotten heavy request action on Vince Edwards' "Decca swat," "You'll Still Have Me." The Izzy Schramm promo firm secured additional play on Valentine's Day with Billy "New Day" latest, "Same Old Hrs In My Heart." The office presented gal il- lustrated with heart-shaped chocolates. Ernest Gold signed deal in London to compose the music for "The new Bocca, Detective." Richard Condon will pen the lyrics to the Gold composed music.

The Characters opened a six-week engagement at the Belasco Theatre. George Duning has completed writing his score for the Mir- lab production "A Scarecrow in the Cemetery."..."I've Got The Blues" recording it with a 50-piece band...Frank Sinatra was up for a CBS-TV appearance...Chancellor label, "My Ex-Best Friend," was arranged and conducted by Jimmie Haskell...Jerry Dexter, has been named by the studio as the new chairman of this year's Mardi Gras celebration. The purpose of the studio activity is to raise funds for WCLA's Unicef.
Five great new albums join top sellers like Allan Sherman...Peter, Paul & Mary...Bob Newhart...“Gypsy”...and “The Music Man” on their way to the charts. And a look at the charts will tell you that Warner Bros. has six of the top twenty. Write, wire, or phone your distributor today!

MARCH SALES PROGRAM:

- 15% merchandise discount on these five new LPs.
- From Feb. 25 through March 22.
- Regular return privileges.

WARNER BROS. RECORDS
4000 WARNER BOULEVARD - BURBANK, CALIFORNIA

the first name in sound

Cash Box—March 2, 1963
Shreveport.

for gigantic and EVER

"LOADED

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WLOL—Minneapolis recently broadcast the Minnesota Association of Life Underwriters Heart Month Breakfast held in the Clarion Hotel in Minneapolis and the St. Paul Hotel

VITAL STATISTICS:

Robert Smith given the green light as veep and station manager of WOR-

New York ... Jack Gregson now handles the Golden City of WPEN-Philadelphia ... Jim Men-

dees is now defending in Providence ... Bill Atkins, formerly on KDKF-Tyler, is now asso-
ciliated with KXLA-Galveston. Jim Ameche is the newest addition to WLS-New York’s expanding roster of top personalities.
RECORDS
the nation’s best selling records

FOUR SMASH HIT ALBUMS

- DAYS OF WINE & ROSES
  Pat Boone
  DLP 3504
- 1962'S GREATEST HITS
  Billy Vaughn
  DLP 3497
- WALTZ TIME
  Lawrence Welk
  DLP 3499
- FUNNY FONE CALLS
  Steve Allen
  DLP 3472

BREAKING FOR NATION-WIDE HITS

- #16421 Boss
- #16440 Pipeline

BREAKING ON THE WEST COAST

- #16453 Hot Pastrami

BREAKING IN BALTIMORE—WASHINGTON

- #16452 Blue (THE ORIGINAL!)

BIG HIT SINGLES

- Go Home Girl / You're The Reason
  Arthur Alexander
- Meditation / Days Of Wine And Roses
  Pat Boone
- The End Of The World / Big City
  The Mills Bros.
- Face in the Crowd / Lonely Tears
  Jimmie Rodgers
- Afraid / I'll Never Stand In Your Way
  Jimmie Rodgers
- Matilda
  The String-A-Longs
- Release Me / My Smoky Mountain Home
  Billy Vaughn
- Zero-Zero / Night Theme
  Lawrence Welk

HOT ALBUMS ON DOT

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12 GREAT HITS IN RAGTIME
Jo Ann Castle
MOON RIVER
Lawrence Welk
THE ANDREWS SISTERS' GREATEST HITS
CALCUTTA
Lawrence Welk
DOUBLE SHUFFLE
Lawrence Welk
THE LENNON SISTERS SING 12 GREAT HITS
RAGTIME PIANO GAL
Jo Ann Castle
BLUE HAWAII
Billy Vaughn
THE MILLS BROTHERS' GREAT HITS
BILLY VAUGHN PLAYS THE MILLION SELLERS
MMM MMMM Mills Bros.
SAIL ALONG, SILV'RY MOON
Billy Vaughn
PAT'S GREAT HITS
Pat Boone
HYMNS WE LOVE
Pat Boone
THE TEN COMMANDMENTS
Sound Track—Elmer Bernstein
THE GOLDEN INSTRUMENTALS
Billy Vaughn

Cash Box—March 2, 1963
An announcement from Columbia Records of a significant development in the art of recording

Columbia Records in cooperation with CBS Laboratories has developed a new method of cutting a record groove which vastly reduces distortion and contributes to longer record life.

Excerpted from a four-page lead article in AUDIO (February, 1963), by B. B. Bauer, Vice President in charge of Acoustic and Magnetic Research, CBS Laboratories, Stamford, Connecticut.

Vertical Tracking Improvements in Stereo Recording

B. B. BAUER*

A revolutionary discovery shows that the recorded modulation slant on a stereo record differs from the geometry of the cutter because of lacquer "springback," and vastly reduced intermodulation distortion can be effected by a corrective mounting of the cutterhead.

Vertical Tracking Angles

The principal information content in a stereo record resides in the sum signal of the 45/45-deg. modulation which appears as a lateral cut, and thus is not affected by the vertical tracking angle. However, the stereo information is identified with the difference signal which is contained in the vertical mode. Therefore, proper tracking of vertical modulation amounts increasing importance with records having considerable channel separation, especially toward the end of the record where wavelengths are short. Since the cutter and the pickup suspensions are plotted above the record, the vertical tracking angles are called the vertical recording angle B. Assuming that a downward vertical signal is applied to the cutter, the modulation actually cut can be expected to be contained in a coordinate system with inclined ordinates. The inclination angle of the modulation ordinate is called the vertical modulation slant C, and the difference between the vertical tracking angle and the vertical modulation slant D is zero then the pickup will reproduce an undistorted signal. It had been assumed from the beginning of stereophonic recording that vertical modulation slant was equal to the vertical recording angle, but we show later that this is far from being the case. Actually,

This new technique has been utilized by Columbia Records for several months. This is another example of leadership in the art of recorded sound by the company that developed and introduced the long-playing record.

The Sound of Genius Is on Columbia Records

*Stereo records and equipment for playing them made their appearance on a wide scale some five years ago. At the present stage of development, both the records and the equipment have reached a high state of perfection and have enjoyed wide acclaim. One criticism has been heard from time to time: With some stereophonic pickup-record combinations, a careful listener is able to perceive a certain type of distortion which is not discernible with monophonic records under similar conditions. This distortion has been traced to an improper vertical-tracking angle.

This is another example of leadership in the art of recorded sound by the company that developed and introduced the long-playing record.
NARM CONVENTION ISSUE

DATED: MARCH 9th

This edition of Cash Box will be distributed at the forthcoming San Francisco Convention. If you are planning an advertising message in this issue, be sure your copy and plates are in Cash Box' New York office no later than...

DEADLINE: THURS FEB. 28th
SINATRA
converts 52 Sammy Cahn words
and 32 Jimmy Van Heusen bars into
an unforgettable aural experience
CALL ME IRRESPONSIBLE
FROM JACKIE GLEASON'S PARAMOUNT PRODUCTION "PAPA'S DELICATE CONDITION"
B/W TINA No. 20,151
another significant single from
reprise
Price Sings Puccini

NEW YORK—Metropolitan Opera star Leontyne Price recently discussed her new RCA Victor recording of "Madame Butterfly" with Martin Bookspan, QXR director of recorded music, in a special one-hour program broadcast last week by the 42 FM stations in the XQR network. The program featured the premiere performance of "Butterfly," the first opera to be recorded in the new RCA Italiana facilities in Rome.

Prestige Names Cosnat In Cleve.
BERGENFIELD, N.J.—The Prestige label's new distributor in the Cleveland area is Cosnat Dist. Corp., according to Ron Eyrer, sales vice. The Jazz distributor recently appointed Big Town Dist. in Chicago and Apex-Martin in Newark to its distrib network.
Grayson Back At Westminster, Dr. List Leaves A&R Post

NEW YORK—James Grayson is back as head of Westminster Recorders, Ltd., the Chicago-based subsidiary of the C-P-Paramount label's classical outlet.

Grayson, who served as proxy at the label for 10 years during the time the firm was founded in Nov., 1949, takes over Westminster's newly-created post of music director and will helm all operations of Westminster and its low-priced sister label, Angel, according to Dr. Clark, ABC-Param top gor. He left the label in 1950 upon change of ownership; A&R purchased it in June, 1961.

Clark also announced that Dr. R. Kurt List, Westminster's A&R veep, had resigned from his post. Dr. List, who was based on the Continent, is expected to continue his activities in Europe

During Grayson's initial association with Westminster, a quality classical line was established. He introduced such artists as Paul Badura-Skoda, Joerg Demus, Julian Bream, Antonie Janigro, the Anadess quartet, and others. Noted conductors that he brought into the Westminster fold included Hermann Scherchen, Sir Adrian Boult, Arud Rodzinski, and Leitold.

Since leaving Westminster, Grayson founded his own firm, The Music Guild, which began as a classical subscription club and now has expanded its sales through many select dealers. It will continue to be operated by Grayson.

Sinatra On Single, Soundtrack Of Garner Flick Tune

NEW YORK—Frank Sinatra will sing the title song over the main title sequence of Mobile Shrinkage and Murder, "A New Kind Of Love," Paramount release starring Paul Newman and Joanne Woodward.

Sinatra will also record and release the song on his Reprise label. Errol Garner, who is composing the score for the comedy, will record an album for "A New Kind Of Love," which will also be released by Reprise.

An extensive music promotion campaign is now being blueprinted by Paramount and Reprise to be activated in advance of the release of "A New Kind Of Love" next fall.

Sinatra also stars in the recently completed "Blow Out," Paramount release produced by Sinatra's Essex Productions in association with Norman Lear and Bud Yorkin's Tandem Productions.

Faith Cuts LP With Own Tunes

HOLLYWOOD—Composer-arranger Percy Faith, whose lush orchestra arrangements can be found in 33 Columbia albums, completed work on an album of his own compositions last week.

Recently returned from a special assignment where he scored the music for the CBS Television special "Look At Monarch," Faith's most recent Columbia album is "American Serenade" and is a continuation of his interpretative visits to romantic lands.

Winterhalter Joins ABC-Param As Artist

NEW YORK—Hugo Winterhalter, for many years a big factor in the disk business as an arranger-maestro, has inked an exclusive pact as an artist (ABC-Paramount Records).

The deal will permit Winterhalter to arrange dates for artists outside of the ABC-Par fold, a function he has been doing since ending his 15-year association as a musical director, artist, arranger, conductor and clicker for RCA Victor Records.

Winterhalter will concentrate on making album product. No singles sessions planned for the present.

After meets with Sid Feller, ABC-Param's director of A&R, Winterhalter cut an LP for immediate release (as of last week, diskery had not yet decided on a title). LP will receive full scale promo efforts from the label.

Negotiations were handled through Julie Chester of the Lester Sharr Agency, which now represents Winterhalter.

During his association with Victor, Winterhalter A&R'd hit dates by Perry Como ("Wanted)" The Ames Bros. ("Naughty Lady Of Shady Lane"), Kay Starr ("Rock And Roll Waltz") and Eddie Fisher ("Anytime"), among others. As an artist, the vet music man got a gold disk for his arrangement and recording of "Canadian Sunset." A native of Wilkes-Barre, Pa., where he studied violin, Winterhalter received his bachelor of arts degree at Mount St. Mary's College, Emmitsburg, Md. Following graduation, he played with the bands of Larry Clinton, Raymond Scott and Jack Jenney. In 1944, he made his first arrangement for the Tommy Dorsey orchestra, and this was followed by Winterhalter arrangements of today. He has also arranged for the orchestras of Count Basie, Vaughn Monroe and Claude Thornhill, and for such topflight singers as Frank Sinatra, Dinah Shore and Doris Day.

The Winterhalter sound is familiar to TV audiences via his composing and arranging skills; and he scored and conducted the music for the RKO film, "Bundle Of Joy," starring Eddie Fisher and Debbie Reynolds. He recently composed the title theme for the current Columbia motion picture, "Diamond Head," starring Charlon Heston, and to date, eight recordings have been made of the song.

On the serious side, Winterhalter has conducted both the Milwaukee and Washington Symphony orchestras.

Cash Box—March 2, 1963
New Atlantic-Atco Jazz Singles

NEW YORK—The Atlantic & Atco labels, reporting an increase in the sales of all jazz singles, continues its policy of issuing jazz singles from their current albums with four new entries. Atlantic has just released Leo Wright’s “The Wiggler” and “A Felicity” from the saxist’s Suddenly the Don Valley and “Pitifuliana” from the Sonny Stitt & The Top Brass album; and “Mainliner” and “Spanish Flier” from Slide Hampton’s Explo- sion set. Thelonious Monk’s entry is Betty Carter’s “The Good Life” and “Nothing More to Look Forward To” from her Round Midnight, LP.

In addition to getting encouraging sales, the singles are seen by the label as an important asset in pro-moting sales on the associated LP.

Atlantic is making a point of releasing to have the new singles placed in jukeboxes which stock a heavy selec-tion of Atlantic. Jazz designs are being serviced with the new singles.

Jody Miller, Capitol’s New Folk Thrush

HOLLYWOOD—Jody Miller, a young folk singer from Oklahoma City, signed to an exclusive recording contract by Capitol. Miller is seen as a possible one who can challenge the folk market.

She is one of the few artists of this ilk who actually began singing folk songs when she was a child. Her first recordings were of the kind that are not difficult to find.

A&R producer Curly Walter has already recorded the artist, and her debut album will be out soon. She has been appearing occasionally at Shelly’s Manne Hire in Hollywood.

Publish “R & H Story”

NEW YORK—Musical theatre buffs can now add “The Rodgers & Ham- merstein Story” (John Day, $4.50) to their Library. Written by George Green, an author on "e musical stage," the book covers the works of the famed team plus their careers before they teamed-up for their first work The King and I (1948). An append-ix includes all the songs written by R & H, who first sang them and a listing of all their shows. Green is the writer of "The World of Musical Comedy."

Party For Johnny Cash

NEW YORK—Johnny Cash (left), along with his troupe featuring June Carter (right), recently left Idealville to Biltmore, the headquarters of the United States Army, Naval and Air Forces bases in California, France and Italy. This marks the Columbia changer’s third return in two years to the European Continent.

Artona Knows Disk Game, Colpix Finds It a Pleasure

NEW YORK—Herb Homes, international director for Colpix, reports that many of the label’s European distributors are able to act as quickly on Colpix products as domestic distribs. Artona, for instance, which is centered in Haarlem, Holland, last week sent news of strong sales on several items recently released by Colpix. Current noise-makers for the Benelux countries include “My Dad” by Paul Petersen, “Big Wise World” by Teddy Randazzo, “Decade” by Zoot Sims, “Pin a Medal on Joey” by Dar- ren, “New York” by Sandra Stewart and “Lone- rence of Arabia” by Bernie Leighton and Jim Hall on May Records.

via daily communication with its Netherland outlet suggestions are sent to the company to match Colpix’ contact with its distribu-tors.

Artona is especially promotion con-scious and is currently sponsoring a contest to stimulate interest in Paul Petersen’s new LP, “My Dad,” with winners receiving autographed copies of the album. Almost all of Colpix’ product is re-leased by Artona in its ability to move with records, and dynamic, modern the promotion skits on the show are one of the hottest distributors on the international record scene.

The contest illustrated an im-pressive knowledge of American trends, charts and promotional ef-forts, and it continually applies these, with its own creative touches to the Colpix disks that it issues in its own area of sales. Artona is currently plugging the above-mentioned releases in the fan magazines and trade and consumer publications in Belgium, the Netherlands and Luxembourg. The firm will also sponsor a great deal of air time over Radio Luxembourg. This help create interest in its current Colpix best-sellers.

Capitol Issues Gleason’s TV’er Themes

NEW YORK—Capitol Records, an-swering requests of “viewers,” has issued a single of two themes heard on Jackie Gleason’s “American Scene Magazine” TV series, under the direction of Gleason himself, “The theme, “La Spacc, La Lo” and “It’s Such a Happy Face,” which are the background music for some of the shows. The disks were promptly a “broad-foo” with fans of Gleason’s viewers writers the Gleason office.

防治病毒！
Music Men Tackle Flops, Commercial And Artistic

NEW YORK—A lot goes into making a flop record, but, then again, there are those who contend that most of the flop records are artistic flops.

Matters relating directly and not-so-directly to "What Makes a Flop (or Did Who To Whom?)" were taken up by a panel of music men at a discussion last week (18) at Fine Studios, this city, under the sponsorship of NARAS, the disk award organization.

Panel was composed of Milt Gabler of Decca's A&R dept., Hayes & Luigi, Victor's A&R producers, Lou Levy, head of Leeds Music, Jim McCarthy, the independent man, Bobby Scott, the jazz pianist-clefier, writer Charlie Singleton and Art Talmadge, head of UA. Joe Caida of Trinity Music was the moderator.

The discussion began on a light note (e.g., Caida: "Anyone who agrees with another is out"), but—granted humorous interjections throughout the debate—it soon took on a serious, if not often heated—character.

Despite Caida's opening tongue-in-cheek interjection, all agreed that a song, whether classified as artistic or not—was the most important element in obtaining a hit record. As outlined by Gabler, and generally accepted by the panel, these factors followed: artist, "dressing" (arrangement), promotion and sales. Once these were established, no amount of promo and sales efforts could help a record that didn't "have it in the grooves." As Luigi put it, "a good record sells, a bad record doesn't sell."

Lou Levy took the publisher's view that there are instances whereby a publisher's belief that his side of a single is "the A" side and his resulting promo effort, actually did prove he had the hit side, despite the initial feelings of the label. He referred to Brenda Lee's "All Alone Am I," a Leeds copyright, which became the hit side although Decca felt the rhythm side could "sell" their version. For "Mr. Me," deserved the initial push. Gabler countered by noting that the label "thought enough of the song "Alone" to submit it, but we thought we were right in going with the rhythm side."

After realizing that "Alone" was the top side, "we went with it," Gabler added.

The Levy-Gabler exchange led the panel to a discussion of whether a publisher by going against a side decision, in the "A" side case was actually destroying the deck's potential by creating a "split-play" situation.

It was pointed out that "Alone" would have never madewithout his label's belief in the song, while Luigi declared that a publisher had "many times listened to a side that could sell by developing a "split-play" on the record.

Talmadge said that one of the major factors in "flip" records was a label that had too big an artist roster. "The easiest thing to do is make records," Talmadge said. He added that sufficient material to go around, but A&R men get "panicky," realizing that the firm has an overhead and payroll to think of. This, Talmadge added, "removes selectivity" from making a disk. Talmadge also pointed to the great amount of time devoted to "diamond polishing" today's disks, that is work done on a deck after the session has taken place.

Gabler said that big artist rosters are sometimes necessary, since a label must always try to develop new artists in view of the fact that all time greats on the label do not necessarily remain all-time great sellers, "chubbybody lasts forever," Gabler noted.

New York—Naras Records last week recorded the hit Broadway drama, "Who's Afraid Of Virginia Woolf?" at its 30th St. studios in Gotham. In the top pic Goddard Lieberson, topster of the label, and Edward Albee, the writer of the play, are shown during the session. Arthur Hill, Uta Hagen and George are pictured during a climactic moment in the first act of the play on the second shot. Alan Schneider, the director of the play is shown in discussion with Albee, Richard Barr and Anna Francs, Columbia associate producer, in the third photo. Uta Hagen is pictured listening to a playback in the bottom pic.

Charlie Singleton stated that he wanted the record business returned to the publishers and A&R, the people, according to Singleton, who "own the songs." He said that all writers write with an artist in mind, and it was the responsibility of publishers and A&R men to fit songs with the right artist.

Bobby Scott led the panel to the area of artistic integrity in today's music scene. He said most records produced today require only "1/16 of one's talent." He termed popular music one of America's "greatest forces . . . and it's getting more and more inane."

Scott said that such a situation was treated by malpractice (e.g., guarantees), stylization and no-talent artists.

It was Luigi's view that artistic integrity should be left to the public. Would Hugo & Luigi cut Joan Baez, the Vanguard label's hot artist, Questioned, Scott countered. The Victor execs replied in the affirmative.

In the question-and-answer period that followed, Dave Cavanaugh, Capitol A&R producer on the coast and a national trustee of NARAS, called for greater responsibility from industry in raising the standards of disk produced, which, he added, is one of the very reason for existence of an organization like NARAS.

Columbia Cuts "Virginia"

Cash Box—March 2, 1963

Barbara Lynn

B/W: "JUST ANOTHER FOOL"

JANIE 1342

T I E C H E R

UNITED ARTISTS

1207/RG-N.H.Y. IN.}

BEN COLDER

Bigger Than "EXODUS"

Theme From "LAWRENCE OF ARABIA"

FERRANTE & TEICHER

BY 3313

MANIC CHEMICALS by HAVILY MILL

LAWRENCE OF ARABIA
Bagley Ends Tie With AF

NEW YORK—Erv Bagley has left his post as sales, promotion and marketing head of Audio Fidelity Records. As of press time, no successor had been tagged by the label. Bagley said that he is currently concluding some “important personal affairs,” after which he will announce his plans for the future. Before joining AF early in 1961, he served as eastern sales manager for Liberty Records for three years, operating out of the New York office of the Hollywood-based firm. He was also associated with indie concert promoter Sid Bernstein in the production of Atlantic City and Newport Jazz Festes, as well as several Judy Garland and Tony Bennett concert treks.

Darin Buys Pubberies

(Continued from page 7) Burton, who had founded Edgar Music about the same time Ceida set up Trinity, Grean left the firm in 1957, with Ceida and Burton staying on.

Ceida left for a 2 1/2 year period in March, 1960 to become veep in charge of eastern operations for Capitol Records. He left Capitol last Sept. to return to his firms.

Darin formed TM productions less than a month ago. Acquisition of the pubberies thus gives Darin a totally integrated music-record operation, over and above his own personal activities as a performer.

As a performer, Darin is at a new peak of his career. His current Capitol single, “You’re the Reason I’m Living,” published by Astaria is a top 10 tune. His recent hits, “If a Man Answers” and “Pressure Point,” were good box office. Four new Darin hits are scheduled for the immediate future. He’ll be doing several specials on TV in the near future. He is currently playing the Coconut Grove at the Ambassador Hotel in Los Angeles after a four week run at the Flamingo in Las Vegas. Part of the premiere of his L.A. engagement last week (21) was taped “live” for first telecast of a nitty opener.

Mercury Names Phone Sales Head

CHICAGO—The phone division of Mercury Records has named Perr Winokur as its sales topdog, according to a memo from Irwin Steinberg.

Winokur, who has had many years of experience in the major appliance industry, was formerly sales promotion manager for Polk Bros. in Chicago; sales manager for Hornstein, Inc., and national sales representative for Marzbeni-Iida.

According to Winokur, “The phonograph industry in 1962 reached a new high, with an increase of over 24 per cent. Mercury intends to become a major factor in the industry in 1963, and we will equip our dealers with the tools, knowledge and desire to achieve this goal.”

Winokur added that the Mercury phonograph line will be rapidly expanded with a number of “exciting” new products, and that a review is being made of the price structure for the entire Mercury line.

“We will also be providing more promotional help at the dealer level, and Mercury will assume its role at any sales of distribution to spearhead our new sales drive.”

HOLLYWOOD—Tennessee Ernie Ford is flanked by Hank Jones and Dean Kay, RCA Victor singing duo, who join the chanter in his Capitol album of Hymns, “I Love To Tell A Story.” Jones and Kay, pictured above during a break in the session, are regulars on the Ford daytime ABC TV’er.

Shirley and Lee

“The Golden Rule” and “Hey, Little Boy” #5922

Imperial Records

Sherry’s Lips” and “Miss Brown” Phillips International #3583

Cash Box—March 2, 1963
Ohio Appearance

NEW YORK—Popular TV star Andy Griffith huddles with personal manager Richard O. Linke regarding his upcoming appearance at Ohio University, April 19 and 20. Proceeds from the Griffith appearance go into the “Richard O. Linke Scholarship Fund to be administered by the University. Linke is a 1941 graduate and active alumnus. Griffith is currently star of his own Monday night series on TV. With greeting inscriptions, comic Ronnie Schell will also appear at the benefit.

Riverside Issues “Bently On Brecht” LP

NEW YORK—The American theatre’s revived interest in the works of the late German playwright Bertolt Brecht has produced a new album, “Bently On Brecht,” on the Riverside label. Brecht’s personal reflections on love, war, peace and the problems of being a poet in the modern world are brought together on the first side of the LP, while the second side is comprised of a chronological collection of songs from Brecht plays.

Songs featured—are on which Bentley accompanied himself on the harmonium, a seldom used reed organ which had been called for by Brecht since his first play, “Baal,”—include “Mack The Knife” from “Three Penny Opera,” “A Man’s A Man” and “The Song Of Mother Courage.”

Gag LP Jackets From Doud & Booker

New York—Earl Doud & Bob Booker, creators of the “First Family” LP, have come up with a gag series of six LP jackets with a fake 12-card “First Family” series as a gimmick. The fourth in the series, "High In-Fidelity" is the name of the label, which is handled by Kanrom Publishers, this city, whose proxy his comedian Jackie Kannon. Each cover retails at $1.

The Best Version "LAWRENCE OF ARABIA" Jim Hall & His Orchestra MY 131

Townsend's New Yeep Post Gives Col's H'wood A&R Men Added Duties

HOLLYWOOD—Irv Townsend’s new position as west coast operations Vice President has necessitated his expanding the recording activities of his three A&R producers.

Jim Harbert, Ed Klein & Terry Melcher are being assigned new roles as Townsend slowly phases himself out of A&R work to concentrate on his administrative duties as the Operations Vice President and not just head of the A&R Department.

There are four areas in which Townsend is now concerned in addition to running the A&R operation. These include sales, studio operation, custom service and any new diversification the company gets into.

Townsend stated he will still be active as an A&R producer, but not to the degree he formerly was during the three years he has been in California. He has a close relationship with Columbia whenever an officer of the company was required, as in dealings with labor unions. He also prefers he would be concerned with the relationships between the sales offices and the 12 Western states and the various distributor outlets (retailers, rack jobbers and one-stop) and disk jobbers.

Just as Andy Schrade, the previous operations vice president, who headed the Los Angeles factory was not involved with A&R work, so too will Townsend not be in control of the factory operation.

Townsend explained he was taking an active interest in the technical facilities and would be soliciting outside accounts for the Sunset Boulevard studio. Columbia presently records 40% of its total output in this Hollywood studio.

The three Hollywood-based A&R producers are working in three separate areas and will be assigned artists who have recorded for Townsend in the past. The two albums planned for the recent future are: Jim Harbert is handling pop albums and singles for such artists as the New Christy Minstrels, Johnny Williams, Jimmy Brown Band. Ed Klein is handling the Brothers Four, Percy Faith and Andre Previn and will also specialize in soundtracks and classical artists. Terry Melcher is developing teen singles with Eddie Hodges, the Rin Chords, Emil O’Connor and Hannah Dean. Terry’s own single, “Be A Soldier” and the Rin Chord’s “Here I Stand,” have been breakout records in many West Coast locations. Melcher is also seeking new special single projects involving his mother, Doris Day and Frankie Laine.

Amy-Mala Is Distrib For New Diskery

NEW YORK—The Amy-Mala disk setup is handling a new label—Keyman Records. Diskery is bowing with “Keyman” and “Diamonds & Pearls” by Lisa Carroll, Lark is managed by Floyd Ackerman.

“HE’S SO FINE” LOUIE LAURIE 3152

THE CHIFFONS THE BLUE BELLES "COOL WATER" DOO WOP 6000 N. Broad, Phila., Pa.

"I Found Someone" The Crusaders #472

Cash Box—March 2, 1963
**Cash Box**

**Cash Box Top 100's Publisher**

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

**CASH BOX TOP 100'S PUBLISHERS**

A Gypsy Cried (Aldon-Sparrow-BMI)

Alice In Wonderland (Acme)

All About My Girl (Bentley-BMI)

All I Have To Do Is Dream (Bentley-BMI)

As Long As The Sock Monkey Needs Me (Halcyon-BMI)

Baby, Baby (Bentley-BMI)

'work Out (Decca)

Big Wide World (Decca)

Blame It On Bossa Nova (Decca)

Boss (Acme)

Boss Guitar (Decca)

Bossa Nova USA (Decca)

Butterfly Baby (Kallman ASCAP)

Call On Me (Decca)

Can't Get Used To Losing You (Decca)

Cast Your Fate To The Winds (Decca)

Chicken Feed (Decca)

Cinnamon Cider (Alagro-BMI)

DAYS OF WINE AND ROSES (Decca)

Do The Bird (Decca)

Dog (The) (Decca)

Don't Be Cruel (Decca)

From A Jack To A King (Decca)

Go Away Little Girl (Alden-BMI)

Green Door (Don't-BMI)

Half Heaven—Half Heartache (Decca)

He's Got The Power (Alden-BMI)

He's So Fine (Decca)

He's Sure The Boy I Love (Alden-BMI)

Hello, Hello (R&B-Decca)

Hitch Hike (Decca)

Hey Hatus (LeBlu & Martib-BMI)

I'd Rather Be In Your Arms (Wintertime-BMI)

If My Heart's In Love (Decca)

I'm In Love (Tallahassee-BMI)

In Dreamland (Acme-BMI)

I Really Don't Want To Know (Decca)

I Saw Linda Yesterday (Decca)

It's Up To You (Decca)

I Wanna Be Around (Commander-ASCAP)

Java (Bash-BMI)

Jive Samba (By-Decca)

Laughing Boy (Decca)

Let's Limbo Some More (Bash-BMI)

Let's Stomp (Decca)

Let's Turkey Trot (Decca)

'Linda (Decca)

LITTLE TOWN FLIET (Bash-BMI)

LOOP DE LOOP (Decca)

Love For Sale (Decca)

Love For Sale The World Go Round (Decca)

MAMA Didn't Lie (Decca)

MEDICATION (Decca)

Mr. Black (Decca)

My Coloring Book (Decca)

My Dad (Alden-BMI)

MY FOOLISH HEART (Decca)

NEVER HAVE A THOUSAND EYES (Decca)

'NOTHING GROWING UP (Eritch-BMI)

ONE BROKEN HEART FOR SALE (Decca)

OUR DAY WILL COME (Decca)

OUR WINTER LOVE (Decca)

'OUT OF MY MIND (Decca)

PIN A MEDAL ON JOEY (Decca)

PUDDIN' N TAIN (Decca)

PIPE IN THE BREEZE (Decca)

'RAINBOW (Decca)

'REMEMBER (Decca)

RIDIN' THE WIND (Decca)

Ruby Baby (Decca)

SEND ME SOME LOVIN' (Decca)

SOUTH BEACH (Decca)

STRANGE LOVE I KNOW (Decca)

TELL HIM (Decca)

TELL HIM WHERE I'M HOME (Decca)

THAT'S A FACT (Decca)

THAT'S THE WAY LOVE IS (Decca)

THEY REMIND ME OF YOU (Decca)

'TWENTY MILES (Decca)

TWO LOVERS (Decca)

UP ON THE ROOF (Decca)

walk Like A Man (Decca)

WALK RIGHT IN (Decca)

What Did I Do To Offend You (Decca)

What A Fool I Was (Decca)

Who Says I'm A Loser (Decca)

WHY DO LOVERS BREAK UP (Decca)

Wild Woman (Decca)

Yakety Sax (Decca)

Yellow Bandana (Decca)

Your Used To Be (Decca)

You're The Reason I'm Living (Decca)

You Really Got A Hold On Me (Decca)

Cash Box — March 2, 1963 — International Section

**South Africa's Best Sellers**

1. Bachelor Boy (Cliff Richard)
2. Return To Sender (Elvis Presley)
3. The Next Time (Cliff Richard)
4. Patches (Oscar Peterson)
5. Summer Holiday (Cliff Richard)
6. I'll Be Me (Cliff Richard)
7. Dance On (The Shadows)
8. Girls, Girls, Girls (Elvis Presley)
9. Dancing Shoes (Cliff Richard)
10. Only Love Can Break A Heart (Gene Pitney)
### Great Britain's Top Ten LP's

<table>
<thead>
<tr>
<th>#</th>
<th>Artist/Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Summer Holiday - Cliff Richard (Columbia)</td>
</tr>
<tr>
<td>2.</td>
<td>(No. 3 Girls Girls Girls - Elvis Presley (RCA))</td>
</tr>
<tr>
<td>3.</td>
<td>(No. 2 West Side Story - Soundtrack (CBS))</td>
</tr>
<tr>
<td>4.</td>
<td>On Stage With The Black &amp; White - George Mitchell (HMV)</td>
</tr>
<tr>
<td>5.</td>
<td>Out Of The Shadows - The Shadows (Columbia)</td>
</tr>
<tr>
<td>6.</td>
<td>The Shadows To The Fore - The Shadows (Columbia)</td>
</tr>
<tr>
<td>7.</td>
<td>(No. 20 Black &amp; White Minstrel Show - George Mitchell (RCA))</td>
</tr>
<tr>
<td>8.</td>
<td>(No. 17 Best Of Ball &amp; Bilk - Bunny Hall, Chris Barber, Acker Bilk (Pye))</td>
</tr>
<tr>
<td>9.</td>
<td>(No. 14 Four Hits And A Mister - Acker Bilk (Columbia))</td>
</tr>
<tr>
<td>10.</td>
<td>Telstar - The Shadows (Decca)</td>
</tr>
</tbody>
</table>

### Great Britain’s Best Sellers

1. **Elvis Presley**
   - Alma Mater (RCA)
   - Jailhouse Rock (RCA)
   - Don't Be Cruel To Me (RCA)
   - A Little Less Conversation (RCA)
   - A Big Hunk O' Love (RCA)

2. **Billy Fury**
   - Here She Comes Again (Decca)
   - I'll Remember You (Epic)
   - I'll Remember You (RCA)
   - I'll Remember You (Mercury)
   - I'll Remember You (RCA)

3. **The Shadows**
   - The Shadows To the Fore (Columbia)
   - This Is The Shadows (Columbia)
   - This Is The Shadows (Columbia)
   - This Is The Shadows (Columbia)
   - This Is The Shadows (Columbia)

4. **The Shadows**
   - Our World (Columbia)
   - Our World (Columbia)
   - Our World (Columbia)
   - Our World (Columbia)
   - Our World (Columbia)

5. **The Shadows**
   - Our World (Columbia)
   - Our World (Columbia)
   - Our World (Columbia)
   - Our World (Columbia)
   - Our World (Columbia)

6. **The Shadows**
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   - Our World (Columbia)
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   - Our World (Columbia)

7. **The Shadows**
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   - Our World (Columbia)
   - Our World (Columbia)
   - Our World (Columbia)
   - Our World (Columbia)

8. **The Shadows**
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   - Our World (Columbia)
   - Our World (Columbia)
   - Our World (Columbia)
   - Our World (Columbia)

9. **The Shadows**
   - Our World (Columbia)
   - Our World (Columbia)
   - Our World (Columbia)
   - Our World (Columbia)
   - Our World (Columbia)

10. **The Shadows**
    - Our World (Columbia)
    - Our World (Columbia)
    - Our World (Columbia)
    - Our World (Columbia)
    - Our World (Columbia)
BELGIUM

FLEMISH
1. Coer Blessè (Petula Clark/Vogue)
2. Eenzaam Zonder Jou (Will Turn/Palatte)
3. Sans-tolii Mamie (Adamo/Pathé)
4. Tou Le Garou De L'Es Bèlgië (Franchise Hardy/Vogue)
5. Non Monisseur (Los Machucambos/Decca)
6. Si Un Jour (Robert Cogol/Philips)
7. 6 All Alone (Freddy Faber/Decca)
8. T'Pile Le Jeunes (Johnny Halliday/Philips)
9. 6 Descanfado (Eurovision/RCA)
10. Limbo Rock (Chubby Checker/Parkway)
11. I Want To Be (Vadens Sibparadis/Girls Parade/RCA)

SWEDEN

BELGIUM's Best Sellers

The other songs in the competition were:
13. Rococo (Petula Clark/London)
14. Hong Kong Säng (Hong Kong Song)
15. Je Fais Quoi De Mal? (I'm So Tired Of This)
16. Rosen Och Vindén (The Rose and the Wind)
17. Scheherazaad (Christine Allerton/Vogue)
18. Vi Kära (We're In Love Since Yesterday)
19. Storstadsmelodi (Big City Melody)
20. Ság Varpar (Say It Again)

Twist & Meunet (Twist & Meunet)
Zum, Zum Lilla Sommarli (Zum Zum, Little Summer Bee)

The Best of Scandinavia...
English singer Shirley Bassey has been awarded $3,000 (Australian) damages by the Supreme Court in Sydney in a defamation case against Suggestravel Ltd., publishers of Pin, a weekly magazine; this amount is in the vicinity of $6,000. The case was heard before Justice Macfarlane and a jury of four.

EMI has suddenly speeded up their release program of overseas hits. There used to be quite a time lag between a US or English release and the appearance of the same item on the EMI label. A new record list has been created, improved now with a new rush-release program in operation. Records such as "What Does A Woman Want" by Eddy Fisher and "I'll Have Love Again" by Bing Crosby have been listed for release "in Dreams"—Rory Orison; "Butterfly Baby"—Bobby Rydell and "The Puzzle" by Gene McDanels have already been in Australia for the past couple of weeks.

Set for a concert season in this country beginning late in March are Louis Armstrong and the Chris Conlon Band in April, and the Van Lint and Taylor band in May, all from the Australian tour being handled by Arthur J. Tait in association with James Bjelka by arrangement with Harry Miller.

Chris Vaughan-Smith of Southern Music has secured the Australian and New Zealand rights to the current big American smash "Walk Right In" which is doing great disk business in this part of the world for Astor Records with the single release by the Rooftop Singers. The Southern group also controls "What Will Mary Say" and the English hit tune "Must Be Madison."

Local boys The Deltones are making giant strides in progress with their fine single on the Leson label of "Come A Little Closer." This is an excellent piece of pop music and is a worthy challenge to the Australian couple of longer versions making headway in Britain and it seems unlikely that the song will cross the Tasman any time soon.

Eydie Gorme will probably have the biggest Australian hit of her career with her present CBS label single "Blame It On The Bossa Nova." It is catching top notch airplay and should soon hit the high spots on sales charts. Eydie's husband, Hal Lawrence, is on the best-seller list with his CBS release "Go Away Little Girl."

As an illustration of a point we made in an editorial a few weeks back on the product and potential of local music, we quote the instance of "Surfside" by The Denver Men—which is close to the number one record in Sydney where it was produced—and "The Girl Behind The Bar" by Johnny Ashcroft which has also done good business in Sydney. These areu records have done good business in Melbourne which is regarded as a prime disc market. Reversing the situation, we find that two of the hottest singles in Melbourne are "Miami Blues" by Johnny Chester and "Leavein Town" and "Cry Of The Wild Goose" by The Strangers—both disks are by Melbourne musicians. While the legendary status of overseas music is vast in Australia, each disk is good enough to get top action in their local markets so there can't be much wrong with these records if they can enjoy fine sales in their home town. It is interesting to note that while ABC has received many comments from disk-jockeys, record companies and publishers about the state of affairs—but there has been little or no improvement. Again we say: if the Australian record industry is to develop to the stage of successful competition for a share of the international market, it must first solve its most urgent problem—that of national acceptance of Australian recording talent.

Though we have still a severe winter in Japan, people have been feeling the approach of spring since celebrating the traditional Spring Starting Day, with the ceremonial Fire seen in birds' flight imaginary demons to chase them away. We shall have a number of visitors for the early spring season, of whom announced until this date are:

German pop singer, Caterina Valente, in Foh, for the first performance here; Chubby Checker, well known to our fans as the King of Twist, in Feb.; George Shearing, the jazz pianist, in Mar.; French singer Gilbert Becaud, in April; and the English pop idol, Petula Clark, in May. The Liederhalle, a two story System on piano, in Apr., with all his stars; Count Basie and his 16 men, holding together a popular alliance with their leading orchestra of America, in May, in Mantova's Orchestra, catching our mood music world, in May; Marcel Amont, French popular singer, in May.

Ray Charles was in Sydney for ABC's "Australasian Hit Records" for the big sale of his disks released from the company during the last half-year, "All About Ray Charles" (LP album), "Ray Charles Country Song Of Utah" (LP album), and "My Way" (LP album). He is to receive the Hit Prize of this company as an American or as a male singer, and the third foreigner after the war, following Caterina Valente and Ray Linder. The Prize is to be presented through Samuel Clark, president of ABC-Paramount.

Victor Shuppan KK is releasing modern jazz albums, the original masters of Prestige, including dates by Art Blakey, Horace Silver, Miles Davis, Sonny Rollins and Stan Getz.

Nippon Gramophone Records established two deals on new labels. One is Assamia, on which it is pushing Middle-South American (M-S) Music. The first release will be in March, an album of a native chorus group Julito Rodorizos Trio. The other one is the original masters of "Sounds Of Hawaii," to be released on the Polydor Label. The first such issue is due March 20.

Nippon Columbia is putting out two issues of compact 36 cm LP records. "All About Connie Francis" is a collection of her hits, while "Marty Robbins For You" is the 4th issue of Columbia's popular series, which features popular singers in 36cm mono coupled records.

JAPAN'S BEST SELLERS

INTERNATIONAL:

<table>
<thead>
<tr>
<th>Week</th>
<th>Artist</th>
<th>Song</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>(43)</td>
<td>The Beatles</td>
</tr>
<tr>
<td>2.</td>
<td>(29)</td>
<td>The Rolling Stones</td>
</tr>
<tr>
<td>3.</td>
<td>(56)</td>
<td>Pink Floyd</td>
</tr>
<tr>
<td>4.</td>
<td>(38)</td>
<td>Led Zeppelin</td>
</tr>
<tr>
<td>5.</td>
<td>(45)</td>
<td>The Who</td>
</tr>
</tbody>
</table>

AUSTRALIA'S BEST SELLERS

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Song</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>(9)</td>
<td>Ned Winter</td>
</tr>
<tr>
<td>2.</td>
<td>(12)</td>
<td>Bills &amp; Bones</td>
</tr>
<tr>
<td>3.</td>
<td>(10)</td>
<td>The Easybeats</td>
</tr>
<tr>
<td>4.</td>
<td>(13)</td>
<td>The Monkees</td>
</tr>
<tr>
<td>5.</td>
<td>(15)</td>
<td>The Rubettes</td>
</tr>
</tbody>
</table>

SWEDEN'S BEST SELLERS

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Song</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>(14)</td>
<td>Abba</td>
</tr>
<tr>
<td>2.</td>
<td>(19)</td>
<td>ABBA</td>
</tr>
<tr>
<td>3.</td>
<td>(22)</td>
<td>ABBA</td>
</tr>
<tr>
<td>4.</td>
<td>(25)</td>
<td>ABBA</td>
</tr>
<tr>
<td>5.</td>
<td>(28)</td>
<td>ABBA</td>
</tr>
</tbody>
</table>

NORWAY'S BEST SELLERS

<table>
<thead>
<tr>
<th>Week</th>
<th>Artist</th>
<th>Song</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>(1)</td>
<td>ABBA</td>
</tr>
<tr>
<td>2.</td>
<td>(2)</td>
<td>ABBA</td>
</tr>
<tr>
<td>3.</td>
<td>(3)</td>
<td>ABBA</td>
</tr>
<tr>
<td>4.</td>
<td>(4)</td>
<td>ABBA</td>
</tr>
<tr>
<td>5.</td>
<td>(5)</td>
<td>ABBA</td>
</tr>
</tbody>
</table>

Cash Box—March 2, 1963—International Section
The independent record producer has made his way into the American and British markets to such an extent that these two major markets couldn’t live without him. He is the acknowleged producer of the day, a man who has no producers itself and is completely dependent on independent product and Decca is certainly one of the biggest firms in that land.

The independent producer was an unknown factor until a year ago, and still is a very minor factor in both. However, the small independent firm has produced such hits on the market as “Hawaii Tattoo” for Teldec which was a top ten seller, “Spanish Twist” by Apella for the RCA, and the “Luna” for the EMI. Other top hits for the independent producers and distribution of Golden 12 Records and Bernhard Mihulski have certainly played a significant part in this success of the last year. The present rise of the Lend-Stras for “As Twist,” which was also an indie production.

A new indie record, “Tiajuana,” distributed by the indie is now racking up top sales and more and more industry men are planning on building up production firms mainly distributed by major labels. This development is a healthy sign for the sales. Indie is a sure fire and just sit back and judge the product and decide whether they will distribute it or not without the tremendous costs of producing records which do not have the chance to develop into hits, but must be released as they have already cost the firm a pile of money.

The indie producers are also a wonderful method of finding and building up new talent which is a very expensive proposition. It has been proven over and over that if a record has it in the grooves, it can mean big sales, big name or no name. The new found job of indie producers is to be in business, lower costs and a shot in the arm to the hit singles business in Germany.

Mike Clifford has his first German sung record on the market for United Artists. It’s a German waxing of his "Laurie" smash.

Hans Gerig announces that they have the 3rd place winner by the San Remo Festival “Giovane, Giovane” by Pino Donaggio with the Italian record already rushed onto the market by Electrola.

Electrola records reports they have the first letter announcing that the top 2 songs from San Remo were recorded in German by Vittorio who burned up the charts with his waxing of “Wenn Du Caliente El Sol” in half-German-Half Italian combination.

Teldec Records is working hard on Vico Torriam’s “waxing of “Pepino” and has already got one for the firm’s sales list. Another one for the RCA and just sit back and judge the product, decide whether they will distribute it or not without the tremendous costs of producing records which do not have the chance to develop into hits, but must be released as they have already cost the firm a pile of money.

Hans R. Biereheim reports that his new Charley Tabor waxing of “Caucasian Melody” has been well sold and has put it in the Top 10. The record was written by hitmaker Werner Scharfenberger, who has written most of the German hits for Connie Francis, Peter Kraus, Mia, etc. The waxing will be released in the United States and in Canada in March. It was recorded in Holland, in London, in Australia and in Germany, Austria and Switzerland on RCA.

Hans’s big hit “Monsieur” sung by Petula Clark is now racking up chart sales in many countries in Europe. Petula records the song in French and Italian along with her German version.

Germany’s Best Sellers

<table>
<thead>
<tr>
<th>Week No.</th>
<th>Week</th>
<th>In Chart</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>1</td>
<td>&quot;Junge, komm bald weider&quot; (Son, come home soon)</td>
<td>Freddy-Poly—Española/Sikorak</td>
</tr>
<tr>
<td>2</td>
<td>9</td>
<td>2</td>
<td>&quot;Wenn Du Dehst&quot; (When You Go)</td>
<td>Connie Francis—MGM—Viktor</td>
</tr>
<tr>
<td>3</td>
<td>4</td>
<td>3</td>
<td>&quot;Gaucho Mexicano&quot; (Galana)</td>
<td>Renate &amp; Werner Leis—Odeon</td>
</tr>
<tr>
<td>4</td>
<td>1</td>
<td>4</td>
<td>&quot;Fuer Gaby Tu&quot; Ich Alles (I do everything for Gaby)</td>
<td>/Du Schaut Mich An (She's Not You)</td>
</tr>
<tr>
<td>5</td>
<td>12</td>
<td>5</td>
<td>Let’s Dance—Chris Montez—London—Méhod Der Welt (The World of Method)</td>
<td>/Die Letzte Rose Der Frühling—Laurie</td>
</tr>
<tr>
<td>6</td>
<td>11</td>
<td>6</td>
<td>&quot;Ich Knuff&quot; Mir Lieber Einen Tirochert (I’d rather buy a Tirol hat)</td>
<td>—Billy Moon—Decca</td>
</tr>
</tbody>
</table>

*Original German Copyright*
BOSSA NOVA NEWS—Alahn Music sent a cable to Brazil saying that it will wax here in our country an LP with the best numbers of its catalog, in Bossa Nova rhythm. The arrangements will be the responsibility of Alahn Music. Two young and talented arrangeurs, the first one being responsible for the orchestral accompaniment of "Volta Por Cima," sound to be recorded throughout Brazil. The singer Olga Lee was in Sao Paulo recording for RCA two Bossa Nova numbers to be released in this country. Songwriter and producer of the Waxboy Dunharias has had enormous facility in interpreting the Bossa Nova sound. Henrique Lebedfnger, from Fernata, said to Cash Box that the American music dailies don't understand yet that the Bossa Nova really is. In his opinion, it's a very simple music. Some Brazilian numbers already in the hands of foreign artists, can't get place beside the American songs based on social problems, very particular to the Brazilian people and not easy to be understood by a non-Brazilian public. And thus, since we have that we hope more of Bossa Nova hits around here which deserve their attention.

Antonio and Joaquim Pinto, brothers of great international popularity, the one singing, the other composing and arranging, were in Brazil recently recording in the RGE studios for RCA. Antonio Pinto is a very popular singer in Argentina,bossa nova is taking giant steps. The singer Olga Lee was in Sao Paulo recording for RCA two Bossa Nova numbers to be released in this country. Songwriter and producer of the Waxboy Dunharias has had enormous facility in interpreting the Bossa Nova sound. Henrique Lebedfnger, from Fernata, said to Cash Box that the American music dailies don't understand yet that the Bossa Nova really is. In his opinion, it's a very simple music. Some Brazilian numbers already in the hands of foreign artists, can't get place beside the American songs based on social problems, very particular to the Brazilian people and not easy to be understood by a non-Brazilian public. And thus, since we have that we hope more of Bossa Nova hits around here which deserve their attention.

Holland's Best Sellers

This week

1. (1) Bachelor Boy/The Next Time (Cliff Richard/Columbia) (Les Ed. Int. Basart N. V./Amsterdam)
2. (2) Catoetje (Sololists Win Soneveel TV-Show/Philips) (Les Ed. Int. Basart N. V./Amsterdam)
3. (3) Limbo Rock (Chubby Checker/Cameo-Parkway) (Bens-Ben-lex/Brussels)
4. (4) Junge Koom Bald Wieder (Freddy/Polydor) (Editions Altona/Amsterdam)
5. (5) Blume (Tahiti) (Gert Timmerman/Telefunken)
6. (6) Sorabja (Imca Marina/Imperia, Anneke Grönloh/Pills, Carina Dois) (Les Ed. Int. Basart N. V./Amsterdam)
7. (7) Let's Dance (Chris Monet/Loewer/Fontana)
8. (8) Dance On (The Shadows/Columbia)
9. (9) Paradiso (Anneke Grönloh) (Editions Altona/Amsterdam)
10. (10) Monseir (Petula Clark/International) (Les Ed. Int. Basart N. V./Amsterdam)

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1. (1) Bachelor Boy/The Next Time (Cliff Richard/Columbia) (Les Ed. Int. Basart N. V./Amsterdam)
2. (2) Catoetje (Sololists Win Soneveel TV-Show/Philips) (Les Ed. Int. Basart N. V./Amsterdam)
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10. (10) Monseir (Petula Clark/International) (Les Ed. Int. Basart N. V./Amsterdam)

Finland's Best Sellers

1. "Satuma (Reijo Taipalo/Scaلندا) Scandia-Musikieli Oy
2. Sealed With A Kiss (Brian Hyland/Kareus) Musikieli-Fazer
3. Musta Ruusu (Veikko Tuomi/Odeon) Levyölät
4. Kolme Neljä (Juhani Seppänen) Sealed With A Kiss (Eino Grön/Philips) Musikieli-Fazer
5. Tango d'Amore (Rocco Granata/Fontana) Scandia-Musikieli Oy
6. Callin' Doctor Casey (John D. Loudermilk/RCA Victor) Oy Musikieli-Fazer
7. Esperanza (Johnny Forsell/Decos) Oy Musikieli-Fazer
8. Arabi-Ahab (Abah The Arab) (Jamo Kallio/Scandia) Ivan Mogul Music AB Sweden

Brazil's Top Ten LPs

1. I Can't Stop Loving You - Ray Charles (Polydor)
2. But Not For Me (The Manhattan Transfer) (CBS)
3. Dancing in the Dark (The Manhattans) (CBS)
4. S Continental - Ray Conniff (Columbia)
5. Twist'n Round the World - Chubby Checker (Parkway-Fermata)
6. The Jet Black's Again - The Jet Black's (Chantelle)
7. Aval I Can't Stop Loving You - Ray Charles (Polydor)
8. Avva Maria Dos Namorados - Anisio Silva (Odeon)
9. Romanceos De Cuba No Cinema - Various (CBS)
10. Brazil's Best Sellers

Brazil's Best Sellers

1. "I Can't Stop Loving You - Ray Charles (Polydor)
2. But Not For Me (The Manhattan Transfer) (CBS)
3. Dancing in the Dark (The Manhattans) (CBS)
4. S Continental - Ray Conniff (Columbia)
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8. Avva Maria Dos Namorados - Anisio Silva (Odeon)
9. Romanceos De Cuba No Cinema - Various (CBS)
10. Brazil's Best Sellers

Brazilian Music

Microfon Inks Prieto As Producer

BUENOS AIRES—Microfon Records has inched closer to Pro as a wax number. Prieto will will A&R records distributed by the label with his first LP release, "Song Along With Brazilian" which reached the A&M singer-songer;" set for early March. Shown (left to right) in the above pie are label topers Mario Kamiski, Prieto and Norberto Kamiski, Microfon's other topers.
The Teenage Smoker

TARGET FOR CIGARETTE OPERATORS

Whether the nation’s cigarette operators like it or not, the sooner they alienate the teenage smoker the sooner they will be in a position to operate without fear of being legislated right out of business. That’s the opinion of industry leaders and it happens to be the direction in which operators should move in order to be in a position to fight the biggest battle of their business lives—the tobacco-health controversy. As we said last week (CB Feb. 23) the problem here doesn’t have anything to do with cancer inasmuch as the operator is concerned. If cigarettes cause cancer then steps will certainly be taken to protect the public. What will probably happen is that the trouble-making ingredients will be removed and cigarettes will continue to be sold and smoked. But that’s the problem of the tobacco industry as such and the medical profession and lately the United States government.

The operator’s responsibility to himself and his business lies in his defense against the attack which has come from those individuals and groups who claim that the way in which to protect the public from the alleged health impairment is to enforce the sale-to-minors law which happens to be on the books of every state in the union but three. And again, herein lies the operator’s weakness in defense. Too many vending machines appear to be on location in areas where these same minors can avail themselves of a pack of smokes without any hindrance from the authorities, the location, or the operator himself. If possession is nine-tenths of the law, consider appearance to be ten-tenths, because that is the ammunition which will be used to attempt to legislate cigarette vending machines out of business in this country.

Last week we mentioned that several bills of this type are smoldering at this moment. Actually four states are considering bills to prohibit the sale of tobacco in various locations through vending machines. The sale-to-minors law is the basis for most of the action.

NAMA’s Operation Alert! program, which is designed to prepare cigarette vending operators for this type of legislative attack, started the first of sixty-four sectional meetings on Feb. 19. The complete list of dates for all meetings can be found in this issue elsewhere. Operators will learn what must be done and how one should go about accomplishing certain goals in order to arrive at a position of strength as it pertains to a necessary and adequate defense.

But before your local meeting is held there is no need to sit back and await instructions. Following is a six-point program which can be followed immediately. It is about the best way a cigarette operator can protect his business from a law which will be used to take this business away from him.

1. Determine through survey the location of those machines to which minors are likely to have access.
2. Post large ‘Minors Are Forbidden’ decals, conspicuously.
3. Post name, address, and telephone number of operator, on each machine.
4. Solicit cooperation of location owners, include appropriate clause in next location contract, reposition machines where necessary to assure adequate supervision.
5. Remove, where necessary, machines located where sales to minors cannot be prevented.
6. Cooperate with competitors, offer local police cooperation in the enforcement of sale-to-minors law.

Just about every other retail outlet for cigarettes has a break proof alibi in defense of this law. The clerk merely states that he does not sell to minors. Operators are not in this same position. By following the six-point program, and attending the Operation Alert! meeting in their town, the cigarette operator can probably build a more positive and believable defense than these same outlets.
United Releases 'Sabre' Bowler With Read-Out Feature Up Front

CHICAGO — United's latest innovation — the new "Read-Out" feature, which instantly indicates each player's frame-by-frame score, is one of the outstanding features in United Manufacturing Company's new "Sabre" coin-operated big bail bowling alley, according to C. B. (Bill) DeSelm, executive vice president in charge of the sales department.

DeSelm announced the release of "Sabre" in an interview last week with the Cash Box reporter in his office at the United Manufacturing factory.

Seeburg Adds 12 Little LP's To Second Ed. Catalog

CHICAGO — Seeburg has announced the first supplementary list of 12 new Little LP albums to be added to the second edition of the Little LP Catalog. Albums included in the list are:

- BLEYER, ARCHIE
  - Moonlight Serenade
- ALMEIDA, LAURINDO
  - Viva Bosza Nova!
- BAXTER, LES
  - Caribbean Moonlight
- CHOICES
  - Songs I Sing on the Jackie Gleason Show
- COLE, NAT KING
  - More Cole Exalted
- SING IN THE RAIN
  - The Great Years
- COLE, NAT KING/
  - SHEARING, GEORGE
  - Nat King Cole Sings/George Shearing
- ELLINGTON, DUKE
  - COLTLANE, JOHN
  - Duke Ellington/John Coltrane
- HAWKINS, COLEMAN
  - Plays Bosza Nova & Jazz Samba
- RAWLS, LOU &
  - McCANN, LES LTD.
  - Story Monday: Impulse
- LONDON SYMPHONY ORCHESTRA
  - Khachaturian Gayne
  - Everest
- HOLLYWOOD BOWL SYMPHONY ORCHESTRA
  - Night Train
- NOCTURNE
  - Capitol

Humbert Bettis Heads Home

NEW YORK — Humbert Bettis, veteran coin machine figure and father of Bert Bettis, operator and manufacturer representative for the Seeburg Company, arrived in New York last week, according to a Seeburg press release.

AND WHO WOULDN'T BE? Fred Ayers, Fred Ayers Music Co., Greensboro, N. C., just bought some new Seeburg's. The other smiling face belongs to Rusty Derby, Roanoke Vending's N. C. sales rep who sold Ayers the machines. Two satisfied coinmen.

Who's At First?

"Oops! Our 'slips' are showing!" In a recent issue of Cash Box a typographical error in the Chicago Chatter column placed Sam Wolberg's new address in the 13 foot (standard) bowling alley lengths. Furthermore there are four foot and eight foot sections available to increase the potential lanes as desired.

Another feature DeSelm spelled out in the instantaneous action in the scoring reeds to indicate the scoring for the other players (competes) on the backglass which, incidentally, has "eye-comfortable" fluorescent lighting. Finally, the game has a very efficient, noiseless ball return, mechanism and return lane, at the right of the bowling alley.

Sample shipments are being made to United Mf's, distributors and will be available in the showrooms of most distributors for demonstration.

Scotch broth and Bill, Harry will watch as hockey game progresses.

Scotch broth and Bill, Harry will watch as hockey game progresses.

Scotch broth and Bill, Harry will watch as hockey game progresses.
"TAC" TACKS UP
A NEW RECORD
SEEBURG ORDER!

Signing the contract, l. to r., John Elms, Jr., John "Tac" Elms, Sy Wolfe, Bill Adair (Seeburg Sales Vice-President), and Jack Gordon

Dispatching Department under the supervision of Jim Hayes

John "Tac" Elms and John Elms, Jr.

Service Department under the supervision of Warren Sciortino and Johnny Escude

Record Department—supervised by Joe Caruso—with a library of over a million records
Famous New Orleans operator beats his own industry record—orders 500 Seeburg LP Consoles and 1,066 Stereo Consolettes from Wolfe Distributing Co.

Tac Amusement Company, New Orleans, has now topped its own record of the industry's single biggest order in a decade—5 railway cars of Model AY-160. Now Tac is getting 500 LP Consoles and 1,066 Stereo Consolettes. John "Tac" Elms, celebrating his 30th year as one of the South's most successful independent music operators, makes no bones about how he did it. He gives the greatest credit to the convincing selling power of Seeburg Mobile Demonstration Studio provided by Wolfe Distributing Co. Take it from "Tac"—"When locations can see the LP Console, hear it, and understand its album programming, they know they've got to have it!"
Rex-Bilotta Appoints Rock-Ola, Can Reps

SYRACUSE — Conrad Berodeau, Manager of the Vending Division of Rex-Bilotta Corp., this city, appointed Mike Cannom as field man for the firm’s U-Select-It vending machine line in the Pennsylvania, Delaware and Virginia territory. The Coin line is handled by Bilotta in ten states and Berodeau in the West.

In another announcement, Berodeau advised that Tom Buzzy, former Coca-Cola Bottling Company head in Syracuse, will head the firm’s sales department on the Rock-Ola IVI and DuGrenier cigarette vendor lines in New York State.

Berodeau also appointed Fred Caramina Long Island field representative for the Can U-Select-It machines.

Rex-Bilotta Corporation also distributes a wide selection of phonograph and amusement machine equipment in the New York State territory.

The firm will represent Tape-Athon Inc., a background music firm based on the west coast beginning this month (see separate story).

The Buyers Read
First Scopitone Comes To Britain
As A.T.E. Conventioneers See
Juke-Movie Machine In Operation

PICTURED WITH THE FIRST SCOPITONE machine to be seen in Britain are Executives of the Company responsible for the introduction in Britain. Scopitones, invented in France, are being distributed nationally in Britain. Pictured from the left are Norman Miller, Director of Radiovision, Pierre Janichewski, Sales Manager of CAMÉCA the French Company who manufacture the machine, H. Scott Thompson, Chairman of Radiovision, P. Foster, Director of Radiovision, H. E. G. Pine, Director of Radiovision and R. B. Johnson, Sales Manager of Radiovision.

LONDON—The latest visual juke box to make its appearance on the British scene is the French manufactured Scopitone which is to be marketed in this country on a large scale. A one-day demonstration was given recently by Radio Vision (Westminster) Ltd., the company responsible for the development and importation of supplies into this country.

The machine manufactured by the French engineering firm of Cameco will be available in Britain for outright sale, on a profit sharing basis or for hire. Scopitone holds 36 films of up to four minutes in length. A pre-selection device enables any number of films to be chosen for the cost of 1/- each. Continuous play is assured as each film is automatically rewound while the next one is being shown. It can play about 20 films in an hour.

Scopitones have been available in France for two years where some 700 are in operation. At least 500 more can be found in Germany, Belgium and Italy.

With the first machine already sited in a Fleet Street restaurant, Mr. Norman Miller, a Radio Vision Director, foresees the time when Scopitones will become as widely available and popular as the ordinary juke boxes.

During the demonstrations three films were shown—two German and one French—and the first British star to film for the medium will be Decca's Craig Douglas with his current release “Town Crier.”

In addition to its use as a promotional medium for recording stars Scopitone can be adapted for business purposes as a sales aid or staff training etc.

LATE MODEL
SEEBURG HIDEAWAYS
AVAILABLE FOR THE FIRST TIME!

ALL
HY100UV 33 1/3 STEREO, 100 Selections........ 59.75.00
HC6100R 33 1/3 STEREO, 100 Selections........ 77.50.00
REPAINTED
HC6100R 33 1/3 STEREO, 100 Selections........ 72.50.00
HC610R 100 Selections.......................... 295.00
HC610R 200 Selections.......................... 295.00
HC620G, 200 Selections.......................... 235.00
HC610R 100 Selections.......................... 125.00
A-1 CONDITION
HV200, 200 Selections.......................... 235.00
HV300, 200 Selections.......................... 245.00
WRITE: FOR SENSATIONAL OFFER ON ALL MODELS

USED SEEBURG WALL BOXES

V-3WA, 200 Selections.......................... 5.00
V-3WA, 100 Selections.......................... 5.00
V-3WA, 200 Selections (Square Type)........... 200.00
35W100, 100 selection (Square Type)............ 200.00
35W200, 200 Selections (Square Type)........... 200.00
35W300, 200 Selections (Square Type)........... 200.00
35W400, 200 Selections (Square Type)........... 200.00

Eastern Music Systems Corp.
SEEBURG DISTRIBUTORS
334 No. Broad Street, Philadelphia 2, Pa.
Locust 4-4415
They're Rowe! They're unconditionally guaranteed for 3 full years!
Get both now at a low combination price!

WHAT A DEAL!

MODEL 77 CANDY VENDOR
MORE CAPACITY FOR BIGGER PROFITS
11 selections. Vends 340 items—190 candy,
150 gum and mints. Lighted display panel,
quarter changer standard equipment.

MODEL 86 CIGARETTE VENDOR
MORE CAPACITY FOR BIGGER PROFITS
14 selections. Vends 510 packs—regular, king-
size, soft-pack or box-type cigarettes. Auto-
matic match dispenser.

Standard Rowe vendors—not stripped-down models. Both vendors have all the features found on more expensive machines. The Model 77 Candy Vendor has 11 columns; the Model 86 Cigarette Vendor has 14 columns. Both are up-to-the-minute in blue-and-white Celebrity colors.

Look, shop, compare—then ask your Rowe AC Services distributor for his new, low combination price. You'll be pleasantly surprised. Ask him, too, about his special discounts for quantity purchases. He's got a profit-making opportunity here for you.

ROWE AC SERVICES
18 South Michigan Ave.
Chicago 3, Ill.
Mar-Tabb, A Study In Growth

HIALEAH, FLA.—One of the fastest growing coin machine-vending operations in the country continues to grow with each passing day. Sol Tabb, President of Mar-Tabb Vending, never has given much consideration to trends but he may possibly have something to do with any “upward trends” reported.

As this is written, Tabb is in the process of completing the finishing touches on a new plant in Miami—a 40,000 sq. ft. building which will be one of the largest in the south. Starting with 400 machines six years ago, Tabb today takes responsibility for 2500 machines of all types. “If its coin-operated,” states the operator, “Mar-Tabb has it on location.” From music to cigarettes to ice cream, candy and coffee, the giant operator continues to expand purchasing routes, gaining new locations, and heading for a goal expected to be reached in 1965 of 7500 machines.

He credits diversification with the reason for the unusual growth. Fifty-four employees conduct the operation which will emanate in Miami and continue to Florida City to West Palm Beach. Radio trucks and men are stationed throughout the 100 mile area. In addition to being in a position to service a location in the shortest possible time, Mar-Tabb can also spot an opportunity within the area. If one exists chances are Tabb will act upon it. And therein lies another reason for the firm’s success. The new plant opens in May 1963.

Bilotta Hosts Wurlitzer School

NEWARK, NEW YORK—A Wurlitzer service school was held here in the Bilotta Enterprises Inc. showrooms on February 7 and a good showing resulted.

The Wurlitzer “Model 2700” phonograph was the center of discussion as Wurlitzer’s Field Engineer Hank Petee discussed the internal features of the machine, covered many of the service features, and generally outlined the electronic and component parts of the machine before asking for questions from the operator-mechanic crowd. Pictured below are two photos taken during the school.

THE INSIDES OF A WURLITZER were just about taken apart during the recent (Feb. 7) Wurlitzer school held at Bilotta Enterprises. Far left, President John Bilotta explains what he calls the Wurlitzer “Jewel,” the Wallbox (Model 5610) which can play the Ten Top Tunes at the drop of fifty-cents. Pictured right, are the following interested coinmen: William Jones, Dan Barnes, Chas. Bremo, Henry Genter, Jerry Polina, Sam Polina, Ed Clinton, Ephraim Snyder, Joe Shortino, Anthony Comella, Harry Bemeta, Alfred Renzi, Robt. Colarocce and Ed Teller.

Sensational New Bally 2-Players Game

Table Hockey earns up to $50 a week in average location

Want to see slow spots come back to life in a hurry? Want to see top locations turn into big money bonanzas? Get Table Hockey, the real player-to-player hockey game that keeps customers grinning, grunting and going back for more. “Best you next game” repeat play appeal and extremely fast play result in collections never believed possible with strictly competitive play equipment. Fan to play without previous practice or knowledge of hockey. Table Hockey appeals to all types of players, men and women, young and old. Long location life is assured by exciting combat action and the fact that scores are usually close, keeping players in a competitive sport mood after month. Give yourself the get-well break you’ve been looking for. Get Table Hockey going for you today!
Shipping Rates Hiked

NEW YORK—Steamship lines have reacted to the settlement terms of the recent east coast strike with a wave of freight rate increases some of which run as high as 10% over rates charged before the east and Gulf coasts of the U.S. were shut last month. In some areas where rates were not hiked, reports stated that the possibility of such a move was "under intense study." The increase was expected to affect to cost of shipping coin machines as well as other exports.

NY UJA-COIN MEET HELD

NEW YORK—The first UJA-Coin Machine Division Committee meeting of the year was held last Wednesday evening, Feb. 20, in the UJA headquarters here, and discussions were held regarding the nomination of qualifying personalities for the role of Guest of Honor and Chairman of the 1963 Drive.

Close to one dozen members of the industry in this area attended the meeting and although several choice names were submitted for both posts, no official decision was made on the nomination of these names. In the past heads of distributorships and leading operators have held the Guest of Honor spot. Last year, B. L. Littleford V.P. of Billboard and Joe Orelle, Cash Box prexy, were honored together.

No date was announced for the next meeting.

Each year, this division of UJA manages to raise about $30,000 in funds for the charity. The goal for this year is expected to be slightly higher. Three hundred persons usually attend the annual banquet at which time the Guest of Honor receives an award and tribute is paid.

Globe Consumer Discount Finances Coin Industry With Funds From 1200

PHILADELPHIA—There may be several hundred operators throughout the entire Pennsylvania territory, but much of the financing is done from funds belonging to more than 1200 individuals in the Philadelphia area. That's the story of Globe Consumer Discount Company, a mutual corporation, credited with financing millions of dollars of equipment each year for coin machine operations here.

This year, as announced at the corporation's annual dinner meeting recently, Globe paid an extra 5% dividend bringing to shareholders a total 13% on capitalization of more than $5 million, with a reserve of $1 million, and an expected gross for 1963 of $5 million.

Globe's Chairman of the Board is Dave Rosen of David Rosen Inc., Rowe AC distributors here. According to Rosen, Globe has paid 8% and better to shareholders in the past. Stock purchases have depleted saleable stock.

Rosen expressed his feelings last week in an interview with Cash Box when he exclaimed that in addition to sharing the responsibility of the people's investment with Managing Secretary Morris Schuchman, he also enjoyed the satisfaction of being proud to be a part of the mutual company. Rosen addressed shareholders at the annual meet which was held at Wyne Country Club in Philadelphia (Picture). Last year Globe paid Rosen a tribute for his twenty-five years of service presenting him with a plaque and a trip to Israel.

ANNUAL MEETING: Mutual Company is owned by more than 1200 shareholders. Hundreds attended meeting recently.

GLOBE OFFICERS: Dave Rosen and Morris Schuchman (foreground). In rear are David Shapiro CPA and Samuel Black.

ANNUAL DINNER: Banquet was held for Globe shareholders following annual meeting. Additional 5% dividend was declared.
THE BIG GUYS BROUGHT TOYS
When Bill Rodstein and Tony Bennett visited St. Christopher's Children's Hospital in Philly, the big guys naturally expected the big guys to bring along a surprise or two that they did. Rodstein, who owns the L.A. arm of the famed Sinatra Room, and Columbia's hottest singer, came loaded for bear. After staying a week with the kids, the big guys left. And not a tiny head turned. They were too busy with their new toys!

Tape-Athon Launches Background Program For Ops; Appts. Dists.

LOS ANGELES—Tape-Athon, manufacturers of high fidelity tape players, has launched a sales program designed to corner a share of the background music business which is now conducted by the coin machine industry. According to President George Anthony, who discussed the details with Cash Box last week, the program calls for initial appointment of distributors who will be franchised phonograph outlets, and from them a sales package will be promoted to the music machine operator who is either already in the business or desires to diversify into this phase of the business.

Tape-Athon's package calls for a tape player which is priced from $300 to $500. The player is guaranteed to be free of all interference due to high frequency equipment currently on location in broadcast studios and similar locations. The firm has its standard equipment already installed in several nationwide chains including Newberry's, Kreger's, Twinfair and Fields shopping centers.

The player uses a standard tape reel which Anthony says will play eight hours of continuous music before repeating. One tape playing three times will fill 24 hours of uninterrupted music. Tapes are rented for $6 per month. Royalties to licensing organizations will be handled through the Tape-Athon distributor, at the discretion of the operator.

Anthony also stated that the same reel can be played 24 hrs., per day for periods up to two years before possible repair becomes necessary. The tape player is said to have construction features which will enable it to remain on location for periods of ten years and more, according to Anthony. Motors are guaranteed for one year. Components are guaranteed for 90 days. Distributors will be authorized to stand behind the guarantees according to the Tape-Athon head.

Anthony said that the player is constructed with ball-bearing fittings and die-cast parts. “No pieces are stamped out as in lower-priced players now on the market,” stated the company exec. Each reel offers from 250 to 400 selections. Rentals can be arranged also from distributors.


The distributors appointed to date are all distributors for the Wurlitzer phonograph. Anthony said that future distributor appointments would probably work out in the same manner, although it in no way limited the firm's choice of distributor in other areas.

Anthony plans a sales meeting in May with all distributors in attendance at which time an all-out sales promotion program is expected to be carried at the manufacturer and distributor levels.

WURLITZER 2700

Greatest Money-Maker of Them All

WE'VE GOT SPINNER!

BALLY'S NON-STOP MONEY-MAKER

DIME-A-MINUTE EARNING POWER!

High Score or Pin Poker
Keep or Kickout Feature
29 1/2” x 29 1/2” floor space
2, 3 or 4 play for 10c

CALL TODAY!

AUTHORIZED DISTRIBUTORS FOR ROWE VENDING, AMI MUSIC, BALLY GAMES, UNITED GAMES, WILLIAMS GAMES, FISCHER POOL TABLES, KAYE POOL TABLES

PIONEER SALES & SERVICE CO.
3110 W. FOND DU LAC AVE.
MILWAUKEE, WISCONSIN
CAll 5-9340

Van Box—March 2, 1963

1 or 2 can play!

One Player draws and fires against speed indicator
Two Players draw and fire against each other for competitive scoring
When red “DRAW” is flashed on players draw and fire. Championship Fast Draw Scores Each Player's Hits,
Adjustable Gun Stands
Realistic "Royale" Holsters
LOCATION TESTED
TROUBLE-FREE OPERATION
See it at your local distributor, or write:

SOUTHLAND Engineering, Inc.
1657 Euclid St., Santa Monica, Calif.
Telephone: EXbouc 3-3724

For the Best Deal Get WILLIAMS ‘BIG DEAL’
1, 2, 3, 4 Drop Targets
Fast scoring and quick action
1-Player!
See your Williams Distributor

WORLD'S LARGEST INVENTORY FOR SALE

Send for Complete Lists

ARCADE—GAMES
BINGO—RIDES
MUSIC, etc.

DAVID ROSEN
Exclusive AMI Dist. Co. Po.
835 N. BROAD STREET, PHILA. 23, PA.
PHONE — CENTER 3-2003

Cash Box—March 2, 1963

57
**TABLE HOCKEY**

earns up to $50 a week in average location

**Eastern Flashes**

There's always something new if you look for it and that was the case last week as the coin machine industry made the most of new ideas, new equipment, and new approaches to old ideas, in order to keep the locations happy with money-making equipment.

Johnny Bilotta was very much on the scene with George Anthony, Tape-A-Then, exec., who was in town staying at the Barbizon-Plaza suite, as were such stalwarts as Bill Weiner, who makes arrangements for the sale of the Smokehog cig vendor with John; Conrad Bordelon, Rex-Bilotta’s number one man in charge of vendings—and this means Rock-Ola’s IV state terminals in the New York area, and the Coan U-Select-It vendors in ten states along the eastern seaboard, Bordelon appointed Irv Kemper of the County line out to talk Kemper down Richard war, all agreed who has the ice and is definitely making a name for itself whenever it goes out on location. “We think highly of it here,” stated one distributor, “but unless the operator places it in a tavern, there’s no money being made for Bill and Al and such. Put it out and see for yourself, is what I’ve been tellin’ them and reports indicate that I’m right.”

As far as newness is concerned, of course anything new deserves mention, especially when it concerns so many members of the industry, and we speak of the AMA of Pennsylvania. Members are currently going through the hallway membership. Meeting sites have been changed to vary the location of the monthly meet rather than hold it each month in Harrisburg. Next month, March 8th, Wednesday, check to see what’s going on in the State of Pennsylvania. The General DeKalb Hotel is the place and if you get there by 6:00 PM you can have one.

One of the most talked about amusement games to come about in years is the Bally’s “Spinner” which has excited the most staid of distrubals. We have heard reports before, and in no cases they were deserved, but no operators themselves have told us that Bally’s “Spinner” is the best money-making game to work under the sun for too many years. Check out Harry Samuels of “Bally”, Irv Witten, Philly, Dyke Hawes, Maccon; Jack Bess, Roann; Sam Taran, Miami, and not least of all, Al Calderon, in Indianapolis, who helped test the game. Then, and only then, let your judgment be your guide. And this is just the beginning. Bally’s “Spinner” will help many fad suppliers make a comeback, and of this you can be sure. The price? About $800.

New things are not always good things and the cigarette operator troubles are an example. The Operation Alert meeting for NYC is set for April 1st, Richmond News, Richmond; Buffalo, March 30, Charter House; Philadelphia, March 30, Country House Motel; Albany, March 27, Thruway Motel, Phila., April 3, Marriott Motel, Hartford, March 29, Shrine Airport Motel, Washington, D.C., April 2, Executive House, Baltimore, March 28, Holiday Inn, North; Boston, March 28, Charter House; Newark, April 2, Hotel Robert Treat; Pittsburgh, April 5, Hotel Fort Pitt, and so it goes. Check your locale for time and place and see what defense against the sale-to-minor laws attack has already been launched. (See editorial.)

Kitty Budinoff, Bud’s Amusement Co., Port Chester, invited Irv Kemper to the house last week and Irv told us that Kitty’s two children (Priscilla, 9 yrs. of age, and Danny, 11) are “really interested in the game. For instance, Kitty is a beauty and a charming hostess, and Danny is an electronic wizard. Some combination!”

Irv Kemper and Sol Groenstam, Belgian Amusement, Phila., have moved their Antwerp offices to a new address. Ted Sedell continues to complain about business, (You know what I mean, something!) Davis Distributing skedding a host of service schools for ops on the firm’s Seeburg vending equipment in Syracuse, Rochester, Buffalo and Phila. The Antwerp outfit has no plans to build a new branch house, and most of the people in the industry want to know what is going on in Seeburg Equipment who is reported to be building on the Seeburg’s Luck.”

Mike Munves reported back from sunny Florida where they almost starved him out on a late getting him up to the Thunderbird where the food was so good Mike put on a pound or two. . . . Irving Holzman shipping United Caravelle shuffles. . . . Mickey Anderson on a one month vacation, Decided to try it easy. Just a change. Was ready to say a change. Mickey was waxing enthusiastic about the Seeburg equipment, “cause I haven’t been on a cruise in almost two months!” He’s talking. . . . Mike is interested in the Table Hockey game, decided it was a natural for their territory. . . . Harry Berger interested in the pool table business. . . . Dan Collins, Seeburg rep, visited Bob and Marvin Stein, advises that the Seeburg firm has several new things: new course, reconditioned headways and wallboxes, for sale. . . . Joe Ash likes the new Gottlieb ‘Gruge’, So do Philly and Bob and Marvin Stein. . . . John Kaufman of Lesser, seemed to enjoy the country. Wound up prepping an export shipment for the market that continues to grow and grow. . . . Also Lipsky reports that reaction to Larry Gal’s. . . . The Fleet’s Beezy good, too. . . . AMI machine have record firms planning special 5-packs for the machines. . . . Rock-Ola’s selling up a storm, (yet) in the AI Simon office. . . . New Jersey closed its doors early Tuesday, Feb. 19, as snow flurrys built up and driving got difficult. R roundup’s doing a great job with the Williams ‘Major League’ and the Redbird baseball game, puts together some real good nights with shuffleboard tourney play this year. . . . ChiColn’s ‘Al Star Baseball’ is a hit with the local baseball fans. . . . Joe with the newest looking units to come out of Chi in years. . . . Southland’s ‘Fast Draw’ doing a good business, nationally. The ‘Travel Pony’ is not any cute, but it’s doing a good job. . . . Mike isn’t happy over the way the Wurlitzer line moves. The new “2700” is sold out with a new shipment expected about the time you read this. . . . Seeburg’s vending equipment continues to make a name for itself. The coffee vendor (Bally’s still one of the biggest sellers), . . . Rowe’s candy-cigarettes machines make one heck of a combo. . . . So what else is new?
PLAY BALL! As far as Chicago Dynamic Industries execs are concerned the big baseball season is already here. Mort Secore, Chico’s sales chief, speaks of the multi-million dollar emphasis. And, the reason is, of course, the terrific popularity of Chicago Coin’s “All Star” baseball amusement game. Mort sez it’s an operator’s MUST! While we’re warning up the ol’ pitcher arm we might as well note that William Electronic, Inc. is shipping the exciting new “Major League” baseball game for early release. Art Weinand, William’s vice-president assures us it will rack up quite an enviable batting (sales) average.

To further point up the rash of baseball activity in this neck of the woods, Joe Robbins, general sales manager at Empire Coin, reports hefty advances in the sale of baseball games, with ever increasing demands among local operators. . . . An amusement game that is keeping the D. Gottlieb, Col and Boelens ops happy, indeed, is the four-player “Gaucho” pinball amusement game. Judd Weinberg tells us it is selling much better than any previous Gottlieb-1 player has ever sold (and as Gottlieb’s flagship apc) and he’s lost his lovely fan recently for a cruise in tropical waters. And, with Dave and Dorothy Gottlieb spending the Easter in Miami Beach surroundings that leaves Judd and Alvin Gottlieb back home minding the store.

George Hincker, Rock-Ola Mfg’s. ad chief, advises that Frank Doyle, vice president and chief of the Rock-Ola “TVP” Vending Division, is currently calling on the trade in the south, headquartering briefly in Atlanta. Les Riel, sales manager of the Rock-Ola Phonograph Division, headed out west on the company’s first heavy sales schedule and vending machines in the hands of Ed Dors, executive veepee; Donald and Dr. David Rockola in the city these days.

A quick visit last week to United Mfg. revealed to us the heavy production Herbe Rieck, Delайн and Ray Rich are making. Bill tells us “Caravelli” shuffle alleys and the new “Sabre” big ball bowlers are certainly keeping the big box people hopping to keep up with shipping schedules . . . . We spotted action aplenty last week at First Coin where operators are showing considerable interest in the new Wurlitzer model “7290” coin-operated pinball machines. Joe Kline, Sam Kolber, Fred Kline and Cliff Mueller are busy as the proverbial bees.

A sad note: World Wide’s Irv Ottiz jetted to Portland, Oregon last week, after identifying the remains of his sister and brother-in-law, who perished in the merchants’ Northwest Orient jettliner just outside of Miami recently. Funeral services were held last Tuesday, February 19, in Portland. The deceased couple were Mr. & Mrs. Max D. Kelson. Meanwhile, at World Wide, Howie Freer info us that a series of vending school classes with Seeburg vending machines (the Seeburg Bally single cup coffee vendor and the Seeburg line of non-alcoholic drink machines). Sales are tentatively planned for March 3, 20 and April 4. Nate Feinstein says notification will shortly be sent to the operators in this wide area. Fred Skol tells us pool table business is booming. Both Kaye and Valley tables are selling well.

Bally Mfg. appears to be on the crest of a healthy “one-two-punch” in the coin machine amusement trade with Bally’s “Table Hockey” amusement game now making a real splash from this two-game introduction of late Bill O’Donnell, Bally’s general sales manager, info, that operators are buying heayyly for their choice locations.

Jack Mittelhoffer, Williams Electronic Mfg. Corp., tells us he due heavy demand for the “Half Deal” pinball amusement game. Another production release was scheduled by Sam Stern, Williams president. While jetting back home from the West Coast Art Weinand’s jetplane was grounded in St. Louis (2/29). He breathed a long sigh of relief when the huge plane touched down at O’Hare Field finally.

Midway Mfg’s. Ralph Sheffield reports that export business is heavy on Midway’s “Carnival” target gallery, Hank Ross and Marcine (Iggy) Weldon doing a bang-up job on these days . . . . Making the rounds to distribute in Chi last week was genial operator Don Rudolph, co-owner of Burns Amusement Co.

Stanley Jarocki informs us that production in the huge Seeburg factory on Seeburg’s “LP Console” coin-operated phonograph and Seeburg’s vending machines is at its peak. Among the Seeburg execs currently in town are board chairman Delbert Coleman, executive vice president Jack C. Gordon, vice presies Tom Herrick, and Bill Adair; and, of course, Stan. A very good Spring season is predicted by all. Eddie Ginsburg’s fine organization is certain shoring up Seeburg well at Atlas Music Co. Such popular coinvals as Bill Phillips (who’s been with Eddie for many years), and Paul Huesch, who needs no introduction anywhere in coildom; and Chuck Harper are members of the Atlas Music team. There will be more news concerning the Atlas Music organization build up shortly.

There’s tremendous activity at Rowe AC Services these days, and one need not go any further than president Jack Harper, exec vice presy Dean McMurdie and vice presidents Fred Pollak and Tom Sams to get the facts. Heaviest action is on Rowe-AMI phonos, and Rowe cigarette and candy machines in accordance to this quarter of the year.

Well, grandma Estelle Bye is back home and helping Marvel Mfg, prxy Ted Rubey whip up production of Marvel’s electric scoreboards (for shuffleboard) to meet heavy shipping schedules. Incidentally, the Rubey and Bye grandchildren are doing well (they’re in good voice, we’re told!), Frank Marcu and his Bradford Mfg, boys of Bradford Distribs in Decatur, Michigan, moved their firm last week into larger, more spacious headquaters. The new building is at 12300 West Warren Avenue, just four blocks west of the old location. Frank says the new facilities are ideal, with air conditioning, a comfortable office and showrooms. Just as soon as they’re well set Frank & Gerry will host an Open House shindig for all the operators in the Michigan area.

We chatted at length last week with Wico execs Milton Wizer and Ed Ruber. They report glowingly that the parts business is certainly booming, and the outlook for the coming Spring season is great. Most columnists are prone to agree in them.

Cash Box—March 2, 1963
NEW YORK—The newest Bally game "Spinner" had the industry talking profits last week and the reason was the immediate acceptance of this four-player which was released last week. The action which results from a combination of colored marbles, marked numbers, and the kickout feature which enables players to shoot for a high score or a poker hand, was termed by most Bally men as the biggest potential money-maker Bally has come out with in years.

Davis Hosts Coffee Vendor Schools In 4 Cities

SYRACUSE — Another successful series of courses on the new Seeburg Coffee Vendor were offered by Davis Distributing Corporation across the state in Albany, Syracuse, Rochester and Buffalo. Some 80 vendors and service personnel attended the sessions.

Dwane (Duke) Gesner, factory service engineer lectured and answered operator questions. From the Albany area were: Ben Patrick, A. Gauglitz, Paul S. Stephens, Thomas McCarthy, Robert Zetterson, Fran Wood, all of Patrick's Vending, Rochester; New York; Gordon Gallon and Kenneth Wiegand, both of Associated Vendors, Albany; Keith Stark and John Ruggiafs of Wkik-Kafe, Albany; William Mott, T. McLaughlin, William Teft and Marty Killian, all of Desormeau Vending, Rochester.

At the Syracuse School were: Thomas Reed and Robert Dixon of the Bally Vending, Auburn; Gary Trimb-ble, Ben Reed, Bob Reed and Joseph Mangun, of Ace Vendors, Geneva; Richard Carbono, Mario Spinina, Jim Stoves and R. Brown, of Automatic Retailers of America, Utica; H. Roberts, M. Brown, R. Pye, and R. Buhling, of Auto-Cafe, Utica; Chester and Mike of Wills Vending Service, Wolcott; Tony DeFigueiredo and Hal Paul, of J. Auto-natics, Elmirra; David Goss and Ken Manley, Quality Beverages, Syra-cuse; Roy J. Smith and James Torgul, Lasonn Automatics, Syracuse; W. R. Brown and W. Wells, of Bally.

Participating in the Rochester School were: John Schian and Al Golman, of the Bally Vending, Rochester; Jacob Joffee, Roger Fox and Stacy Favone, of Quick-Cafe Service, Rochester; Charles Roberts and G. C. Murphy, of Aero Direct Foods, Ro-chestor; Sam Schultz, of Food-O-Mat, Rochester; Fred Morales, Vend-A-Snack, Rochester; Charles Fisher and Art Traphagan, of Evans Vending Service, Wayland; J. A. Curran, of Jim's Coffee, Montaup Falls.

The 29 Vendors at the Buffalo course were: Ralph Maratolo and Don Bakst, of Bally Vending, Lockport; G. E. Walsh and Jack McKenna, of S & N Take-A-Break, Buffalo; Mar-vin Jacobs and Ralph Hoover of Servo-Matic, Buffalo; Bob Utter and Ernest Kolmer, of Coin Amusement, Tonawanda; Bob Young, of Coca-Cola; John Perkins, Marson Vending, Buffalo; Ronald Knapp and Roger Beals, of Frostie Vending, Buffalo; Ed Nelson and Dick DeBelle, of Belle Vending, Falconer; George Ribalowinsh, of Sheridan Vending, Buffalo; Richard and John Utam, and George, of Stephen Amusement. Technical help from the Buffalo office of Automatic Equipment were: J. Gallaway, John Sliet, George Allen, J. Schimmel, D. Schoenover, Al Dradeslisk, Don Cole, R. P. Stone, Jim Tyler, W. Tucker and F. Shelden.

The game can be played by four people but regardless of the number of players, only one dime can be inserted. Marbles are propelled into pockets on the playfield by a revolving rotor. Each has a bank of five pockets, trying for the higher score marbles constantly.

"The time is now in Chicago and Indiana," said Coder, Indianapolis distrib, "because in the right location it will collect a dime a minute." This was the case in most markets although in some the location owner was asking for more than 60 cents per play, according to other distrib.

"We're selling 'em, no question about it," said Clint Showay, Royal's sales exec. "The Spinner is one game that is selling on sight. I think we're going to see some record sales on the machine around the country."

Phil Greenberg, Atlas Muser, thought Pittsburgh ops could use "dozens." The list price on "Spinner" was quoted at $151.25.

Joel Kleinman, Milwaukee outlet, said that "Spinner" would help ops in the territory recoup past losses. "The game is without question a money-maker. It has everything a fast-money-maker needs—interest, skill, and player appeal."

The small game—which requires only a 36-inch square area—was taking Chicago by storm and Atlas Muser's Eddie Ginsberg was one of the first to let the factory know it had a winner. "Why I haven't seen a game with so much potential in years," said the Rowe AC distrib, "and in Chicago, you can bet this game will outsell any other market. It has to. We need a game like 'Spinner' and Bally has come through for us."

Sanders in Nashville looked for big things on the versatile game. He thought that "Spinner" would sell right from the start and this was. Sanders readily on the game. "We got delivery this week but you can be assured the game will sell. It doesn't take a genius to see that," said the Tennessee wholesaler.

RF Jones' crew on the coast was selling up a storm in four markets with "Spinner" taking off right from the start. "It's a once-a-year game," said Jones, "and if this is any indication, we can expect a lot from Bally in the coming months. This game has more appeal and more action than anything I've seen since years ago."

One thing about the game, according to Harry Wilson in Philly, "it's got something for everybody. There are so many different ways of scoring—it's up to the players to score the way they want. The game has to stay on location for a longer period than usual. I think we'll be selling 'Spinner' for a long time," concluded the RF Jones' man.

The Bally factory in Chicago ad-mitted the game was a hit last week and according to plant officials, produc-tion had already been increased for what the factory evidently knew would be a success, several weeks ago. This advance preview usually comes about after tests have been completed.
REALLY NEW!

and a non-stop top money-maker

SPINNER appeals to every one, men and women, young and old, and is fun to play without previous practice.

SPINNER may be played while enjoying beverages and increases beverage and snack sales by keeping patrons happily occupied hour after hour.

SPINNER—not the player—sets the period of play, stops loss of earnings caused by slow or stalling players.

SPINNER is fast, but the constant exciting action gives players their money’s worth in amusement and relaxation. Dime-a-minute earning-power is highest in competitive play class.

SPINNER is extremely simple mechanically and electrically, moderately priced to permit wide coverage of territory.

SPINNER is the “get-well” game you need. Get SPINNER busy for you now.

New “Keep or Kickout” Play Appeal!

Rapidly revolving Rotor propels 30 multi-color marbles into scoring pockets. Each player skill-controls a bank of 5 pockets, pressing Kickout Buttons to kickout marbles not desired, constantly clearing pockets for marbles which improve score. “Keep or Kickout” is the first really new style of skill play in years . . . refreshingly simple, exciting and packed with “beat you next game” repeat play appeal that insures top earnings, long life on location.
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 (Airmail outside U. S.)

NAME
FIRM
ADDRESS
CITY ZONE STATE

Please Check Proper Classification Below
MY FIRM OPERATES THE FOLLOWING EQUIPMENT.
JUKE BOXES AMUSEMENT GAMES CIGARETTES VENDING MACHINES OTHER

Happy Birthday This Week To:

WEEK OF FEB. 18

WEEK OF FEB. 25
AMOA Meet In Norristown Mar. 6

HARRISBURG — The Amusement Machine Operators Association of Pennsylvania (AMOA) held its regular monthly meeting, Wednesday, February 6, and one of the decisions made by members in attendance was to schedule future meets in various sections of the State. Heretofore, AMOA has held its monthly meets in Harrisburg.

It was the opinion of members that a more diversified territorial site for each meeting would enhance and increase attendance.

Next month's meeting, March 6, will therefore be held in Norristown, at the General DeKalb Inn, DeKalb Pike, Norristown, Pa. The Wednesday meeting will begin at 6:30 PM when dinner will be served. Discussions start after dinner at 8:00 PM. The April meeting date was not definite because of a suitable site, but it was expected that the meeting would be held in either Johnstown or Scranton.

A meeting scheduled between operators from the eastern and western sections of the state, for the purpose of bringing the two groups together, had to be cancelled because of inclement weather. It was expected that a substitute date would be announced and that the meeting would probably take place during the week of Feb. 26. Because of the indefinite date of this all-important meeting, it was suggested by members that operators contact one of the following AMOA officials for time, place and data concerning this east-west meet: President Sam Daub, Daub Vending, 541 Fairview St., Stowe, Pa.; Phil Greenburg, Atlas Music Co., 2251 Fifth Ave., Pittsburgh, Pa.; Abe Bill or Harry Witsen, Scott Crosse Dist. Co., 1762 Fairmount Ave., Phila., Pa.; or Leon Takem, M&J Coin Machine Co., 414 Keller St., Harrisburg, Pa.

AMOA is extending its membership drive next week with operators throughout the state receiving application forms for membership. It was stressed by AMOA officials that membership in AMOA automatically includes membership in the Music Operators Of America, Inc., the national organization. This feature, currently a part of several association membership drives, is regarded as an advantageous one in that most operators find it necessary to belong to both a local and the national association.

Following is a sample application form which will be mailed to Pennsylvania operators. It may be used, according to AMOA officials, as a formal application blank, providing it is accompanied with a quarterly check for dues and is mailed to AMOA headquarters in Harrisburg:

AMOA of Pennsylvania
414 Keller Street
Harrisburg, Pennsylvania

I am most interested in joining AMOA of Penna. Enclosed please find my check in the amount of $15.00 which pays my first quarter dues. I understand that AMOA membership also makes me a member of the Music Operators of America, Inc.

FIRM NAME ____________________________
By ____________________________
Address ____________________________
City ____________________________ State

Cash Box—March 2, 1963

2 SLEEPERS
TABLE HOCKEY

earns up to $50 a week in average location

Bally's Sensational 2-Player—
Spreading To Locations Throughout
New York State
— and —

Tape-Athon

BACKGROUND MUSIC

"2 Will Get You 10"
with Tape-Athon!

Eight (8) hours of music and then repeat! No cartridge!
No Toubles! Low, low price puts you in business!
Unlimited selections from our vast library! Operate
Background Music the correct way, the profitable way . . . .
with TAPE-ATHON!

Rex-Bilotta Dist. Corp.
821 So. Salina Street, Syracuse, N. Y. Call GR 6-4071

Bilotta Enterprises
224 N. Main St., Newark, N. Y. Call DE 1-1855

It's Always Profitable to Operate Bally Games!

WANT—Used 45 RPM Records. All types, as they run off the route. No sorting. No picking. We pay freight from anywhere in U.S. to dealers and wholesalers. J.A.S. AMUSEMENT CO., INC., 14 East 21st St., Baltimore 14, Md. (Tel. 825-2425).

WANT—Attention: Distributors and record shops. Complete records and 78s. We pay freight from anywhere in your state. We buy complete packages. If you have any small numbers of records, we are buying. Quote prices for nearest market. MAX. LORID. ME, 11, ANANS, BEL- GUM. (Tel. 333-1301).

WANT—used 45 rpm records. All types, as they run off the route. No sorting. No picking. We pay freight from anywhere in U.S. to dealers and wholesalers. J.A.S. AMUSEMENT CO., INC., 14 East 21st St., Baltimore 14, Md. (Tel. 825-2425).

WANT—Need Gottlieb Pinnacles and Seeburg Machines. We have in our shop 12 machines. We pay cash. Quota prices F.O.R. nearest market. VEREDA P.Y. STREET, ANTRUP-BELGUM. CABLE ADDRESS: VEREDA.

WANT—Please pay the highest prices for all Bally Bingers and Gottlieb pinsball machines fabricated 1554 and up. Interested all brands new or older. We pay freight from anywhere in your state. We buy complete packages. If you have any small numbers of records, we are buying. Quote prices for nearest market. EARL KULGW. DIST. CO., 4546 SNAED, SANTA CLARA, California. Effery 1-9467.

WANT—Want—540 RPM Records, new or used, LPs also. Also, anything you can use. Pay highest prices. Write stating quantity on hand and pay highest cash prices. Write information to: EARL KULGW. DIST. CO., 4546 SNAED, SANTA CLARA, California. Effery 1-9467.

WANT—We buy the highest prices for all Bally Bingers and Gottlieb pinsball machines fabricated 1554 and up. Interested all brands new or older. We pay freight from anywhere in your state. We buy complete packages. If you have any small numbers of records, we are buying. Quote prices for nearest market. EARL KULGW. DIST. CO., 4546 SNAED, SANTA CLARA, California. Effery 1-9467.

WANT—Want—New or Used records not over 4 months old. We pay $25.00 per 100. Also, any 150 of a mo. MELODY RECORDS, 449 DUN- WOOD ST., BARRINGTON, Ill. (Tel. 338-4530).

WANT—Any new or used 45 RPM records. Tell us what you have. We pay full freight from anywhere in your state. We buy complete packages. If you have any small numbers of records, we are buying. Quote prices for nearest market. EARL KULGW. DIST. CO., 4546 SNAED, SANTA CLARA, California. Effery 1-9467.

WANT—Skee-Loos, Baseball machines. We have in our shop at least 25 machines. We pay cash. We are interested in all brands. We pay freight from anywhere in your state. We buy complete packages. If you have any small numbers of records, we are buying. Quote prices for nearest market. EARL KULGW. DIST. CO., 4546 SNAED, SANTA CLARA, California. Effery 1-9467.

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WANT—Want—Made records, please. Send with order, any record you have. We pay the highest prices for all Bally Bingers and Gottlieb pinsball machines fabricated 1554 and up. Interested all brands new or older. We pay freight from anywhere in your state. We buy complete packages. If you have any small numbers of records, we are buying. Quote prices for nearest market. EARL KULGW. DIST. CO., 4546 SNAED, SANTA CLARA, California. Effery 1-9467.

WANT—Any new machine 45 RPM records. We buy all your round, and pay top price. No too let off, too small. We pay the highest prices for all Bally Bingers, Gottlieb, and any other machines. If you have any small numbers of records, we are buying. Quote prices for nearest market. EARL KULGW. DIST. CO., 4546 SNAED, SANTA CLARA, California. Effery 1-9467.

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ROCK-OLA
4632, '52, Fireball, 120 Sel.
1454, '53, Fireball, 120 Sel.
1858, '54, Comet, 120 Sel.
1441, '56, Speedway, 120 Sel.
1853, '58, Hi-Fi, 120 Sel.
1854, '59, Hi-Fi, 120 Sel.
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1884, '99, 120 Sel.
1885, '00, 120 Sel.

SEEBURG
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M100B, 51, 100 Sel.
M100BL, 51, 100 Sel.
M100C, 51, 100 Sel.
M100D, 51, 100 Sel.
M100E, 51, 100 Sel.
H100C, 75, 100 Sel.
H100D, 75, 100 Sel.
H100F, 75, 100 Sel.
V200, 250, 100 Sel.
VL200, 250, 100 Sel.
KM200, 250, 100 Sel.
L100, 57, 120 Sel.
L101, 57, 120 Sel.
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L103, 57, 120 Sel.
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Q309, 57, 120 Sel.
Q310, 57, 120 Sel.
Q311, 57, 120 Sel.
Q312, 57, 120 Sel.
New READ-OUT Feature instantly indicates each player’s frame score as it is made in CHANGING LIGHTS in Magic Square in center of Hood ... then transfers to total score.

**$ $ $ $ HIGHEST $ RESALE VALUE

**$ $ $ $**

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

8½ FT. LONG
2½ FT. WIDE
SHIPPING WEIGHT [CRATED] 465 lbs.

1 to 6 Can Play
• 10¢ PER PLAYER
• LONG LIFE ON LOCATION
• SEE YOUR DISTRIBUTOR

UNITED OPERATORS ARE SUCCESSFUL OPERATORS

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO
The Rock-Ola Model TRLB-M Batch Brew Coffee and Hot Drink Vendor is a high volume, high-profit vendor that consistently serves perfect coffee. Brews it automatically... always from fresh grounds... serves it four ways: black, black with sugar, with fresh cream, with sugar and fresh cream. It also serves hot whipped chocolate and soup.

**HERE'S HOW THE MODEL TRLB-M HELPS THE OPERATOR ACHIEVE TOP PROFITS... WITH PERFECT COFFEE FLAVOR EVERY CUP**

**CONSTANT, EVEN WATER PRESSURE...**

The TRLB-M water system operates independently of outside pressure. Outside water is fed into a reservoir, which, by simple force of gravity, feeds the hot water tank below. When both tanks are full, pressure is shut off by a float valve in the reservoir. Even water pressure provides constant flow of water through the brewer... gives best possible extraction.

**OTHER MODEL TRLB-M FEATURES INCLUDE:**

- **Ingredient Capacity:** 10 lbs. of coffee, and delivers 62 cups per pound; 14 lbs. of chocolate, at 30 cups per pound; cream and sugar canisters hold 5 qts.
- **Water System:** Operates at capacity of 5 lbs. inlet pressure. 10 gallon stainless steel hot-water tank. Heat input 1,250 watts.

**Put This Profit Producer to Work for You Now!**

*Look to ROCK-OLA for advanced products for profit*

**ROCK-OLA IVI CORPORATION**
A Subsidiary of Rock-Ola Manufacturing Corporation
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