The gentleman seen above has written a new chapter in the record industry's "Book of Dreams"—a rags to riches chapter that continues to draw people from every walk of life into the record industry. He's Bernie Lowe, president of Cameo-Parkway Records, Inc., which this month celebrates its 6th Anniversary. It was only a short while ago that he issued his first release in a record called "Butterfly." His expectations were great, but who could have guessed that only six years later his company's net sales for one year would exceed $7,036,000. Although headed by Lowe, the growth of the company was a team effort. Right from the start he surrounded himself with a loyal group of talented record people who have all played a key role in making the company one of the hottest in the business today. The company reached another peak last year when it became the first record company in more than a quarter of a century to be listed on a major stock exchange when it went public. The Cameo-Parkway success story will long be the goal for which future record prospectors will be aiming.
ALL HITS!

"Here I Stand" / The Rip Chords 4-42687
"Teenager's Dad" / Marty Robbins 4-42701
"Sheepskin Valley" / Claude King 4-42688
"The Bird" / The Dutones 4-42657
"Don't Let Me Cross Over" / Carl Butler 4-42593
"Soda Pop" / Bill Doggett 4-42689

Columbia Singles Sell!
Less than a decade ago, in 1953 to be exact, the record industry’s gross dollar volume hit an all time high of $205,000,000. Today, only nine years later, the dollar volume for the year 1962 is expected to hit very close to the $600,000,000 mark, and could possibly exceed that figure—a truly phenomenal increase in such an amazingly short time.

There are, of course, a great many factors which have played an equally significant role in these gains. But one group of unsung heroes who deserve much of the credit and who are seldom given the credit they deserve are the scientists—the technologists and engineers in our industry who continually battle the elements to make recorded sound more and more realistic.

While others in the trade are looking for gimmicks and novelties that may please the listener for the moment, scientists are involved in a perpetual fight that slowly and steadily produces improvements and, as the past decade has shown, gives more people the world over a greater appreciation for the phonograph record.

Unfortunately, commercial thinking in our business can often cause one to forget about the scientist. But last week, two of our industry’s leading companies, Columbia and RCA Victor, who have always played a key role in sound improvements called attention to the scientific area of our business.

Columbia revealed that it has been using an “exclusive new groove-cutting technique” for the past six months which it reports offers the record buyer “greater clarity of reproduction and greater longevity for the LP.”

And last Monday, RCA Victor debuted its “revolutionary advance in the recording art” which it calls Dynagroove, a new recording system which took 2½ years to develop. For the new system RCA scientists have designed new instruments and equipment with which it reports can deliver “all the clarity and beauty of an original performance completely free of distortion.”

However, while touring through RCA laboratories in Princeton, New Jersey, where Dynagroove was formally introduced, we had an interesting look into the future of the world of sound and saw a sample of the endless possibilities in this field. We watched a scientist speak into a microphone and saw his words typed automatically on an electric typewriter. The typewriter actually reacted to the sound of his voice.

Then we saw a TV Receiver Video Tape Recorder console unit and watched a playback of a TV show recorded a few days earlier. Of course, our first thought was that some day in the not too distant future we may be watching and listening to our favorite recording artists as we play our “videorecord” collection on our TV sets.

There are endless horizons for the record world. And it’s comforting to know that we have scientists in our industry who are never satisfied, even though it may be the present’s very best.
 OUR WINTER LOVE

FELIX SLATKIN + BIG HIT INSTRUMENTALS

DAYS OF WINE AND ROSES
I LEFT MY HEART IN SAN FRANCISCO
theme from “LAWRENCE OF ARABIA”
FLY ME TO THE MOON
LOVE LETTERS
STRANGER ON THE SHORE
WHAT KIND OF FOOL AM I
THE TWELFTH OF NEVER
LOLLIPOPS AND ROSES

HOEDOWN!

FELIX SLATKIN’S CURRENT BEST-SELLER*

STOCK UP NOW:
- 15% CASH DISCOUNT
- 100% EXCHANGE PRIVILEGE
- DEFERRED BILLING

LIBERTY RECORDS

Cash Box—March 9, 1963
19 New Columbia LP's For March

NEW YORK—Columbia Records is releasing 19 albums this month, including 40,000,000 Masterwork, the original-cast disking of "Brecht on Brecht" and one Latin-American set.

The 190.000.000 Masterwork is the first recording by 16-year-old pianist and composer John Gertner, who was recently noticed at his recent New York Philharmonic debut. He performs the open suite from "Brecht on Brecht" with Leonard Bernstein conducting the N.Y. Philharmonic Orchestra.


The Latin LP is "Sabor Guajiro," featuring the charanga band of Jose Farjado.

Further Masterwork albums are:


Ul's Two-Prose Sales Rush For Spring; Any Label Exchange Deal, 3 New LP's

NEW YORK—United Artists Records has set up a new plan to release a program to be called "Clean Up and March Into Spring" at a special one-day price. Carl Costa, United Artists, (28).

Purposes of the program, called "Clean Up," allows dealers to clear their shelves of all dead merchandise, such as albums, singles, and the like, at a reduced label, by returning this product to the United Artists distributor for credit at the dealer cost. For every dollar's worth of merchandise returned, no matter what labels are represented, the dealer may purchase 50 cents worth of A records made from selection from the entire UA catalog, including new albums which have been included in Phase 2 of the "Clean Up and March Into Spring.""The 'Clean Up' operation, not only are dealers able to update their salable merchandise, but the UA distribs may also solidify their inventories of catalog merchandise.

In addition to reviewing and evaluating the "Clean Up" program, Carl Costa, 3, Price, national sales director, reviewed the "Baker Upgrades" program.

The meeting was confined to one day, and was attended by all of the label's executives as well as the distribs.

The thirteen titles in the program, deemed suitable for the "Clean Up," have possible coverage for the compact record, but not for singles. Included in the offer, "Going Up" by Gene Pitney; "Curious Cat" by Carla; "Music To Remember" by Themes from the "Lawrence of Arabia" and "Diamond Head," "Taras Bulba" and other leading motion pictures; "Gershwin Was Great," "Tangerine Tango," "Sinatra's Dream," and Telcher, Ralph Martirio, Don Costa and Terry Snyder; "Film Version of the Soundtrack of "Journey to the Alps" by Hans Haraldru, and his Zither Orchestra; "Mack The Knife," with the Wolf Aron drums; "The Million Seller," with the Plant City Orchestra; "Lettermen," the Highlights, "Exciters," Gene Pitney, Al Caiola, Steve Lipson, and the "Flock of Four.

One discipline of the "Clean Up and March Into Spring," Costa continued, "was to give the retailers a chance to return merchandise and have a chance to pick up new music on a daily "Clean-Up" basis, rather than by a monthly basis."

The program is the second of its kind that the United Artists percentage program, Costa said.

Liberty's March Sales Drive

HOLLYWOOD—Liberty Records march sales programs releases three "hits," one "comedy," and one "album." Section 1 features the label's "Original Hits,'LP's" and the release of Vol. 8, Section two spotlights the first 21 "All-Time Hits" singles and the addition of the "Alley Cats" and "Little Masters" programs; while section III offers two new Pre-Press album sets, "The Most Colorful Country" (Tommie Garrett) and "The Bull of New Orleans" as performed by the New Orleans Rhythm Kings, including Lebo Slatinik. This marks the March release of "Original Hits-Vol. 8," Liberty will initiate a merchandising program, designed to include window displays of plentiful series of hits recordings by the artists of Liberty's catalog. Since the introduction of the Premier merchant last fall, sales of Liberty albums have more than doubled, the label said.

Koch Upped To Exec V.P. At Sinatra's Essop Prod. With Major Role At Republic

CHICAGO—The Record One Stop Association, Inc. (ROSA), the national associated of Independent Record Dealers, met at the Sheraton Hotel in Chicago on February 21 and 22, under the leadership of its president, Irv Perlman, President of M. J. Morgan Co., Philadelphia. During the convention, discussions were held on exchange of trade information and the proposed record dealers association, ROSA examined the role of the one stop in the present day economy. The one stop is one of the most profitable stores from all sections of the United States. A sales managers who made them famous one stop throughout the United States handle about 85% of the single record sold today. The importance of the one stop as a vital part of the distribution system of the record industry continues to be recognized by many manufacturers. Manufacturers such as Liberty and Columbia Records, Perlman announced, have endorsed the concept of the one stop for their sales organizations.

ROSA adopted "dead" single calling for the elimination of the practice of transshipping by distributors and a guarantee of a "hit" from singles with all manufacturers.

The membership voted for a monthly distribution to its members of a list of ROSA Record Hits determined on the basis of the quantity of pre-press copies that can be picked from a nationwide analysis made by ROSA 6/3.

ROSA was addressed by Bob Blunder, executive director of Music Operators Association, who called for greater cooperation between the two groups in the continued expansion of (Continued on page 84)

Hollywood—Howard W. Koch has been appointed executive vice president of Sinatra's Essop Productions, the newly organized company, it was announced last week by Sinatra. In his new capacity, Koch will, in addition to being executive producer of the motion picture company, be in charge of the new company's records division in supervising administration, distribution, sales, foreign operations, the expanding A & R department, the art department and advertising.

The promotion is in line with Sinatra's plan to coordinate all of his entertainment business activities. Other executives with Essop and Republic Records, Carson, Director of Production at Essop Productions said, prior to joining Essop, he was one of Hollywood's most profi-

Cash Box—March 9, 1963
NEW YORK—Recognition that rock-jockeys play a major role in disk sales is seen as a primary motivating factor in getting a record turnout at this year's meeting of the NARM (New Association of Rock-Jockeys) convention, in San Francisco.

Excess of major labels and strong interest in attendance. During the past year, a number of labels and, in some instances, the special rock-jockey divisions to cater specifically to the needs of rock-jockeys. Meet's keynote address will be made by Goddard Lieberson, president of Columbia Records.

Facing the music-men on the NARM scene this week is a combination of business and interpersonal get-togethers that "The Key to '65," featuring a number of business cards, which will serve to introduce the NARM delegates to some of the leading light of the record industry.

J. Harry Snodgrass, MOA Presy, noted that the new date was especially chosen to coincide with the Chicago convention of the National Automatic Merchandising Association (NAMA) from Sept. 7-10, which will allow operators, many of whom also are NARM members, to visit both conventions and not have to make two trips.

"The possibility of changing our convention date has been under consideration for several years," Snodgrass noted.

VICTOR UNVEILS "DYNAGROOVE" SOUND, TERMED "EVOLUTION IN ART" OF RECORDING

$2,300,000 Campaign To Tell Story To Public

Victor Unveils "Dynagroove" Sound, Termed "Evolution In Art" Of Recording

NEW YORK—Continually in search of new music closer to the reality of a free performance and thereby increase the listener's enjoyment of all music, RCA Victor last week introduced an unprecedented recording process which it calls Dynagroove—a recording technique which has been two-and-a-half years in its laboratories.

The new Dynagroove recordings, made only in this special equipment and will set at the regular non-dynagroove and 33 and one half inch up to from Victor this month with a special release made up of five new classics and five new pop albums all in the Dynagroove process.

"It is an evolution in the art of recording," said George K. Marek, vice president and general manager of RCA Victor division, "which brings the benefit not only to listeners everywhere but the entire record and phonograph industry, and music itself."

Whatever played at high or low volume in Dynagroove recordings will deliver to phonographs all the clarity and beauty of an original performance completely free of distortion.

Marek emphasized that Dynagroove recording improvements are audible to inexpensive equipment which will bring the listener more freedom of choice and enjoyment of music, and will free the average listener of instrumentation, andDirector to an American music are a major step forward in our industry, but a backward one from the faithful reproduction of the artist's performance.

Marek's charges against Victor's Dynagroove at a press conference on Thurs. (28) in his offices in New York, a cliche that called "an unprecedented conference for Columbia Records" and not as the largest record company in the world, we not only feel a responsibility to the public, but to the people who work in our industry."

It is the contention of Lieberson and his associates, that "in an attempt to limit what is sometimes called discrimination, the RCA engineering system introduces limitations upon artist expression."

"It is not true that the "so-called system" was not new. "It conforms," he said, "of electronic devices, part of which we discarded 12 years ago, another part of which we discarded a few years ago, and another part of which we discarded 2 years ago."

"In fact, we have yet another development in this area which apparently has nothing to do with Dynagroove, which we have been using for the last six months."

NARM CONVENTION BEGINS

NEW YORK—Recognition that rock-jockeys play a major role in disk sales is seen as a primary motivating factor in getting a record turnout at this year's meeting of the NARM (New Association of Rock-Jockeys) convention, in San Francisco.

Excess of major labels and strong interest in attendance. During the past year, a number of labels and, in some instances, the special rock-jockey divisions to cater specifically to the needs of rock-jockeys. Meet's keynote address will be made by Goddard Lieberson, president of Columbia Records.

Facing the music-men on the NARM scene this week is a combination of business and interpersonal get-togethers that "The Key to '65," featuring a number of business cards, which will serve to introduce the NARM delegates to some of the leading light of the record industry.

J. Harry Snodgrass, MOA Presy, noted that the new date was especially chosen to coincide with the Chicago convention of the National Automatic Merchandising Association (NAMA) from Sept. 7-10, which will allow operators, many of whom also are NARM members, to visit both conventions and not have to make two trips.

"The possibility of changing our convention date has been under consideration for several years," Snodgrass noted.

"I talked with many operators in all parts of the country, and also with distributors of all sizes. Found an almost universal desire for fall dates, I contacted the various NARM committees and worked reaction to the shift, and there was complete agreement that the change would be beneficial to all concerned." Snodgrass said that other details of the convention will be crammed out at the next MOA board meet on April 16. He said that major committees to plan and arrange some of the convention sessions are already at work, and their chairman are being reported to the April board meet.

THE MARK REPLY

NEW YORK—RCA Victor Records' operation, which has produced the first reply to Goddard Lieberson's strong anti-Dynagroove statement last week. The results speak for themselves.

"It has been well-known to us and to all engineers for a long time that we could easily provide records which might seem pristinely clear, as far as extraneous sounds are concerned, if we were to limit the recorded sound to a certain frequency and minimum timbre, which is to say by limiting dynamic range and frequency response."

"I think a careful study of the RCA system, which they call the Dynagroove recording process, will show that this limiting factor is exactly what they have injected into the recording picture, both in range and frequency. In spite of the fact that one of their apparent advantages to the Dynagroove System Equalizer."

"The Dynagroove System Equalizer translates to the final master tape a continuously varying equalization.”

(Continued on page 85)
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>City, State</th>
</tr>
</thead>
<tbody>
<tr>
<td>ARIZONA SUNDRIES</td>
<td>2949 No. 30th Ave. Phoenix, Arizona</td>
<td>27-3282 Mr. George Souvall</td>
</tr>
<tr>
<td>DIXIE SUPERMARKET SERVICE</td>
<td>700 North Conception Street P. O. Box 1192 Mobile, Alabama HE 2-1858 Mr. Glen E. Fenimore Mr. Ray Scott Branch: Charlotte, North Carolina</td>
<td></td>
</tr>
<tr>
<td>BEACON RECORD DISTRIBUTING COMPANY</td>
<td>821 N. Main Street / 725 Branch Street JA 1-3131, UN 1-7300 Mr. Milton I. Green Mr. Rube Zeidman</td>
<td></td>
</tr>
<tr>
<td>BLUFF CITY RECORDS, INC.</td>
<td>810 South Walnut Street Memphis, Tennessee JA 7-6433 Mr. S. L. Basbaum</td>
<td></td>
</tr>
<tr>
<td>BROWN SALES COMPANY</td>
<td>1423 Ellerbe St. Columbia, South Carolina SU 7-3401 Mr. H. Brown Grady Brown</td>
<td></td>
</tr>
<tr>
<td>FLEETWOOD RECORD SERVICE</td>
<td>45-18 Court Square Long Island City, New York ST 6-2174 Mr. Martin S. Zwoeling</td>
<td></td>
</tr>
<tr>
<td>FIRECO SALES LTD.</td>
<td>33 Ralino Rd. Rendale Ont. (Toronto) Canada Mr. J. H. Firestone President</td>
<td></td>
</tr>
<tr>
<td>GARDEN STATE RECORD DISTRIBUTORS INC.</td>
<td>68 W. Passaic St. Rochelle Park, N. J. 488-6336 Mr. Carl Medici Mr. Manny Wells</td>
<td></td>
</tr>
<tr>
<td>GORDON SALES COMPANY</td>
<td>500 Mercer Seattle, Washington AT 4-7650 Mr. Stan Jaffe</td>
<td></td>
</tr>
<tr>
<td>MERSHAW OF AMERICA INC.</td>
<td>4506 N.W. 36th Ave. Miami, Florida 633-8683 Mr. Ed Chapman Manager</td>
<td></td>
</tr>
<tr>
<td>MERSHAW MIDWEST CORP.</td>
<td>1950 Arapahoe St. Denver, Colorado AL 5-3601 Mr. Paul Marcus Manager</td>
<td></td>
</tr>
<tr>
<td>MERSHAW of NEW YORK, INC.</td>
<td>1078 Broadway Albany, New York NO 2-6451 Mr. Charles Schlang President</td>
<td></td>
</tr>
<tr>
<td>MERCHANTS WHOLESALE SERVICE CO.</td>
<td>10567 Grand River Avenue Detroit 4, Michigan TE 4-6000 Mr. Kenneth Sachs Mr. Frank Wolf</td>
<td></td>
</tr>
<tr>
<td>MUSICAL ISLE RECORD CORPORATION</td>
<td>2429 West Fond du Lac Avenue Milwaukee, Wisconsin CO 4-9040 Mr. James J. Tideman Branch: Forest Park, Ill. (Chicago)</td>
<td></td>
</tr>
<tr>
<td>QUALITY DRUG SERVICE COMPANY</td>
<td>1234 Harding Road Des Moines, Iowa AT 8-1993 Mr. Ralph T. Anderson Mr. Frank C. Hackett Midwest Rack Distributors</td>
<td></td>
</tr>
<tr>
<td>MUSIC CITY RECORD RACKS, INC.</td>
<td>4444 Sunset Boulevard Los Angeles, California NO 5-0131 Mr. Glenn C. Becker Mr. Stuart Busard</td>
<td></td>
</tr>
<tr>
<td>MODERN RECORD SERVICE, INC.</td>
<td>757 Central Ave. New Orleans, La. Vieux 3-7335 Mr. George Berry</td>
<td></td>
</tr>
<tr>
<td>PARK RECORD DISTRIBUTORS INC.</td>
<td>275 Park Ave. 289-4747 East Hartford, Connecticut Mr. Ed Stein</td>
<td></td>
</tr>
<tr>
<td>PIC-A-TUNE, INC.</td>
<td>P.O. Box 8004 Oakland, B, California 653-3963 Mr. David F. Watson Mr. Martin Meyer Mr. John T. Edgerton</td>
<td></td>
</tr>
</tbody>
</table>
RECORD RACK MERCHANDISERS AND CANADA

PIONEER DISTRIBUTING CO.
2955 South Kansas, Wichita, Kansas
2406 Irving Blvd, Dallas, Texas
3916 St. John, Kansas City, Missouri
Mr. Charles Scherzer, Sales Manager

PLATTERS, INC.
496 Chenango Street
Binghamton, New York
723-8916 Mr. Mack Fein
Mr. Sidney Fein

RECORD DISTRIBUTING COMPANY
901 Commerce Street
Houston, Texas
CA 7-6961 Mr. Larry M. Rosman

RAPID MERCHANDISING COMPANY, INC.
49 Glenwood Ave.
Minneapolis, Minnesota
FE 3-5531 Mr. Herbert M. Sande
Mr. Noel Kerckhoff

RECORD SERVICE CO.
Complete Record Merchandising In 9 States
Fla., Ga., Ala., Tenn., Miss., Ark., La., N. Car. & S. Car.
Home Office
3407 N.W. 36th St.
Miami 4, Fla.
Mr. Barry Tann

RAK SALES, INC.
3625 Delmar Boulevard
St. Louis 8, Missouri
JE 5-7525 Mr. Harold Goldman
Branch: Kansas City, Missouri

RECORD WHOLESALERS INC.
2000 Oakdale Ave.
San Francisco, California
MI 8-8805 Mr. Don Ayers

TIP TOP MUSIC CO. INC.
375 11th St.
San Francisco, Calif.
HE 1-1817 Mr. Monroe Goodman
Branches: Seattle, Portland, Sacramento, Los Angeles, San Diego & Phoenix

TOY HOUSE of HUDSON VALLEY
Manchester Road
Poughkeepsie, New York
GR 1-3740 Mr. Lou J. Kustos

UTAH SUNDRIES
1550 South Redwood Road
Salt Lake City, Utah
IN 6-7443 Mr. John Billins
Branch: Souval Dist. Co.
1351 Conant St.
Dallas, Texas

RECORDWAGON, INC.
30 Nashua St.
Woburn, Massachusetts
933-6290 Mr. Cecil Steen

RECORD SERVICE COMPANY
1913 Plymouth Ave. No. Minneapolis, Minn.
JA 1-2225 Mr. Donald D. Belzer
Branch: Waterloo, Iowa

SUPERMARKET SERVICES INC.
1601 West Edgar Rd.
Linden, New Jersey
WA 5-5950 Mr. Edward Korenvaes
Mr. Sheldon Steinfeld

WAMBACH DISTRIBUTORS, INC.
67 Colonial Park Plaza
Harrisburg, Pennsylvania
KY 4-4745 Mr. Peter C. Wambach
Mr. Enzo Cossi
Branches: Johnstown, Penn.; Pittsburgh, Penna.

WILLARD RECORD MERCHANDISERS
1785 Walden Avenue
Buffalo 25, New York
TX 6-5700 Mr. Edward Jay
Mr. Ben Polk

WESTERN MERCHANDISERS, INC.
1601 West Third Street
Amarillo, Texas
DR 6-6251 Mr. S. H. Mermadoke
Mr. Richard Williamson

WESTERN RACK SERVICES, LTD.
10 East Hastings
Vancouver 4, British Columbia, Canada
683-7501 Mr. John Douglas Macmillan
Mr. Donald Macmillan

WESTERN MERCHANTS WHOLESALE CO.
6265 East Evans Street
Denver 16, Colorado
SK 6-0240 Mr. John Wynn
Mr. Robert Baker

Cash Box—March 9, 1963
NARM CONVENTION CALENDAR
Fairmont Hotel, San Francisco, California March 3 - 7, 1963

SUNDAY, MARCH 3
Convention Registration Lobby 12:00 Noon - 5:00 PM
REGULAR Members Meeting California Room 1:00 PM
Presidential Welcoming Cocktail Party Pavilion Room 6:30 PM
Regular and Associate Members
Host: COLUMBIA RECORDS

MONDAY, MARCH 4
Business Session Terrace Room 9:00 AM - 12:00 Noon
Chairman of the Day Alvin M. Driscoll, Convention Chairman
Invocation Don Underhill, Vice President, NARM
President's Welcome Glen C. Becker, President, NARM
Keynote Address Goddard Lieberman, President, Columbia Records
Presentation Glen C. Becker, Music City Record Rocks
1962 NARM Study Board: Edward M. Snider, Chairman, NARM Survey Committee

PANEL DISCUSSION
Moderator: Irwin J. Tarr, RCA Victor Records
Regular Members
Donald D. Belzer Record Service Company
Dr. J. Edmondson Edson Records
Edward M. Snider Edge, Ltd.
Associate Members
Alvin S. Bennett Liberty Records
Alan W. Livingston Columbia Records
John K. Maltin Warner Records
David L. Miller Miller International Co.
LUNCHEON Gold Room 12:15 PM
Regular and Associate Members
LADIES LUNCHEON AND FASHION SHOW Crystal Room 12:00 Noon
Host: AMBASSADOR RECORDS
VISITATION OF ASSOCIATE MEMBERS EXHIBITS BY REGULAR MEMBERS Grand Ballroom 1:30 PM - 5:30 PM
COCKTAIL PARTY Gold Room 6:30 PM
Regular and Associate Members
Host: WARNER BROTHERS RECORDS
RECORDING SESSION PARTY Venetian Room 10:30 PM
Featuring HOMER AND JETHRO
Regular and Associate Members
Host: RCA VICTOR RECORDS

TUESDAY, MARCH 5
BUSINESS SESSION Terrace Room 9:00 AM - 12:00 Noon
Chairman of the Day Alvin M. Driscoll, Convention Chairman
Report of the Executive Director Jules Malamud, NARM Executive Director
Address Irwin L. Moss, Ambassador Records
William G. Wilkins
PANEL DISCUSSION
Moderator: William G. Wilkins

Regular Members
Don Ayers Record Wholesalers, Inc.
George A. Berry Modern Record Service
John Billings Utah Sundries
Cecil H. Steves Recordwagon, Inc.

Associate Members
William Gollagher Columbia Records
Stanley M. Gorlikoff Capitol Records
Cy Leslie Pickwick International
Irwin H. Steinberg Mercury Record Corp.

LUNCHEON Venetian Room 12:15 PM
Regular and Associate Members
LADIES TOUR OF SAN FRANCISCO
Lunch at "THE TRIDENT" IN SAUSALITO
Bus leaves Fairmont Hotel at 11:00 AM
Host: MILLER INTERNATIONAL COMPANY

VISITATION OF ASSOCIATE MEMBERS EXHIBITS BY REGULAR MEMBERS Grand Ballroom 1:30 PM - 5:30 PM

COCKTAIL PARTY Gold Room 6:30 PM
Regular and Associate Members
Host: LIBERTY RECORDS

CHAMPAGNE BREAKFAST PARTY Terrace Room 11:00 PM
Regular and Associate Members
Featuring entertainment by RUSTY WARREN, Jubilee Records
Host: NARM

WEDNESDAY, MARCH 6
WEDNESDAY, MARCH 6
VISITATION OF ASSOCIATE MEMBERS EXHIBITS BY REGULAR MEMBERS Grand Ballroom 9:00 AM - 12:00 Noon
LUNCHEON-MEETING Crystal Room 2:00 PM - 3:00 PM
REGULAR Members Only
NARM AWARDS COCKTAIL RECEPTION Crystal and Fountain Rooms 6:30 PM
* NARM AWARDS BANQUET Gold Room 8:00 PM
Regular and Associate Members
Host: NATIONAL ASSOCIATION OF RECORD MERCHANDISERS, INC.
Performing Recording Artists
Capital Records recording stars: The Kingston Trio
Columbia Records recording stars: Peter Nero
RCA Victor Records recording stars: Allan Sherman
Master of Ceremonies: PETER C. WAMBACH

THURSDAY, MARCH 7
RUNDOWN SESSIONS California Room 9:00 AM - 12:00 Noon
Regular Members Only
Seminar Topics
Accounting Procedures and Field Warehousing Inventory Control and Depth
Product Selection; Merchandising of Best-Sellers
Warehousing and Servicing Procedures

NARM CONVENTION REGISTRANTS—REGULAR MEMBERS

AKORN SUPERMARK, INC.
Edward Kowrennas

ALMOR PLAYTIME COMPANY
Albert A. Hyman

ARIZONA SUNDRIES
George Souvall

BEACON RECORD DISTRIBUTING CO.
Milton Izakoff

DIXIE RECORD COMPANY
Timothy A. Brushell

EDGE, LTD.
Edward M. Snider

FIRECO SALES, LTD.
Gerald Selfe

GARDEN STATE RECORD DISTRIBUTORS
Joe Firestone

GORDON SALES COMPANY
Michael Bennett

HIT RECORDS, INC.
Charles N. Stephens

MERCHANDISES WHOLESALE SERVICE CO
Kenneth Sachs

MERSHALL OF NEW YORK, INC.
Charles Schlag

MODERN RECORD SERVICE, INC.
George A. Berry

MUSICAL ISLE RECORD CORP.
Joe R. Chaschere

MUSIC CITY RECORD RACKS, INC.
Glenn C. Becker

OKLAHOMA NEWS COMPANY
Glen C. Becker

PARK RECORD DISTRIBUTORS
Stuart A. Burnat

PIC-A-TUNE, INC.
David T. Watson

PIONEER DISTRIBUTING CO.
Alvin M. Driscoll

QUALITY DRUG SERVICE COMPANY
Charles Scherzer

RAT SALE, INC.
Guy Willard

RICHARD B. BAKER, INC.
Larry M. Rossmarin

RECORD DISTRIBUTING COMPANY
Larry M. Rossmarin

RECORD RACK SERVICE, INC.
Ed Masson

RECORD SERVICE COMPANY
Donald D. Belzer

RECORD Wholesalers, Inc.
Don Ayers

RECORD Wholesalers, Inc.
Don Ayers

TIP TOP MUSIC COMPANY
Monroe Goodman

UTAH SUNDRIES
Barry L. Tarn

WESTERN BROTHERS RECORD COMPANY
Richard N. Staller

WORTHAM, INC.
EdW. Steen

WORLD WHOLESALE RECORD COMPANY
Charles S. Marmaduke

Cash Box—March 9, 1963
Thunder Strikes Again!

JOHNNY THUNDER SINGS

THE

ROSY DANCE

w ROCK-A-BYE MY DARLING  D-132

(Available in attractive 4 color sleeve)

...and Again

(S) D-5001

SPECIAL PROGRAM:

"Buy 7 Get 1 Free"  See Your Local Distributor For Details

Produced by TEDDY VANN

BOOKING AGENT  W.M. MORRIS AGENCY

☆☆☆ BREAKING WIDE OPEN! ☆☆☆

PREACHERMAN  CHARLIE RUSSO — ORCH. & CHORUS  D-131

DIAMOND RECORDS INC
1650 BROADWAY • NEW YORK 19, N. Y. • JUDSON 6-3876

Cash Box—March 9, 1963
GLEN C. BECKER
President of NARM

JULES MALAMUD
Executive Director of NARM

EDWARD H. SNIDER
Chairman of the 1962 NARM Study Committee

CECIL H. STEIN
Chairman of the NARM Awards Banquet

GODDARD LIEBERSON, president of Columbia Records, who will make the keynote address at the 1963 NARM Convention.

WILLIAM G. WILKINS
Featured Speaker at the 1963 NARM Convention

NARM
NEWMASMAKERS

Jubilee Records' RUSTY WARREN, who will entertain at the NARM Champagne Breakfast Party on March 5th.

Some Of The Wax Luminaries To Perform At NARM Awards Banquet

TONY BENNETT
ALLAH SHERMAN
KINGSTON TRIO
PETER NERD

Winners of the 1962 NARM Awards will be announced at the 1963 Convention on March 6th. Two special awards have already been announced for "The First Family," one to Cadence Records, for the best selling mono LP of all time via record merchants outlets, and the other to Tony Bennett and Peter Nero, for the best selling comedy recording artist of all time, via record merchants outlets.

FAIRMONT HOTEL CONVENTION HEADQUARTERS

Jubilee Records’ RUSTY WARREN, who will entertain at the NARM Champagne Breakfast Party on March 5th.

ALLAN SHERMAN
KINGSTON TRIO
PETER NERD

Cash Box—March 9, 1963
MARY WELLS
TWO LOVERS
AND OTHER GREAT HITS.

TWO
DETROIT, MICHIGAN
featuring her latest smash
Motown 1039

CHARTBOUND

"THAT STUBBORN KINDA' FELLOW"
MARVIN GAYE
HITCH HIKE
SOLDIER'S PLEA
I'M YOURS, YOU'RE MINE
HELLO THERE ANGEL
GET MY HANDS ON SOME LOVIN'
TAKE MY TIME
PRIDE AND JOY
WHEREVER I LAY MY HAT
IT HURT ME TOO

20% DISCOUNT ON NEW RELEASES & CATOLOG

TOP 100
featuring her latest smash

LAUGHING BOY
Motown 1039

also contains his current hit

HITCH HIKE
Tamla 54075

TAMLA / MOTOWN
GORDY RECORDS
DETROIT, MICHIGAN

Cash Box—March 9, 1963
"GOT YOU ON MY MIND"
(COOKIE & HIS CUPCAKES—CHESS 1848)
When you play a record because they’re
"LOADED WITH GOODIES"
(FOUR JEWELS—CHECKER 1039)
and we’ve joined
"HEARTBREAK SOCIETY"
(THE RADIANTS—CHESS 1849)
"SINCE I FELL FOR YOU"
(THE VIBRATIONS—CHECKER 1038)
because it’s
"STORMY"
(THE CORSAIRES—CHESS 1847)
and you’re rockin’
"THE BOAT OF LOVE"
(JERRY WOODWARD—ARGO 5435)
so...
"HELP ME"
(SONNY BOY WILLIAMSON—CHECKER 1036)
and we’ll all have a 1st serving of
"HOT CAKES"
(DAVE BABY CORTEZ—CHESS 1850)

Leonard, Phil, Max,
Paul, Herbie & Bobby

NARM CONVENTION REGISTRANTS

| ABC-PARAMOUNT | Larry Newton | Irwin Garr |
| ALFIE W. | Lawrence A. Aixonoff | Stephen Friedman |
| ALPHATAPE SALES COMPANY | E. D. Smithers | Elliott Harris |
| AMBASSADOR RECORDS | Ira L. Moss | S. Gordon Strenger |
| ATLANTIC RECORDS | Fred Levy | Robert Kornheiser |
| AUDIO-FIDELITY RECORDS | Sidney Frey | BUCKINGHAM RECORDS |
| CAMEO-PARKWAY RECORDS | Bernard Lowe | George Alpert |
| CADENCE RECORDS | Archie Bleyer | Budd Dolinger |
| CAPITOL RECORDS | Harry Chipeta | Herman Kaplan |
| COLUMBIA RECORDS | Clark Gartman | Marv Brodway |
| CONTAINER-KRAFT CORPORATION | Lee Lassoff | PETER WISH |
| CONTINENTAL RECORDS | Bernard Love | William Gallagher |
| DECCA RECORDS | Jack Loes | Mort Hoffman |
| DISNEYLAND RECORDS | Joe Lyons | Bob Thompson |
| DOT RECORDS | J. Norton | Kenneth D. Glancy |
| EPIC RECORDS | Donald England | William Durbin |
| EVEREST ENTERPRISES | Oscar Ehrenkaufer | Irv Townsend |
| GRAND AWARD RECORD COMPANY | Gene Block | Ted Ponielli |
| JUBILEE RECORDS | Floyd Gilbert | Calvin Roberts |
| JUKEBOX RECORDS | Michael Coolidge | Morris Baumstein |
| KAPP RECORDS | John Bradford | Saul Sargent |
| MERCURY RECORDS | Harold M. Robinson | Richard Shapiro |
| MGM-THEATRE RECORDS | Goddard Lieberson | Saul Schreiber |
| MERCURY RECORDS | William Gallagher | Sydney N. Goldberg |
| MERCURY RECORDS | Jack Loes | Claude Brennan |
| MERCURY RECORDS | Joe Lyons | Louis J. Sebek |
| MOTION RECORDS | Bob Thompson | Jay H. Lasker |
| MOTOWN RECORDS | J. Norton | William H. O’Dell |
| MURRAY RECORDS | Kenneth D. Glancy | V. T. Ilando |
| NINO RECORDS | William Durbin | W. E. Graham |
| NOHO RECORDS | Oscar Ehrenkaufer | C. J. Boyd |
| PARAMOUNT RECORDS | Irv Townsend | Paul Shih |
| PARAMOUNT RECORDS | Gene Block | C. W. Hall |
| PARAMOUNT RECORDS | Ted Ponielli | D. J. Burkheimer |
| PARLOPHONE RECORDS | Floyd Gilbert | H. A. Reifke |
| RECREATION CORPORATION | Calvin Roberts | Peter Wish |
| RECREATION CORPORATION | NINO RECORDS | Sidney P nast |
| RECREATION CORPORATION | NOHO RECORDS | Martin Pinlas |
| RECREATION CORPORATION | NOHO RECORDS | C. J. Boyd |
| RECREATION CORPORATION | NOHO RECORDS | William H. O’Dell |
| RECREATION CORPORATION | NOHO RECORDS | V. T. Ilando |
| RECREATION CORPORATION | NOHO RECORDS | W. E. Graham |
| RECREATION CORPORATION | NOHO RECORDS | C. J. Boyd |
| RECREATION CORPORATION | NOHO RECORDS | Paul Shih |
| RECREATION CORPORATION | NOHO RECORDS | C. W. Hall |
| RECREATION CORPORATION | NOHO RECORDS | D. J. Burkheimer |
| RECREATION CORPORATION | NOHO RECORDS | H. A. Reifke |

ASSOCIATE MEMBERS

| JUBILEE RECORDS | Jerry Blume | Mort Hoffman |
| JAY JAY RECORD COMPANY | Walter Jay |
| KAPP RECORDS | Allan M. Cahn | Macy Lipman |
| LUNA RECORDS | INC. | Leslie Dame |
| LIBERTY RECORDS | Alvin B. Bennett | Kenneth D. Reverbom |
| MILLER INTERNATIONAL CO. | Richard Bowman | Lee Mandell |
| MONTON RECORD CORP. | Dick Price | LONDON RECORDS |
| MONTON RECORD CORP. | Dick Price | Herb Goldfarb |
| MONTON RECORD CORP. | Dick Price | Sy Wariner |
| MONTON RECORDS | Philip R. Jones | HERB RECORDS |
| PREMIER ALBUMS, INC. | Andy Miele | HOPE RECORDS |
| PERRY RECORDS | Sol Handweiler | POPPY RECORDS |
| RECREATION CORPORATION | Philip Landwehr | ROLLER RECORDS |
| RECREATION CORPORATION | George Kuri | SAVO RECORDS |
| RECREATION CORPORATION | Milton Ross | SCHRAMM RECORDS |
| RCA VICTOR RECORD DIVISION | Joseph Winston | SCHRAMM RECORDS |
| RCA VICTOR RECORD DIVISION | John Y. Burgess, Jr. | SCHRAMM RECORDS |
| RCA VICTOR RECORD DIVISION | H. E. Jenkins | SCHRAMM RECORDS |
| RC RECORDS | Irwin J. Tarr | SCHRAMM RECORDS |
| RECORDS | William H. O’Dell | SCHRAMM RECORDS |
| RECORDS | V. T. Ilando | SCHRAMM RECORDS |
| RECORDS | W. E. Graham | SCHRAMM RECORDS |
| RECORDS | C. J. Boyd | SCHRAMM RECORDS |
| RECORDS | Paul Shih | SCHRAMM RECORDS |
| RECORDS | C. W. Hall | SCHRAMM RECORDS |
| RECORDS | D. J. Burkheimer | SCHRAMM RECORDS |
| RECORDS | H. A. Reifke | SCHRAMM RECORDS |

Cash Box—March 9, 1963
THANKS

to all our dealers, distributors, suppliers and to all you DJ'S

for making

OUR "SWINGIN' 6th" THE MOST SUCCESSFUL YEAR IN CAMEO-PARKWAY HISTORY!

Bernie Lowe

AND THE ENTIRE CAMEO/PARKWAY STAFF
Cameo Parkway

CELEBRATES ITS "SWINGIN' 6th" with these "LUCKy 13"

smash LP's!

LET'S LIMBO SOME MORE P7027

CHUBBY CHECKER LIMBO PARTY P7020

BOBBY'S GIRL - RUBY ANN - TELLSTAR - TWO LOVERS - LOOP DE LOOP - I'M COMING TO MAM THIS WINTER - EVERYBODY LOVES A LOVER - TELL HER - ALLEY CAT UP ON THE ROOF - SEE SEE HIDE - REMEMBER THEM

BOBBY'S GREATEST HITS C1040

YOUR LIMBO PARTY P7020

DEE DEE SHARP C1032

Cash Box—March 9, 1963
ALREADY BREAKING OUT
IN WASHINGTON, D. C.; BALTIMORE,
PITTSBURGH, ST. LOUIS, MINNEAPOLIS
AND SPREADING!

Chet Huntley presents
BEST of WASHINGTON HUMOR

HUMOROUS EXCERPTS FROM
ACTUAL SPEECHES BY JOHN F.
KENNEDY, BARRY GOLDFEINER,
ADLAI E. STEVENSON AND OTHERS.
A HISTORIC COLLECTION OF POLITICAL
PLEASANTRY RECORDED IN
OFF GUARD MOMENTS.

C 1044
Promoted on TV... radio... in newspapers all
over America!

GET IN ON THE WINNING SIDE NOW... Order Yours Today!

Cash Box—March 9, 1963
Cameo / Parkway

CELEBRATES ITS

"SWINGIN' 6th" with

6 SWINGIN' SINGLES

And All climbing the charts!

LET'S LIMBO SOME MORE

BW TWENTY MILES - CHUBBY CHECKER

P 862

BUTTERFLY BABY - BOBBY RYDELL

C 242

DO THE BIRD - DEE DEE SHARP

C 244

SOUTH STREET - THE ORLONS

C 243

MEMORY LANE - THE HIPPIES (formerly the Tams)

P 863

I'M GONNA MAKE YOU CRY - THE IMPACTS

P 865

THE BIG ONES ARE ON CAMEO/PARKWAY

Cash Box—March 9, 1963
This is my first annual report to stockholders of Cameo-Parkway Records, Inc. since shares of stock in the Company were sold to the public. I think it appropriate to begin by thanking you for your demonstration of confidence in the Company and its Management in becoming stockholders.

I am pleased to inform you that our net sales for the calendar year 1962 reached an all-time high of $7,568,000.00, more than double 1961 sales of $3,804,000.00. Net income after taxes amounted to $399,805.00, again almost double the 1961 total of $199,595.00. Earnings per share for 1962 were $1.57 on the shares outstanding at the end of 1962. Based on the number of shares outstanding at the end of 1962 the earnings per share for 1961 would have amounted to 81c.

Much of the success your Company has enjoyed can be traced to the ability of its key personnel to anticipate the ever-changing musical tastes of the nation’s teen-age population. This ability has been largely responsible for your Company’s attaining a dominant position in this lucrative field, a position we fully intend to maintain.

To further enlarge your Company’s share of the record market, Management recently began a program of expansion into the field of adult records. In line with this program, we have signed contracts with a number of adult personalities, including popular singer Helen O’Connell, and have projected a larger number of adult-oriented records for future release. These include, among others, follow-up albums to our successful “Big Band” series and our exclusive recordings of the organ of the Philadelphia Academy of Music.

On October 23, 1962, your Board of Directors declared the Company’s first quarterly cash dividend of 10c per share, payable December 10, 1962 to holders of Class A common stock. The second quarterly dividend was declared on January 18, 1963 and will be paid on March 11, 1963.

Your Management has adopted a conservative dividend policy in order to be in a position to build stability and future progress by a sound program of expansion. This program includes the auditioning and signing of new artists, the addition of new facilities and the intensification of advertising and promotion. This latter program has already begun with a full-page insertion in Life Magazine.

Your Company is also committed to maintaining a strong cash position so that it may take advantage of opportunities that may develop to acquire and establish businesses in related fields.

Operations of your Company’s wholly-owned subsidiary, Silver Plastics, Inc., continue highly profitable. Currently supplying Cameo-Parkway Records, Inc. with recordings of exceptionally high quality, our subsidiary will be in a position to solicit similar business from other recording companies when its current expansion program is completed.

Your Company recently established a new label, “Pageant” Record. It is anticipated that this will result in increased sales for the Company since the new brand will be handled by many new distributors.

We plan to release more records during the present calendar year than has been the pattern in the past. In order to facilitate this increased production, your Company has leased additional space for offices and for two new recording studios.

Although your Management is content to be judged on the results shown in this report, rather than on predictions of future achievements, we do look ahead with every confidence that we will continue to anticipate public tastes with the same degree of success that has marked our operations in the past.
Congratulations
CAMEO/PARKWAY

These Have
Been The
Happiest And
Most Successful
Years
Of My
Life . . .

CHUBBY CHECKER

Currently Riding The Charts With
LET’S LIMBO b/w 20 MILES
SOME MORE PARKWAY 062

Current Smash Album
LET’S LIMBO
SOME MORE
PA 7026

Personal Management
HENRY COLT — KAL MANN

Exclusively PARKWAY RECORDS

THE BIG ONES ARE ON CAMEO/PARKWAY

Cash Box—March 9, 1963

21
Proud To Have Been A Part of CAMEO/PARKWAY's Success

Thanks For Our Tremendous Success To Bernie Lowe And His Staff At CAMEO/PARKWAY . . .

Congratulations THE DOVELLS

Exclusively PARKWAY RECORDS

Current Single SOUTH STREET CAMEO 243

Current Album ALL THE HITS THE ORLONS VOL. 1 CAMEO 1033

Exclusively CAMEO RECORDS

Personal Management NAT SEGALL

THE BIG ONES ARE ON CAMEO/PARKWAY

Cash Box—March 9, 1963
Best Wishes
CAMEO/PARKWAY

Glad To Be A Member Of The Winning Team...

BOBBY RYDELL

Current Smash Single
BUTTERFLY BABY
CAMEO 242

Current Smash Album
ALL THE HITS
BOBBY RYDELL
Vol. 2
CAMEO 1040

Personal Management FRANKIE DAY

THE BIG ONES ARE ON CAMEO/PARKWAY

Cash Box—March 9, 1963
When adults in New York and other major east coast cities became aware of the twist dance they also "discovered" a talent whom their children had been listening to for a couple of years. Chubby's "Twistin'" career began professionally when, at the age of 19, his employer was able to set up an audition with Cameo Records head Bernie Lowe. Chubby was signed and elected by Lowe to spearhead the Cameo all-female label, Parkway. His first record was "The Class" but it was "The Twist" that started the chain reaction that led to a string of hit singles and albums. Currently, Chubby tours with "The Fly" and a reissue of "The Twist" in singles, "The Twist" EP and a host of other albums. The artist has now been credited with the fantastic rise in the limbo dance craze—as a result of his "Limbo Rock" (which had the "Pepsi" bit coupling and his current smash, "Let's Limbo Same Sam.").

Chubby Checker was born Oct. 3, 1940 in Philadelphia, where he still lives with his parents and two brothers. He was graduated from South Philadelphia High School, same of his classmates was Fabian, where he had entertained fellow students on special school events.

When Bobby Rydell was enthusiastically acclaimed for his novelty hit "Walking in Reno" in April 1958, he embarked on what could be the most important phase of his still-young career. Born Robert Louis Ridnell on April 26, 1942, in Philadelphia, Bobby's career actually began when Paul Whitman took him under his wing after winning a place on "Pepsid" show. It was also Whitman who suggested the name change to Rydell. A few years later Bobby joined a rock and roll band as lead singer, which Frankie Avalon was also a member. It was when the group was playing a New Jersey night club that Bobby met Frankie Dray—a bass player with another group. This meeting proved the turning point for Rydell. For Dee and Dee, he signed to a Cameo recording contract and began a personal grooming campaign which included music and dance lessons and vocal coaching. The long hours paid big dividends when Bobby's records began to hit with regularity and was then packed into one of the most exciting new novelty acts in the business. Bobby's long, long chain of singles he recently included "The Cha Cha Cha" and he just added another dimension to his career with a featured role in the upcoming pic version of "Bye Bye Birdie."

The look, who now has three sales hits under her belt in "Mashed Potatoes," "Gravy," "Ride" and "Da The Bird," started her rise to stardom when she answered a newspaper ad for a girl singer. Although only fifteen, the tall size that she could fill the bill. Dee Dee's confidence in her ability was justified. Soon the young look found herself doing background on recordings at various Philadelphia labels, including ABC and Cameo-Parkway. As recording campuses are always looking for new sounds, Dee Dee eventually auditioned for Cameo-Parkway. As part of a group she did the background on a Cameo recording that was never released. However A&R director Dave Appel was so impressed with what he heard that he asked her to sing for him alone. Unfortunately, for Dee Dee the diary was too busy of the time to record her.

Several months later Chubby Checker cut a new tune entitled "Slow Twistin'" which seemed to lack the punch that distinguished all of his past efforts. Bernie Lowe, topper of Cameo-Parkway, came up with the idea of using a female vocalist to give the record added sound. The Thrift was called in for the session and Lowe was so overwhelmed with her talent that he decided to record her first solo deck that same night. The rest is history.
The Orlons, who are currently singing with "South Street" on Cameo, consist of five girls who met in junior high school and began harmonizing for fun. Before they knew it, they were entertaining at school assemblies and local events. The girls sang together for about five years and became quite well-known in the Philadelphia area. For various reasons they eventually began to lose interest and parted. Some time later, Stephen Coddrell, a neighbor of one of the girls, mentioned that he was interested in a singing career. They discussed the possibilities of getting a group together and finally managed to contact two of the original Orlons. Soon they were working again and doing benefit shows and local club engagements.

The group had been singing together for about a year when they heard that Cameo-Parkway was looking for another vocal group. The Orlons were quickly invited to a recording test. Six months later they cut their runaway best-seller of "The Wah-Watusi." The follow-up, "Don't Hang Up," also reached the charts.

The Dovells started their vocal group while still in high school. They had been singing together for approximately four years entertaining their classmates and appearing at various school functions.

After a vain attempt to break into the record business, they decided to go their separate ways and did not get together again until Christmas 1960. It was spring, 1961, when the four young men marched in to audition for Dave Appell, Parkway's A&R director. The audition was admirable and resulted in a recording contract with the label.

After a short while with the firm, the group cut "The Bristol Stomp," which quickly put them in the national limelight. The rest is history. Since he's first big chart item the crew has rolled up an impressive string of hits including "Do The New Continental," "Bristol Twirlin' Annie," and "Wolly Golly Baby."

Jo Ann Campbell, who hit last year with "I'm The Girl From Waverly Mountain," was born in Jacksonville, Florida, on July 30, 1936. A talented youngster, she began dancing lessons at the age of four and studied for eight years. In high school where Jo Ann was a majorette for three years, she was honor in the 1957 Florida State Twirling Competition at Miami. A few months later, she came to New York with her one big dream, to be a dancer. She went with a modern jazz group called the Johnny Conrad Dancers and made TV appearances on the Milton Berle Show and the Colgate Comedy Hour. After a short appearance on Jack's Easter Show at the London State Theatre in New York, she was signed to a recording contract and her first record was a hit. Jo Ann joined the Cameo roster last year. Currently, she is putting her hopes in her recently-released single of "Mother Please" and "Wanna Be Your Man."

Don Covay, who recently garnered chart status with "Popeye Waddle" on Cameo, was born twenty-five years ago in Washington, D.C. The charter, one of nine children, worked as a child to help support his family, as his father passed away when he was an infant. Since he was a very young child Don enjoyed singing. Like so many popular performers, he first sang gospel songs in church with his older brothers. While in high school Don sang in school plays and formed several neighborhood rock 'n' roll groups. Through his apprentice years Covay has worked with such music biz luminaries as Baldwin, Buddy Bolden, Dave Brubeck, Jackie Wilson and Dion. In addition to his singing talents the artist is an accomplished tunesmith. He has written songs for Chubby Checker, Fabian, Jerry Butler and Gene Chandler. When he is not on the road or recording Don spends his spare time dancing, playing guitar and boxing.

Congratulations on your swinging 6th
And Many Thanks to All at
CAMEO/PARKWAY

DEE DEE SHARP

current hit single
DO THE BIRD
CAMEO 244

current hit album
ALL THE HITS DEE DEE SHARP
VOL 2 CAMEO 1082

Personal Management
HENRY COLT-KAL MANN

THE BIG ONES ARE ON CAMEO/PARKWAY

Exclusively
CAMEO RECORDS

CAMERON-PARKWAY'S LEADING ARTISTS
We are proud to be with you on the occasion of your

“BIG SIXTH”

CONGRATULATIONS

DELTA RECORD DISTRIBUTORS, INC.
BOB DEVERE, Pres.
281 BROADWAY, ALBANY, N.Y.

Harry Chipetz, who worked closely with Cameo-Parkway for almost five years as a distributor, has been the General Manager for more than a year.

“The phenomenal growth of the company over the past years has been accomplished by people of experience, ability and creativity who have helped Cameo-Parkway attain a solid footing in the industry.” This was the sentiment voiced by Chipetz during a recent discussion at which he expressed his hopes and plans for the future. Cameo-Parkway is known basically for its teenage product, but it is going into an adult market more extensively with jazz, folk, country, pop and humor albums—an area which has been only touched by Cameo-Parkway. Contracts are being discussed with artists in all of these fields.

Cameo-Parkway recently introduced the Pageant label which will be used to develop new artists and material in the pop field. LP’s by the Bernie Love Orchestra, Helen O’Connell, the International Pops Orchestra, the Philadelphia Academy of Music Organ and the new spoken word album, “The Best of Washington Humor” with Chet Huntley are reaching a segment of the population that might never have been reached by Cameo-Parkway.

Said Chipetz, “The goals and potential of the company are unlimited as long as we have such talented and devoted people working together on all levels.”

To Bernie and His Crew—

What Is There To Say?
Success Speaks For Itself.

Happy 6th

Sid Talmadge
Record Merchandising
2580 W. Pico Blvd.
Los Angeles, Calif.
DU 5-3451
Allan Cohen in 1957 joined Bernie Lowe and Kal Mann in the formation of Cameo-Parkway and since then has been versatile in every capacity but A & R. The myriad of business and financial details that beset any thriving company are Al Cohen’s responsibility. Finance and fiscal matters have been only a part of his task. During the past six years he has at times supervised record production, participated in sales discussions, been a liaison man with the distributors, and controlled foreign contract and royalty matters.

As the company expanded, purchasing, record club licensing and pressing plant operations were added to his area of operations. "It has been a matter of pride and pleasure for me to watch Cameo-Parkway grow from a "one-shot" single to a major independent," said Cohen. "In 1962 Cameo-Parkway went on the American Exchange and there were more buyers than shares—the only record company per se to be listed on the exchange."

We are proud to be with you on the occasion of your

“BIG SIXTH”
CONGRATULATIONS
The B & K Distributing Co.
129 N.W. 23rd St.
Oklahoma City, Oklahoma

Bill Burton
Cliff Keeton

HAPPY BIRTHDAY
CAMEO/PARKWAY
Best Wishes For Continued Success
H. W. DAILY INC.
Big State Distributors
314 E. 11th
Houston, Texas

AL CHOTIN
OF
RECORD MERCHANDISERS
Congratulates
Bernie Lowe and his wonderful staff on the occasion of their
“BIG SIXTH”

Your success and leadership in the record industry in the short period of five years is something we are proud to be part of.

Thanks to you — we too have grown...

RECORD MERCHANDISERS
1919 Washington, St. Louis, Mo.
Main 1-0966
HERMAN KAPLAN—National Sales Mgr.

Herman Kaplan has been with Cameo-Parkway for two years and came to the label with thirteen years of experience in the business. In addition to working for some of the major New York music publishing houses, Kaplan also headed his own label at one period in his career.

As National Sales Manager and Promotion Director, Kaplan heads a department which includes three field men—Clark Geartner in the East, Marv Browdy in the Midwest, and Lee Lasseff in the West. He maintains a close liaison with the Cameo-Parkway distributors in the promotion of new singles and album products.

Visiting disk jockeys with distributor promotion men and initiating sales programs in cooperation with his distributors is a team operation both in the office and in the field.

"We feel that our job is an easy one because we have created an image for our promotion men and the disk jockeys that we have a very commercial product," Kaplan added, "I guess this is all summed up in the company slogan, 'The Big Ones Are On Cameo-Parkway.'"

WE ARE HAPPY TO BE PART OF YOUR METEORIC RISE IN THE INDUSTRY!


CHIPS DISTRIBUTING CO.
808 N. Broad Street, Phil. 30, Pa.    PO[st]ar 9-5000
Dave Appell joined the Cameo-Parkway family soon after its inception as an arranger. He recalls that he became an engineer and mixer via the trial and error method and as the company grew, his own sphere of operations expanded to include A & R activities. Dave is still a mixer, engineer, and arranger, but much of his time and effort is spent in finding material for each of Cameo-Parkway's artists and collaborating with Bernie Lowe and Kal Mann on the selection of this material.

Since the company and the roster of artists grown so tremendously, Dave has had to "farm out" many of the arranging chores, and he is capably assisted in this department by Ray Straigis, who does arrangements on singles and rock and roll LP's, and Dave Stephens who handles arrangements and A & R duties on LP's. Dave Appell started his career as an arranger during the era of the big bands and has also been a performer. Although he no longer performs, his group "The Apple Jacks" are still recording for Cameo-Parkway.

"We started small, but with a lot of know how and a good measure of luck Cameo-Parkway made its mark in the industry and we have plenty of hope for the future." This was Dave's brief but comprehensive summation of Cameo-Parkway's success as a recording company.

Billy Jackson, an A & R man in the field of pop and rhythm and blues, Joe Tarsia as engineer and mixer, and Sam Casales as copyist complete an A & R staff that started six years ago as a one man staff department—Dave Appell.

Dave Appell—Director of A&R

HAPPY BIRTHDAY TO THE MOST FANTASTIC 6 YEAR OLD IN RECORD HISTORY

BEST RECORD DISTRIBUTORS, INC.

STEVE BRODY LEONARD SILVER
JOE PINTER, mgr. JOE MONTREAL, promotion
959 MAIN ST. BUFFALO, NEW YORK

WE ARE EXTREMELY PROUD OF AN ASSOCIATION WHICH HAS ENABLED OUR COMPANY TO GROW WITH YOUR OUTSTANDING SUCCESS

CONGRATULATIONS & BEST WISHES FOR CONTINUED SUCCESS!

Henry Droz

ARC DISTRIBUTING CORP.

13415 LYNDON AVENUE
DETROIT, MICHIGAN
(Phone: 272-4872)

THE BIG ONES ARE ON CAMEO/PARKWAY
CONGRATULATIONS CAMEO/PARKWAY

“Happy Big Sixth”

Your success and leadership in the record industry has been most fantastic in the short period of 6 years. May the next 100 be even greater and more successful in the record business.

PAN AMERICAN RECORD SUPPLY CO. INC.
36 South Santa Fe, Drive
Denver 23, Colorado

Joe Oxman  Louis Oxman
(President) (General Mgr.)

“WE ARE PROUD TO BE WITH YOU ON THE OCCASION OF YOUR “BIG SIXTH”

CONGRATULATIONS

HUISH DISTRIBUTING COMPANY
2525 SOUTH EIGHTH WEST—P. O. Box 15038
SALT LAKE CITY 15, UTAH
Phone 486-7611

Kal Mann and Bernie Lowe began as a writing team long before Cameo-Parkway came into being. One of Kal’s earliest efforts with Bernie was the producing of an album called “Dizzy Dan,” which featured Bernie on the piano. Since that time, Kal has written, or co-written most of the hit songs that have made Cameo-Parkway one of the most important independent diskeries in the business. “A hit song is the horse on which an artist rides to success,” said Kal, “and a great deal of thought and planning goes into each tune before it is recorded and released to the public.” Kal’s proclivity for finding and composing these tunes is just one of the basic ingredients in Cameo’s recipe for success.

In addition to his duties as writer and A & R man, Kal Mann also astutely manages the careers of Chubby Checker and Dee Dee Sharp.

congratulations, BERNIE

music suppliers, inc.
Dave Edelman, who has a background as a performer and musician, is the coordinator for all album productions. On his shoulders rests the responsibility of supervising the production of every LP from idea to finished product. This includes all areas of approach, selection and production.

Although Cameo-Parkway is fairly new in the LP field, Edelman feels that it has become, and will continue to be a threat to its competitors as the company expands its roster of name artists and releases albums in the jazz, country and folk media and establishes a well-rounded catalogue.

This past year Cameo-Parkway gained acceptance in the LP markets with its “Big Band” series with Bernie Lowe, and the “Soul of Hawaii” album was very successful in an overcrowded field.

“Cameo-Parkway can and will continue to produce superior adult LP’s and take its place among the major producers of albums,” declares Dave.

Since 1947 Bill Berger has worked in the record business at the sales and distributor level, and came to Cameo-Parkway almost a year ago well qualified to handle the job of director of production. Bill watched the company grow while he was a salesman and was very happy to become a part of the Cameo-Parkway family.

In his present capacity, Bill handles all distributor orders, record production orders, shipping problems and plant inventories. He sometimes has to go out on a limb when deciding upon the quantity of records to be pressed but despite these little problems he feels he has a fine future with the company and that the company’s expansion program will be of great benefit to all.

Bill also orders all the materials needed for record production.
HAPPY 6th BIRTHDAY
CAMEO/PARKWAY

Bill Emerson

BIG STATE DISTRIBUTING
2200 Irving Blvd.
Dallas, Texas

WE ARE PROUD TO HAVE BEEN A MEMBER OF THE CAMEO/PARKWAY TEAM DURING THE FIRST 6 YEARS; AND WE HOPE TO CONTINUE SERVING THE CAROLINAS WITH CAMEO/PARKWAY PRODUCT FOR MANY YEARS TO COME WITH EVEN GREATER SUCCESS.

ARNOLD DISTRIBUTING CO.
"Our Promotion Sells The Carolinas"
2704 FREEDOM DRIVE — PHONE: 399-9741 — CHARLOTTE, N.C.

CONGRATULATIONS TO CAMEO - PARKWAY ON THEIR “BIG SIXTH”

...... from all of us

BOB CHATTON
VINCE COSGRAVE
DON ZIMMERMANN
BOB RUSHING
JOHN MOSES

BUD HAYDEN
JUDI JACOBSEN
PEARL ANSELMI
BEVERLY ROBINSON
GLADYS MARTIN

MARIO LLAMAS
GIL OLIVERA
WALTER BANKS
ARTHUR GOINS
WILLIE HINES

...... plus Hundreds of happy Northern California Dealers

CHATTON DISTRIBUTING CO.
2517 SAN PABLO AVE.
Higate 4-5677
OAKLAND, CALIFORNIA

“WE REPRESENT THE BEST LABELS”
Sam started his career with the Glenn Miller band as a band boy and worked with Oscar Dumont, Ralph Flanagan, Dave Stephens and also worked as a road manager for many of the big bands.

Since joining Cameo-Parkway as a regular about a year ago, he has handled copyrights, booked talent for recording sessions, hired musicians, prepared recording sessions estimates and costs, and been a general troubleshooter for the A & R department. A good portion of his time is spent as a copyist and making up lead sheets for outside use.

Vince Rymanski, a two-year man with Cameo-Parkway, effectively handles the complexities of the licensing department. This entails maintaining a close liaison with the music publishers and Cameo-Parkway, getting all the necessary information for label copy, placing and filling foreign distributor orders, and satisfying the requirements of the U.S. Customs Department by careful billing and invoicing.

Added to these duties are those of correspondence, stock inventories, shipping and purchasing. Vince handles all of these tasks capably and with apparent ease, and like his colleague feels that he has a great future with Cameo-Parkway.

MANY THANKS TO
THE CAMEO/PARKWAY
ORGANIZATION
AND
BEST WISHES FOR
CONTINUED SUCCESS!

Joe Banashel

A-1
RECORD DISTRIBUTORS
628 BARONNE ST.
NEW ORLEANS, LOUISIANA
(Tel. 524-7146)

HAPPY BIRTHDAY
TO ONE OF THE
MOST FANTASTIC
COMPANIES
IN
RECORD HISTORY!

Jerry Winston
& Staff

WENDY
DISTRIBUTORS
270 Hooley St., Newark, New Jersey
Market 3-5845

HERE'S A TOAST FOR
“6 SOLID YEARS”
OF SUCCESS
AND LEADERSHIP
IN OUR INDUSTRY

Milt Saltstone, Marvin McDermott, Vic Faraci
& the Staff

M.S. DISTRIBUTING COMPANY
1700 So. Michigan Ave.
Chicago, Illinois
(312) WEBster 9-7571

THE BIG ONES ARE ON CAMEO/PARKWAY
CONGRATULATIONS

CAMEO/PARKWAY

The Best To The Greatest!

TONE DISTRIBUTORS

495 S. E. 10th Ct. 320 Riverside Ave. 
Hialeah, Florida Jacksonville, Fla.
TU-7-7546 ELgin 4-3027

CANDIDATE

IT ALL STARTED FOR US WITH:

"THE CLASS"
CHUBBY CHECKER

"KISSIN' TIME"
BOBBY RYDELL

AND NOW

$3,500,000.00
LATER IN PURCHASES
AND STILL GROWING . . .

Many Thanks

TRINITY RECORD DIST.

477 Park Ave.
East Hartford, Conn.

MUSIC CITY RECORD DISTRIBUTORS

127 Lafayette Street
Nashville, Tennessee

MUSIC SALES COMPANY

1117 Union Avenue
Memphis, Tennessee

PAN AMERICAN DIST. CO.

36 South Santa Fe Street
Denver, Colorado

MUSIC SUPPLIERS, INC.

263 Huntington Avenue
Boston, Massachusetts

RECORD MERCHANDISING COMPANY, INC.

2580 West Pico Boulevard
Los Angeles, California

RECORD MERCHANDISERS

1919 Washington Avenue
St. Louis, Missouri

STANDARD DISTRIBUTING COMPANY

1705 Fifth Avenue
Pittsburgh, Pennsylvania

TONE DISTRIBUTING COMPANY

405 SE 10th Street
Hialeah, Florida

TRINITY RECORD DISTRIBUTORS

477 Park Avenue
E. Hartford, Connecticut

WENDY RECORD DISTRIBUTORS

470 Balsey Street
Newark, New Jersey

MUSIC COMPANY, INC.

1260 East 38th Street
Cleveland 14, Ohio

WE ARE HAPPY TO BE WITH YOU ON THIS HAPPY OCCASION.

MAIN LINE CLEVELAND, INC.

1260 East 38th Street
Cleveland 14, Ohio
Congratulations
On the First 6—
Here's Hoping the Next 100 will be even greater!

we are proud to be associated with the “BIGGEST” 6 year old in the history of the record business

happy birthday
Cameo/Parkway

STAN HOFFMAN
MA R N E L of Maryland, Inc.

DIXIE RECORDS DISTRIBUTING COMPANY
1235 TECHWOOD DRIVE, N.W.
ATLANTA, GEORGIA

A & I RECORD DISTRIBUTORS
1000 Broadway, CINCINNATI, OHIO

Ike Klayman

Barbara Leshner—Secretary

Vel Thornton—Secretary

Ollie Weismuller—Art Director

Joan Byrne, an attractive member of the staff side of the Cameo-Parkway family, collaborates with Al Cohen in the handling of correspondence with foreign distributors of Cameo-Parkway Records. The analysis of artists contracts, royalties due, rates of exchange and matters of credit are also her responsibility.

Ollie is an import from California who has worked in the artistic phase of the music and film industries for the past 25 years. He came to Cameo-Parkway just a month ago to produce album covers and display material. Ollie turns out about 15 record jackets a month—some he does himself, others are farmed out, but all are under his direct supervision.

We are proud to be with you on the occasion of your “BIG SIXTH”

CONGRATULATIONS

Dixie Records Distributing Company
ATLANTA, GEORGIA

THE BIG ONES ARE ON CAMEO/PARKWAY
PHILADELPHIA—If Horatio Alger were alive today—and in need of material for another of his "rags-to-riches" tales, he might do well to study the history of Cameo-Parkway Records, Inc. For, in just six brief years, it has grown from the traditional "modest beginnings" to a position of major importance in the recording industry today.

Begun in 1956 as Bernard Lowe Enterprises, the company grew and prospered until, in 1961, the Lowe firm and Parkway Records, Inc. were merged.

A quick glance at the sales figures will show, far better than could words alone, the dramatic growth Cameo-Parkway has enjoyed. In 1958, for example, gross sales totaled approximately $650,000. In 1962 that figure rose to $8,990,000.

Is there a special secret to the phenomenal success the firm has achieved? Cameo-Parkway's president, Bernie Lowe, thinks there is. And he sums it up in a single word..."alertness." "Alertness to the constantly changing tastes of the record-buying public," Lowe relates, "has enabled us to be aware of every major trend in popular music in recent years. And, in this business, whoever gets there first, usually sells the most!"

Not content with its pre-eminent position in the teen-age market, Cameo-Parkway has been steadily expanding its catalog of records with more general appeal. An example is the recording of "Broadway Originals," "Spanish Inferno," "Great Movie Themes" as well as a group of specialty albums featuring music of Italy, Hawaii and Germany. Also a group of Big Band albums, including one showcasing Bobby Rydell, and the first recording ever made of the pipe organ of the Philadelphia Academy of Music with William Whitehead at the console.

Another facet of Cameo-Parkway's expansion into the general market is its issuance of a series of folk-music recordings. Initial releases featured such groups as the 2 Young Mecs from Montana and The Swamgans, while the most recent folk releases feature two Cameo-Parkway folk-singing discoveries, Rynn Mackimom and Sunny Schwartz.

A further step forward in the firm's growth was the acquisition of the record pressing facilities of Silver Plastics, Inc. Now undergoing a major expansion of its facilities, Silver Plastics is supplying Cameo-Parkway's needs for finished records (see separate story). As with any company that's come so far in so little time, Cameo-Parkway looks for even greater things in the future. "We're at work right now building a solid roster of artists that will make Cameo-Parkway a big factor in all phases of the record business," is how president Lowe summed it up, "Cameo-Parkway has already come a long way in 6 years...and this is only the beginning!"

PHILADELPHIA—Bernie Lowe, topdog of Cameo Records, is shown above at the recent re-inking ceremonies of label hit-maker Chubby Checker to an exclusive five-year contract. During the past year the chartest racked up an impressive string of single hits including "The Twist," "Let's Twist Again," "The Fly," "Pony Time" and "Limbo Rock." Currently, he is represented on the charts with "Let's Limbo Some More."

Congratulations on your Swinging 6th! Here's hoping the coming years will be even greater!

Hutch Carlock

ALOHA!

CAMEO/PARKWAY BIG 6TH

We Are Proud To Have Grown With You!

Ken Kaizawa

MUSIC CITY RECORD DISTRIBUTORS
127 LAFAYETTE ST., NASHVILLE, TENN. (ALpine 5-7315)

MUSICAL MICROPHONE MUSIC, INC.
605 CORAL ST. HONOLULU, HAWAII

BEST WISHES FOR CONTINUED SUCCESS

Ben Herman — Esther Herman — Lee Levine

STANDARD DISTRIBUTING CO.
1705 FIFTH AVE., PITTSBURGH, PA. (Tel. 281-8831)

C-P's District Reps

CLARK GERTHER
East Coast

MARY BROWDY
Midwest

LEE LASEFF
West Coast

C-P's Distaff Staff

C-P secretary pool on the job.

Cash Box—March 9, 1963
HOW YOU GROW

BERNIE LOWE & CO. AT CAMEO

MILT GELFAND AND AUDIO MATRIX* SALUTE YOU

* We make masters, mothers and stampers for Cameo Parkway and other record industry leaders.
To: Bernie Lowe and Everyone at

CAMEO/PARKWAY

IT HAS BEEN OUR PLEASURE
TO SERVE YOUR PRINTING NEEDS
THROUGH 6 YEARS OF GROWTH AND SUCCESS.

ALL THE BEST FOR THE FUTURE!

Kev Devejian

QUEENS LITHOGRAPHY CORP.
L. I. C. 4, N. Y.
C-P's Purchase Of Silver Plastics Further Step In Firm's Growth

SOUTHERN HAMPTON, PA.—Among the varied steps taken by Cameo-Parkway in its growth pattern over the past six years was the acquisition of its own pressing plant.

That operation is Silver Plastics, Inc., located in South Hampton, just four miles from the city limits of Philadelphia, C-P's hometown, which the label purchased from Harry Silverstein in July, 1962.

Silverstein, who was retained as president of the new C-P subsidiary, had formed the firm in April of that same year.

While Silver Plastics came into the C-P picture just after the twist rage had reached its peak, the firm, which presses only for C-P and its affiliated labels, is already familiar with the rush-rush entailed in pressing records for a hot sound.

The sound in question is the Limbo, and like the twist, its disk king is Chubby Checker.

“We recently worked at full capacity for 17 straight days,” Silverstein notes, “turning out Limbo singles and LP product by Checker.”

This involved the core adds, around-the-clock activity and three shifts of personnel.

The firm is also busy these days getting ready-for-market diskings of C-P's “The Best of Washington Humor” LP, a collection of “live” hits by Washington dignitaries, including President Kennedy, and the label's “All the Hits” series, which features best-selling singles by various artists on a single LP.

The entire Silver Plastics operation is contained in a single building, occupying 20,000 square feet of space. There are 22 presses, which Silverstein feels are as up-to-date as those in any record plant in America.

“We are convinced,” Silverstein states, “that quality-wise we produce records as good as any made in this country.”

Besides Silverstein, the exec lineup of Silver Plastics consists of Charles Straughman, secretary-treasurer; Ralph Tate, plant engineer; and Dan Lowenthal, vice-president.

Making A Hit

PHILADELPHIA—Kal Mann of the A&R division and Dave Appell, director of A&R, are shown above in a familiar pose going over arrangements of a soon-to-be-cut Cameo/Parkway tune.

---

It is our distinct pleasure to be associated with Cameo-Parkway Records since their inception.

We would like to take this opportunity to wish Bernie Lowe and his very capable staff continued good health and success in all future endeavors.

Nate & Nate

COMMUNITY PRESS
Anthony & Carmine Terracciano

---

CAMEO/PARKWAY
6th Anniversary
CONGRATULATIONS
On the occasion of your
"BIG SIXTH"

Your success and leadership in the record industry in the short period of five years is something we are proud to be a part of.

MONARCH RECORD MFG. CO.

THE BIG ONES ARE ON CAMEO/PARKWAY
PHILADELPHIA — "The Best of Washington Humor," is Cameo's first plunge into the adult humor market. It's the first professional platter appearance for most of the artists aboard — laugh-getters like John F. Kennedy, Adlai E. Stevenson, Barry Goldwater, Charles A. Halleck, and Mortimer Caplin, to name a few.

President Kennedy himself is heard delivering a masterful parody of his stinging rebuke to Big Steel when the industry sought its last big price rise. He tells the National Press Club: "The sudden and arbitrary action of the officers of this organization in increasing the price of dinner tickets by $2.50 over last year constitutes a wholly unjustifiable defiance of the public interest . . . ."

The success of the album is no surprise to Tait Trussell, the associate editor of Nation's Business who collected the tapes while gathering material for a book on capital punishment.

Trussell expected some knotty problems in getting releases from the assembled government brass. "The only thing that confused me," he said, after the album had hit the racks, "was that everything ran so damn smooth."

The services of radio-TV newscaster Chet Huntley were enlisted to tie the material together with a prologue and a brief intro of each witty Washingtonian, setting the framework in which the funny stuff came out.
Congratulations

To The CAMEO/PARKWAY TEAM
who have created one of the hardest
hitting—fastest growing companies in the
history of the record business

Norman Dufour

AMERICAN RECORD
PRESSING CO.
Owosso, Michigan

HAPPY
“BIG SIXTH”

We are proud to have been able to serve you
during your meteoric rise in the record in-
dustry.

We are certain the coming years will see the
continuation of CAMEO/PARKWAY as one
of the leaders in this phase of the entertain-
ment world.

CONGRATULATIONS
SILVER PLASTICS, INC.
Southampton Industrial Highway
SOUTHAMPTON, PENNSYLVANIA

Happy Birthday to Cameo/Parkway...and many more of them!

We’re proud to be a part of your phenomenal success,
delivering those great smash hits when they’re still red hot!

RCA CUSTOM RECORD SALES
WE ARE PROUD TO BE WITH YOU ON THIS HAPPY OCCASION

CONGRATULATIONS ON YOUR SIXTH BIG YEAR!

MODERN

ALBUM AND FINISHING CO., INC.

Specialists in the manufacture of LP jackets

Complete Facilities for Production
And Shipping From the Following 5 Areas:

- NEW YORK
  119-01 22d Ave., College Point, L. I., Flushing 3-5701

- INDIANA
  2001 So. Third St., Terre Haute, Llncoln 6285

- CALIFORNIA
  3116 Vanowen St., Burbank, THornwall 5-7655

- NEW JERSEY
  145 N. 13 St., Newark, HUmboldt 4-8330

- CANADA
  1244 Dufferin St., Toronto, Ontario Canada, LENox 4-7951

NEW YORK SALES OFFICE: 527 Madison Ave. PL 5-3965


Cameo hit albums:
  Bobby Rydell — “We Got Love,” “Bobby Sings, Bobby Swings,” “Bobby’s Biggest Hits,” “Chubby Checker and Bobby Rydell,” “All the Hits,” “Bobby Rydell’s Biggest Hits, Volume II,” “All the Hits, Volume II,” “An Era Reborn.”
  Dee Dee Sharp — “It’s Mashed Potato Time,” “All the Hits of the 50’s to Today,” “All the Hits, Volume II.”

Parkway hit albums:

CONGRATULATIONS

IVY HILL

1 Ivy Hill Lane

Brooklyn 11, N.Y.

CAMEO / PARKWAY

On The Occasion
Of Your Sixth Birthday

FINE RECORDING INC.

118 W. 57th St.
New York, N.Y.
PHILADELPHIA—Chubby Checker's launching pad was Parkway Records, the versatile young entertainer's first Parkway single, "The Twist," hit pay dirt. His fourth Parkway single soared. It was "The Twist."

He had six subsequent smash singles as "Pony Time," "Bristol Stomp," "Slow Twistin'," "Limbo Rock" and "Let's Limbo Some More." There were hit albums, too. "Your Twist Party" was among the best-selling albums of all time.

But Chubby's not considered a "twist freak." His personal managers, Henry Colt and Kal Mann, feel he's a great natural entertainer who is going to be around for a long time.

The son of a South Philadelphia streetcorner, Chubby made his first public appearance at the age of 10 while working as an errand boy in a cut-up-chicken store near his home.

The man who ran the store was Henry Colt. Colt noted that Chubby's singing, as he busied himself around the store, held a magnetic attraction for the customers. "I did a crazy thing," said Colt. "I bought a public address system and piped Chubby's singing out in the street. It certainly attracted a lot of attention."

When Chubby reached his mid-teens, Colt brought him around to Bernie Lowe, president of Cameo-Parkway Records. It wasn't long after that that Chubby got his name. He had been born Ernest Evans. Somebody walked into a studio where he was doing a takeoff on one of his heroes, Patsy Domino. "You're just like a little Patsy Domino," said the visitor. "Now, what was a little Patsy Domino be? Why—Chubby Checker?"

When the twist took off a second time—on October 13—Chubby became an international star. He recently returned from a five-week tour of Australia and the Far East.

An astonished looking agent wrote Colt: "Chubby Checker's visit to New Zealand was the biggest smash sellout we have ever had in our experience... What more can I say than that we were sold to every city, days, and in a couple of cases, weeks before Chubby arrived."

Chubby will be on the Ed Sullivan show March 24. He'll open New York's Freedomland April 13, and four days later goes into the Casini Royal in Washington. He opens at the Sands in Las Vegas on April 24.

His handlers say they have all but nailed down a TV variety series for the fall. It may be syndicated worldwide.

And there's more Chubby Checker coming on Parkway Records.

Where There's A Will

WASHINGTON — Republican House of Representatives Minority Leader Charles A. Halleck of Indiana receives a copy of the "Best Of Washington Humor" LP presented to him by David Edelman, album coordinator for Cameo/Parkway Records. Behind him is a statue of Will Rogers.
WE ARE PROUD TO BE
WITH YOU ON THE OCCASION
OF YOUR

“BIG SIXTH”
CONGRATULATIONS

PYE RECORDS (SALES) LTD
ATV HOUSE,
GREAT CUMBERLAND PLACE,
LONDON, W. 1. ENGLAND.

HAPPY
6th

Congratulations
to the entire crew at
Cameo/Parkway
for making it the Hottest Label in '62.

ENRIQUE LEBENDIGER
FERMATA DO BRASIL
Avenida Ipiranga 1123
Sao Paulo, Brazil

LATIN AMERICA’S LEADING PUBLISHER

CONGRATULATIONS
CAMEO/PARKWAY

On the occasion of your

“BIG SIXTH”

Your success and leadership in the
record industry in the short period of
six years is something we are proud to be a part of.

M. S. BRENNER
EDICIONES INTERNACIONALES FERMATA
(Argentina)
San Martin 640, Buenos Aires

CAMEO-PARKWAY’S INTERNATIONAL

ARGENTINA
Ediciones Internacionales Fermata
Casilla Correo 988
Buenos Aires, Argentina

AUSTRIA
Mr. Monti Lackner
Ariola GMBH
Wein I, Graben 20a
Austria

AUSTRALIA
Mr. Ron Wills
EMI Australia Limited
P.O. Box 352
Haymarket, N.S.W.1., Australia

BRAZIL
Mr. Enrique Liebendiger
Fermata Do Brazil Ltd.
Avenida Ipiranga, 1123
San Paulo, Brazil

CANADA
Mr. George R. Streut
Quality Records Limited
360 Birchmount Road
Scarborough, Ontario
Canada

ECUADOR
Mr. Joe Magen
Industria Fonográfica
Ecuatoriana S.A.
Casilla 3885, Guayaquil

ENGLAND
Mr. Louis Benjamin
Pye Records Limited
A.T.V. House
Great Cumberland Place
London, W.1., England

FRANCE
Eddie Barclay
Barclay Disques
143 Avenue De Neuilly
Neuilly-Sur-Seine, Paris

GERMANY
Ariola of Gutersloh
GMBH
Gutersloh, Western Germany

GREECE
Helladisc Limited
8 Hermes Street
Athens, Greece

HOLLAND
Ariola Gramophone N.V.
Ariote Building
8-10 Krijnstraat
Haarlem, Holland

HONG KONG
Mr. R. A. DaSilva
Colonial Trading Company
P.O. Box 956
Hong Kong

ISRAEL
Herbert Russcol
Records Studio One
1 Ben-Yehuda Road
Tel Aviv, Israel

ITALY
Mr. Guiseppe Giannini
Galleria del Corso s.r.l.
Galleria del Corso 4,
Milano, Italy

JAPAN
Mr. M. Itoh
Victor Company of Japan, Limited
18, 2-Chome, Tsukiji, Cho-Ku
Tokyo, Japan

MEXICO
Gamma S.A.
Apartado 7702
Mexico 1, D.F.

NEW ZEALAND
The General Manager
La Gloria Records
85 Lorne Street
Auckland, New Zealand

PRODUCTS, INC.
135 2nd Ave. Cor. D. Aquino, Grace Park
Caloocan City, Philippines
Tel. 2-28-74

We are proud
to be with you
on the occasion
of your

“BIG SIXTH”

Congratulations

Dyna

We also represent

ABC PARAMOUNT • CHANCELLOR
CADENCE • DOLTON
HICKORY • LIBERTY
INTERNATIONAL REPS

PERU
Industrias Electricas-Y-Musicales Peruana S.A.
Prolongacion Avenida San Martin No. 1269
Lima, Peru

PHILIPPINES
Mr. Albert Tan
Dyna Products Inc.
P.O. Box 3112
Manila, Philippines

SWEDEN
Karussell Grammofon AB
Framnashagen 4-B
Solna, Sweden

SOUTH AFRICA
Mr. A. Delmont
Gallo Africa Limited
161 President Street
Johannesberg, South Africa

SPANISH
Bernard Ness
RCA Espanola SA
Avenida De America
Madrid 17, Spain

VENEZUELA
Mr. Cesar Roldan
Fabrica Venezolana De Discos, C.A.
Tinajitas A. Aqua Salud No. 96
Caracas, Venezuela

Roundtable Discussion

New Approach to upcoming sales program is discussed by C-P’s (l. to r.)
Alan Cohen, Harry Chipetz, Herman Kaplan and Robert Richards.

LA GLORIA RECORDS
Auckland—Wellington—Christchurch—Duandin & Sydney
Head Office 85 Lorne St., Auckland, New Zealand

“CONTINUED SUCCESS TO THE MOST FANTASTIC 6 YEAR OLD IN RECORD HISTORY”
GEORGE L. KEANE
QUALITY RECORDS LTD.
380 BIRCHMOUNT ROAD, TORONTO, ONT., CANADA

INDUSTRIAS ELECTRIAS-Y-MUSICALES
PERUANAS, S. A., PROLONGACION AVENIDA,
SAN MARTIN NO. 1269—LIMA, PERU

Head Office 85 Lorne St., Auckland, New Zealand

CONGRATULATIONS TO ALL AT
CAMEO/PARKWAY
FOR GIVING US SUCH BIG SELLERS FOR A WONDERFUL YEAR... AND HELPING TO MAKE US NEW ZEALAND’S NUMBER 1 RECORD DISTRIBUTOR...
Congratulations on the First 6—Here's hoping the coming years will be even greater for you!

ARTONE GRAMOPHONE, N.V.
BILL SLINGER  CASPER SLINGER
810 Kruisstraat, Haarlem, Holland

HAPPY BIRTHDAY TO THE MOST FANTASTIC 6 YEAR OLD IN RECORD HISTORY

Galleria Del Corso s.r.l.
(ITALIAN DISTRIBUTOR)
GALLERIA del CORSO 4
MILANO

BEST WISHES CAMEO/PARKWAY ON YOUR SIXTH BIRTHDAY. WE ARE PROUD TO BE YOUR GERMAN AND AUSTRIAN DISTRIBUTORS AND TO HAVE HELPED MAKE YOUR PRODUCTS AND ARTISTS A HOUSEHOLD WORD IN CENTRAL EUROPE. BEST WISHES FOR YOUR CONTINUED SUCCESS.

ARIOLA SONOPRESS GMBH

MANAGING DIRECTOR

C-P: How It All Began

The Cameo-Parkway Company began somewhat inauspiciously in the basement of Bernie Lowe's home six years ago when Lowe and Kal Mann produced "Butterfly" with Charlie Gracie. This hit single was only the first of many that have made Cameo-Parkway the third ranking singles company in the country.

Sparked by Lowe-Kal Mann, Dave Appell and Allan Cohen provided the drive, patience and ingenuity that have made Cameo-Parkway one of the leading independent recording companies.

"The success of Cameo-Parkway is due largely to the ability to anticipate the wants of the teen-age record buying public and then deliver the product first," remarked Bernie recently while reminiscing about the company's first six years. The labels' president was reluctant to take any singular credit for the company's success because he felt that it has been a team effort since the very beginning. Lowe also said the Cameo-Parkway story is one of creation—all of the artists and material were created by the company and then developed and promoted to present stature. Bobby Rydell, Cameo's first major artist, has gone on to become one of the most sought after artists in all phases of the business, and has been followed by others equally important such as Chubby Checker and DeeDee Sharp.

During Cameo-Parkway's short but progressive existence it has purchased only one big record made elsewhere which attests to its internal strength and imagination. Bernie Lowe has been the company's mentor in all phases of the business and the spirit of cooperation which prevails among his colleagues has been the major factor in the label's growth. For the future, Cameo-Parkway plans to expand its image to reach the adult album buying public and continue turning out best-selling singles. The diskery will soon expand to additional quarters which will provide two more studios to produce the Cameo-Parkway sound.
WIL-St. Louis is currently running a contest which entertains its listeners, creates interest among civic leaders, and may be of importance to community leaders in St. Louis. Listeners who identify the voices, win prizes, and receive membership reductions from the YMCA.

Last year the KNOW-Austin deejays basketball team raised over $22,000 for the storm victims by playing games against faculties. This year the pinball crew redid their way to tapping that mark. Station calculates so far the jockeys have played before 3,000 eager wit-nesses in 10 pymus. At the usual $1 a head, these proceeds go to the Illinois Foundation Award held last week at Valley, Pennsylvania. The game was for the program "Old Independence" a 30-minute documentary designed to bring the origin and early history of the Liberty Bell and the recent renovation of this greatest of all American symbols of freedom and democracy.

Reverse Switch: WHK-Cleveland's Ron Schafer sends word of a new-styled record man. It seems that Hansen & Ray, who signed Schafer a wire apologizing for not sending a contract due to the show's extra expense. Darnold was afraid that the station would program the deck.

Jack Angel, who spins 'em on KEX-Portland, will host its annual Collegiate Broadcasters Conference at the Park Sheraton in New York City March 21-25. The 23rd Intercollegiate Broadcasting System's annual convention at New York University will follow the IRTS con-

The entire deejay staff of WJK-Detroit has volunteered to conduct a contest and rock 'n roll on March 10 to benefit Detroit's Child Research Center. Mare Avery, Clark Reid, Robert E. Lee, Hal Turner, and Ed改成ton will all be on hand at the University of Detroit Memorial Building that night to host the affair which is expected to draw a record crowd of young fans. Among the prizes that will be offered are tickets to the famous Kodak hula show and the Polynesian Revue at the 50th Street Market. Total price for seven days and six nights is $295.50, excluding meals.

The150-year-deejay staff of WJMK-Detroit has volunteered to conduct a contest and rock 'n roll on March 10 to benefit Detroit's Child Research Center. Mare Avery, Clark Reid, Robert E. Lee, Hal Turner, and Ed改成ton will all be on hand at the University of Detroit Memorial Building that night to host the affair which is expected to draw a record crowd of young fans. Among the prizes that will be offered are tickets to the famous Kodak hula show and the Polynesian Revue at the 50th Street Market. Total price for seven days and six nights is $295.50, excluding meals.

The entire deejay staff of WJK-Detroit has volunteered to conduct a contest and rock 'n roll on March 10 to benefit Detroit's Child Research Center. Mare Avery, Clark Reid, Robert E. Lee, Hal Turner, and Ed改成ton will all be on hand at the University of Detroit Memorial Building that night to host the affair which is expected to draw a record crowd of young fans. Among the prizes that will be offered are tickets to the famous Kodak hula show and the Polynesian Revue at the 50th Street Market. Total price for seven days and six nights is $295.50, excluding meals.

The entire deejay staff of WJK-Detroit has volunteered to conduct a contest and rock 'n roll on March 10 to benefit Detroit's Child Research Center. Mare Avery, Clark Reid, Robert E. Lee, Hal Turner, and Ed改成ton will all be on hand at the University of Detroit Memorial Building that night to host the affair which is expected to draw a record crowd of young fans. Among the prizes that will be offered are tickets to the famous Kodak hula show and the Polynesian Revue at the 50th Street Market. Total price for seven days and six nights is $295.50, excluding meals.

The150-year-deejay staff of WJMK-Detroit has volunteered to conduct a contest and rock 'n roll on March 10 to benefit Detroit's Child Research Center. Mare Avery, Clark Reid, Robert E. Lee, Hal Turner, and Ed改成ton will all be on hand at the University of Detroit Memorial Building that night to host the affair which is expected to draw a record crowd of young fans. Among the prizes that will be offered are tickets to the famous Kodak hula show and the Polynesian Revue at the 50th Street Market. Total price for seven days and six nights is $295.50, excluding meals.
HARRY RETTS ORCH. (Avco 118) (B) "THE MOST BEAUTIFUL GIRL IN THE WORLD" (2:45) [Harras, ASCAP—Rogers, Hart] This is a breezy Bossa Nova-jazz reading of the great Rodgers-Hart classic from South Pacific. It’s infusional, one of their best.

SUSAN LYNNE (Duel 523) (B+) "JUST A NUMBER" (2:14) [Aldon BMI—Koppelman, Rubin] A gal is naturally not happy over the fact that she’s just a number in the little black book of a very popular boy. This theme gets a wistful vocal from the lark, who also has a solidly written final section. A full orca-chorus backs-up.

BOBBY BENNET (Malibu 1220) (B+) "THERE’S NEVER BEEN A GIRL I R.I." (2:09) [B. F. Wood ASCAP—Jack collapse] All the bells have finally found THE one in this sprightly rock stand by the warbler and his full ork backg. Agreeable entry.

BARBARA GRINDSTAFF (Showcase 2500) (B+) "WHERE THE RED ROSES GROW" (2:10) [BenTaylor] New label is a new talent outfit (it’s handled by Monument), but the first four-bar rock anthem in 4/4:1 is a good one.

SONNY TIL & THE ORIOLES (Perker 219) (B+) "I MISS YOU SO!" (2:30) [ASCAP—Henderson, Rubin] The old sentimental is surveyed with taste by the vast song and the more incisive sound in an invitingly lighter lead.

THE DELLWOODS (Bigtop 3137) (B+) "DON’T PUT ONIONS ON YOUR HAMBURGER" (2:46) [Ross Jungenbickel & Norick ASCAP—Blagman, Bobrick] Laff cut is from the hillbilly Mac. Contains an inspired satirical LP series, with this one coming from the latest issue. "Pink Along with Mud." Sound is made to resemble some of the more recent outings by Del.
What else is there to say but...

thank you

from the "First Family" family

Earl Smeck  Andris Altman
PRODUCERS  PRESIDENT

HELEN O'CONNELL (Camero 245)  
(H) "THE SWEETEST SOUNDS" (2:18) [Williamson-Johnson NOVA]  
Kenny Little is the leader of this new LP by the lark called "An Era Reborn," meaning the swing era when the trumpets was at the point of her career. Like band dates of old, she is fine on a single orork job and then she takes over on the fine rods gouge tuning from the "No Strings."  
Skilled performers with great promise.  
(W) "WITCHCRAFT" (2:35)  
[Edward H. Morris ASCAP]  
Leigh Coleman] Another classy date from the LP.  
SONNY MARCELL (Inner-Glo 104)  
(B) "NOTHING VENTURED, NOTHING GAINED" (2:40)  
[Inner-Glo BM]  
And here is the latest offering of the most promising contemporary vocalist, Sonny Marcell who turns in an appealing vocal on this one of great special chuffer.  
(C+) "I'LL DO IT FOR YOU" (2:25) [Inner-Glo BM]  
[Shirl, Maryanne] On this end Marcell multi-tracks an easy going romantic sentiment.  
JODY REYNOLDS (Smash 1810)  
(B+) "DON'T JUMP" (2:10)  
[Little Darlin' & Hillary BM]  
Cooper the girl in this one is a teen "sickie" about a fellow who tries to separate her from her teens he has to back out of ending her life. It's very well done by the songster and his backing, but the song is too much of a touch sledging on the airwaves.  
(B) "STORMY" (2:16)  
[Gregory Halsey & Hey]  
Tuneful shuffle-boat item is named after a new girl in town.  
BARBARA McNAIR (KC 112)  
(B+) "A LITTLE BIRD TOLD ME" (2:55) [Bournes ASCAP — Brooks]  
The artist came through with good airplay on her last, K. C. outing, "I'll Never Forget The Bridge," and could also come up with station success as this is a bright, melodic type reading of the charming evergreen.  
(B) "NOBODY RINGS MY BELLE" (2:45)  
[Swesso BM]  
Sherman & Wolff Blues Rock-a-chata backing for the lark's vocal here.  
MIKE REGAL (Kapp 506)  
(B+) "IS IT TRUE WHAT THEY SAY ABOUT BARBARA?" (2:28)  
[Alton BM — Keller, Koppleman]  
Regal puts good Neil Sedaka-like feeling into the item, about a guy who wants his friend to tell him whether his gal is true or a run-around Sue, and figures it's the latter when his friend does not respond to his troubles. His easy going GS or mop sound supports the mostly over-dubbed Regal display.  
(B) "DON'T YOUNG" (2:33)  
[Jefferson ASCAP — Dar, Lippman]  
Strictly teen-market survey of the odd.  
JEFF HUNTER (Cann 6000)  
(B+) "MAN OF STONE" (2:25)  
[Lyle]  
Singer Hunter gives a good big-sounding ballad account of the dramatic romantic. He's backed by a full-blown or-kids chorus arrangement.  
(W) "TIE THE ROPES" (2:09)  
[Don BM]  
Dickery is handled by New York's Blue 5.  
(B) "I BELIEVE" (2:40)  
[Cromewell ASCAP — Drake, Shirl, Graham, Stillman]  
Hunter sings the old inspirational number against a soft, teen-directed stand by the orch-ehorus.  
THE CONTINENTS (Canadian-American 152)  
(B+) "BOOGIE WOOGIE BOSSA NOVA" (2:25)  
[Kenny of BM]  
Lawrence, Garson] Two sounds, almost a generation apart in popu-larity, diggety in a Revive rock-and roll geared instrumental showing. Mort Garson arranged and conducted the crew.  
(B) "BOSSA NOVA WALTZ" (2:15)  
[United Artists — Garson]  
The spread between the two styles is even greater here, but the feel is still completely in to-day's disk groove.  
EMILIO PERICOLI (Warner Bros. 33471)  
(B-) "MY LITTLE PUFF (One for All)" (2:15)  
[Michael ASCAP — Renis, Mogol, Testa]  
Janty romantic is the proper word for this year's San Remo fete, and Pericoli, who sang the tune at the contest, of-fers the item here Italian. Artist recently clicked in the States with "The Lullaby."  
(B) "SULL' ACQUA (On The Water)" (2:10)  
[Bideli BIEM — Mazzucco]  
Smooth Latinish-sounding affair. Lyrics are also done in Italian.  
FRANK FONTANE/LOU HOLTZ (MGM 2150)  
(B+) "THE SWEETSTAKES WINNER II" (2:32) — Fontane, "Crazy Canary"  
[United Artists]  
Gleason TV'er and a smash LP artist with his "A Song Is Born" and "The Jack-Ball Show" (ABC—Par), offers his famed routine about a sweetstakes winner named John Hallman. He can make many of those comic seg-ments on radio stations.  
(B+) "THE MAHARAJAH" (2:31) — The late, great gourmet com-edian tells of a Mahajarah who gets a dinner in Washington D.C.  
THE BLAZERS (Mundo 854)  
(B+) "GRASSWIND" (2:35)  
[Kam BM — Antunes]  
The Blazers turn in an attention-getting instrumental on this raunchy, rock-a- twist entry. Can stir up territorial noise. Title is taken from the Aloha.  
(B) "LITTLE BIT OF SLOP" (2:45)  
[Kam BM — Antunes]  
Guitar sounds on this driving rocker. Label's distributed nationally by Kamay Prod. of New York Mills, N.Y.  
SPIDER WEBB & THE INSECTS (Lager 100)  
(B+) "MAGGIE" (2:30)  
[Lager BM — Webb, Webb]  
Tune better known as "When You & I Were Young Maggie Blues" receives a busy, brisk treatment here. Unusual piece to the rock combo. Distric for the label in CIRC.  
(B) "BIG NOISE FROM WIN-NETKA" (1:35)  
[Lager ASCAP — Popp, Haggard, Rodin, Crosby]  
Perussions and base highlight this reading of the famed swing-er.  
JOE HINTON (Back Beat 537)  
(B+) "LOVE SICK BLUES" (2:23)  
[Mill ASCAP — Williams]  
The Hank Willis-esque title here is an effort for the English singer Hank Ifield, can- once again make the chart rounds. This is the British version by Joe Hinton and chorus, In-fected outing that's worth the atten- tion.  
(B+) "YOU KNOW IT AINT RIGHT" (2:25) [Don BM — Malone]  
This rock-a-shuffle blueser can also give Joe a pop—rock chart birth.
"How fast is fast from RCA Custom?"

11 A.M. PHONE CALL
To reorder, a phone call to your salesman starts the wheels turning for fast, fast, fast delivery!

11:10 A.M. TELETYPE RECEIVED
Open teletype at 3 factories, receives order—types it up—complete with invoice carbons.

11:20 A.M. METAL MOLD TO PLANT
Metal mold of your record is pulled from files. Routing card stamped "hot!"

11:30 A.M. METAL MOLD PLATED
Metal mold is plated with nickel, followed by copper to make metal stamper.

11:30 A.M. LABEL PREPARED
At same time, labels are printed. We keep your label plate ready to roll.

2:00 P.M. METAL STAMPER READY
Electrolytic process completed. Zip! Metal mold and nickel stamper separated.

2:30 P.M. RECORD ON PRESS
Labels and stampers converge with plastic at press. Presto! A record in a matter of seconds.

4:30 P.M. READY FOR SHIPPING
Your record is inspected, packaged, boxed in shipping cartons and on its way.

NEXT DAY DELIVERY!
Efficient handling of your initial phone order enables your happy distributors to receive their records the next day!

In our business as in your business, every second counts! You've got to have fast, efficient delivery of quality records to your customers when they need them! Our operation is streamlined—all the bugs are worked out! When you come to us for anything in recorded sound—youd get instant action. Proof? Just give us a call!

RCA CUSTOM RECORD SALES...THE MOST TRUSTED NAME IN SOUND AND SERVICE

Cash Box—March 9, 1963
IRENE REED (Verve 10298)
(B+)
"MEDITATION" (2:28) Duchess BMI—Jobim, Gimbel, Mendes/Jobim is going to welcome this fine barbule by the stylist on the lovely Bossa Nova tune, already gaining a substantial action via Pat Boone & Charlie Byrd outings. Belford Hendricks directs the solid full orchestra.

(C+)
"MY HEART SAID" (2:25) [Tribe BMI—Tobias, Leiber, Stoller] Good-natured BN ditty is not in "Meditation's" class.

CATERINA VALENTE (London International 10021)
(B+)
"LA MALAGUEZA" (2:32) [Jethro BMI—Rainwater, Galindo] Talented Europanean lark, who's been making a series of appearances on the Perry Como TV's, does her usual fine vocalizing on the exotic ballad. Werner Muller directs a rich swirling strings-arranged Chorus.

(B+)
"ALWAYS TOGETHER" (2:40) [Ariston SIAE] Performer waltzes a fine ballad against a rich Bossa Nova arrangement.

ELLA FITZGERALD (Verve 10288)
(B+)
"BILLY BAILEY, WON'T YOU PLEASE COME HOME" (2:23) [P.D.D. BMI—Eubie, Henderson] She's in the ancient item with her own swing-updating drape, and that should please a lot of end of the road "live" at the Crescendo, with the Paul Smith Chorus.

(B+)
"OL MAN MOSE" (4:05) [Joy ASCAP—Armstrong, Randolph] Artist has to almost act her way through the old novelty, and proves a superb vocal comic.

FLO FAY (Lawn 206)
"I'M THE RICHEST ONE OF ALL" (2:16) [Perceon BMI—Lark] Lark's vocal style and material will remind teeters of the whiffie-back success by Kathy Young. Medalist 100 Stars. Young set will appreciate the sentimental true-love sentiment.

(B+)
"I PROMISE" (2:27) [Perceon BMI—Friedheim]. Some what similar soft-spoken affair.

HUGO MONTENEGRO ORCH./DON SEBESKY ORCH. (Time 1064)
(B+)
"HOW THE WEST WAS WON" (2:50) [Robbins ASCAP—Newman] This is an interesting arrangement by the Montenegro orck, of the big-bounding theme from the big MGM-Cinerama film. Note fine conducting by LP. 

(B+)

SONNY EDWARDS (Cetevone 516)
(B+)
"SOAPY DUCK AND THE SWIMMING POOL" [No Music] [Cetevon BMI—Romano] Sonny Rogers comes up with a cute novelty item. Rogers is to be asked to add duck voice to make him how to do Cuban dance.

(C+)
"I WANT TO TENDERLY" (2:35) [Cetevone BMI—Vincent] This and finds Edwards in a teen-baller-balled pose.

EUGENE CHURCH (King 5715)
(B+)
"TIME HAS BROUGHT ABOUT A CHANGE" (2:04) [Cedro BMI—Church] The vet r&b singer should be able to find a quick record-maker on this one with the rousing chorus-backed traditional blues arrangement. Eye the side for deejay acceptance.

(B+)
"SIXTEEN TONS" (2:40) [Ballard BMI—Toombs] This end Church offers a top-flight B&B song in the white-back Tennessee Ernie Ford hit.

FOUR FS (J 506)
(B+)
"THE NURSERY" (2:26) [Lajesse BMI—Kennedy] The group unleashes their potent vocal talents in a full-blown bar on the high-powered, shuffling-blues. Side boasts a fine text-arrangement and some attractive lyrics.

(B+)
"WILL YOU BE MY LOVE" (2:21) [Lajesse BMI—Love, Grosz] This tune out the crowd offers a danceable, medium-paced wiper all about a broken romance.

LESLIE SCOTT (Toby 102)
(C+)
"BROTHER" (2:30) [Toby ASCAP—Tobias, Brea] This meaningful message, tied in with "Brotherhood Week" is sung with conviction by the deep, rich-toned Leslie Scott. The "classe item", the not-so good item for the teen market, should, nevertheless find a share of the airplay.

(C+)
"IN GOD WE TRUST" (2:25) [Toby ASCAP—H. Tobias, L. Sherman] More of the same fine inspirational material here.

THE NOMADS (Joe 905)
(B+)
"TELL IT LIKE IT IS" (2:18) [Bennell BMI—Burton, Roll] The Nomads may be roaming the Top 100 with this strong rhythmic display, which is a little off the light, a first-rate orchestration. Eye it.

(B+)
"RAINBOWS END" (2:05) [Bennell BMI—Burton] More bright rock doings from the team.

MABLE KING (Ary 874)
(B+)
"WHEN WE GET THE READING" (2:09) [Cezama BMI—Pemberton, Conyers] Joyful inspirational sound done-up in a gospel manner. Theme is read by the fine blues songstress against a happy, handclap display by the combo-chorus.

(B+)
"LOVE" (2:18) [slime BMI—King, Cita] The performer nicely handles the bluesy affectation.

JACKIE O'NEAL (Capi 111)
(C+)
"YOU BROKE MY HEART" (2:58) [Medico BMI—Wiggins, Uphoff] Best rockin’ for a so-so teen outing.

(C)
"CRY" (1:55) [Medico BMI—Willis, Landin] Too cute for words to be said for this slow-best-date.

PAULO ALENCA (Atco 8255)
(B+)
"VERBO AMAR — BOSSA NOVA" (2:04) [Rio BMI—Martins] "Anh"明亮ly handled and his All-Stars neatly wrap-up, with a solid jazz feel, a detectable Bossa Nova chart. BN-band buffs will dig the sound.

(B+)
"ZINGIRUDDIN BOSSA NOVA" (2:39) [Amazing BMI—Cap—Monastans] This great BN date includes vocal comments by female & male voices.
Nat's 3rd smash single in a row!

Nat King

All Over The World/Nothing Goes Up
(Without Coming Down)

Music arranged & conducted by Belford Hendricks

Capitol #4919

Cash Box—March 9, 1963
THE FIESTAS (Old Town 1154)

— [Maureen BMI — Redd, Murray]

The Fiester are a chic to cre- nate load of rock & roll with this new album. It's a captivating, a chart big beat ballad that the group has been working on, with new style and style-tinging style. Keep close tabs on it. Could break through in a big way.

(II+) "MAMA PUT THE LAW DOWN" [Maureen BMI — Redd, Fain, Hudson] This end's an enoising rock-a-cha-cha novelty that also has hit potential.

THE LOMOCOMIONS (Gone 5142)

— "LITTLE EVA" (1:47) [Pasacenaer & Nom BMI — Zebra]

If you switch titles you come up with Little Eva doing the "Lomocomions," which, of course, is just about the right billing for the recent Dimension Records hit, "Lomomotion." This decks, however, is a con- tagious-vocal-conomb salute to a gal, not the artist, nameless. Interesting sound.

TRUDY PITTS & MRT. CARNEY

(Coral 62547)

— "NEETIN’ PLACE" (2:20) [Emorey BMI — Carney]

There's some happy vocal play in the opener of this exciting organ spotted 'revival' type instrumental. High-stepin', handclappein' a capella that really move out on the jake-op level.

(II+) "SWINGIN’ BONNIE" (2:20) [Emorey BMI — Carney]

My Bonnie Lies Over The Ocean here. Potent two-sider.

JIMMY BEAUMONT (May 136)

— "GIVE HER MY BEST" (2:07) [Ledo, Ballard]

Kids get a potent session from his harmonically rich, smooth chordi stand, the likes of which are always strong chart contenders. Most effective instrumental sound comes from the organist. Keep close tabs on this.

(II) "TILL ALWAYS BE IN LOVE WITH YOU" (2:15) [ Shapiro, Bernstein ASCAP — Ruby, Green, Stept]

Relaxed view of the sentimentale.

C. L. & THE PICTURES

(Dunes 2025)

— "I'M SORRY" (2:27) [Are BMI — McDaniel]

The group, having clicked on the territorial level in the past, can step into the national spotlight with this one. It's a dandy, "Singing"-style beat which has a reserve, a writer that the artists wax in a tailored-for-teen taste manner. Can be a real big item.

(II) "THAT'S WHAT'S HAPPENING" (1:50) [S-P-R BMI — Doggett, Ashford] This end's a catchy up beat handclapper.

DORSEY & JOHNNY BURNETTE (Respilings)

— "HEY SUE" (2:35) [Johnny Burnette & Doral BMI — Burnette, Osborne]

The brother vocalists solidity team for a quick-paced rock-a-billy stilt about a guy who gets acquainted from his colorful and moving on. Might bust loose.

(II+) "I DON’T TAKE MUCH" (2:35) [Dorsey BMI — Burnette BMI—Burnette, Osborne]

More relaxed romance in a country-rock vein.

THE WAYFARERS (RCA Victor 8182)

— "ANCIENT HEAR" (2:21) [New World Folk Music ASCAP—Socher, Patton] Victor's new folk attraction tells of the famed battle of St. Tidacorn during the American Revolution with husky folk-craft meaning. A spirited display that could prove to be yet another folkish licked.

(II+) "MONDAY MORNING" (2:22) [New World Folk Music ASCAP—Socher, The Wayfarers] A folkish ballad full of color by the boys, who have gained popu- larity on the west coast through their appearances at the Hunyans Is.

MARSHA & THE VANDELLS (Gordy 7014)

— "COME AND GET THESE BEANS" (2:08) [New World Folk Music, Doral BMI—Holland, Dozier, Holland] Portion carries an interesting, busy double sound for the teen and blues trade. All concerned, including the vocalists, deliver the ditty in a solid manner. Worth eyeing.

(II+) "JEANIE LOVER" (2:55) [New World Folk Music, Holland, Doral BMI—Holland, Dozier, Holland] Martha nicely handles the vocal. A very nice blues stylings in a Mary Wells-type vein.

KRIS JENSEN (Hickory 1920)

— "CUT ME DOWN (From Your Whipping Post)" (2:25) [Acuff-Rose BMI—Lander/Jenkins]

The recently on the charts with "Fort-" ture," might step out again with his solid sound of a strong Nashville-flavored tale of a romance gone awry.

Keep close tabs on this.

(II) "POOR UNLUCKY ME" (2:12) [Acuff-Rose BMI — Sinks, Montgomery] There's a lively duet, just duetning on this lively ballad cut.

BOOKER T & THE MG'S (Stax 134)

— "HOME GROWN" (2:38) [East BMI—Jones, Cropper, Steinberg, Jackson] The original, sound instrumental crew, a big group of noise with this new sound. A popularized lead bluesy girl that could, with enough exposure, be a hit.

(II) "BIG TRAIN" (2:30) [East BMI—Jones, Cropper, Steinberg, Jackson] More distinctive bluesy stylings by the music- clans. Vehicle is the old blues number.

HANK LEVINE ORCH. (Dolton 71)

— "ANYTHING, ANYWHERE" (2:25) [Lovelace ASCAP—Burt, Bone] Sprightly ditty is pre- served in fine instrumental hu- mor, especially by the trombone. A muted trumpet plays the catchy ditty here. Ray Ellis also cut the number for Victor.

(II) "MOON ON MY PILLOW" (2:07) [H. Morris ASCAP—Elmo, C&H Tobias] Fine-sounding sentimental ballad reading of a nice girl's request.

THE CAMPTOWN RACES (United States 1929)

— "TROUBLE WITH A WOMAN" (2:22) [Breeze Willow & de Lory ASCAP—Van Winkle, Gray] Exciting blues-styled blend by the sisters. Solid ballad-cutting back from an infectious ditty, "Trouble With A Woman" could mean a charting stand by the crew. Label is a Hollywood outfit.

(II) "TONY" (2:30) [Oso & Alger BMI—Van Winkle] Off-beat spiritual-flavored entry.

THE SYNCOPATES (Times Square 7)

— "PRAYING FOR A MIRACLE" (1:50) [Wall BMI—Angleton, Dreamscapes] A ballad full of depth for the number's wristful storyline while her last arrangements make handsome beat sounds in the background. Disc, however has some shoring-on for the tune.

(II) "YOUR TENDER LIPS" [Sp Real BMI — Briggs, Briggs] Somewhat less "crowded" teen-beat ballad heard here. Deck is one of the previously unreleased odd btons from the discy.

BETTY CARTER (Aceto 6254)

— "THE GOOD LIFE" (2:30) [Faria ASCAP—Dilday, Reed- don]: Tunes, one of the hottest with the girls. Has come around in recent months, is affectingly styled by the fine song- trees. Moody nature of the deck is in contrast to the more dramatic offer- ings of Peggy (Franchi-Victor) and Kathy (Keenan, Malena).

(II) "NOTHING MORE TO LOOK FORWARD TO" (2:31) [Sa- bars ASCAP—Adler] A very attrac- tive over-dubbed reading of the lovely song from Richard, Adler’s ill-fated musical, "Kwamiana."

RAMONA KING (Eden 5)

— "WHAT ABOUT YOU?" (2:19) [Sherman DeVerzon BMI—Chandler] Deck is full of dis- tinctive teen-market design. Lark's strong wall on the stirring tune is supported by a finely wrought ornamentation. Can come through.

(II) "I'M A NIGHTER" (2:16) [Warfield BMI—E&A Johnson] Infectious bluesy girl that’s a guy who’s happy to know that the guy is one step from her when it comes to pleasing her.

THE SUNSETS (Challenge 9198)

— "C. C. RIDER" (2:05) [Roos- evelt BMI—Feldman, Gold- stein, Gottheiner] Solid rapid-fire, twirling work from the group. Handsome and its accompanying musicians. Kids won't be able to stand the dancefloor when they hear this one.

(II) "THE CHUG-A-LUG" (2:10) [Number One BMI—Uscher, Borchers] This is an off-beat dance team that do accomplish.
FOLLOW THE BOYS and the girls to CONNIE’S newest hit album! Wonderful music from a movie as romantic as Springtime!

THANKS, RACK JOBBERS OF AMERICA...CONNIE

Big Dealer-Theatre Window Display Contest! Win Cash Prizes...See Your Local Distributor.

THE STARPOWER LABEL

RACK UP BIG SALES AS YOU

E/SE 4123.
FOLLOW THE BOYS
A Franemet Production. Currently in First Showing throughout the country.

And here’s CONNIE’S GREAT HIT SINGLE from the film

K 13127 Available in full-color sleeve. A chartbreaker!
**Cash Box**

**Best Bets**

**MARCHY JO & EDDIE RAMMAY**
(Swan 4136)

- "WHEN YOU WORE A DAPPER BLUE" (2:40) [Leo Feist ASCAP—Mahoney, Wenrich] Vocal duo takes infectious teetotal-anted advantage of the wonderfull oldtimer. Pair's stilt is accompanied by solid rock merengue—sounding combo. Might get somewhere.

- "THOSE GOLDEN OLDIES" (2:05) [Clifford ASCAP — Slay, Mann Shernhollade] Side adds up to a medley of teen classics (e.g., "Silhouettes").

**BEA ALDEN** (Minaret 189)

- "SHINE ON LITTLE STAR" (2:21) [Chic-Fin, Window BMI—Hill, Thomas] The Starday-distributed label with this strong performance by Bea Alden. It's an echo-chambered country dressed cha cha beat weaver that can kick up a solid chartaura. Stellar arrangement supplied by Phil Ramone.

- "TOO FAR ABOVE ME" (2:32) [Nash-Beau BMI — McPherson/Meathor] The cloying towel effort here takes a pretty beat-ballad ride.

**TONY ZANG** (Historic 1268)

- "FALL TO YOUR LOVE" (2:21) [Acuff-Rose BMI—H. & J. Carter] Zang can have a solid pop hit on his hands with this strong cover of the recent Bob Gallon country smash. It's an inviting chorus that has the singer knocked out in sparkling manner. Great instrumental support.

- "MAKE A CHANGE" (2:29) [Kalmann ASCAP — Mann, Appel] A sprightly item in which a chorus advises a guy to drop his current flame for his own good.

**LITTLE BONES** (Prune 5001)

- "WHAT I SAY" (2:46) [Progressive BMI—Charles] Little Bones is a Chessman-like voice, described as the "World's Greatest Singing Cricket," who heads an infectious display of the great Ray Charles material. The record producer formed the session, which could provide a definitive nightclub. Circa, the national distrib, handles the label.

- "TA-YA" (2:20) [Fast & Barlow—Bowden, Robinson] A happy blues sound here, too.

- "THE FOOL" (2:00) [Debra BMI—Ford, Hazlewood] This is a potential hit with a键 good reading of the onetime hit number. Ray Rolfe's combo-chorus accompaniment could bring it up to the charts. Convinsi the我已经 at sometime ago with "How Low Is Low" on the ABC-Far label.

- "I'VE GOT THAT FEELING AGAIN" (The La La Song) (2:28) [Vicki BMI—Cee] Fast-moving rock novelty with a Limbo feel.

**PAUL DINO (Entre 101)

- "I LIKE YOUR STYLE" (2:21) [Pentagon & Bertucci BMI—Dino] A cheerful rock attitude is conveyed with solid upbeat rockin' by the songster and his gimmick—loaded combo. There's a lot of Dish on a Jamie/Guyden-handled label. Could make it.

- "YOUR CANDY KISSES" (1:55) [Pentagon & Bertucci BMI—Dino] Very countryish cut whose opus is a reminder of "Roses Are Red."

**HENRY LUMPKIN** (Pageant 605)

- "I'M A WALKIN'! (for J.A.)" (2:27) [Woodcrest BMI—Jackson, Josephs] The Camco-Parkway solo has come up with a solid-sounding blueser based on a timely topic: the JFK-inspired take-a-long walk fever that's sweeping the country. Teeners are gonna like this sound. Could happen.

- "MAKE A CHANGE" (2:29) [Kalmann ASCAP — Mann, Appel] A sprightly item in which a chorus advises a guy to drop his current flame for his own good.

**Vinnie Monte** (Harmon 1013)

- "SOMENO MORE" (2:27) [January BMI—Adams, Nunn] There's an interesting click—click gimmick, representing the taking of a picture, in this standout, big-sounding rock-a-string romantic that brings vocalist Monte to the Harmony diskery. Strong showing.

- "IT'S THE END" (2:15) [Stemik BMI—Monte] Infections medium-beat plaintive.

**JACK RENO** (Fono Graf 1243)

- "BLUE" (2:19) [Lindsay BMI—Adams, Nunn] There's a good-sounding cut on the catchy country-type ditty, originally cut by Bill Lindsay, and now backed on the Dot label. A bright full rock assist. A worthy cover deck.

- "NINE STITCHES" (2:30) [Linden] Lively rock-a-billy novelty. Label is based in N.Y.

**THE FOUR JEWELS** (Checker 1093)

- "LOADED WITH GOODIES" (2:30) [Soulm BMI—Lee] First-rate bluesy romance for the teenagers is invitingly laced by lead's lead vocal and her voice teamates. A side that can develop into a click date.

- "DAPPER DAN" (1:45) [Bee BMI—Lee] This end is loaded with sunny upbeat blues sounds.

**JACKIE VERDELL** (Peakock 1921)

- "HUSH" [ibly & Progressive BMI—Hendricks, Young, Otis] The lark has a solid commercial item in this soaring, choral-backed, shuffling tune. Try a contessa' lament with a contessa' dancing-capable riff. Could happen.

- "WHY NOT GIVE ME A BREAK" [Don贬值 BMI—Dine] Fine, slow-moving, sentimental tradition-oriented rock ballad rendered with authority by the lark.

**DICK HOLLER** (Comet 2152)

- "DOUBLE SHOT OF MY BABY'S LOVE" (1:57) [Winderg BMI—Smith, Fitter] Holler teams up with the Holidays on this rousing, high-powered, rhythmic cut, but the problems of a teenage romance, Doolys should dig the side. Ember distributes the label.

- "YEA BOO" (2:06) [Winderg BMI — Holler] Cute, gimmick ditty with a funny audience participation—styled introduction.

**JAN PEEREE** (United Artists 574)

- "MARIA" (2:50) [Chappell A S C A P — Sondheim, Bernstein] The "West Side Story" favorite receives a strong big-ballad rendition from the famed Met tenor. Class warbling.

- "THE SWEETEST SOUNDS" (2:10) [Williamson ASCAP—Rodgers] Further fine vocal work by the artist, tune is the lovely Richard Rodgers production from "Knickerbockers," virtually guaranteed an evergreen status in the years to come.

**JAZZ**

**EDDIE DAVIES** (Prestige 236B)

- "Sweet And Lovely"
- "I Only Have Eyes For You"

**DAVE PIKE MARIBSA** (Prestige 242A)

- "Jamaica Farewell"/"Limbo Rock"
- "As Long As He Needs Me"/"Where Is Love"

**LOREZ ALEXANDRIA** (Argo 5422)

- "Mother Earth"/"Baltimore Oriole"
- "SONNY STITT" (Argo 5433)

- "Rearin' Back—Pt. 1"/"Rearin' Back—Pt. 2"

**HERB HANCOCK** (Blue Note 1963B)

- "Alone And I"/"Driftin'"

**ART BLAKEY** (Blue Note 18408)

- "Let Me Go"/"Life"/"Lay's"/"Willa"

**KENNY BURRELL** (Prestige 2388)

- "Out Of This World"
- "Monteaux Blues"

**ETTA JONES** (Prestige 237A)

- "Nature Boy"/"Hi Li Hi Lo"

**SHIRLEY SCOTT** (Prestige 235A)

- "Happy Talk"/"Jitterbug Waltz"

**MAX ROACH & ORCHESTRA** (Impulse 214)

- "Sunday Afternoon"
- "Lonesome Lover"

**ROY HAYNES QUARTET**

- "Paul Revere To The Moon"
- "Snap Crackel"

**JOHNNY GRIFFIN** (Riverside 4576)

- "Grab This—Pt. 1"
- "Grab This—Pt. 2"

**THE THREE SOULS** (Verse 8513)

- "Blue Genes—Pt. 1"
- "Blue Genes—Pt. 2"

**GOSPEL CHIMES** (Savvy 1485)

- "It's All Glory"
- "It's Well With My Soul"

**SWINDELL BROTHERS** (Savvy 1484)

- "This Trouble Of Mine"/"Pay Day"

**JAZZ** (Comet 2352)

- "THE WIGGLER"

- "Soul's Valley"/"Peciniana"

- "Against The Lord"

**OLIVE MILLER** (Savory 1484)

- "The Lovin' Thing"

- "I'll Be Ready"
- "The Blood Done Signed My Name"

**SMITH BROTHERS** (Regent 2181)

- "I'll Be Ready"
- "The Race"
- "V-1-C-T-O-R-Y"

**BULLOCK BROTHERS** (Regent 2171)

- "Jesus Loves Me"
- "My Love Will Go On"

**GOSPEL EMMERALD** (Sharp 633)

- "Daniel"/"Blest Is He That Cometh"

**GOSPEL MESSENGERS** (Sharp 631)

- "Jesus Loves Me / "His Love"
- "Dearly Loved"

**GREAT HARVEST BAPTIST CHURCH CHORUS** (Sharp 632)

- "Without God"
- "What A Difference In My Life"

**BIBLETONES** (Gospel 1072)

- "I've Got It"/"You Know My Heart"
THREE FOR THE MONEY!

H. B. BARNUM

“TAKE ME OUT TO THE BALL GAME”

8155

c/w “COMING ROUND THE MOUNTAIN”

HANK LOCKLIN

“BEHIND THE FOOTLIGHTS”

8156

c/w “FLYIN’ SOUTH”

JOHN D. LOUDERMILK

“THE GUITAR PLAYER”

8154

c/w “BAD NEWS”

WATCH 'EM RACE TO THE TOP!
ORDER NOW!

RCA VICTOR

RCA THE MOST TRUSTED NAME IN SOUND

Cash Box—March 9, 1963
NEW YORK:

Decca maestro (and Coral A&R man) Henry "Brassie Brass" Jerome pinged over the chart results on the "Virtuoso's" "My Foolish Heart". Last week, he received a personal call from a letters tag,"Sensational" the Solomon Burke (Leeds & Ray's) promo man Paul Janus, who's feeling a bit of "Baby Outcry" (Brunswick) will be at the Top for a 3/7-19 gig; that Earl Grant, clicking with "Yes Sirree," is currently at the Crescendo in Fwood and that due to reaction on the recent tour Burnette TV spec, Decca's re-recording of a single of "Nothing"—from the artist's "How They Stopped The War" LP... Big Hit's Sal Lechat announced that the label's Rick & Lance will appear at 3/2 U.N. All Mission Party at the Roosevelt Hotel... Consun's Rynan Cornell newsletters that the Airdrops' "What A Boy" (Jubilee), a definite hit and that there's been good action on Solomon Burke's "Wands" (Atco) and the Mack-Fi "20 Original Hits" LP... Personally, I'd call Friaa Gillis types that the in-J's real high on Tim's "Hello" and Weeding Hello Will Ring" (Pep)... Drywink Mace's Bob Crystal types that out Beverly Hills-way that the top Chords' Columbia single, "Here I Go" and "Helping Hands Smash Hit" (San Francisco and starting to break in Seattle and Portland. Fellas recently sold a KYA show in the Bay area... Los Angeles, where the Crystallettes are getting heavy airplay in the East—especially in the Philly

murt on their new duo, "Just Think Of Me" and "Billy, My Billy." The youngerst (12, 15 & 17 years old) are set for up-coming stunts on the "Tonight" and "Jimmy Dean Shows." The Clancy Bros. & Tommy Makem are hitting the concert trail—dramatized over the St. Pat's Day weekend by back-to-back concerts 3/15-Donnelly Memorial in Boston, 3/16-Civic Opera House in Chi and 3/17-Carnegie Hall here. Fellas' new Columbia package's tagged "The Boys Won't Leave The Girls Alone." Mike Abbott, promo man at L.P. Sales, sends word along that the Riverside LP, "The First Cuban At The U.N.", featuring Bobby Shields, has been getting tremendous action in Detroit—as a result of interest expressed by Larry Dixon... Jockey & A&R director Henry "Brassie Brass" Jerome excited with the reaction to Stanley Paul's new Coral keyboard duo... It's Magic and "Denny Boy."... Stu Walker, founder musical director at WINS, new doing indie record promotion and interested parties can reach him at PL 7-6190... CIRCA's Mike Elliott types from the coast that Kim, of Kim & the Charactors' "Smash Stomp," is Kim Fowler—the caffer of "Nutt Rocker" by R. Bumbl and producer-publish of Paul Revere's "Rocking" "Like Long Hair" clicks... Bill Barric, TV, travel personality takes credit for selecting the tunes in Don Flare's Dot package, "Strings Over The South Seas." Meanwhile South Pacific Airlines—featuring in the LP's liner is using the set to promote tours to Tahiti and Samoa... Atlantic's Lavern Baker heads up to the Gattineau

Country Club, in Hull, Quebec, for 4/4-17 stand and follows with a 5/1-21 gig at the Hideaway Club in L.A.

Bob Kornheiser reports that Little Richard's making a sensational return to the pop scene with his "Crying In The Chapel" Atlantic bow and that Solomon Burke has an Atlantic double-header in "Words" and "Home In Your Heart." Bob adds that Ben E. King's back in the winner's circle with "How Can I Forget?" (Atco)... Dick Allen items that St. Catherine of Siena in Franklin Square had terrific turnouts for its first 2 record hops—encased by L. I. decyed Joe Cimino. Parties interested in appearing at the hops can contact Dick at OR 9-5068... Canadian-American's Mike Graher on the road, to Philly, D. C. and Balt., in behalf of the new lark's new version of "La Malgana."... Convoy tag of Lou Monte's new Reprise hit is "Peppino's Friend Pasquale" (The Italian Pussy Cat)... Al Hirsch, of Malverne distrib, info that the "Washington Hurle" Cannon package has been getting mention and play on David Saks's "Open End TV." NB's "Monitor" program and the recent Robert Morley special... Leeds Tommy Chianti expecting another big item in the Everly Bros., newest for Cable, "So It Was." So It Is! So It Always Will Be."... Ceb execs thrilled over the response to Ray Finnerty's label bow, "Hamlet Dimples."... Al Greiner notes that the Charters waxing of "M'Little Girl" (Alva) has had excellent sales action

in the Big Three, Philly, Boston, Albany.
CHICAGO:

Smash topper Charlie Fach was quick to advise that the label has purchased a powerful new master titled "I'm Movin' On" waxed by Matt Lucas. Side was produced in Memphis and originally released on the Renay label. Charlie's high hopes for it stem from the fact that the deck achieved hit status in Memphis after only two weeks play! ... Bill Leener and Jay DeBrown of United Record Dist. plouned a citywide promotion tour last week for top favorites Chuck Jackson, The Shirlettes, Tommy Hunt and Dionne Warwick who were appearing with the Regal Theater package here. Erwin Berg got the word that The Chantays' fast moving "Pipelin" package has mounted just about every major chart in this area.

Nee to hear from London's Paul Robinson who called from New York with some mighty encouraging reports on "Diamonds" by Jet Harris and Tony Melhan ... John Mule tells us the Potter Dist. outfit is getting hotter by the minute as a result of increased activity hereabouts on singles "Watermelon Man" by Mongo Santamaria (Batl), "Baby Come Back Home" by Jeff Lane (Batlle), "Ocean Waves" by the Cats (Loudness) and Nina and Nona Jean's bash rendition of "My Foolish Heart" (Birchside) ... Peter Paul & Mary returned to Chi 3/1 for a couple of weeks at the Mannick Place's Arie Crown Theater ... Fred DeMann, who recently joined MGM-Verve as nat'l. promotion, was in town last week singing the praises of Connie Francis' latest click "Follow The Boys," "Hello Walls" by Ben Colder (JGM), "Home In The Meadow" by Pat Thomas (Verve) and "Bite Genen" by the Three Sounds (Verve).

One-dorful proxy George Leener is pretty proud of the newest 5 Dutones effort "Shake A Tail Feather" which has caught on extremely well in these parts. Group proved a sensation performing it at Budland, popular dance palace here, and are slated for a 3/22 stint at the Regal ... The Chi chapter of NARAS held its monthly meeting 2/19 at Pilot Productions in Evanston. Pete Wright, who was appointed publicity representative, advised that the chapter is enjoying steadily increasing ranks as a result of the continuing membership drive. We hear from Goody of Radio Doctors in Milwaukee that The Chantays' "Pipe-oline" is spreadin' like wildfire out there ... Polka maestros Lil' Wally headlined at the Aragon Ballroom's Polka Festival 2/21 ... Ralph Ergas, Irv Brasso, Chuck Boyed, Gertrude Mix, all of RCA-Victor Dist., and Bob Krueger, RCA's district manager, heralded late opera tenor Enrico Caruso's 50th birthday with a power-packed promotion. At last report, they hit the top! ... Here's a batch of 300 in two session by Johnny Fields is working on: "The Good Life" by Kathy Keegan (Malibou), "Our Songs Of Love" by the Love Notes, "Sund- dru" by The Volumes (Jubilee) and "Babes In Arms" by Three Groups (Jubilee) ... Before departing for vacationland-in this case, Aspen Colarado—Summit's Bill McCloud made a quick tour of the local circuit with the latest Everyly Bros. entry "Nancy's Minuet," penned by Don Everly, and the new Richard Popcorn Wylie side "So Much Love In My Heart" (Epic). Have fun, Bill! ... Dave Brubeck is scheduled for a one-nighter in Orchestra Hall 3/22 ... With Liberty's Harvey Goldstein the biggies to watch are "She's New To You" by Molly Bee, "Slow Motion" by Henrietta & The Hairdooz, "The Bird's The Word" by The Rivingtons and the newly released Felix Shuklin package "Our Winter Love" ... PROSIT! King Beck Beer was welcomed to Chi 2/25 at a gala shindig in the Germania Club hosted by Melster Braun and escorted by jovial Sig Sahowicz, all decked out in a colorful Tyrolean costume.

GEORGE GOBEL

Pete Wright's concentrating on singles "Lil' Bird" by The Peter Jolly Trio (Ava), "Sheshin Valley" by Claude King, "Sandy" by Dion (Laurie), "All Over The World" by Nat Cole and the soundtrack from flicker "To Kill A Mockingbird" by Elmer Bernstein (Ava) ... Folk singers Bud & Travis will be sharing the Mister Kellys bill with songstress Barbara McNair for the next three weeks ... Dixieland great Muggy Spanier has a new album coming out on Ava tagged "Columbia The Gem Of The Ocean" ... The United Record Dist. folks anticipate plenty of action with the Marvelettes' newest "Locking Up My Heart" (Tanda) and Maxine Brown's first effort on wand tagged "Ask Me."
Continued from page 58) completed two weeks at The Playboy Club in Phoenix and set for The Loomis Club, opening March 15 with the Joe Felix Trio. . . . Bob Stern, Pep Distributors, reports exciting Coast response to the Okeh waxing of "Stay Away From Bobby" by The Sherry Sisters—answer disk to current hit "Bobby's Girl." . . . The Paris Sisters wrap up their contract with the Blue Jay Records this week, and according to manager, Clarence Grass, are in the process of negotiating a contract with one of the major labels.


Carl Butler's "Don't Let Me Cross Over," L.P.-wise it's Steve's "Winners," the "New Cristy Minstrels In Person" and Robert Goulet's "Sincerely Yours." . . . Over at Chips the big new ones with Barry Abrams include Paul & Paula's "Young," Louis & Larry's "All Along the Watchtower," The Brewer's "She'll Never, Never Love You (Like I Do)" (both Phillips) and the Tams' "Shadows" (Arlon). . . Saul Lampert tells us that his distrib is now handling Prestige, Monodec, Swingville, New Jazz and Tru Sound. Among the hot singles at Soul's place are James Gilreath's "Little Band Of Gold" (Joff), Charlie Russo's "Preacherman" (Diamond), Sunny's "Down In The Cellar" (Tahoe) and Carol Slade's "I Wanna Be Right Now" (Domino). Warner Bros. promo-man-about-town Ronnie Singer tells us that he's getting great reaction to the Everlys' "Nancy's Minuet," Dick & Dee Dee's "You're A Lover," Peter, Paul & Mary's "Puff" and Jerry Wallace's "Merry Go Round" (Columbia).

LAKE CHARLES, LA.—George Khoory, topper of the Khoory Record Shop and diskoer, notes that his chosen-distributed master of "God Is On My Mind," by Cookie & The Cupcakes will follow up this week with his other hit efforts-which include Phil Phillips' "Sea Of Love."

NASHVILLE—Hern Shacher sends along word that the Starady-distributed Minaret label has a powerful two-sided release in newcomer Be Aiden's Minaret debut, "Shine On Little Star" and "Too Far Above Sea Sides were arranged by Cliff Parman.

BOSTON—Edward M. Hurvitz, national promo mgr. for Periscope Records and the Periscope/Dot/Northwestern, announces that they have signed Toni Santos as a staff writer and that Howard Landy & the Galaxies' "Bettin' Happiest Man In The World" is doing great guns in the New England area. The outfit is still on the lookout for tapes, demos, subs and leadsheets and can be reached at 149 Beacon St., Hyde Park 36, Mass. address.

SEATTLE—Jubilee's Bob Weymouth features three new originals from Gig-Graver House Mouse (ASCAP) in his first Jubilee L.P. "Two For the Memory," which was recently released. The songs are three of his most requested nitey numbers and include his theme, "Lucky Born," composed by Dave Day and Charlie Jones, "Lonesome Cold February," and "Last Night" and that Ray Charles has a double-barreled blood sweater in his "Dandy" and "Let Me Free"—"Brightest Smile In Town" duo. . . Ted Kelton's hit Columbia single list includes Bill Parry's "Our Winter Love," Steve Lawrence's "Don't Be Afraid, Little Darlin'" and
Cash Box

TOP 100 Albums

MARCH 9, 1963

PAS. LAST WEEK

1. SONGS I SING ON THE JACKIE GLEASON SHOW
   2. Frank Fontaine
   3. SONGS I SING ON THE JACKIE GLEASON SHOW
   4. Peter, Paul, and Mary
   5. MOVIN' IN
   6. "West Side Story"
   7. LEE SAMBA
   8. MOON RIVER
   9. 10TH STREET STORY
   10. ALL OF DUANE OLIVER SING

PAS. LAST WEEK

36. SHIRELLES GREATEST HITS
37. BEST SELLERS
38. VIVA BOSSA NOVA
39. ROGER WILLIAMS COUNTRY STYLE
40. ARY VERRDIERI ROMA
41. BIGGEST HITS
42. MUSIC MAN
43. STOP THE WORLD I WANT TO GET OFF
44. BOSSA NOVA U.S.A.
45. CHAD MITCHELL Trio
46. THEMES OF THE GREAT BANDS
47. ROY ORBISON'S GREATEST HITS
48. LIMBO PARTY
49. I'M A WOMAN
50. TELSTAR
51. OUR MAN IN BOSTON
52. PEPPINO THE ITALIAN MOUSE
53. BOSSA NOVA FELOS PASSAROS
54. MODERN ITALIAN HITS
55. IT'S UP TO YOU
56. BOBBY YEE'S GOLDEN HITS
57. RUSTY MURRAY IN ORBIT
58. OUR MAN IN ITALY
59. JUMBO
60. WARM & WILDLING
61. MORE MORE MORE STRIPPER
62. BIG BAND BOSSA NOVA
63. SHIRELLES GREATEST HITS
64. SONGS OF MUSIC
65. SAMMY DAVIS JR.
66. NEIL SEDAKA SINGS HIS GREATEST HITS
67. "Let's Go"
68. BIG BAND BOSSA NOVA
69. SUGAR "N" SPICE

PAS. LAST WEEK

1. SURFIN' SAFARI
2. BOBBY VEE
3. "I'VE GOT A WOMAN"
4. MR. PRESIDENT
5. CAMELOT
6. LOVE FOR SALE
7. MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II
8. OUR MAN IN NEW ORLEANS
9. PRESIDENT STRIKES BACK
10. RAMSLIN' ROSE

Compiled by Cash Box from leading retail outlets.

Indicates Strong Upward Move
"RUBY BABY"—Dion—Columbia CS8180

Dion, who recently premiered on Columbia with one of his biggest blockbusters to date, tags this first LP after the smash single. The chanter has put together a well-rounded program of standards and newies, two of which he penned with Noel Sherman. Watch the disk make it must to hitville with these exciting Mercury-arrayed, Dion-styled versions of "Ruby Baby," "Fever," "Will You Ever Come My Way" and "You Made Me Love You."

"HAIL THE CONQUERING HERO"—Peter Nero—RCA Victor LSP2483

RCA Victor debuts its new sound series, Dynagroove, with a top-rung program of piano performances by best-selling S&O Peter Nero. Dynagroove boasts more perfect tracking to achieve an optimum of sharpness and clarity in highs and lows. The pianist comes up with some bright and swinging renditions of such favorites as "There Goes My Baby," "Save The Last Dance For Me" and "When My Little Girl Is Smiling." All of the group's legion of fans should come out in droves for the package. Sure-fire chart from.

"UP ON THE ROOF"—Drifters—Atlantic 8073

The Drifters tag this new Atlantic LP outing after their current smash single of "Up On The Roof," and offer thirteen other selections in their distinctive pop-blues style. In addition to their current big hits the group is joining in some excellent renditions of such favorites as "There Goes My Baby," "Save The Last Dance For Me" and "When My Little Girl Is Smiling." All of the group's legion of fans should come out in droves for the package.

"GOLDEN HITS—Vol II"—Brook Benton—Mercury SR69774

Brook Benton, who has been pulling a lot of coin with his blockbusters, "Hotel Happiness," "Walkin' On The Wild Side" and "Lie To Me," Benton fans should come out in droves for this one.

"THE BEST OF THE BEATS"—Sandy Nelson—Imperial LPR2243

Sandy Nelson, who has seen plenty of chart action over the past year, combines the popular beats of the past few years with best-selling tunes of the same era. The drummer becomes an effective exponent of such rhythms as the twist, the stomp, the popeye and the bossa nova on such biggies as "Don't Be Cruel," "Wiggle Wobble" and "Mother-In-Law." The teen dance crew will find plenty of solid dancing and listening pleasure here.

"THAT STUBBORN KINDA FELLOW"—Marvin Gaye—Tamla TМ239

Marvin Gaye, who is currently riding the charts with his "Hitch Hike," tags this latest Tamla outing after an earlier biggie, "That Stubborn Kinda Fellow." The songster delivers these rhythm tunes with a hard-driving beat geared for teenage listening and dancing pleasure. The walker also had a hand in selecting most of the numbers here. Solid sides here are "Get Me Hand On Some Lovin'" and "It Hurt Me Too." The teen dance crowd should really dig the set.

"JALOUSIE"—Arthur Fiedler/Boston Pops — RCA Victor LSC2661

Another Dynamic entry from RCA Victor is showcased here by Arthur Fiedler and the Boston Pops playing a program of melodic light classics. The maestro, who is riding the charts with his "Our Man In Boston" issue makes a strong link with this LP through his powerful platter of beautifully orchestrated versions of "Jalousie," "Le Cid," "Jamaican Rhumba" and "Aragonaise." Disk should make it chartville in no time flat.

"VICTORY IN REVIEW"—Eric Rogers—London SP11424

Here is London's strong follow-up to its chart-racing LP, "Pass Along," which was on the best-seller lists for more than a year. This stereo spectacular musically depicts history's greatest wars in a stirring and grandiose manner. It is sure to carry the disk straight up the hitville path. From the opening strains of the "Trumpephal March From Aida" to the fading sounds of "When Johnny Comes Marching Home" there is a maximum of listener enjoyment. Kudos to producer Eric Rogers for a top-flight musical experience.

"HIGH SOCIETY—COUNTRY STYLE—Lester Lanin—Epic LNZ21612

The vet society leader offers proof-positive of his versatility with this delightful danceable session of popular country standards. Sammy Love has put together a batch of swingin' commercial teen-oriented arrangements for the Lanin crew. The band and chorus shine on "San Antonio Rose," "Hey, Good Lookin','" and "It Makes No Difference Now." One of the best sets that Lanin has cut in quite a while.

"DELICADO"—Low Davies—Command RS 8185D

The brilliance of the Command sound and the orchestral skills of Low Davies comes here to serve up some warm and lilting melodies in top-rung fashion. Doc Beverisim, Uribe Green, Tony Mattila and Walt Levinsky are featured soloists here on this fine program as "Alone Together," "The Way You Look Tonight" and "One For My Baby." On this session, the stereo qualities are softly and subtly tuned to provide first-rate listening enjoyment. Plenty of sales potential here.

"49 POUNDS OF TROUBLE"—Original Soundtrack—Mercury SR46791

Mort Lindsey, who has created the musical backings for some of the top acts in the business, showcases this double-barrel talent on this original soundtrack disk from Mercury. The composer-conductor has come up with a delightfully entertaining score for the Universal flick that aptly demonstrates his prowess in both areas. Good melody, subtle jazz overtones and a driving happy beat make for a superb scoring. The album could spark plenty of sales.

"I WANT TO LEAVE YOU WITH THE WORDS OF A GREAT COMEDIAN"—Jackie Mason—Verve V84983

Jackie Mason comes up with a laugh-laden second LP outing as he dials into his first LP's billing as "The Greatest Comedian In The World." This firmly established him as a recording artist. The funnyman aims his wit at such diverse topics as talent, the draft, mutual funds, foreign cars, doctors and Rock Hudson as he can do it all and make it cass-loads of deep-down laughter from his live audience. The comic has enlisted a huge following this past year and the disk looms as a choice comedy LP.

"THE 1963 SOUND OF HANK BALLARD AND THE MIDNIGHTERS"—King 815

Hank Ballard has earned many laurels in the past for his distinctive pop-r&b chanting and this King outing spotlighting the artist in a wide variety of new tempos, styles and styles ranks as one of the best LP's to date. Ballard does not rely on vocal gimmicks but dishes up a host of potent items including "Dr. Lover," "Wobble" and "Come On Baby Let's Shake." In a professional, straightforward style.

"FINK ALONG WITH MAD"—Various Artists—Bigtop 1386

Here's a rock-filled follow-up disk to Bigtop's first Mad session featuring the vocal talents of Jeanne Hayes, Mike Russo and the Dellwoods. Under some comedy LP's, this one boasts some extremely danceable teen-oriented melodies. The performers turn in a Bigtop-styled singing style with a bevvy of lookie items including "Let's Do The Fink," "When The Brace On Our Teeth Lock" and "I'll Never Make Fun Of Her Mustache Again."
"OUR DAY WILL COME"...
THE NEXT #1 SINGLE...
NOW THE ALBUM...

OUR DAY WILL COME/Ruby and the Romantics

OUR DAY WILL COME • HEARTACHES • I'M SORRY • MY PRAYER • THE END OF THE WORLD
MOONLIGHT AND MUSIC • DAY DREAMING • STRANGER ON THE SHORE • BY THE WAY
I DON'T KNOW WHY • LONELY PEOPLE DO FOOLISH THINGS • (I'M AFRAID) THE MASQUERADE IS OVER

ORDER NOW!
exclusively on KAPP RECORDS
"LENNY DEE DOWN SOUTH"—Decca DL 7606

Lenny Dee's easy-going, seemingly impromptu organ technique has earned many kudos in the past but this new Decca release of Dixie-styled items is one of the most listenable sessions he ever cut. The performer's vast skill and intense application coupled with a distinctive keyboard approach is beautifully spotlighted on "Georgia On My Mind", "Moon Over Mississippi" and "When It's Sleepy Time Down South."

"LET'S DO THE BOSSA NOVA"—Tito Rodriguez—United Artists UAS6262

Tito Rodriguez serves up a tasty platter of bossa nova-styled Latin-American rhythm tunes on this new outing from United Artists. The orchster and his band give some authentic and pulsating readings of some Jobim and Gilberto penned tunes which include "En Abraco No Bebida", "Betty En Tu Bronce So Iro" and "Uma Tara O Pato." The Brazilian beat seems to be firmly entrenched in this country and this session from Rodriguez should spark plenty of interest.

"STATION J"—Al White—Capitol ST 1832

Orkster Al White re-creates some of the head-stirring, swingin' dance sounds of the '20's on this top-flight pop-jazz session here at San Francisco's Station J. The band displays its closely-knit precise ensemble playing as they dish up straight-forward renditions of some fine oldies as "Yes Sir, That's My Baby," "Tiger Rag" and "Five Foot Two, Eyes Of Blue." Plenty of entertainment here.

"LOADS OF LOVE"—Shirley Horn—Mercury SR60761

Shirley Horn, a newcomer to the LP scene, makes her debut on Mercury with this package of blues-flavored items. The thrush has a warm, lush tonal quality that serves her well in good steed as she surveys these oldies in an attempt at winning vocal style. The LP, tagged after a "No String" entry, includes such other goodies as "My Future Just Passed" and "Ten Cents A Dance" and a first-rate version of "The Second Time Around." This new offering should win him a host of new fans.

"GOOD TIME PIANO"—Jimmy Pratt—Capitol ST1822

Here is a happy-go-lucky session of "bar room piano" music by Jimmy Pratt that sparkles with rhythm and merriment on a host of evergreens in the truest sense. The country 89'er performs these oldies with an undeniable wit and charm and gets some excellent assistance from Joe Maphis on Banjo and Billy Strange on guitar. Likely party platter for exposure. "Hey Man," "Foot Two Eyes Of Blue," "A Shanty In Old Shantytown" and "Bye Bye Blackbird." Lots of mindful listening to be had here.

"OUR MAN DOWN SOUTH"—Edy Arnold—RCA Victor LSP2036

Victor has been striking plenty of paydirt in recent weeks with its "Our Man..." series which currently represented on the charts with six LP's. This entry by Eddy Arnold makes a strong bid for similar success with the country chanter doing a dozen country-flavored pop and folk items in the ear-captivating style that has made him one of the best-sellers in the country field. Best bets here are "Moody River," "She Thinks I Still Care" and "The Green Leaves Of Summer." The LP looms as a dual-market success.

"FOLK SONGS"—Jerry Butler—Vee Jay LP 1837

Jerry Butler, who has already made a name for himself in blues vein, showcases his professional versatility by offering eleven impressive popular and little-known folk items on this top-flight Vee Jay LP. The chanter's deep, rich baritone voice carries him in good steed on "Frisco's Fugly Dime," "Eighteen Hammer" and "Who's Gonna Be Your Man." Dick has enough built-in success ingredients to reach the charts.

"CHA CHA CHA WITH LOS MERCURIES"—Philips PHS660-012

Here is first-rate package of cha chas by Los Mercures that geared especially for dancing. This is a vibrant, driving session of instrumental and group vocals by the ensemble that has an authoritative sound that is guaranteed to please dance buffs. The bandon front some potent readings of "Cha Cha Cha A-Hi," "Jamba Cha Cha" and "La Suppa Del Pechon."

"THE GOLDEN WALTZES OF BROADWAY"—Broadway Strings Orchestra—United Artists UAS6263

Vet arranger-conductor Claus Ogerman directs his musical attention at a delightful batch waltzes favorites from Broadway on this impressive new United Artists outing. Ogerman, who did all the arrangements here, directs the Broadway Strings Orchestra on a warm danceable, listenable group of evergreens including "By Strauss," "Hello Young Lovers," and Claus Ogerman original tagged "Premiere." Pleasant late hours mood companion.

"EASY DOES IT!"—Jackie Davis Quartet—Warner Bros. WS1492

Jackie Davis with his fellow Leagues Barney Kessel (guitar), Earl Palmer (drums), and Joe Comfort (bass) teamwork up to essay some pulsating and rhythmical renditions of such jazz-flavored items as "Blues In The Night," "Night Train," and "Easy Does It." The LP's electric organist serves up a swinging keyboard style that serves him in good stead throughout the set.

"THE BEGINNING"—Josh White—Mercury SR60724

The versatile folk-blues singer has acquired an impressive reputation through the years, and this new Mercury set of early White selections ranks as one of the artist's most satisfying dates in recent years. White backed by a small effective combo, the chanter unleash his potent, wide-ranging vocal talents full-blust on such memorable items as "In The Evening," "Hoe Boys, Can't You Lose Eye," and "Sit Down Servant." Top-flight entertainment throughout.

"LEADBELLY"—Huddie Ledbetter—Capitol T1821

Although Leadbelly has been dead almost fourteen years his highly-personal blues style has been preserved for his legion of fans through his many recordings. This LP cut in Hollywood in 1944, features the great chanter-guitarist rendering an excellent sampling of some of his best songs. The artist displays his rich, deep poten voice on "Goodnight, Irene," "Rock Island Line" and a rare ragtime-styled piano reading of "The Eagle Rocks." A stunning achievement.

"THE EASY RIDERS"—Epic LN18603

The Easy Riders are a new pop-folk group and if this premiere LP outing is any indication the group has a bright future ahead of them. Although the trio does not have an ethnic sound they do have a refreshing, versatile style which is aptly suited to both ballads and up-tempo items. While accompanying themselves on guitars the crew turns in winning renditions on "Man About Town," "Green Eyes" and "Wabash Cannon Ball." A group to watch.

"WILD WEEKEND"—Rockin' Rebels—Swan SLPS099

The Rockin' Rebels could cause quite a stir with this first-rate tersichorean package tailored for teen tastes. The group has a distinctive, high-powered, raunchy sound and the authority of a long-successful crew of pros. Some of the best tracks here include "The Stripper," "Whole Lotta Shakin' Goin' On" and "Sweet Little Sixteen." Debut LP should find plenty of programmable material here.
GREETINGS TO NARM!

TAKE A LOOK AT THE HOTTTEST SELLING KIDS LINE IN AMERICA 99¢ RETAIL PRICE

- ROBIN HOOD UAC 11001
- WILLIAM TELL UAC 11002
- SNOW WHITE AND SENDING PRINCES UAC 11003
- CINDERELLA UAC 11004
- THE KNIGHTS OF THE ROUND TABLE UAC 11005
- SLEEPING BEAUTY UAC 11006
- THE 3 MUSKETEERS UAC 11007
- UGLY DUCKLING UAC 11008
- PUSS IN BOOTS UAC 11009
- THE STORY OF CHOPIN UAC 11010
- RED RIDING HOOD UAC 11012
- TREASURE ISLAND UAC 11013
- PINOCCHIO UAC 11014
- ROBINSON CRUSOE UAC 11015
- NURSERY RHYMES UAC 11016

*SEE US AT THE UA BOOTH

WE HAVE SOME SPECIAL NEWS FOR YOU!

UNITED ARTISTS RECORDS • 729 SEVENTH AVENUE • NEW YORK 19, NEW YORK
"RAMBLIN' ROSE AND OTHER HITS"—Living Voices—RCA Camden CAS748

Ten of the most melodic best-sellers of recent months are delightfully and harmoniously delivered by the Living Voices on this excellent RCA Camden package. All of the tunes here saw plenty of chart action and this new version of them is sure to create some sales excitement. Best bets here are "I Left My Heart In San Francisco," "What Kind Of Fool Am I" and "Roses Are Red."

"THE JOKER IS WILD"—Archie Campbell—Starday SLP223

Archie Campbell comes up with some sparkling country-flavored humor on this "Joker Is Wild" LP from Starday aptly souped-up. "The Dixie Dandies Teach Indoor Sports," The laughter jokes good-humored fun at a variety of institutions (marriages, etc.) people (women) and places (the South) in a tongue-in-cheek manner guaranteed to invoke plenty of chuckles. Comedy LP's are hot items and this one could spark some sales for the gagster.

"ORGAN HOLIDAY"—Johnny Duffy—Liberty LP7326

The organ has always been one of the most versatile of musical instruments and Johnny Duffy on a fine theatre organ has enough interesting and exciting tonal pictures to please the most discerning record buyers. Duffy showcases a distinctive, swingin' style on "Cuban Love Song," "Come Back To Sorrento" and "It Happened In Monterey." Fine fare for either listening or dancing pleasure.

"CABBAGE GREENS"—Champion Jack Dupree—Okeh OK12193

Jazz and blues buffs should get excited about this excellent LP featuring sides cut in the 1940-41 period by Jack Dupree. The chanter's jazz-based singing style combines many diverse elements and his piano playing is the exciting barrelhouse style. The artist, backed by a small effective combo, turns in some top-drawer readings of "Gambling Man Blues," "Black Woman Swing" and "Heavy Heart Blues." A collector's item.

"NEW SOUNDS IN FOLK MUSIC"—Rod McKuen—Horizon WP1612

The multi-talented Rod McKuen takes a crack at folk-singing on this Horizon outing and comes off astonishingly well. The artist has a fresh, unpretentious wide-range voice aptly suited to the folk idiom. While lovely by a small combo and a chorus called the Keytones, McKuen dishes up top-drawer readings of "If I Had A Hammer," "Empty Pocket Blues" and "To Roam." Delightful listening throughout.

"GREAT JAZZ ARTISTS PLAY COMPOSITIONS OF RICHARD RODGERS, COLE PORTER, JEROME KERN"—Riverside RS93314, RS93315, RS93316

Herbie Hancock, George Shearing, Sonny Rollins, Bill Jackson and a host of other jazz luminaries unleash their instrumental talents on the compositions of Jerome Kern, Cole Porter and Richard Rodgers on this attractively packaged three-disc set from Riverside. The top-flight jacket features an attractive cover girl. The artists give five first-rate jazz treatments to such fine oldies as "The Last Time I Saw Paris," "Love For Sale" and "The Sweetest Sounds." Jazzophiles should come out in strength for the set.

"NEW BEAT BOSSA NOVA"—Volume 2—Zoot Sims—Calyps SCPR7

Here's a worthy follow-up LP stanzas to Zoot Sims' previous bossa nova session. Manny Albam and Al Cohn have come up with some first-rate orchestrations of a delightful batch of evergreens and novelties and pay tribute to the amazing lightness of expression as he goes through his musical pace. Both jazz and pop fans will dig the artist's compelling improvisations on "Instanbul," "They Call The Wind Maria" and "Nature Boy." Plenty of potential here.

"EDDIE HARRIS BOSSA NOVA"—Vee Jay LP59331

Although there has been a seemingly endless stream of bossa nova releases in recent months, few if any of them, have been built around firm jazz lines. On this top-flight Vee Jay LP tenor saxist Eddie Harris comes up with a lovely jazz excursion into the exciting harmonic constructions of a number of renowned instrumentalists. Harris backed by a crew of outstanding jazzmen, shines on "Lolita Marie," "Whispering Bossa Nova" and "Mina." Eye the LP for consumer acceptance.

"BAMBA-SAMBA BOSSA NOVA"—Charlie Byrd—Everest 3216

Charlie Byrd unleashes his talents on the guitar along with some swinging backing by the newly Herman Big Band on this Everest disking. The versatile guitarist, who has become one of the country's foremost exponents of the bossa nova, plays some of his Brazilian-influenced compositions for this top-flight session of instrumentals. Although the LP is not completely bossa nova, the music is evident in the "Summer Sequence (Parts 1-4)." Plenty of enjoyable listening here.

"SOUL COOKIN'"—Thurman Schwartz, Bill Leslie—Argo LP7014

Ace jazz guitarist Thurman Schwartz teams up with Bill Leslie on piano plus a small rhythm section consisting of Lawrence Olsa on organ, Jerome Thomas on drums and Mike Bailey on drums for this inventive, spontaneous Argo set. All of the artists skilfully blend their talents into one cohesive musical unit and "Cookin'" Brazil and "I'm Getting Sentimental Over You." Jazzophiles should come out in force for the album.

"YEAR OF THE SHEEP"—Ken McIntyre—United Artists 1805

Ken McIntyre should be winning quite a few laurels in jazz circles if this bright United Artists date is any indication of the artist's multi-talented abilities. McIntyre, who plays the alto sax, the flute, piano, guitar, drums and percussion on the album, is a sophisticated musician, deeply concerned with subtle melodic and rhythmic progressions. He brings it all together in a distinctive, professional style on "Say What," "Arisin" and "Someday." An impressive achievement.

CLASSICAL PICKS OF THE WEEK

"THE ART OF THE PRIMA DONNA VOLUME I & II"—Joan Sutherland—London 02S2523/2523

The magnificent soprano voice of Met star Joan Sutherland is featured in this collection of famous airs, each one celebrated by a notable soprano from the world of opera. With the Orchestra and Chorus of the Royal Opera House, Covent Garden, Miss Sutherland brilliantly delivers such greats as "The Red Riding Hood" and "Caro Nome." The soprano's wide range and vocal purity are clearly evident on this superb two-disc set from London. A potent classical offering.

BEETHOVEN: Ninth Symphony, London Symphony Orchestra, Pierre Monteux Conductor, & Various Artists—Westminster WST234

Beethoven's major choral-symphonic opus is brilliantly executed by the celebrated French conductor and the London Symphony Orchestra with the London Bach Choir and the solo voices of Elizabeth Soederstrom, Regina Resnik, Jon Vickers and David Ward. The attractive package includes imaginative sketches of the various sections and many of the symphonic photos. Stereophiles and devotees of the classics will find this disc one of the finest ever production on a British label.

"THE ORGAN OF THE PHILADELPHIA ACADEMY OF MUSIC VOLUME II"—William Whitehead—Cambridge MPR97

Cambridge comes up with a potent Vol. 2 of its "The Organ of the Philadelphia Academy of Music" and again spotlighting the world-class keyboard virtuoso, William Whitehead. The organist devotes one entire side of the disk to the music of Bach playing a selection of the organist's other world-class performances. The disc has a wide range technical that is kept in keeping with the wide range Curtis instrument. This should have strong appeal for devotees of Bach and the classical organ.
Toppin' All Charts!

"In Dreams"

Available in Eye-Tractive 4-Color Sleeve

c/w "Shahdaroba"

Monument # 806

by

America's No. 1 Song Stylist

Roy Orbison

Exclusive Management:
ACUFF-ROSE ARTISTS CORP.
Nashville 4, Tennessee
CyPress 7-3366

Monument Records
HENDERSONVILLE, TENNESSEE
Dont Wanna Think
About Paula
Dickey Lee (Smash 1988)

Hello Wall #2
Ben Colder (MGM 1312)

Amy
Paul Peterson (Capitol 476)

Theme From Lawrence Of Arabia
Farnouth & Teicher (United Artists 563)

Dont Let Me Cross Over
Carly Simon (Columbia 43970)
Adam Wade (Epic 9566)

Sax Fifth Ave.
Johnny Gunther (Warner Bros. 5341)
Jack Cole Quintet (Wall 553)

Over The Mountain (Across The Sea)
Bobby Vinton (Epic 9577)

Lockin' Up My Heart
Marv Johnson (Tamla 54077)

Shirley
Tony Orlando (Epic 9570)

Never
Earls Old Town 1113)

Tore Up
Harmonica Fats (Dorsey 5000)

2,000 lb. See
Ventures (Dot 67)

Castaway
Replay Mills (Vista 408)

What Are Boys Made Of
Porcello (ABC Paramount 10681)

Little Star
Bobby Caldwell (Roulette 4477)

I Will Follow You
Little Peggy March (RCA Victor 8139)

Paradise
April Stevens & Nina Tempo (Atco 6248)

White Levis
Najirettes (Troy 1000)

Im Not Jimmy
Ray Peterson (Donino 2022)

Just A Simple Melody/Pretty Boy Lonely
Patti Page (Columbia 43077)

Dont Fence Me In
George Maharis (Epic 9569)

This Empty Place
Diana Warwick (Degeber 1347)

L-O-V-E
Emotions (Keep 513)

The Dog
Rufus Thomas (Stax 130)

Shes Never, Never Love You (Like I Do)
Tenne Brewer (Philips 40095)

Gone With The Wind
Dorace (Caud 357)

Teenagers Dad/Dad Cigarettes
And Coffee Blues
Marty Robbins (Columbia 42701)

Words
Suleman Burke (Atco 1780)

Ann Marie/Accentuate The Positive
Belmonts (R&B 509)

Dear Waste Basket
Bobby Bare (RCA Victor 8746)

Peanuts
Four Seasons (VeeJay 1901)

Laugh And The World
Joan Scott (Capital 4503)

Back At The Chicken Shack
Jimmy Smith (Blue Note 1877)

Bossa Nova, U.S.A.
Dave Brubeck (Columbia 42625)

Memory Lane
Hippies (Parkway 86)

Im The One Who Loves You
Improvises (ABC Paramount 10386)

You Dont Love Me
Anymore
Rick Nelson (Decca 34753)

Seagrams
Vic Roye (BertLachman 30465)

Gentleman Jim
Bert Kaempfert (Mercury 31668)

Marching To Madrid/Struttin' With Maria
Fred Alpert's Tijuana Brass (A & M 706)

Let's Do The Limbo
Chris Montez (Monogram 508)

Matilda
Randelis (Shipman 104)

I Wanna Be Your Lover
Dianne Edmund (Saskat 63201)

Here I Stand
Big Cheeks (Columbia 42687)

Face In The Crowd
James Rodgers (Dot 16400)

Diary Of Our Love
Prenners (Herald 577)

Precherman
Charlie Russ (Diamond 131)

This Changing World
Dick Roman (Herman 1972)

Burning Desire
Ward Ray (Fabor 175)

Richard "Popcorn" Wylie

"So Much Love In My Heart" 5-8575

The Halifax Three "The Man Who Wouldn't Sing Along With Mitch" 5-8572

©EPIC", March 65, T.M. PRINTED IN U.S.A.

Cash Box—March 9, 1963
The phenomenon must be seen to be believed. There has been nothing like it since frenzied teen-agers swooned noisily at the Paramount in New York as Frank Sinatra, curly haired and unsure of himself, breathed "All of Me" into the microphone.

Some compare the astonishing reaction to the legendary Presley explosion. But both comparisons are invalid. Dick Dale is something entirely new, entirely different. His style is unique. The only valid comparison between Dick Dale and early Sinatra or Presley is in the ferocious loyalty of his fans.

HOW TO SELL 75,000 ALBUMS IN THREE MONTHS—IN SOUTHERN CALIFORNIA ALONE

It's seldom been done before. How did Dick Dale do it? Because he has a staggeringly loyal following among over 100,000 teen agers in Southern California alone! He has been appearing with his band... The Del-Tones... in beach communities for three years. The 23 year old sensation first appeared at the famed Rendezvous Ballroom in Balboa in 1960. Until his arrival, the ballroom could look forward to only two or three hundred patrons on a weekend night. Dick Dale came in, and something amazing began. Crowds of teen-agers filled the huge ballroom. In only a few weeks, it hit capacity... 3500 to 4000 every weekend night... Thursday, Friday and Saturday. And in the winter months, normally a heavy dropoff period, attendance actually increased. This fantastic box office pull continued for the entire two year period of Dick Dale's booking at the Rendezvous. Then, in January of 1962, he moved to the Pasadena Civic Auditorium. There he broke every existing record by drawing capacity crowds of over three thousand every weekend night for the entire month of January! (And in Balboa, box office at the Rendezvous plummeted from 4000 to 200.) The overflow crowds in Pasadena refused to be turned away, insisting upon dancing in the outer lobbies, on the steps, and in the streets outside the Pasadena Civic. At times, there were 3000 inside the house, and 4000 waiting outside! In staid, conservative Pasadena, the phenomenon was unbelievable. (Especially to Pasadena police. They never dreamed there were that many teenagers in the area.)

In February of this year, Dick Dale appeared at a special benefit show at the Los Angeles Sports Arena, promoted by radio station KFWB. Such stars as Fabian, Molly Bee, Chris Montez and Henry Mancini each had spots on the program. So did Dick Dale, and the crowd of 15,000 kept him on for an hour to cap the show.

At present, Dick is appearing at the Harmony Park Ballroom in Anaheim, and his fantastic music packs the house to capacity every night he plays.

IS DICK DALE A DJ CREATION? No. His first single, "Let's Go Trippin'," wasn't released until September 1961, long after he was breaking attendance records. Dick Dale's tremendous success can be attributed only to his remarkable teen-age following.

THE PIED PIPER OF BALBOA — A Dick Dale audience, at first glance, might seem like any crowd of highly enthusiastic young people. But when you look closely, you notice an amazing difference. They are actually well behaved! The place is filled to capacity... but there are no fights, no rowdiness, nobody getting out of line. And here is the secret of Dick Dale's astonishing success. He is the acknowledged "leader" of the kids. They respect him because he speaks to them with an almost evangelical fervor... pointing out that in order to achieve the kind of respect they want from adults, they must give that kind of respect to others. There is nothing new about the speeches he makes from the bandstand. After all, it's really the Golden Rule in current jargon. The remarkable thing is that the kids listen to him... and practice what he tells them! So amazing is this effect that thousands of parents in the area are applauding his efforts. Instead of objecting to their kids attending the dances where Dick Dale appears, they are urging their youngsters to go! If teen-agers could vote, Dick Dale might well be Governor of California.

THE NEW SOUND OF DICK DALE: "King of the Stomp" You have to hear this fantastic music to understand. You'll hear something unique. And an artist so versatile that he not only sings... but plays the guitar, trumpet, trombone, piano, organ, drums, and just about every other instrument you can name. He is completely self-taught, and most recently has been striving for proficiency on the saxophone. (This drive for excellence and versatility is not confined to music and musical instruments alone. Dick is an accomplished horsemanship and archer, and he is, as the title of his album indicates, an excellent surfer.)

Dick Dale created the Stomp. Or rather, as he says, the driving, rhythmic beat of his sound did. The kids just moved with the music, and a new dance was born. As Dick Dale is breaking Southern California wide open, he'll hit like a tidal wave in every town in the country. We are witnessing the explosive beginning of one of the giant attractions of the music business. We invite you to join us. Capitol is proud to present the amazing Dick Dale and his fabulous sound... in his smash first album, SURFERS' CHOICE, and in two great singles, MISIRLOU b/w EIGHT TILL MIDNIGHT, and PEPPERMINT MAN b/w SURF BEAT. Prepare for the tremendous excitement that comes along only once in a decade... the birth of a top recording star!

CALL YOUR CRDC REPRESENTATIVE IMMEDIATELY, AND ORDER AS FOLLOWS:

Album Surfers' Choice ..........(DT)1886
Singles Misirlou ................. No. 4939
Peppermint Man ............... No. 4940
### RADIO ACTIVE CHART

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

(SURVEY COMPLETED TO FEBRUARY 27TH)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>60%</td>
<td>Over The Mountain—Bobby Vinton—Epic</td>
<td></td>
<td>73%</td>
<td></td>
</tr>
<tr>
<td>34%</td>
<td>Don't Be Afraid Darlin—Steve Lawrence—Columbia</td>
<td></td>
<td>58%</td>
<td></td>
</tr>
<tr>
<td>33%</td>
<td>I Don't Wanna Talk About Paula—Dickey Lee—Smash</td>
<td></td>
<td>33%</td>
<td></td>
</tr>
<tr>
<td>33%</td>
<td>A Little Band of Gold—James Gilreath—Joy</td>
<td></td>
<td>33%</td>
<td></td>
</tr>
<tr>
<td>28%</td>
<td>He's So Fine—Chiffons—Laurie</td>
<td></td>
<td>78%</td>
<td></td>
</tr>
<tr>
<td>27%</td>
<td>Amy—Paul Petersen—Colpix</td>
<td></td>
<td>44%</td>
<td></td>
</tr>
<tr>
<td>26%</td>
<td>Blue—Jack Reno—Fono-Graf</td>
<td></td>
<td>26%</td>
<td></td>
</tr>
<tr>
<td>25%</td>
<td>Dearer Than Life—Brook Benton—Mercury</td>
<td></td>
<td>25%</td>
<td></td>
</tr>
<tr>
<td>25%</td>
<td>This Empty Place—Dionne Warwick—Scepter</td>
<td></td>
<td>25%</td>
<td></td>
</tr>
<tr>
<td>24%</td>
<td>I'm Just A Country Boy—George McBurn—A &amp; M</td>
<td></td>
<td>69%</td>
<td></td>
</tr>
<tr>
<td>23%</td>
<td>Follow The Boys—Connie Francis—M G M</td>
<td></td>
<td>55%</td>
<td></td>
</tr>
<tr>
<td>23%</td>
<td>Preacher Man—Charlie Russo—Diamond</td>
<td></td>
<td>46%</td>
<td></td>
</tr>
<tr>
<td>22%</td>
<td>Gone With The Wind—Duprees—Coed</td>
<td></td>
<td>22%</td>
<td></td>
</tr>
<tr>
<td>22%</td>
<td>South Street—Orlons—Cameo</td>
<td></td>
<td>91%</td>
<td></td>
</tr>
<tr>
<td>21%</td>
<td>I Got What I Wanted—Brook Benton—Mercury</td>
<td></td>
<td>21%</td>
<td></td>
</tr>
<tr>
<td>20%</td>
<td>Locking Up My Heart—Marvelettes—Tamla</td>
<td></td>
<td>20%</td>
<td></td>
</tr>
<tr>
<td>20%</td>
<td>Baby Workout—Jackie Wilson—Brunswick</td>
<td></td>
<td>42%</td>
<td></td>
</tr>
<tr>
<td>19%</td>
<td>Funny Man—Ray Stevens—Mercury</td>
<td></td>
<td>19%</td>
<td></td>
</tr>
<tr>
<td>19%</td>
<td>Yakety Sax—Boots Randolph—Monument</td>
<td></td>
<td>89%</td>
<td></td>
</tr>
<tr>
<td>18%</td>
<td>All Over The World—Nat &quot;King&quot; Cole—Capitol</td>
<td></td>
<td>58%</td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>Young And In Love—Dick &amp; Dee Dee—Warner Bros.</td>
<td></td>
<td>18%</td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>Laughing Boy—Mary Wells—Motown</td>
<td></td>
<td>83%</td>
<td></td>
</tr>
<tr>
<td>16%</td>
<td>Sandy—Dion—Laurie</td>
<td></td>
<td>17%</td>
<td></td>
</tr>
<tr>
<td>15%</td>
<td>Out Of My Mind—Johnny Tillotson—Cadence</td>
<td></td>
<td>69%</td>
<td></td>
</tr>
<tr>
<td>15%</td>
<td>Never—Earls—Old Town</td>
<td></td>
<td>37%</td>
<td></td>
</tr>
<tr>
<td>15%</td>
<td>Heart—Kenny Chandler—Laurie</td>
<td></td>
<td>37%</td>
<td></td>
</tr>
<tr>
<td>14%</td>
<td>I Got A Woman—Rick Nelson—Decca</td>
<td></td>
<td>14%</td>
<td></td>
</tr>
<tr>
<td>14%</td>
<td>Pepino's Friend Pasqual—Lou Monte—Reprise</td>
<td></td>
<td>41%</td>
<td></td>
</tr>
<tr>
<td>13%</td>
<td>Wayward Wind—Frank Ifield—Vee Jay</td>
<td></td>
<td>13%</td>
<td></td>
</tr>
<tr>
<td>12%</td>
<td>I Can't Get Used To Losing You—Andy Williams—Columbia</td>
<td></td>
<td>12%</td>
<td></td>
</tr>
<tr>
<td>11%</td>
<td>Mr. Bass Man—Johnny Cymbal—Kapp</td>
<td></td>
<td>36%</td>
<td></td>
</tr>
</tbody>
</table>

### LESS THAN 10% BUT MORE THAN 5%

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>TOTAL % TO DATE</th>
<th>TITLE</th>
<th>TOTAL % TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>78%</td>
<td>Do The Bird—Box</td>
<td>8%</td>
<td>Watermelon Man—Mango Santamaria (Battle)</td>
<td>7%</td>
</tr>
<tr>
<td>60%</td>
<td>Sun arise—Sun</td>
<td>10%</td>
<td>The Roly Dance—Johnny Thunder (Diamond)</td>
<td>7%</td>
</tr>
<tr>
<td>60%</td>
<td>Roll Harris (Epic)</td>
<td>10%</td>
<td>I Know Better—Flamingos (End)</td>
<td>7%</td>
</tr>
<tr>
<td>9%</td>
<td>Am Merle Belmonts (Sebina)</td>
<td>10%</td>
<td>Arabia—Delcas (Monument)</td>
<td>7%</td>
</tr>
<tr>
<td>9%</td>
<td>Here I stand—Rip Chords (Columbia)</td>
<td>10%</td>
<td>Lawrence of Arabia—Ferrante &amp; Teicher (U.A.)</td>
<td>26%</td>
</tr>
<tr>
<td>57%</td>
<td>Don't Say Nuthin Bad—Cookies (Dimension)</td>
<td>10%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
NEW FROM CRESCENDO!

MORE OF THE BEST FROM CRESCENDO RECORDS

SURF CRAZY - Bob Vaught & The Renegades

LES BROWN JR. - Wildest Drums Yet

LESSONS IN LOVE - Helen Gurley Brown

TITO PUENTE IN HOLLYWOOD - Exotic Big Band

THE BEST OF OUR LATIN RELEASES

RENE TOUZET "GOES TO THE MOVIES"

A TASTE OF CANO - Eddie Cano, His Piano, Orchestra & Chorus

TITO PUENTE IN HOLLYWOOD - Exotic Big Band

CONTACT YOUR NEAREST GNP CRESCENDO DISTRIBUTOR

ATLANTA
Baltimore
Boston
Buffalo
Chicago
Cincinnati
Cleveland
Dallas
Detroit
East Hartford
Houston
Indianapolis
Los Angeles
Memphis
Pittsburgh
St. Louis
San Francisco
Seattle
Canada
Honolulu
Puerto Rico

PITTSBURGH
ST. LOUIS
SAN FRANCISCO
SEATTLE
TITO PUENTE IN HOLLYWOOD

15% DISCOUNT OFF NEW RELEASES & CATALOG DATING FOR QUALIFIED ORDERS
LOUIS ARMSTRONG, MAURICE CHEVALIER, NAT "KING" COLE, BING CROSBY, DORIS DAY, ELLA FITZGERALD, MAHALIA JACKSON, PATTI PAGE, LOS PARAGAYOS, NANA MOUSKOURI, ANNE SHELTON, EDITH PIAF AND CATERINA VALENTE—ON ONE GREAT RECORD FOR ONE GREAT CAUSE: TO HELP REFUGEES OF THE WORLD
ALL STAR FESTIVAL! Never before has the entire record industry joined together in one effort—until the making of ALL STAR FESTIVAL. The reason? Seldom has there been a cause so great. So compelling, in fact, that it has attracted the talents of many of the world’s leading artists. ALL STAR FESTIVAL has been produced to raise money for the refugees of the world. The millions who live on hope... who desperately need our help.

This unique album will be put on sale, simultaneously, all over the world. And it will be the first time that an entertainment record will carry the United Nations Seal. ALL STAR FESTIVAL has been produced by the Office of the United Nations High Commissioner for Refugees and issued in the United States under the auspices of the United States Committee for Refugees. Every time you sell one copy of ALL STAR FESTIVAL, you’ll help these destitute refugees—people less fortunate than ourselves.

ALL STAR FESTIVAL is manufactured and distributed for the United Nations by Mercury Records Corporation along with Phillips and Smash.
NEW YORK—Columbia Records has promoted Schuyler G. Chapin as vp of creative services, according to Goddard Lieberson, president of the label. Lieberson also announced that Chapin’s previous post of director of Masterworks A&R had gone to Leonard Burkat, who joins Columbia after 16 years as music administrator of the Boston Symphony Orchestra and administrator of the Berkshire Music Center.

Chapin will be responsible to Lieberson for the “visual and literary image” of the label as produced by the creative services sections. Reporting directly to Chapin will be Robert Cato, creative director of art and design; Morris Baumstein, director of advertising and sales promotion, and the literary services dept. Public relations and information services will continue to report directly to Lieberson. Chapin joined Columbia in Oct., 1959, as executive coordinator of Masterworks. Prior to coming to Columbia, he was on the staff of Columbia Artists Management, where he was associated in the management of many Columbia disk artists, including Robert Casadesus, Eileen Farrell, Zino Francescatti and Rudolf Serkin, among others. He was also associated with various divisions of the National Broadcasting Co.

In the Masterwork’s dept.’s new organization, Burkat will direct a staff which includes John T. McClure, exec music director; producers James Fogle and Tom Frost; Paul Myers and Tom Shepard; associate producers Annada Frances and Elizabeth Lauer; special projects coordinator Charles Burt; coordinator Carita Bernsohn and exec director Jane Friedmann. Burkat, who has written many articles on music, will report directly to Lieberson.

Atlantic Sets Strong Promo On Silverstein LP

NEW YORK—Atlantic Records—believing it may have a “First Family”-Allan Sherman sales bonanza LP—is doing strong promo work on its new Shul Silverstein LP, “Inside Pop Songs.” Silverstein, a raving cartoonist for Playboy Magazine, a satirical and hip points of view on folk-singing.

In order to obtain maximum exposure for the Silverstein material, Atlantic has simultaneously released a promotional EP pulled from the LP. The EP comes in a printed sleeve with full information about the related album and a picture of the album cover. Special mailings are being sent out 3,000 copies of the EP to disc jockeys and program directors.

Recognizing that Silverstein should have a strong following with college students, Atlantic is mailing the EP to program directors at college radio stations and to campus record shops. Atlantic’s publicity department is arranging for a series of TV and radio appearances for Silverstein, who expects to return to New York from Mexico early next month after completing an assignment there for Playboy Magazine.

Playboy’s national publicity staff is promoting the album on its own and has assigned several people from their New York staff to spread the word on the album. Playboy Magazine is largely responsible for discovering the talented Silverstein (in addition to appearing as a regular contributor to the magazine, he has been booked as a singer at the various Playboy Clubs).

Col. Names Chapin Creative Veep, Leonard Burkat As Masterworks A&R Head
**ALBUM PLANS**

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

**ABC-PARAMOUNT**
12½% discount on 13 new releases and all catalog items. Expires: Mar. 31.

**ANGEL**
All new LP’s available on a buy-2-get-1-free basis. Expires: Mar. 31.

**CAMEO/PARKWAY**
12½% discount on all LP’s. 20-49-90 day delayed billing on 5 new releases only. Expires: Mar. 31.

**CAPITOL**
“Greenback Dollar Days”—Consumers get any Kingston Trio album for $1 if they buy another at the regular price. Dealers get one LP for 50¢ for each one purchased at the regular price. Deferred billing. Expires: April 30. Dealers also get 3 free LP’s for every 10 they purchase on Dickie Dale’s “Surfers Choice” LP. Deal applies only to initial orders.

**COLPIX**
“Deal . . . from The Top of the Deck”—Buy 100-get-25-free offer on all LP’s.

**DECCA**
Incentive plan on all “Greatest Favorites” LP’s. Dealers can obtain details from their local distrib. Expires: Mar. 31.

**DIAMOND**
1-free-for-every-7-purchased on Johnny Thunder’s “Loop of Loop” LP. Expires: Mar. 31.

**DOOTO**

**FIRE/FURY**
All labels marketed by the firm are available on a buy-2-get-1-free basis. No expiration date has been set.

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

**KAPP**
1% discount on new releases and entire LP line plus incentive bonus and dating available to qualified dealers. Expires: Mar. 31.

**LIBERTY**
“Follow the Rama Leader”: 15% discount take all of the face of the invoice on all dealer orders of Liberty & Delton product; 100% exchange privileges, with merchandise exchangeable after July 1, 1962; payments: 1/2 April 15, 1/2 May 15.

**MERCURY**
“Three Ring Circus”—New and catalog LP product available on a 1-free-for-every-2 purchased, while other new pop-jazz-folk releases are offered on a buy-5-get-1-free basis. Expires: Mar. 31.

**NASHBROO**
Buy-2-get-1-free on entire catalog including new LP’s, 100% exchangeable. No expiration date has been set.

**ORIGIONAL SOUND**
Catalog available on a buy-2-get-1-free basis. Expires: Mar. 13.

**PHILIPS**
10% discount on catalog. Expires: April 15.

**PRESTIGE**

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

**SELECT**
15% discount on “Who Stole the Keechka?” LP by The Matos Bros. Described as limited time offer.

**SMASH**
“Operation Airwaves”—10% discount on all albums; deferred billing; functional rebate. Expires: Mar. 15.

**SONODOR**
A buy-2-get-1-free offer on four LP’s by the Orchestra Del Oro. Described as a limited-time only deal.

**STARSTRAW**
Dealers can get two free bluegrass albums for every 10 purchased. Expires: Mar. 31.

---

**Paul & Paula Spark “Going Steady” Sweaters**

Launched by the team on its own campus, Howard Payne College, Brownwood, Tex., the sweaters, the label said, caught on when the artists began to wear them on tour. The sweaters it was pointed out, can’t be bought, but have to be made by the kids themselves. So, Phillips has prepared written instructions on how to make the G-S-L-S sweaters, and details are being made to the novelties.

**NEW YORK—“Going Steady Letter Sweaters” are making the high school and college campuses rounds, thanks to the Paul & Paula disking of "Hey, Paula," Phillips Records reported last week.**

**Col, A Gold Mine Of Gold LP’s Awards Conniff Four Of Them**

NEW YORK—Columbia Records has passed another flock of gold disks representing RIAA-certified sales of over $1 million for album product. Latest recipient is maestro Ray Conniff, who received four such awards from the label last week (26) at a special luncheon at the 21 Club, this city.

The gold decks were awarded to Conniff by Bill Gallagher, marketing veep. Conniff was also presented with a gold plaque commemorating his sale, in 1962 alone, of over 1 million disks outside of the U.S.

The label recently presented singer Johnny Mathis with eight gold disks for similar sales achievements. Harry Schein, vice president and general manager of the label’s international dept., stated, in presenting the plaque to Conniff as the best-selling artist on the CBS label, that “Ray Conniff is the outstanding Columbia Records best-seller outside the United States, and most likely the most successful record seller of any American artist for any domestic recording company.”

David Kaprall, director of A&R, East Coast, presiding at the luncheon, introduced the artist as well as Mr. Ernie Altschuler, who produces Conniff’s recordings.

The four LP’s for which the awards were presented were: “So Much In Love,” “Concert In Rhythm,” “S Marvelous,” and “Memories Are Made Of This.”

**Name Initial Winners In Liberty Sales Contest**

HOLLYWOOD—The first set of winners in Liberty’s “Follow The Leader” sales contest, devised by label’s national sales manager Don Bohanan and open to all of the firm’s distributors and its salesmen, has been announced.

Initial winners are Ron Rossler of Wendy Distributors, Newark, Bernie Polskoff of Pan American, Miami, Bill Cohen of Concord in Cleveland and Norman Larsen, C & C. Seattle.

Next group of prizes will be awarded to salesmen achieving greatest increase over first period’s sales.

Contest will run through June with a final goal of bringing every distributor and district salesman who meets their sales quota, to Hollywood for an all expense trip.

**Cash Box—March 9, 1963**

---

**PRESTIGE HAS THE BIG DEALS!**

**GENE AMMONS**
**BAD BOSSA NOVA**
PRLP 7357
(On All Charts)

**JACK McDOUG**
**SCREAMIN’**
PRLP 7259

**WILLIS JACKSON**
**BOSSA NOVA PLUS**
(I Left My Heart In San Francisco)
PRLP 7260

**STAN GETZ**
**GETZ’ GREATEST HITS**
PRLP 7254

**GENE AMMONS**
**SOU L SUMMIT**
PRLP 7234

**THELONIUS MONK**
**WE SEE**
PRLP 7245

**available at your distributor**

**CONTACT US FOR NAME OF NEAREST DISTRIBUTOR**
**PRESTIGE RECORDS, INC.**
203 So. Washington Ave.,
Bergenfield, N.J.

---

**“SHERRY’S LIPS”**
by
**MISS BROWN**

Philly International
69 Madison
Memphis, Tenn.
The page contains articles about various topics, including music, businesses, and people. It includes a section on Motown Execs To Europe For Distrib & Exploitation Deals, discussing the expansion of the MotownRecords Corporation into Europe. The text also mentions a publication called "The Natural Soul" and a chart of new additions to Top 100. There are references to various artists and their records, such as "Hey, Little Boy" by Shirley and Lee and "The Golden Rule" by Woolf Leaves Long-Hair Sales Post At Mercury. The page also includes a section titled "NEW ADDITIONS to TOP 100" with various artists and their songs. Additionally, there is a mention of Blue Note records, including "What Are Boys Made Of," "Blue Bossa," and "New Blue Going Shu Nova," as well as a reference to "Herbie Hancock WATERMELON MAN."
MORE PAGES OF ADVERTISING APPEAR IN Cash Box THAN ANY OTHER MUSIC TRADE PUBLICATION

CASH BOX IS #1 IN PAGE ADVERTISING IN THE RECORDED MUSIC, JUKE BOX AND AMUSEMENT GAME FIELDS IN THE WORLD.

1962 TOTAL:

CASH BOX....1751 pages*
BILLBOARD ... 1583 pages**

*In preparing this survey those pages which were promotional “deals” designed for the large space advertiser were not counted.

**In the endeavor to be as impartial as possible this survey credits all of Billboard’s small books as full pages when in reality they are ½ price of the regular edition.

FOR THE BEST ADVERTISING BUY . . .
BUY CASH BOX
The #1 Record weekly in every important market in the world.
NASHVILLE—Columbia Records has re-signed George Morgan to an exclusive recording contract. One of the leading country artists in the nation, Morgan has been associated with the label since 1948. His hits include "Candy Kisses," "Rainbow In My Heart" and "Please Don't Let Me Love You." Shown (left to right) in the above pic are Don Law, Columbia A & R man, and the charter.

"I Found Someone"  
The Crusaders  
#472

JIM BOYD  
"DON'T ASK FOR MUCH"  
B/W  
"VICKI, THIS IS SUSIE"  
TIR 1502

530 N. Michigan  
Chicago, Ill.

DOOTO

369 R. Michalek  
Chicago, Ill.

Congress Cavern  
HAYLEY MILLS  
take YOU IN

BY 3313

Breaking In All Markets!

DON'T 
BE 
CRUEL

Barbara Lynn  
Jodie Lynn  
1244

Jamie & Gaydon DISTRIBUTING COMP.  

Columbia Re-Index Morgan

NARAS Panalists Discuss  
Recording Techniques At  
NYU Art Of Rec. Series

NEW YORK—The importance of a close working relationship between the record producer and the recording engineer was underscored in a seminar, presented by moderator Dick Olmsted and panelists from Dowd and Howard Scott during the fourth in a series of nine sessions comprising "The Art of Recording," which was presented for New York University in association with the New York Chapter of the National Academy of Recording Arts and Sciences (NARAS) on Tuesday (26) at the Executive Hall.

With Olmsted, who heads his own studio, offering leading questions, and with Dowd, chief engineer of Atlantic Records, and Scott, MGM records technical director, the panel did nothing less than highlight some of the differences in sounds and balances that can emerge from the same 20 bar setup depending on the style of the producer, often tossed provocative questions at Dowd. At one point he brought out a guitar and, after strumming a few notes very softly, asked Dick facetiously, how he could consider the instrument so that it could be heard clearly above a group of 45 musicians and singers.

Great emphasis was placed on the difference between what an artist thinks he sounds like and what he really sounds like. Dowd pointed out that, for musicians, this can become quite a shock, inasmuch as the man has been working from being born for years, never actually getting a chance to know what he sounds like to others until he hears himself on tape or record for the first time. "The shock of realizing the devastating," he added, "It could even cause a musician to change his style so completely that he loses everything he has worked for years to achieve.

Regarding their overall purposes, Scott pointed out that a & r men must be close as well as an artist's alter ego in the control room." Dowd noted that a good engineer must be "sensitive to the music...to the music...in order to understand what an artist is trying to do. Both stress the importance of the engineer being advised before a session of the "intent" of the producer as well as the physical requirements. Merely supporting basic instrumentation is not enough; the set-up and choice of mikes determines a great deal on exactly how these intricate voices and voices are to be employed. This is where the engineer's musical understanding again enters into the picture.

Other salient observations:

From Dowd: echo should be used to reinforce sound without being the feature of the sound. Never add too much echo on your original tape. You can always add more later, but you can't take away what you have already done.

From Scott: it is possible to enhance a performance through mike techniques, but you can't make something good out of anything that's good in the first place.

From Dowd: it is better, much better, to get your balance well set on the original tape, rather than trying to rebalance during re-recording.

From Scott: as a & r men, we try to give the public what we want, though we like to think we are educating a little bit too.

From Dowd: it's important to record everything as cleanly and unimpeached as first. You can't go back up after.

From Scott: same holds true for studio arrangements. The cleaner and more clearly defined the work is, the better it is for recording purposes.

From Dowd: (while playing a tape): the inner voices of the various classical pieces are seldom heard-in person. On record they can be clearly delineated through proper use of mikes.

From Dowd: the choice of the real sound of the r & t to his recorded sound, the longer his career is likely to last.

Both: recording devices should be used as tools and aids, not as crutches.

Mercury Gets Exclusive Services Of  
Old Orphaned Artists  
Morgan, White, Bozarmonian

CHICAGO—Irv. B. Green, president of the Mercury Records, has announced that John Madara, David White and Aron Bozarmonian, of MWB Productions, Inc., the label's A & R, composing-producing team, have been pacted to a contract as exclusive independent producers for the label. Negotiations for the signing were concluded after conferences were held in Philadelphia, between Green and the three producers, to lay the groundwork for the association.

According to Irwin H. Steinberg, executive vice president of Mercury, who announced the pactting to all department heads of the Mercury organization at a special meeting in Chicago, attended by Madara, White, Bozarmonian and Steve Mann, MWB Productions to produce music for the teenage market will provide Mercury with a "quickie" for young listeners, another step forward in Mercury's drive to utilize the talent of the industry independent producers. Steinberg further pointed out that the deal will permit the A & R team to introduce a new teenage sound on the Mercury label, and disclosed Mercury will shortly launch five new artists already brought to the label by MWB Productions.

Following the signing of contracts, Madara, White and Bozarmonian, have been engaged in a full day meeting with department heads of the firm. A meeting with Kenny S. Myers, vice president in charge of sales for the label, to discuss promotion and sales for the conferences with Lucile Press, director of contracts and licenses, Morris Diamond, national promotion manager, Eddie Mascari, managing director of licensing and copyrighting, Ovayme Black, release coordinator, Jim Ludwig, Art Director, and Eva Dolin, artist coordinator for the label.

Madara, White and Bozarmonian, have been engaged as hit-makers for the past five years. The trio composed and produced such chicks as "At The Hop"—the first and a half million selling disk; and "Rock & Roll Is Here to Stay," all with the help of Janis and Janitors. The talented composing-producing team launched MWB Producing a year ago, and followed up with a succession of hits such as "The Four Tops With Chubby Checker and Pop, Pop, Pop, Pi" with The Shermans.

Madara, White, and Bozarmonian, all in twenties, are native to Philadelphia. Until a year ago, White was a member of the Danny and The Janitors singing group, in addition to his indie producing activities.

Scheduled to be released shortly by Mercury are five platters produced by MWP, which will launch the strong, teen-oriented label and the five new Mercury artists.

While they will headquarters in Philadelphia, the Mercury A & R team will work closely with all Mercury department heads in Chicago, involving promotion and publicity of artists, and all A & R and producing activities.

Laine Inks—Rep Deal With UtM, Ltd.

NEW YORK—Vet wrangler Frankie Laine has tied-up with UTM Artists, Ltd. for representation in the field according to Eddie Greene, UTM prexy.

Plans call for new singles and albums by the Columbia Records artist, stepped-up search for new material and increased TV, nity, theatre and radio coverage.

Fact was finalized last week in the Beverly Hills office of the talent booking agency by staffer Dan Cleary.

Cash Box—March 9, 1963

EXCLUSIVE SERVICES OF  
Old Orphaned Artists

First week 4

15TH OF THE MONTH  
Hold On

LANEY

HEAVEN TAKES A TRAIN

in Red

Cash Box—March 9, 1963

TOP 50

In R&B LOCATIONS

1. I SAW THE LIGHT  
Ray Charles (RCA Victor 1812)

2. ORLANDO  
Ondra (Columbia 12961)

3. SING A SONG  
Barbara Fair (Columbia 12972)

4. THERE'S A FIRE  
The Four Tops (Columbia 12979)

5. WHAT'S THE MATTER WITH YOU  
Brother John (Columbia 12969)

6. SONGS IN THE KEY OF LOVE  
The Mamas & The Papas (Columbia 12987)

7. ON THE STREET WHERE YOU LIVE  
Golda/Cleary (Columbia 12990)

8. DADDY  
Norma Jean (Columbia 12989)

9. DON'T SCREAM  
The Spirit (Columbia 12988)
Getting Music Into Home Is Theme Of NAMM Meet

CHICAGO—"Move More Music from Store to Home" is the theme of this year's Music Industry Trade Show & Convention of the National Association of Music Merchants (NAMM), set for July 21-25 in Chicago's Palmer House.

Aggressive sales techniques and marketing ideas will be emphasized in show activities geared to help music merchants in their own businesses in the months following the show, pointed out William R. Gard, executive secretary of NAMM.

Displays and activities of exhibitors will also be keyed to the "Move More Music" theme.

"Indications are that 1963 can be the biggest year yet for the still-blooming music business—but just how big it becomes will depend in large part on the aggressive salesmanship and enterprise merchandising of the nation's music merchants," said Gard.

The 1963 show is expected to see the biggest display of musical instruments and related mechanical merchandise ever assembled under one roof, with the nation's leading manufacturers and suppliers displaying their products. Last year 86 per cent of the nation's music merchants attended.

Gard noted that the music business had been growing at the steady rate of 5 per cent a year, and last year retail sales reached a total of $3 billion, about $600 million. He predicted that 1963 would be another record year—bringing "untold additional benefits to aggressive music merchants who are able to take full advantage of the vast opportunities in music today."

"In no field is aggressive salesmanship more important than in the music business," the NAMM executive secretary continued. "The typical music merchant is an independent businessman—and that means the growth possibilities of his independent business are directly tied to such factors as salesmanship and marketing.

"The Music Industry Trade Show and Convention will give such independent businessmen a unique opportunity to study new marketing and merchandising ideas which might not be made available to each of them individually, as well as to gain greater insights into sales techniques."

Strum Back At GAC

NEW YORK—Jess Strum has rejoined the General Artists Corporation, Los Angeles, Calif., with the GAC label as head of its Wildcat subsidiary in Washington, D.C. Strum will join the firm with his signature, his work in attracting, packages, units and tours. Strum formerly managed singers Janie Grant, The Angels and James Ray.

NEW YORK—U Thant, left, secretary-general of the United Nations, is pictured chatting with Irwin H. Steinberg, Mercury Records executive vice-president, and Henry Brief of the RIAA, following the official presentation of the first "All Star Festival" album to U Thant. The ceremony was held Monday at the UN, with Yul Brynner making the presentation on behalf of the United Nations High Commissioner for Refugees. Retail sales of the album in the United States will be handled through Mercury, Phillips and Smash distributors.

Mercury Issues "Ball" Track, Single

BEVERLY HILLS—Mercury Records has released the original soundtrack album of Michele LeGrand's "Love Is A Ball" score on Mar. 1 to coincide with the three-day world preview and party for the picture at the Dunes Hotel in Las Vegas.

In addition, a single recording of the title song by Billy Eckstine and Danita Jo was also released.

"Love Is A Ball" stars Glenn Ford, Hope Lange and Charles Boyer, who hosted the press party and preview in Las Vegas along with co-stars Ricardo Montalban and Telly Savalas. David Swift directed the UA release for producer Martin Poll.

U.N. Disk-Cussion

Breaking Out Like Mad!!
NORTH, WEST, SOUTH, EAST
"YOU BROKE MY HEART"
JACKIE O'NEAL
WRITE, WIRE, OR CALL ANYTIME
CAPA RECORDS
PH. 673-3941
803 R GOVT. ST., MOBILE, ALA.

Tremendous Action!
WHAT A GUY
THE RAINDROPS
JUBILEE 5444
Nationally distributed by...
JAY-GEE RECORD CO., INC.
318 W. 48th St., N.Y. 36

BUDGET MINDED RECORD MANUFACTURERS

The Largest Independent Record Pressing
Plant In The East . . .
Specializing in Budget LP And Stereo Records

Unlimited Warehousing, Packaging And Drop Shipping Including Mastering
And Label Facilities . . .

DYNAMIC LP & STEREO RECORD PRESSING CO.
900 Passaic Ave., East Newark, N.J.
(Division Of Sun Plastics)
Est. 1949
Capitol's Push On Dale LP
Adds Discount Deal

HOLLYWOOD—Adding impetus to its nationwide drive to establish Dick Dale's West Coast LP hits "Surfers' Choice," according to Capitol, Records Distributing Corp., has revealed a special, one-hit-songs program devoted entirely to the album. CEDIC is offering two free copies of "Surfers' Choice" for every 10 purchased at the regular price. The offer applies only while supplies last.

一开始供应的，在单个的，显示2455他加热的
the mono

Heed, a

the

Epic Names John Mahan
Eastern Promo Mgr.

NEW YORK—Epic Records has appointed John Mahan as east coast region promotion manager, according to an announcement from Len Levy, national sales manager. Mahan will be responsible to Sol Rabinkowitz, national promotion manager, for all promotion activities relating to Epic and its subid, Dube. Mahan will coordinate his activities with radio stations, distributors and key retailers in the east coast region.

Before joining Epic, Mahan worked for 14 years as an announcer, program director and ad sales manager for radio stations in the Philadelphia area. He is a graduate of the American Foundation of Dramatic Arts.

Mahan is the third promotion manager to have joined Epic in recent months. In Jan., Nick Albarrano was named midwest region promotion manager and in Dec., 1962, Fred Frank was named southern region promotion manager. The increase in the size of Epic's promotion staff has been necessitated by the greater sales achieved by Epic in 1963, the label said.

R&B SALES SIZZLERS!!

"I'M EVIL"
LIGHTNIN' SLIM
Excallo 2220

"I'M A KING BEE"
JIMMY ANDERSON
Excallo 2227

NEW SPIRITUALS

"MOTHER'S LOOKING FOR ME" b/w "LET'S PRAISE GOD"
EDNA GILBERT & COOK
Nashboro 760

" YOU'LL NEED THE LORD"
CHOSSEN GOSPEL SINGERS
Nashboro 761

THE ONLY WAY HOME"
b/w "A MIND TO SERVE THE LORD"
MAGGIE INGERMAN & SILER STARS
Nashboro 762

"YOU Gotta LIVe RIGHT"
b/w "JUDGEMENT DAY IS COMING"
SONS OF JEHovah
Nashboro 763

"I WOULD NOT BE A SINNER"
b/w "I'LL GO WITH THE WIND"
DIXIES MIGHTY MIAGNALES
Nashboro 764

Nashboro Record Company
177 3rd Ave., N., Nashville, Tenn.

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

Chancellor

Cutting "Victory"

NEW YORK—Angel LPs is releasing seven new albums this month, and has lined up a sales program offering its instrumental catalog to dealers on a get-it-free-for-your-customer basis.

Angel ads in High Fidelity, Hi Fi/Reproduction, and Cue will run the program with the theme, "Angel String Stereo Bonus."

An order of the concert arias by Franco Corelli, a leading tenor of the current Metropolitain Opera production, and the first outside-Russia recording of the Moscow Chamber Orchestra, will be featured in the label's Polyphon release.

Corelli, accompanied with orchestra conducted by Franco Faccinatis, sings 11 selections, including three from his triumphs of the present season: "Andria," "Arianna," and "Vesuvio-vre.

The Moscow Chamber Orchestra, whose British appearances last summer were its first outside the Soviet Union, plays Prokofiev's "Visiones Fugitives," the first performance of Russian artist Vladimir Ashkenazy on the original piano score.

The Bath Festival Chamber Orchestra joined the Moscow ensemble for the second selection of the new LP, which features Polish String Orchestra. Both orchestras are under the baton of Rudolph Barshansky.

In the March "Great Recordings of the Century" selection, Frida Leider, one of the great Weill interpreters of the past, sings operatic scenes from Threepenny, Der Jasna Gora, and Wagner. A highlight is her teaming with Lauritz Melchior in excerpts from Wagner's "Tristan and Isolde.

Bringing to six the number of symphonic Chopin, an Angel LP by Polish piano virtuoso Witold Malcuzynski is a new collection of 15 Mazurkas by Chopin.

Leading choral organizations of both America and Britain are also represented on the new release. The Roger Wagner Chorale sings a program combining Vivallia's "Gloria" and Flor Peet's "Entrata Festa," with the acclaimed New York Orchestral Chorale conducted by Roger Wagner. The Leeds Philharmonic Choir, conducted by Herbert Howells, performs on the central British work of America and Britain, Stainer's "The Crucifixion." Soloists are tenor Alexander Young, bass Donald Boll, and soprano Elizabeth Church.

The Choir of St. Hedwig's Cathedral in Berlin joins The Berlin Symphony Orchestra conducted by Karl Praschak, and performs on Beethoven's "Mass No. 3 In F Minor." First-rank soloists include Pilar Lorengar, soprano; Christa Ludwig, alto; Josef Traxel, tenor; and Walter Berry, bass.

New Angel LP's Deal On Ork Product

HOLLYWOOD—The Reprise label's jazz roster build-up continues with the issuing The Chico Hamilton Quartet to the disklarry.

The quartet has already cut its first Reprise LP, "A Different Journey," which is due for release this month. Hamilton played with the bands of Duke Ellington, Count Basie and Lionel Hampton and helped form the orchestra at Malvesso in France, and has accompanied such singers as Lena Horne, Sammy Davis and Billy Eckstine.

The pianist has also written folk music, including themes for "Sweet Smell of Success" and "Litho," a documentary featured in the reprise.

Disklarry, whose other artists are Fred Katz; cello; Buddy Collette, flute and sax; Jimmy Hall, guitar; and Carson Smith, bass.
**Epic Boys Sampler LP**

By Szell & Cleveland Orch

NEW YORK—Epic Records has just marketed "Showpieces for The Virtuoso Orchestra," a sampler album featuring six well-known classical works performed by The Cleveland Orchestra, George Szell, Conductor. The suggested list price is $7.98 for both mono and stereo versions.

The first sampler album to feature The Cleveland Orchestra, the new release comes at a time when the Orchestra and its conductor are enjoying major national publicity, Szell was the subject of a cover story in Time magazine on February 22nd, and Newweek magazine reported extensively on the Orchestra in its Jan. 28 issue.

Epic has released the sampler as part of its observance of Szell's 50th anniversary as a conductor. The album contains excerpts from the following works: Capriccio Italian by Tchaikovsky; "The Hebrews" Overture by Delius; "March of King Kastchei" from "The Fire Bird" by Stravinsky; Don Juan by Richard Strauss; "Love-Death" from "Tristan and Isolde" by Wagner; and "Allegro Barbaro" by Vivaldi.

Earlier this year, the label announced that every recording released in 1965, which features Szell, will display a special diamond-embossed inlay. In addition, a special brochures box has been made available to dealers for use with the sampler album. Designed to carry ten albums, the box includes a 12-page insert with the following copy: "Limited Time Only. A Sound Value From The Dynamic Cleveland Orchestra, George Szell, Conductor.

The Epic Orchestra is currently on its eastern tour and has just completed its annual series of three Monday night concerts at Carnegie Hall in New York. Last week (28), Szell made the first in a series of 16 appearances at Lincoln Center as guest conductor with the New York Philharmonic.

**Ohke Expands "Hambone" To National Market**

NEW YORK—The Ohke label is making its "Hambone" single available throughout the country. Deck was originally released only in the New York and Newark areas only, due to its appearance on a popular New York kiddie TV show featuring Sandy Becker, who is heard on the radio as Sandy and the Sanders ork, Len Levy, Epic-Ole label head, said that the label believed that the deck had appeal for all of today's disk market.

**Decca Issues Single Of Burnett's "Nobody"**

NEW YORK—Carroll Burnett sang "Nobody" on her TV special on Sunday March 2, and the label has called up her version of the oldie from her LP, "Carol Burnett Remembers How They Stopped the Show."

**Music City Session**

**Capital's New Jazz Series Gets Howard Roberts**

HOLLYWOOD—Howard Roberts, one of the top jazz guitarists on the West Coast, has been signed to an exclusive recording contract with Capitol Records, new "Dimensions in Jazz" series, it was announced last week by Dave Cavanaugh, the label's director of album repertoire and creator of the "Dimensions" series.

Roberts first starring album for Capitol, titled "Color Him Funky," is set for release in April. The sessions, featuring Roberts backed by his own trio, Joe Brown (bass) and the supervision of Curly Walker and arranger-conductor Jack Marshall.

Roberts has appeared with his own group and as featured sideman with Buddy De Franco, Shorty Rogers, Pete and Conte Candoli, Lennie Niehaus, Buddy Collette, Paul Horn and Bud Shank.

He is the fifth new artist to be signed by Capitol for its "Dimensions" series, which will be marketed under a separate trade-mark and label. Announced previously were singer-pianist Jimmie Rowles, singer-trumpeter man Jack Sheldon, guitarist John Gray, and organist Joe Bucci. First "Dimensions" packages by Bucci and Rowles were released this month. Cavanaugh is expected to announce further jazz acquisitions next week.

**NARAS Members Start Vote For Grammy Winners**

NEW YORK—Members of NARAS, the disk awards society, are now receiving their first ballots and list of discs eligible for this year's Grammy awards. Winners in the 39 different categories will be announced at the 14th annual gala and dinner held by the Academy's three chapters in New York, Los Angeles, and Chicago on Wednesday, May 15. Deadline dates for the return of the ballots to the accounting firm of Hacknin & Sells is Mar. 9. Immediately after these have been tabulated, another set of ballots, listing the leaders in each of the categories, will be mailed to all voting members of the Academy. Final winners will be announced from the second round of balloting.

**Out Of Semi-Retirement, Evans In On Hit Decks**

NEW YORK — Arranger-conductor Marion Evans, back on the music scene after a two year hiatus, is becoming a hot property.

Evans went into semi-retirement to devote himself to other interests, but within the last six months has written the arrangements for some of the best-selling records today. These include Sam Spacek's "Ole Little Girl," which became the number one record in the country and has sold close to a million copies. He also arranged for Lavern's "Music Man's" hit album, "The Winners," as well as Eddie Gorn's "Blame It On The Bossa Nova" single and album.

Evans was signed to a personal management contract with GLG Production by Ken Greengrass, who manages Lawrence and Gorn. Greengrass reports that he has received a number of offers from leading labels which are interested in signing Evans to record under his own name and to write for other talents.

Before going into retirement, Evans arranged the Four Coins' hit singles, "Shangri-La" and "The Warsaw Concerto."

**Stariday Offers Mar. Deal On Bluegrass Albums**

MEMPHIS—Stariday Records is spotlighting its Bluegrass 5-string banjo albums in a Mar. sales plan. Under the deal, dealers will get two free Bluegrass albums for each 10 ordered from Stariday during the month.

Included are a Bluegrass sampler retailing at $1.98, a double pocket 5-string banjo "Jamboree Spectacular" album that carries a $5.98 list and a Bluegrass Hall of Fame album, listing at $5.98. New products include "My old Mountain Man," "The Lonesome Pine Fiddlers," "Fire on the Strings," 16 artists, "Might Close to Heaven" by Carl Story and "More Bluegrass by The Lonesome Pine Fiddlers."

Special sales order blanks for dealers are being furnished along with point-of-sale display material.

The Bluegrass sound has been getting lots of attention from folk buffs on both the campus and concert hall levels, and Stariday can serve its new market with 36 Bluegrass albums.
Twist Lesson

Coniff Sets 5th "Stereo" Concert Tour

HOLLYWOOD — Orchestra leader-ar-
ranger Ray Coniff, fresh from an 11
city prime tour for Columbia Records,
has scheduled 12 cities for the fifth
annual edition of his "Concert In
Stereo Tour.

The maestro, whose catalog of 16
best-selling albums has earned him a
loyal following among stereo sound
fans, features an 18-piece orchestra and
mixed chorus of eight voices
which are presented over a specially-
designed sound system. Coniff's
newest Columbia LP is "The Happy
Boy" and presents the kind of music
which is emphasized in each concert.

Each concert features the familiar
brass-voice choral sound which has be-
come the Coniff recording trademark.
The specially-constructed sound sys-
tem enables the concert audience to
hear the presentation in the same set-
ing as they normally hear it in their
own homes. Via loud speakers, the
are hung over the performers in front
of the stage and that is where the
main source of sound comes from,
rather than from the orchestra and
chorus itself.

This fifth annual tour will take
Coniff and his ensemble to Cali-
ifornia, Washington, Oregon, and
Canada. The first concert is scheduled
for May 4 at the Esquire Audi-
torium, Sacramento, Calif. The other
dates are as follows:

March 15, War Memorial Opera
House, San Francisco; March 16,
Civic Auditorium, San Jose; March
17, Berkeley H.S. Community Theater,
Berkeley; March 20, Temple Theater,
Tacoma, Washington; March 21,
Queen Elizabeth Theater, Vancouver,
British Columbia; March 22, The Au-
ditorium, Portland, Oregon; March 23,
The Opera House, Seattle, Wash-
ington; March 25, Washington St.
University, Pullman, Washington;
March 29, Shrine Auditorium, Los
Angeles; May 4, Los Angeles St. Col-
lege.

Coniff just returned from Paris
where he has been honored great at
the CBS International Convention.

Coniff received two gold awards
for being the most popular non-Span-
ish Orchestra in Spain for the years
1951 and 1952.

Select Bows Discount
On "Keeshka" Album

NEW YORK — Select Records, a sub-
division of Liberty label, has announced
15% discount on the Matty Bros. LP,
"Who Stole The Keeshka?," named after the group's current singles click.

Savoy's 3 Sacred Singles
Give Label Biggest Initial Orders Yet

NEW YORK — Three spiritual artists on the Savoy label have new albums
whose total orders amount to the big-
 gest initial order response in the label's history.

Word of this comes from the label's
Fredie Mendenhall, who has just re-
turned from a road trek. The artists
are James Cleveland, The Gospel Har-
nomettes and The Caravans.

Gettin' the News

Melodies By Bernstein

At H'wood Concert

HOLLYWOOD — Leonard Bernstein
will be honored with an evening de-
voted exclusively to his music this
Sat. (9) at the Los Angeles Philhar-
monic Auditorium.

Presented by S. Hurok, the program
is titled "A Leonard Bernstein Gala" and
will feature the Columbia Records
maestro's music for the opera, ballet
and Broadway. A large orchestra with
accompanying singers and dancers
will perform musical highlights of
Bernstein's career.

"Trouble In Tahiti," Bernstein's one-
act opera about love in the American
suburbs, will be the first feature, fol-
lowed by the "West Side Story" ballet
"Fancy Free" being per-
formed by the American Ballet Thea-
tre.

The third act will spotlight Bern-
stein's Broadway achievements: "West
Side Story," "On The Town," "Won-
derful Town" and "Candide."

Leonard Bernstein has been record-
ing for Columbia since 1956 and has
been the major conductor of the famed
New York Philharmonic Orchestra
since 1958. He is the first American-
born and schooled conductor of this
renowned orchestra.

Palm Springs — Buddy Greco,
whose latest album on Epic is "Soft
And Gentle," and Mrs. Greco recently
helped Arnold Palmer relax during a
golf tournament in Palm Springs by
teaching the famous golfer the twist.

Capitol Names
Import Sales Mgr.

HOLLYWOOD — Robert H. Reid has
been appointed import sales manager
of the international division of Cap-
itol Records, it was announced last
week by Gordon R. Frazer, director of
the division.

Reid, who will be headquartered in
Capitol's New York office, was for-
merly buyer at Sam Goody's and Rec-
ord and Tape Sales, both in New York.

A classical reviewer, he has authored
notes for various imported albums. He
has been associated with the im-
port record field for 22 years.

Scaife Exits
Phillips Setup
In Nashville

NASHVILLE — Cecil Scaife has left
the Sam Phillips organization as vice
in charge of Phillips' disk studio in
Nashville and two BMI publishers, Hilo and Knox; Scaife told Cash Box that
he planned to start his own publish-
ing and low-priced disk operations,
both of which are still in the blue-
print stages. He was associated with
Phillips since 1958, having taken over
the studio/publisher post after a stint
as sales manager for the Phillips and
Sun labels.

Ernie Altschuler To Marry

NEW YORK — Ernie Altschuler, Co-
lumbia Records' A&R man, marries
Sydell Streiner this Fri. (8). Ceremony
will be performed in New York in the
chambers of New York Supreme Court
Judge Fred Reisch.

Labels On Heels
Of U.S. Walkathon
N.Y. Music Men Set Hike

NEW YORK — The idea was a natural
for dike coverage.

President Kennedy would like to
see all who can take a walkathon for
physical fitness, and the music indus-
try has been quick to take advantage
of the heavy publicity on what has
practically turned into a national fad.

Some of the initial decks on the
subject includes "I'm Walking for JFK"
by Henry Lumpkin, issued on the
Comeo—Parkway affiliate, Pageant
Records; "The Kennedy Walk" for
Mervyn LeRoy, issued by Stan Ross
on the Del-Fi label; and, due for release shortly, "The Kennedy Walk" on
the Spiral label.

In the distance, Veelay Records is
sponsoring a music men's bike this
Sunday (10) from the tip of Manhattan, at South Ferry, to Van
Cortlandt Park in the Bronx, a 14 mile
journey. According to Veelay pro-
men Fred Perri, all in the trade
are invited to make the walkathon.

Gettin' the News

Melodies By Bernstein

At H'wood Concert

HOLLYWOOD — Leonard Bernstein
will be honored with an evening de-
voted exclusively to his music this
Sat. (9) at the Los Angeles Philhar-
monic Auditorium.

Presented by S. Hurok, the program
is titled "A Leonard Bernstein Gala" and
will feature the Columbia Records
maestro's music for the opera, ballet
and Broadway. A large orchestra with
accompanying singers and dancers
will perform musical highlights of
Bernstein's career.

"Trouble In Tahiti," Bernstein's one-
act opera about love in the American
suburbs, will be the first feature, fol-
lowed by the "West Side Story" ballet
"Fancy Free" being per-
formed by the American Ballet Thea-
tre.

The third act will spotlight Bern-
stein's Broadway achievements: "West
Side Story," "On The Town," "Won-
derful Town" and "Candide."

Leonard Bernstein has been record-
ing for Columbia since 1956 and has
been the major conductor of the famed
New York Philharmonic Orchestra
since 1958. He is the first American-
born and schooled conductor of this
renowned orchestra.

Palm Springs — Buddy Greco,
whose latest album on Epic is "Soft
And Gentle," and Mrs. Greco recently
helped Arnold Palmer relax during a
golf tournament in Palm Springs by
teaching the famous golfer the twist.

Capitol Names
Import Sales Mgr.

HOLLYWOOD — Robert H. Reid has
been appointed import sales manager
of the international division of Cap-
itol Records, it was announced last
week by Gordon R. Frazer, director of
the division.

Reid, who will be headquartered in
Capitol's New York office, was for-
merly buyer at Sam Goody's and Rec-
ord and Tape Sales, both in New York.

A classical reviewer, he has authored
notes for various imported albums. He
has been associated with the im-
port record field for 22 years.

Scaife Exits
Phillips Setup
In Nashville

NASHVILLE — Cecil Scaife has left
the Sam Phillips organization as vice
in charge of Phillips' disk studio in
Nashville and two BMI publishers, Hilo and Knox; Scaife told Cash Box that
he planned to start his own publish-
ing and low-priced disk operations,
both of which are still in the blue-
print stages. He was associated with
Phillips since 1958, having taken over
the studio/publisher post after a stint
as sales manager for the Phillips and
Sun labels.

Ernie Altschuler To Marry

NEW YORK — Ernie Altschuler, Co-
lumbia Records' A&R man, marries
Sydell Streiner this Fri. (8). Ceremony
will be performed in New York in the
chambers of New York Supreme Court
Judge Fred Reisch.

Labels On Heels
Of U.S. Walkathon
N.Y. Music Men Set Hike

NEW YORK — The idea was a natural
for dike coverage.

President Kennedy would like to
see all who can take a walkathon for
physical fitness, and the music indus-
try has been quick to take advantage
of the heavy publicity on what has
practically turned into a national fad.

Some of the initial decks on the
subject includes "I'm Walking for JFK"
by Henry Lumpkin, issued on the
Comeo—Parkway affiliate, Pageant
Records; "The Kennedy Walk" for
Mervyn LeRoy, issued by Stan Ross
on the Del-Fi label; and, due for release shortly, "The Kennedy Walk" on
the Spiral label.

In the distance, Veelay Records is
sponsoring a music men's bike this
Sunday (10) from the tip of Manhattan, at South Ferry, to Van
Cortlandt Park in the Bronx, a 14 mile
journey. According to Veelay pro-
men Fred Perri, all in the trade
are invited to make the walkathon.
Lasker Upped To Exec Veep At Del-Fi

HOLLYWOOD — Jay Lasker, who joined Del-Fi Records Inc. as a national sales chief a month ago, has been elevated to executive vice-president of the Hollywood-based waxery, according to President Bob Keene. Lasker, one of the几名 key figures in the recording industry, previously served in executive posts for Decca and Capitol. Before joining Del-Fi, where he will formulate product ideas as well as administrate promotion, he was president of Reprise Records Inc.

Lasker assumes new spot as Del-Fi hits the trade show circuit, with seven albums hitting national distributors simultaneously. February package includes the company’s fourth-year history, Single Ross “Sly” Stone’s “Copy Car” and Pajama Party,” “Boat of the Oldies,” Surf Rider,” Johnny Crawford’s Greatest Hits, and two memorial albums for Ritchie Valens.

Solid response to the Ross LP prompted a rush singles release by Ross, and for that matter, a rush creation of a joinable title. Song is Ross’ own “The Fifty Mile Hike,” backed with President Keene’s Kennedy-inspired hit fade. Lyrics were set to the LP melodies of “Yellow Roses in Texas” and “The River Kwai March.”

Moodies Series Salutes Top American Cleffers

BERGENFIELD, N.J. — An “American Composers Series” is a new offering by the Moodies Records label, an affiliate of the Prestige label.

For the Moodies Series’ “Miles Davis & John Coltrane Play Richard Rodgers,” the tracks of which were taken from previous sessions, Barry and Jerry, the Moodies affiliate of the Prestige label.

Future sets, featuring tunes by Cole Porter, George Gershwin, Rodgers and Jerome Kern, have been placed by the label’s past packages as Lucky Thompson, his first album since he left France; Europe. Artists involved in the other three sets are: The Modern Jazz Quartet, Sonny Rollins, Red Garland, Eddie Davis, Stan Getz, Coleman Hawkins, John Lewis, Joe Pass, Kai Winding, T. I. Johnson, Shirley Scott, Bill Evans, Lon Winfield, Bob Taylor and Walt Dickerson.


Decca Issues 6 More “Golden Favorites” LP’s

NEW YORK — Decca Records is adding six LP’s to its “Golden Favorites” series, a line that features the first top-selling hits or a collection of all-time standards. The albums include “Lionel Hampton, “Russ Morgan, “The Original” Jack Spatz & Jan Garber ‘s Goldene Waltzes from the Blue Room,” “Golden Hollywood Themes,” sound track records including “Pilgrims,” “Around the World and “Tampy,” “Golden Popular Songs of Italy,” Teni Araki.

To support the new albums, dealers are being offered a special incentive program on the entire “Golden Favorites” catalog. Decca is also supplying dealers with specially prepared mobile displays for in-store use, and Decca salesmen will have a complete little book displaying all 34 covers in the series.

Columbia Releases Masterworks Sampler

NEW YORK — Columbia Records has released “The Sound of Genius,” a two LP sampler which will showcase 18 best-selling Masterworks artists. The album, including a free 16 page guide, of “The World’s Great Masterworks of the World,” will be available at a special price of $2.98 mono and $3.98 stereo.


Columbia reports that a major advertising and promotion campaign has been created to support the new Masterworks sampler. Included are window and counter displays, header cards, brochures, window streamers, as well as an extensive national consumer advertising program.

Last year, Columbia Records Masterworks department enjoyed big sales success with a 2-record album titled “The Magnificent Sound of The Philadelphia Orchestra.” The package, also specially priced, brought numerous requests from record dealers. Following are the contents of the sampler album which would showcase the Columbia Masterworks roster.

New Command Artists: Haggart, Magnanti, Fox

NEW YORK — Command Records has inked three vet attractions, instrumentalists Bob Haggart (bass), Charles Magnanti (accordion) and George Fox (vibraphone, organ).

First LP by Haggart, the famed swing-era personality (with Bob Crosby’s Band), will be “Big Noise” and be named after one of his many compositions. Enoch Light, the label’s managing director, said: “there appears to be great interest on the part of teenagers as well as adults in big band arrangements, including some which were outstandingly famous some years back.” Haggart’s album will combine new arrangements as well as recreations of some oldies. Haggart is currently the featured bass player on the Perry Como TV show.

Magnanti’s first LP, due in June, will feature the performer accompanied by his own orchestra. Fox’s debut for the label will be the first recording ever made utilizing the Philharmonic organ at Philharmonic Hall in New York’s Lincoln Center. It will be issued later this month.

Liberty Opens N. Y. Branch With Bernard Blocker As Mgr.

NEW YORK — Liberty Records last week officially announced the opening of Liberty Records Distribution Co., of New York, which follows on the heels of its first factory owned branch in Chicago.

In making the announcement, Don Boudreau, "How to Build a Library of Bernard Block as manager of the branch, located at 524 West 43rd St. Block has spent the past six years with Connat Distributors in New York, where he was sales head.

Block also named Daniel Fortunato to handle Westchester sales, Sal Utrana to service Long Island and Queens and Frank Bishano to the Brooklyn area.

As far as the new branch’s promo dept., Tommy Lipuma will direct promo activities. Lipuma was previously a Liberty promo man in Los Angeles.

Bahanon noted that Liberty would continue to utilize indie distrbs in most areas, but emphasized that “an expanding catalog and a market as large as New York requires the concentrated coverage that only a company operation could deliver.”

Liberity’s latest "The New Sound Forward," Liberty prexy Al Bennett noted that the branch “will afford us the opportunity of servicing dealers more thoroughly in the fields of promotion, merchandising and advertising,” in addition to other advantages.

The top row of the above picture are Bernard Block, newly-appointed branch manager of LRDIC of N. Y. The next row are Tommy Lipuma, Gotham promo manager of the branch. The bottom row are Bernard Lipuma, Gotham promo manager of the branch.

George Pincus Sets Extended Trek Abroad

NEW YORK — George Pincus, head of the Gil-Pincus polyploidy catalogs, leaves for Europe this week (6) for an extended visit with his Ambass-ador Music Ltd. Other catalogs, headed by his son, Lee Pincus, While in the continent, Pincus will visit his various affiliates in Germany, France and Scandinavia, where plans include acquiring foreign songs and masters from top European writers and publishers. Some of Gil-Pincus’ previous acquisitions in the way of foreign material include “Calcutta,” “I Love My Life for You” and “Popsy.”

S&S Bows In L.A.

LOS ANGELES — Al Sharen has announced that S & S Music House will open a new branch in Southern California for MGM, Verve, ABA, Chart, Cub, Deutsche Grammophon, Charlie Parker and Vesuvius. Bernie Silverman, and Al Sharen, have been appointed branch manager and promotion manager respectively.

New N-K Label; Chairman

NEW YORK — There’s a new label in the ever-expanding Nevis-Kirah- ner setup. New discayk tag is Chairman Charles Magnanti, following the initial release of which, “Let’s Go to the Movies” and “I Know, I Know, I Know” by The Cardigan Bros., will be distributed by Liberty Records. Both singles were produced by Jack Keller for N-K. Chairman joins the Dimension and Motion labels in the N-K discayk stable.
Search Is On For Definition Of “Hi-Fi”

NEW YORK—Anybody got a good definition of “high fidelity.” Well, the Federal Trade Commission, among other groups and individuals, is looking for a proper explanation of what is new a whole word.

The FTC’s view is that a standard definition of the word “hi-fi” is needed to protect consumers from phonos that are labeled hi-fi, but are nothing of the sort when it comes to playing records through their systems. Without a standard definition, manufacturers who misuse the label would be subject to FTC action through its Fair Trade Practices Program.

Therefore, the FTC has invited the submission of candidates for an accepted definition of hi-fi. Already in FTC hands is a proposal from the Electronics Industries Association (EIA), which represents manufacturers of electronic home entertainment units.

The EIA’s definition carries two specifications: “All notes from 100 cycles per second up to 8000 cycles must be reproduced; the tones of the lowest range may be 3 decibels (db) weaker than the middle tones, and those at the top 6db weaker; power must be at least 5 watts for power output of packaged audio equipment for home use, and this can be split between the two channels in a stereo machine.”

The matter of what constitutes hi-fi will be up for discussion at this week’s (8) board meeting of the Magnetic Recording Industry Association (MRIA) at the Dunes Hotel in Las Vegas. The 14-man board, including Bill Gallagher, Columbia Records’ marketing vp who is also president of MRIA, will discuss, among other things, a “total industry definition of the term high fidelity.”

C-P Extends LP Deal

NEW YORK—Cameo-Parkway Records has extended, to Mar. 31, its album deal whereby all LPs are available to dealers at a 12½% discount. In addition, there’s 30-60-90 day delayed selling on 5 new records only. The series was originally set to expire Feb. 28.

Motown Steps-Up LP Activities

DETROIT—Motown Records has accelerated its producing activities in the album field with several new releases on its Motown, Tamla and Workshop Jazz labels, according to Berry Gordy, Jr., president.

In connection with the stepped-up LP production, Phil Jones, album sales chief, and A1 Klein, southwestern district sales manager, are off on a month-long visit to distributors in Seattle, San Francisco—where they’ll also attend a Meet and Sell event in San Francisco—Los Angeles, Phoenix, El Paso, Dallas, Houston, New Orleans and Atlanta. Jones also plans to visit distributors in other areas around the country, following his return to Detroit.

New Pop LP on the Motown label is “Two Lovers” by Mary Wells, released as a follow-up to the singer’s smash hit single of the same name, and which is included in the album. Also in the album is the artist’s new single, “Laughing Boy,” also a big single.

Also on the pop field is “That Stubborn Kinda’ Fellow” by Marvin Gaye, featuring his click single “Hitch Hike,” nine-week resident of the charts.

Motown is placing heavier emphasis on its jazz output, with these new albums on the company’s Workshop Jazz label: “Earl Washington All Star Jazz,” “Introduction Paula Greer,” “The Johnny Griffin Trio: Jazz,” featuring Chicago clarinetist, bassist Vance Matlock and drummer Ben Appling; “Boss: Bossa Nova,” a blending of bossa and Bossa Nutts, with Bohanon on the trombone, Kirk Lightsey at piano, Joe Mesi- sina on guitar, and Cecil McBee playing bass.

Lengsfelder To Europe For Request Rep Facts

NEW YORK—H. J. Lengsfelder, head of Request Records, has left on a short trip to Europe to conclude some important license agreements for the release of the label’s international catalog abroad. Because of Lengsfelder’s departure, the label and its affiliate, Family Records, will not be represented at this week’s rack-jobber meet in San Francisco.

Funny Place

NEWARK—The Park Record store here recently helped promote Cameo’s “Best Of Washington Humor” LP with this eye-catching window display in the above pic.

King Celebrates 20th Ann. With Big Country Music Sale

NEW YORK—King Records is celebrating its 20th anniversary, and, in commoration of the event, the label has bowed a “Special Country & Western Jamboree Sale.”

During March, King is offering to dealers a variety of records, stamps, chain stores, etc., the label’s entire catalog of 126 C&W LP’s, which include 87 on King and 37 on Audio Label, the label’s low-priced line. Buyers have the option of one free with each three LP’s purchased.

Handelman Distrib Firm Gets MGM Line In Detroit

NEW YORK—Border City Sales Co. of Detroit, an affiliate of Handelman Co., the large rack-jobber, has taken over the distribution of the MGM Records line in the Detroit area, Cash Box has learned. Border City, it was noted, has not been active of late, and was given the exclusive rights to handle MGM (five-stripe handles just MGM, not on any of its affiliate labels). It was further learned that Border City anticipates the acquisition of other labels.

Ambassador Moves Into Stereo Tape Field

NEW YORK—Ambassador Records, the low-priced diskery, has entered the magnetic tape record field with the release of 15 instrumental stereo tapes (4 tracks at 7 1/2 ips) retailing at $3.98. Future releases will include vocals, novelties, etc.

Lookout For Silverstein, Atlantic, Cosmat Note

NEW YORK—Atlantic Records and its New York district, Cosmat, are preparing to mark Valliant Records “Indie Folk Songs” by Shel Silverstein as contender for Allan Sherman-like sales (see earlier story in this same issue). Also dealers off the NARM conventions—Jiffy Jett, Lannie Swanee, Harry Chad, Paula Moore, Swanee Swan, Gayle Lightsey, withLocal West, and cell-McBee playing (dis-

Liberty’s March Sales Drive

(Continued from page 6)

discount will be taken off the face of the invoice on the dealer’s entire order of the new releases and Original Hits or Premier Series back catalog. A 100% exchange privilege will pre-

val through the duration of the pro-

gram with merchandise exchangeable any time. As well, dealers of the 9000 Club, which have attended the special “Inside Folk Songs” by Shel Silver-

stein as contender for Allan Sherman-like sales (see earlier story in this same issue). Also dealers off the NARM conventions—Jiffy Jett, Lannie Swanee, Harry Chad, Paula Moore, Swanee Swan, Gayle Lightsey, with

 lib exchangeable any time. As well, dealers of the 9000 Club, which have attended the special “Inside Folk Songs” by Shel Silver-

stein as contender for Allan Sherman-like sales (see earlier story in this same issue). Also dealers off the NARM conventions—Jiffy Jett, Lannie Swanee, Harry Chad, Paula Moore, Swanee Swan, Gayle Lightsey, with

 Annual 1960 income guaranty-return-for-credit will apply on Premier Series product to those dealers who qualify in association with the terms of the special merchandiser. Dealers may consult their distrb for further information.

Discount will not be allowed on the All-Time Hit singles in quantities of less than 20 nor are they exchange-

able. Payments are skedded for 1/2 June 10, 1/2 July 10, 1963.

One Stops Hold Meeting In Chi

(Continued from page 6)

both offices.

Blundored listed four areas in which both groups could work together to achieve a common goal of improving the music operators. They were: 1. extra credit card plan and sales promotion; 2. notification by one-stop’s of good and bad record buying habits on the operators; 3. sharing of information going to all operators concurrently; and 4. an exchange and mutual distribution system, which would allow groups to work together to help each other.

Representatives of manufacturers were: Harry Chipetz, Cameo-Parkway; Bob Stayer, Medora (CA); Ray Lawrence, Colpix; Bob Feud, Liberty; Jack Lasher, Checker (WI); Wy Warner, London; Bad Katzel, Roulette.

The convention was made for the annual convention to be held during the summer.

Cash Box—March 9, 1963
in 60-second, full-color commercials on NBC-TV, CBS-TV, and ABC-TV. Under the tag line "The Wonderful World of Color," it will be "in the face of the audience" on the evening of March 29. This exposure will enable us to tell the Dynagroove story to over 90 million people around the country.

Victor's massive joint promotion with NBC-TV, CBS-TV, ABC-TV, (in Buick's history) is built around a special record which contains one complete Dynagroove-ed record of Dynagroove recordings. Buick is offering a complete set of the three Dynagroove albums, its 5,500 showrooms around the country, and will support it with a special advertising campaign which includes 11 full-page, quarter-page, and 3/4-page ads in such magazines as Ebony, Esquire, and the March 15, 19, and 20, Time magazine—March 15, 19, 20.

This campaign—April issue. The Buick Spring drive will be launched in New York during the first two weeks of the campaign. All advertising will begin. March 25 will be national.

In addition, a comprehensive local promotion will begin on March 15, utilizing 1,000-line ads. Subsequently, all Buick dealers will run special Dynagroove ads for further use.

These trade advertisements will be similar to its consumer ads, but will include point-of-sale information about theDynagroove system, including an interest to record distributors and dealers.

The Victor point-of-sale material to the dealers contains a major window display of the Victrola with a Dynagroove LP. There is a large poster that flows over and down, thereby giving the dealer the choice of one or the other. One side tells the Dynagroove "new sound" story, the other shows all ten albums in the March release.

Victor is also furnishing its dealers with a new sales aid in the form of LPs that can be used in a point-of-sale manner. Includes a sticker with the Dynagroove sales message dramatized with a phonograph record. This new point-of-sale aid helps the dealers maintain a constant pressure on customers announcing the release.

The distillery is making available Dynagroove ad mats for local dealers in the form of 3,250 square inches of advertising space, which is printed on 30" by 30" blow-ups of the album, and further four-color post-cards featuring the ad. These can be used by dealers in announcing the release.

This ad material is made available Dynagroove ad mats for local dealers in the form of 3,250 square inches of advertising space, which constitutes a cooperative promotion of the record. The ad mats are to be used by dealers in announcing the release.

It also includes a special 30-second TV commercial which explains the Dynagroove system and its new advances in sound.

Buick will be serving point-of-sale Dynagroove LP materials in all of its 3,250 showrooms, which include two-color postcards and a 30" by 30" blow-up of the album, and further four-color post-cards featuring the ad. These can be used by dealers in announcing the release.

The distillery is making available Dynagroove ad mats for local dealers in the form of 3,250 square inches of advertising space, which includes a sticker with the Dynagroove sales message on the album. This new point-of-sale aid helps maintain a constant pressure on customers announcing the release.

The distillery is making available Dynagroove ad mats for local dealers in the form of 3,250 square inches of advertising space, which includes a sticker with the Dynagroove sales message on the album. This new point-of-sale aid helps maintain a constant pressure on customers announcing the release.
Favoriet in Holland is Amerikaanse Muziek
(American music is tops in Holland)

Et ça va aussi pour la Belgique!
(And that goes for Belgium too!)

Yes, the low countries are certainly high on American music.
Belgium, Holland and Luxembourg, which make up the Benelux group of territories, are one of the most densely populated areas of Europe. As the level of prosperity is high, they form an important record market.

We know, we have been selling records there for many years.

The E.M.I. company in Belgium is S.A. Gramophone N.V., Brussels, and in Holland, E.M.I. work through N.V. Verkook Maatschappij Bovema, of Heemstede, Bovema’s up-to-date recording studio is pictured below, and their factory is busy turning out records for the ever increasing demand throughout the Benelux area. Many of them are American recordings.

So goes the pattern of E.M.I.’s record business all over the world. That is why E.M.I. records are being pressed today in 40 different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.
The first recordings of this label will be released during March. On the other hand, Festival will represent the CGD catalog in France. Exchange of artists between Festival and CGD for personal TV appearances in Italy and France are forecast.

Mr. Sugar, Messaggerie Musicali and CGD's owner, has purchased 50% share of C. A. Rossi's record firm, Juke Box. As a result of this, CGD has gained its proper distribution of Juke Box catalog abroad. All concerns of exploitation of Juke Box recordings in foreign countries, as well as all other rights, have been transferred to CGD. Juke Box c/o Compagnia Generale del Disco, Galleria del Corso 4, Milano. Among the most popular Juke Box artists are Luciano Tajoli and Jenny Luna.

A new contest has been held in Varese where the Festival of "Turlanacecc O'Vo". Many popular artists have taken part in this contest, but the only song that has been awarded is "Un Sandra a Cielo Largo", written and composed by Tony Dallara, (absent from the San Remo stage), and penned by himself along with Leoni. This composition is published by Messaggerie Musicali, Milan. It is noteworthy that the song has been refused by the selection committee of San Remo.

A Rossi of Ariston Publishing Group declared that two of the songs published in his group's catalog have been awarded by the San Remo jury: "La Nena" penned by Massara and "Lui Di Leo" penned by Cepparello. The songs represent two different artist groups. Following our conversation with Rossi, he informed us that he is preparing special promotional campaign on Bossa Nova numbers. In this regard, he said that such conquests are a new challenge for the beauty of Italian music in the world. Ariston firm is distributing to the musicians a special record on which are the refrains of the compositions contained in orchestral booklets. This system of course will facilitate the musicians in the choice of their preferences: first firm to adopt such means was the publishing house of RCA Italiana, it started with its own repertoire.

Cash Box

Italian Hits: Best Sellers

This Week's

Last Week's

Week

Week

Wk

Chart

1. 1. 1. Uno Per Tutte (One For All Girls): Tony Renis/VCM-Emi, Published by Ricordi.
2. 2. 2. Giovane (Young) Song: Remo Donaggio/VCM-Emi, Published by Ricordi.
3. 3. 3. La Canzona (The Song): Pino Donaggio/RCA, Published by Cure.
4. 4. 5. Una Sinfonia Delle Bellezze (Symphony of Beauties): Nino Rota/EMI, Published by U.S. Decca.
5. 5. 10. Una Storia di Famiglia (A Family Story): Rita Pavone/RCA, Published by Ricordi.
6. 6. 9. I Nonni della Costa (The Grandfathers of the Coast): Curci/Pavone/RCA, Published by Cure.
8. 8. 7. Non Solo Niente (Not Only Nothing): Tony Renis/VCM-Emi, Published by Durium.
10. 10. 11. Almas Mia (My Angel): Rita Pavone/RCA, Published by Ricordi.

Cash Box—March 9, 1963—International Section
Cannonsinsia, the song contest of Flemish TV, has come to an end after two weeks of competition. The contest—a Flemish language song—is at the same time the Belgian entry for the first Annual Eurovision Song Contest, 22 new songs were written and performed. Music was composed by Hans Flower, a well known Flemish composer, who has written an impressive number of hits before, while lyrics were done by Raoul Mondo, who also contributed to the start “Waarom?” has been sung by Flemish crooner Jacques Raymond, who has written a song with his new singing style.

The rules of Cannonsinsia however stipulated that first concern was the song and that any one could go across the Channel to perform it. Jacques is 25 years old and a son of eighteen months and lives at Temse, a small town on the shores of the Schelde River.

Raymond is responsible for a number of Flemish bestsellers, but he has recently done his first record in German, which proves that besides a well known name in Belgium, he is also a trending personality. The records quickly sold out, and the audience is waiting eagerly for the next hit.

The question now arising is: Will Jacques Raymond record the winning song? (Rights of “Waarom?” belong to World Music). Professionals claim it’s his very best for and all the occasion to cut an English language song. The song would provide him with a real chance of success. It is rumored that his firm, Marshall-records, are busy at settling this matter. There is also talk of a possible release of a second hit, “Gloria” which is expected to become even more popular than its predecessor.

Laser in the Cannonsinsia game was lady crooner Liese Mark, who was generally considered candidate number one for London with the success of “Luister Naar De Wind” (Listen To The Wind) and “Saksasch Porselein.”

So far, it looks like this hotly disputed song finale in Belgium, we are summing up the results:

<table>
<thead>
<tr>
<th>Specialized</th>
<th>Public</th>
<th>Jury</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Songs</td>
<td>Waarom?</td>
<td>114</td>
<td>120</td>
</tr>
<tr>
<td>Luister Naar De Wind</td>
<td>111</td>
<td>120</td>
<td>231</td>
</tr>
<tr>
<td>Saksasch Porselein</td>
<td>124</td>
<td>123</td>
<td>247</td>
</tr>
<tr>
<td>Zo Moo</td>
<td>114</td>
<td>127</td>
<td>241</td>
</tr>
<tr>
<td>Coore</td>
<td>114</td>
<td>86</td>
<td>199</td>
</tr>
</tbody>
</table>

We may add there were two separate juries: one consisted of twenty professional people, the other of ordinary folk whose only contact with the world of music is through their radio or record player at home—when they have one.

Come the twelfth of this month, when the stars will be on the top in a very short time, that is to say between 1959 and now. In 1959, Jacques (who was born October 13, 1937) won the “Ontdek de Ster” (Discover the Star) competition on Flemish radio, where his performance of “Gloria” earned him a contract with the label of famous风 music. He is now mostly with the excellent formation of Marcel Storcky of Malines. But sometimes he has to be content with the “make do” ensembles he makes with in dancing halls where he is engaged. Raoul Mondo turns out to be Jacques Raymond himself. He had to adopt this identity as “Glora” was not considered exempt from the same considerations as any of the old songs.

Armhead and Beechwood acquired rights for Benelex of two recent successes of German singer Conny Prohosen: “Du bist mir so sympathisch,” and “Hilfe, hilf mir.” Chrysalis have also taken over the Flemish version of “Loon” (originally recorded by Richard Anthony) and sung on Rongnex by Renato and called “Ver” (Far).

Moorefield was busy writing poetry when she was badly knee-knee, was present at the reception held in Brussels for the Los Machucambos Trio. Minou now sings for Barclay records and has performed during her last visit to France the song “Five Foot Two.” Minou toured her songs while the records played. She is now popular with the people present. Los Machucambos had been at Martini’s before.

Flemish top performer Will Tura (bit “Eenma Zander Jou”) was involved in a minor traffic accident in Ostend (West Flanders) and had to lay off for a few days. He is already reported well.

At the press club in Brussels a reception took place to publicize a long playing record “All Star Festival” issued by UNICEF, for the benefit of children in need. “All Star Festival,” launched on Feb. 26, reproducing the voices of 12 international singing stars, and sold to the profit of the world’s refugees, sponsored by the High Commissioner of the world’s refugees by the United Nations.

Among the artists are names like Bing Crosby, Louis Armstrong, Edith Piaf, Marcel Proust, Pieratt Page, Louis Alberto del Parana, Anne Shelton, Ella Fitzgerald and Mahalia Jackson, among others. The recording of the album, which is a great achievement, is an international phenomenon.

The record is distributed by Philips, and costs 120 Belgian francs.

Polygram S.A. just released a new label on the Belgian market: Audio Editors, which will be releasing there in future both new hits and some of the best hits they have ever had. The format of this label is a regular 78 rpm, with a cover of corrugated paper.

Raymond’s best sellers are the “All Alone Am I” by Brenda Lee, “Junge Kомн Bald Wieder” by Freddy, “Kleine Blauwe Zwaal” by Bob des Plaats, and “Eenmaal Eenmaal” by Mignon Bezaar, which is the same, “Telstar” by Colette Delave and Les Compagnons de la Chanson. Various well known Deutsche Grammophon artists have been in Brus- sel for classical recitals: Andre Preder, Loran Mazaal, Willem Kempff, Svatoslav Richter and Ernst Heiflager.

The titles of the first recording of The Violents (Sonet, but distributed here by Show Records) were “Moonlight Walk” and “Brutierlein Trink.”

There have been some interesting and important administrative changes made in the structure of Australian Record Company. They were recently announced by William Smith, managing director of A.R.C. Ray Bull has been appointed international sales manager for singles. Ray, who has handled radio and artist promotion for ABC over the past four years, will continue in his present position. Another change announced is that Ron Goulart has been appointed as sales manager of the state of New South Wales. Ron, who joined ABC five years ago as a salesman, is now South Australian manager.

Chris Vaughn-Smith, boss of the Southern Music group in Australia, is delighted with the success of his copyright “Walk Right In,” which is doing well in international business throughout the nation under the Philips label single by The Rooftop Singers. South Australian officials also took the rights to the lovely new Johnny Mathis hit, “What Will Mary Say.”

Festival Records has rush-released the newie by The Four Seasons, “Walk Like A Man.” A. J. Brown of the label is delighted. He says they fitted the record to the optical guest of tremendous airplay. It is sure to become another really big smash in this territory for the group. Festival has also just released “In the Winter,” which couples “Learnin’ On Your Mind” with “Tra Le Le La Le Triangle.”

RCA is out with the Duanne Eddy cut of “Boss Guitar” and “The Desert Rat.” This should prove a strong follow-up to the twangy one’s sold hit “The Walking Star.”

One of England’s leading trad stars Mr. Acker Bilk is expected to tour Australia within the next couple of months. He will visit New Zealand before going on to Australia.

By the time you read this, Vera Lynn will be in Australia for a concert season. It has been a long time since she has had a hit in Australia but she has countless fans among the older people and her concerts should do well.

W&G Records has struck a “hit Patch” at the moment. It has “From A Jack To A King” and Ray Harris release (Epic) of “Sun Arise.” This could be a really big one for Rolf in the United States if reports filtering back are any indication.

Seven Linnocks, A&R manager of Australian Record Company, has signed three new local artists to record on the CBS label in Australia. They are Margaret Day, Jerry J. Walker and Judy Cannon. First records on the CBS banner can be expected from these artists during the next few months. CBS has just released a newie by a local instrumental group the Atlantic; single carries “Dark Eyes” and “Moon Man,” the latter was written by the group’s drummer, Peter Fontas.

The EMG people here are very happy about the present American reaction to the label. Ray Harris release (Epic) of “Sun Arise.” This could be a really big one for Rolf in the United States if reports filtering back are any indication.

Cash Box—March 9, 1963

Cash Box—March 9, 1963

Australia’s Best Sellers

1. From A Jack To A King (Fred Miller—W&G) J. Albert & Son
2. Walk Right In (Rooftop Singers—Aster) Southern Music
3. Hey Paula (Paul McCartney—Hawkes) Hawthorne
4. The Boys (The Shadings—Columbia) Belinda Music
5. Tell Him (The Exciters—UA) Robert Mollin
6. The Clovers (The Exciters—CBS) CBS Top-10 Music
7. The Night Has A Thousand Eyes (Bobby Vee—Liberty) Belinda Music
8. Return To Sender (Elsie Presley—RCA) Belinda Music
9. Surfaide (The Denver Chanters—HMV) Coral
10. Do You Love Me (The Deltones—Leedon) Belinda Music
11. Guitar Man, Half Heartache (Gene Pitney—UA) Belinda Music
12. Locally Produced Record.
A "Song For Europe," the British hounds to decide the song and artist to represent the U.K. in this year's Eurovision Song Contest. The sturdy artists of the EMI's publishing house Ardmore & Beechwood, 7 songs were presented—all ballads—and judged by 16 national juries each representing one of the 16 competing countries. The result was never in doubt as Carroll, maintaining an early lead, finally claimed 33 points out of a possible 160. Second place was awarded to "Love Me Tender" by Hal Shaper and Steve Race published by Robbins in third place only 3 points behind "Pick The Petals" by Leslie Bricusse published by EMI.

"Say Wonderful Things" is the third successive win for Philips London which started in 1961 with "Are You Sure That's Love?" The song was co-composed by the hit tandem of Don't Hound and last year Ronnie Carroll's "Ring-A-Ding Girl" which took fourth place at Luxembourg, first place going to "Say Wonderful Things" and Carroll last year winning the contest.

In the past the submission of songs has been the responsibility of music publishers and record companies. Their reluctance to submit their best material and artists to the risk of defeat has resulted in rather sub-standard heat. In an effort to raise the standard, the BBC this year commissioned songs from seven top British composers, all with major hits to their credit. That only three of the ones received a 'don't care' vote confirms that there is still plenty of room for improvement. However, congratulations to all responsible for "Say Wonderful Things" and Good Luck to Ronnie Carroll who will represent the U.K. in the Eurovision Song Contest in London on March 25.


Louis Benjamin, director and general manager of EMI Records, returned to London after a successful trip to Australia where he was able to manage the Colpix product on its own label here in the near future. Colpix has been distributed and released on the EMI label for the past few years and the label hopes to extend the country's recent record campaign, including Cameo-Parkway, Reprise, Joy and Somerset. Results of these talks will be announced later.

The Mexican Festival which started in 1962 at the Fair Park, Fair of the Americas has expanded into a major event. Its attendance has increased from 80,000,000 people in its first year to 200,000,000 in 1963, when it took place at the Fair Park, Fair of the Americas.

The "End of the World," which has climbed high in the American charts for "A Little Too Much," Dave DeNoon and Valerie Masters (HMV). Publisher is Compass Music, a subsidiary of Chappell's.

For "The XLS" is the title of a very popular children's TV puppet series and Melodisco Records, hosted by Ziggy Jackson, threw a party to launch the theme music. There was a large attendance at the party which turned out to be an all-day Sunday concert commencing March 3rd. The concerts comprised mainly of poetry and folk songs will feature artists such as The Potting Shed, Tiptop Quartet, Beryl Batson and Manuel, Isla Cameron, McGregor, Christopher Logue, Steve Benbow etc. The latest Transatlantic release is a jazz album which combines the talents of poet Christopher Logue, music of Billy Milton and words of Anna Smartphone.

Sentimental Cuban singer Olga Guillot, who settled some time ago in Mexico, left town to perform at the Hollywood Palladium, contracted by impresario Chico Sessa. While in L.A., Olga will visit Gramophone Music Company to sign the contract that will last for Musart in the future. The artists of the Musart label organized a big salute to conductor, arranger and saxist Cacho Valtierra at the Terrazza Casino night club, where all of them performed for free to help this musician, who is very sick. His songs are sung by all major stars at the Mexican night club of City Incendio, this cabaret is owned by a Mexican. Arranged Manzanero, who used to work for EMI Publishing, signed contract with the CBS label as an A&R man, taking the place of Luis Demetrio, who will be coordinator of this company. Salvador Arreguin takes charge of the organization's commercial affairs.

Supervising distributors of Latin America, David Crump, general manager of RCA, is in Europe on business related to the song "Be My Love," with the Mexican hit "This Is The Night," by Jeronimo Reyes. The song has been recorded by the Beatles, who will record it for an album to be released next March.

This week marks an anniversary for the American singer and songwriter, who has been in business for over 20 years. His first LP on the American Record Company, was "I'll Never Find Another You," "The Adventures of Johnny Remember Me," "I'll Never Dance Again," "She's Just Another Girl," "Close to You," and "You're My Only Illusion." All these recordings are accompanied by the Gustavo Pimentel orchestra.

Discos Universales is the name of a new musical company which will be promoted and organized by Tony Garcia and who handle the Deutsche Grammophon, Polydor, Philips, Fontana, Mercury (and later MGM) labels. Firm will also produce Mexican records with Mexican artists.

Michael Stillman, director of Monitor Records, came to Mexico to close a record distribution deal in this country with Mario Freedberg, Discos Imperial's manager. Oscar Madrigal has his first LP on Gamma, after tremendous success with his rendition of "Las Guillotinas." In this LP he has songs like "Romeras," "Close to Cathy," "Jessica," "Sealed with a Kiss," "What Kind of Love Is This," "Susie Maverick," "I Only Love You," "Send Me The Pillow That You Dream On," Oscar is increasing in popularity each day and very soon will have his own TV show.

Musart Records started a strong promotion combined with Radio Mil station, giving prizes of one thousand pesos to the customers of this label and of the songs of the Mexican singer, who is one of the main artists of the new Prado orchestra, organized his own band in Mexico and is now making records and appearing in theaters.

MEXICO'S BEST SELLERS

This
Week
2. Cosas (Things) Oscar Madrigal (Gamma).
3. Al Fue...—nito Perello (Warner Bros).
4. Corre Sanson (Run, Sanson, Run) Los Rebeldes del Rock (Orfeon).

GREAT BRITAIN'S BEST SELLERS

This
Last
Week
5.
6.
7.
8.
9.
10.

Week
5.
6.
7.
8.
9.
10.

1. The Wayward Wind—Frank Ifield (Parlophone) Lafleur.
2. Please Me—The Beatles (Parlophone) Dick James.
3. Let's Make It Right—Jit Harris & Tony Machin (Decca) F. D. & Hunter.
4. The Night Has a Thousand Eyes—Bobby Vee (Liberty) Aberlach.
5. Love Me Tender—Elvis Presley (Decca) F. D. & Hunter.
8. Island Of Dreams—The Springfields (Philips) Chappell.
9. Love Me Tender—Elvis Presley (Decca) F. D. & Hunter.
10. Alone Am I—Brenda Lee (Brunswick) I. T. L. Records.

2. Walk Right In—The Topofi Singers (Fontana) Southern.
3. The Boy With The Violin—Columbia (Philips) Elstree.
5. I Have Never Been Gone—Billy Fury (Decca) Shapiro Bernstein.
7. The Night Has A Thousand Eyes—Bobby Vee (Liberty) Aberlach.
8. Love Me Tender—Elvis Presley (Decca) F. D. & Hunter.
9. Love Me Tender—Elvis Presley (Decca) F. D. & Hunter.

1. The Best in Britain...Bens

Cash Box—March 9, 1963—International Section
The “All Star Festival” record has been released by Philips Records in Germany. All profits from this record will go to the Red Cross. The names listed on the cover are Bing Crosby, Louis Armstrong, Doris Day, Nana Mouskouri, Maurice Chevalier, Matt Monro, Robert Gubby, and others. It is promoted by Luis Alberto, Mahalia Jackson, and Caterina Valente, to go to the United Nations World Refugee Fund.

Philips, which produced and will now distribute the record all over the world, is selling the LP here for $2.50 (a regular LP costs $4.50), expects to do a top selling job here, and the record should produce a tremendous income for the UNO Refugee’s Fund. It’s wonderful to see the record firms all over the world get together and cooperate in order to make such a project as this possible, and to see how all the artists can contribute without any profit for themselves.

That the needy refugees will receive, but also in tremendous good-will generated toward the record and the issuing firm, Philips. “Mack The Knife” in the “22 Fenny Opera” million dollar film recently produced here, has released a new single of “Mack The Knife” for Ariola Records here in New York. Both the two albums are available in Lp’s.

Peter Hinnen, who years ago was a smash success here as “Little Peter,” the yodeling youngster from Switzerland, is now 21 and again a top star through his recording of “El Rancho Grande” in Germany. On March 22, he’ll fly to New York for appearances on the Jack Paar show, and in April he’ll be in the Olympia in Paris. The busy youngster will do his South American tour in May and return here for—Shadows, also an Ariola artist.

Peter Kraus and Gus Backus, now back from the U.S. where they turned out new English recordings for MGM, A&R man Gerhard Benedonk returned from the U.S. just in time to start action for the first Tony Dallara Germany recording, which is being afforded plenty of publicity by Polydor.

Peter Music chief Theo Seidler’s reactions on the firm’s number one plug record “Amor, Amor, My Love” with the first German waxing out on Columbia by Vittorio.

Danser reports that his music publishing house was right on top of things this season. At the recent Radio Luxembourg award for the top “Carringtons” song and the song of the month, Jack Rosenthal’s “Shake Me” and “Around The World In 80 Days” had second place.

Polydor recently had two top guests here. Pat Thomas, who has her first LP due here on MGM as well as her single of “Destinado,” was here and did a shot for the popular Chris Rowland’s “Brenda Lee also visited Hamburg to do German speaking records with her A&R man here, Bert Kaminsky.

Rolf Budde reports that Gerhard Wendland, who hit the top of the charts here with his German version of “Rambling Rose,” will have his new waxing of the original English record out before the end of the month. The song is now being promoted here by Don Robinson and Boettcher.

In addition, the publishing house is hard at work pushing the 2 sides of the current “Only Once” single by Ray “Boom Boom” Corso, and the song has been well advertised, and distributed to German deejays and radio stations.

Just out on MGM with a revival of “It’s A Sin,” Bill Henderson opened (2/18) at the Town in Toronto.

Starr, who made the hit by station calls these days throughout Ontario with the MGM set by Richard Chamberlin in tow. Good reception from all types on air formats says Stan. In addition the Paul and Paula set and the Billy Vaughn Dot package, “1960’s Greatest Hits” are getting a lot of Detroit attention.

Top plug singles currently at Qualtiy’s Ontario division are “South Street” The Orms, “Butterfly Baby” by Bobby Rydell and the Yellow Bandana sound by Faron Young.

For the benefit of “Yellow Bandana,” CKO-OTTAWA’s Ted Daigle enjoyed tremendous audience reaction at their station this week, and listeners in return for the Faron Young hit. His studio is now almost completely draped in ladies yellow head gear, offering up a very perky odor to all the young listeners.

Cash Box subscriber Barry Sweeney is an entertainment columnist and record reviewer attached to an R.C.A.F. service paper in Poymouth, Ontario. Barry and Faron Young went to Toronto for a days promotion and promotion to write about in his widely read column. Send him material.

A recent Cash Box visitor was Walt Greedys of CKO Distributors in Toronto. He had glowing reports on a London package entitled “Victory In Review,” an album of old war songs

Cash Box — March 9, 1963 — International Section

1. 11. "Junge, Kommando" (Son, Come Home Soon) — A. R. B. Records
2. 10. *Ya Ich Alles* (All That I Have) — Connie Francis
3. 9. *Ich Publikum* — A. R. B. Records
4. 8. "Fuer Gaby Tu Ich Alles" (I Do Everything For Gaby) — Gabor Szabo
5. 7. "Nacht der Liebe" (Night of Love) — A. R. B. Records
6. 6. "Die Letzte Rose Der Praelie" (The Last Rose Of The Praelie) — A. R. B. Records
7. 5. "Ich Kauf Mir Lieber Einen Tiroletten" (I’d Rather Buy Myself A Silk Stocking) —に関してKathrin Ruse
8. 4. "Baby Twist" — Will Brandes—Polydor—Hande Gertz
11. 1. "It’s A Sin" — Bill Henderson

Last 10 weeks

1. 11. "Junge, Kommando" — A. R. B. Records
2. 10. *Ya Ich Alles* — Connie Francis
3. 9. *Ich Publikum* — A. R. B. Records
4. 8. "Fuer Gaby Tu Ich Alles" — Gabor Szabo
5. 7. "Nacht der Liebe" — A. R. B. Records
6. 6. "Die Letzte Rose Der Praelie" — A. R. B. Records
7. 5. "Ich Kauf Mir Lieber Einen Tiroletten" — に関してKathrin Ruse
8. 4. "Baby Twist" — Will Brandes—Polydor—Hande Gertz
11. 1. "It’s A Sin" — Bill Henderson

Germarmy — Best Sellers

Cash Box to Berlin

The Warner Bros. star made the rounds of Ottawa deejays and was warmly received, as usual, by radio trade people.

The Warner Bros. star made the rounds of Ottawa deejays and was warmly received, as usual, by radio trade people.
Foreign film shows have been getting more exposure of late on Japanese TV, since this is the season when baseball and other field sports are off the air.

Of Cash Box has checked on these programs, in cooperation with Music Life, a leading Japanese music magazine, in order to obtain information as to which films control the theme music of the programs.

Signs of Key Stations:

Key Station Japanese Title
NHS Makkii Ojo "Real McCoy" Pull (4)
Sakai no Sakasa International Show Time (3)
TBS Mango POPAI Popeye 3
Sakai no Sakasa "77 Sunset Strip" 8
Hikyo o Yuku "Expedition" Bearing 2s
FUJI Boku no Furikka My Friend Flicka 4
Shuuga Futto Sugarfoot 4
Maiko Shen Michael Shane
Papa Daluki My Three Sons 6
NET Covered Kabakku A Man With A Camera 6
Mironica Millionaire 2
NTV Kitto Kakan Kit Carson 19
Janko no Ame no Shitteiru—Saniko Knows Best 10
Kailetsuro 20 PR Series 8

MONDAY

Key Station Japanese Title
NTV Buronko Shinn "The Cheyenne Show" 17
FUJI An ye Kote "Annie Oakley" 6
Gan Sunoku "Gunsmoke" 1
Kejiro Muho Wagon Train—Dead Or Alive 1
Matsuo Ei Mr. Ed 1
NET Antichaburu The Untouchables 4
Shin Chu no Houjitsu Tabi "Happy Days" 5

Banishere Sano, the newly appointed Chief of Copyright Section of the Ministry of Education, attended the publishers' conference held recently in Tokyo and interchanged opinions in regard to the Japanese music-world scene. Nippon Victor is releasing new albums by artists who will visit Japan this spring. They include: "Sinatra Sings; Basic Plays" (Reprise), "Exciting Lionel Hampton" (Globe), "Rhythm & The Old World" (Philips) and Chubby Checker's "Down to Earth" (Cameo).

Japan's Best Sellers

INTERNATIONAL:
This Last
1. (1) The Longest Day—Mitch Miller (Columbia) EPM, Shigeru Katsum (Toshiba)
2. (4) Losing a City—John Leyton (Angel) Toshiba
3. (5) Return To Sender—Elvis Presley (Viert) Abercromb; Three Fan-
4. (3) Love Is All You Need—Frank Sinatra (Columbia)
5. (6) Oso Love—Paul Anka (Virtor) Shinko; Michiyoh Arusa (King)
6. (3) Takashi Fujiki (Teichik)
7. (2) Miami—Shirelles Seasons (Vee Jay) Toshiba; Paradise King (Toshiba)
8. (6) Knock On Door—Eddie Hodges (Cadence) Abercromb; Tuichi
9. (7) Kapp—L/Eclipse—Colette Tempia (Viert) Yamada; Maro Sonic (Polydor)
10. (5) Love Is All You Need—Frank Sinatra (Columbia)
11. (9) I Can't Stop Loving You—Ray Charles (ABC-Paramount)—Takashi Shikauchi (King); Frank Akagi (Polydor)

LOCAL:
This Last
1. (1) Issudosum Yume—Yukio Hashi (Viert)
2. (2) Kiriko no Tange—Frank Nagai (Victor)
3. (3) Anoko ni Shihōsai—Hisato (King)
4. (3) Hitori no uta—Q. Sakamoto (Toshiba)
5. (4) Samui Assa—Suoyo Yoshima (Toshiba)
6. (5) Aoki no Shihō—Nishida (Polydor)
7. (9) Koi wa Kaniyo no Makushar—Miharu Hatakeya (Columbia)
8. (7) Yamagita no Hoshi—Kiyohora Matsunaga (Toshiba)
9. (5) Hoshikuru no Machi—Michiyo Mihashi (King)
10. (8) Kojin no Koso—Qi. Sakamoto (Toshiba)

LP BEST SELLERS:
This Last
1. (2) Ray Charles Story Vol. 1—Atlantic
2. (3) The Best of King Cole—Capital
3. (1) Ray Charles Singing Country Vol. 1—ABC-Paramount
4. (4) Mantovani Spectaculars—London
5. (5) Oriental Mood—Gramophon

France's Best Sellers

1. Tous Les Garçons Et Les Filles: F. Hardy. Recorded by: F. Hardy, Publisher:
   Alpha.
2. Les Deux Jeunes: Lewis, Bernet. Recorded by: J. Hallyday, Publisher:
   Mills.
4. C'est L'Ameur Auquel Je Pense: Hardy, Samyn. Recorded by: F. Hardy, Publisher:
   Alpha.
5. Formidable Plante: A. Arnaz, Arnaz. Recorded by: C. Arnaz. Publisher:
   French Music.

Bad news in perspective, it seems that we are heading for a rise in the price of records in France. There are signs of this that can't be hidden and especial-

BRUSSELS—Jacques Raymond (center) is the winning champion in the big Belgo singer contest Canzonzissima, with the song "Waterfall?" for which Hans 
Flower composed the lyrics and Wil Brahmants wrote the lyrics. At the right is 
Robert Bylows, the artist's personal manager and director of Marshall Records, 
during a chat with Frans Rompen of Cash Box. Raymond will participate in the Eurovision Festival in London on March 23rd.
Music development are at a high point at this time due to the Carnival season, which sets many politicians taking holidays outside of the big cities, and others going to the “Folía” (Fiesta).

ARGENTINA:

The Jet Black's—Brazilian ensemble which appeared last year with enormous success, playing twist and other rhythms of the kind is entering the Bossa Nova field. The group will be reinforced with a couple of new musicians and expects to cut its first BN single shortly after the Carnival.

Winner Of "A Song"

LONDON—(extreme left) winner of "A Song For Europe" is pictured above receiving his award from Tom Sloan, head of BBC-TV light entertainment. Also in the picture are Philip Green (left) and Norman Newell, winners of "Say Wonderful Things."
A Growing Trend: Just received word that XERB-San Diego has switched over to a country format during the day and has been gratifying all up and down the west coast. With 90,000 watts beamed up the coast, the outlet receives mail daily from the Mexican border to the Canadian border and even bears regularly from listeners in Alaska. "Buck" Wayne Johnston, production manager, requests all records and promotional material be sent to him at Box 1150, San Diego, California.

Jack Roberts of Seattle, Washington has set Lefty Frizzell for a series of one-nighters. The trek takes the chanter throughout Washington, Oregon and Idaho.

Walt Breeland sends word along that Willie Nelson, having completed his initial and very successful appearance at the Golden Nugget in Las Vegas, is currently playing the Texas-Oklahoma nightspot circuit. Jimmy Dean, the very able steel guitarist is now residing in Fort Worth and accompanies Nelson on his various show dates. Henjays still needling copies of Nelson's new Liberty, "Half A Man," can have same pronto by writing on their station letterhead to Breeland at 8018 Ancortes St. at 17th Ave.

Bill Mack, one of the nation's top country music personalities has moved to 50,000 watt KCLU-Fort Worth as program director. Bill will be working with Lawton Williams, another top ten country music DJ. Lawton Williams is assistant manager of the outlet. Mack was formerly with KENS-San Antonio until the station changed its format to popular music.

The Leroy Van Dyke Show has just concluded a very successful four week booking at the Mint in Las Vegas. The Las Vegas engagement was so successful that management of the chanter by his manager Joe Wright.

Howard Vokes, topper of Vokes Music at the Grandy Jones Management, Portland, PA, is very excited over the foreign action on his firm's catalog. Over 25 of his tunes have already been released outside the United States. Starland Music reproduces the Vokes firm outside Of America.

The Jim Denny Artist Bureau recently booked a big show into Baltic and Norfork. The package consists of Hank Snow, Grandpa Jones, George Morgan, Red Sovine, Billy Walker and Del Wood.

Sunny Lee Daniels is doing a lot of radio-Lady work in and around the Columbus area and is getting good action on her first Carroll release of "Judge Of Hearts." Jocks who want a copy should drop her a line at 80 South Warren Ave., Columbus 4, Ohio.

Chris Mack, program director on WPNC-Fayetteville, North Carolina, is now programming a new country called "Country Weekend." It is the only country show in the vast Fort Bragg-Fayetteville area. The outlet is 10,000 watts and listing area covers parts of North and South Carolina and Virginia. Mack is hard at work building up country music in these areas and invites all artists to send in bios, releases, photos, etc.

Jim Reeves and the Blue Boys took a flying trip north this past weekend, where they played to turn-out crowds in Madison, St. Louis, and Davenport. In between personal appearances, Jim will be at the RCA studios in Nashville to cut two albums.

Negotiations are under way at Husky Records to offer, for first appearance of the Ferlin Husky show 1965 on the Fast Stock Show in San Antonio, Texas. Husky, currently riding high on the crest of popularity with his Capitol partner, "You Hurt Me." The chanter will play to Ha-wal, box office and a one week in each country, beginning the middle of March.

A top-flight country package consisting of the Duke of Paducah, Connie Hall, Red Sovine and the Godabotus will play the big North Dakota Winter Winter Show on March 6th, which is held at Valley City, North Dakota.

Stew Carnall has joined Cliffie Stone's operations in Chicago. He will work with Charlie Williams in all areas of management and promotion. The firm has recently set Marty Robbins, George Jones, Sheb Wooley, Marion Worth, Mac & Claude Gray for a country music spectacular in Sacramento, California on March 24th.

Ray Price and the Cherokee Cowboys recently left the Music City on an extensive tour which will take them through the Lone Star State and California. "The Voice Of My Darling," is available to deejays. Copies can be had by writing on station letterhead, to the boys at Box 425, Prattville, Alabama.

Another Smash Hit
For
Ernest Ashworth
I TAKE THE CHANCE
HICKORY 1189

NOTICE TO ARTISTS
IN OUR RACk SsOrRaS SoON TO BE AVAILABLE ON
NOW AN "ALL TIME" RECORD
That Gibson Girl
"M.F. & M.F. N""Your Hit Parade Is On!"
WooPs!

OOPS!
Got A Hit
DON'T DESTROY ME

By
LAWTON WILLIAMS
RCA-Victor 47-8142

Cash Box—March 9, 1963

"FLYIN' SOUTH" (2:02) [Coldwater BMI—Wallace]
"BEHIND THE FOOTLIGHTS" (2:20) [Marizona BMI—Emerson]
"HALF LAUGHING, HALF CRYING" (2:05) [Cedarwood BMI—Tillis]
"DON'T TELL MAMA" (3:10) [Cedarwood BMI—Tillis]
"POOR BOY" (2:20) [Glo-Mc & Metric BMI—Crocket]
"TOUCH OF THE MASTER'S HAND" (3:15) [Tillis/1000 BMI—MEL TILLIS]

The tumesch-chanter-who is currently hitting with a chart-riding teaming up with Webb Pierce tagged "How Come Your Dog Don't Bite Nobody" should quickly move up the hitville path with this new tune called "Half Laughing, Half Crying." The tune is a pleasing, chorus-backed easy-on-the-earstoot with an appealing warm country flavor. Eye it. On the flip, "Don't Tell Mama," Tillis dishes up a top-flight, slow-moving tradition-orienting weeper.

"POOR BOY" (2:20) [Glo-Mc & Metric BMI—Crocket]
"TOUCH OF THE MASTER'S HAND" (3:15) [Tillis/1000 BMI—MEL TILLIS]

Johnny Bond seems sure to reach the charts with this catchy Starday bow tagged "How To Succeed With Girls (Without Half-Way Trying)."

"YOUR MOTHER'S PRAYER" (2:42) [Hit-Way BMI—Miller]
"ONCE AGAIN" (2:00) [Le Jean & Bowie BMI—Nelson, Garrison]

Buddy Cagle can zoom up the charts in no time flat with this ultra-commercial "Mama Sang A Song"-styled affair from Capitol. The top side is a warm-hearted affair about the problems of growing up essayed with poise and artistry by Emery. The deep-voiced, rich, baritone voice carries him in good steady on the flip, "Touch Of The Master's Hand," a schmaltzy reflection about professional life.

Merle Kilgore's Parkway debut has that two-market pop-country hit sound. (See Pop Reviews.)

Joan Auburn (Exclusive 2249)

(8-1) "THE LITTLE BLACK BOOK" (2:22) [Wally B. Shelton BMI—Feith] newcomers Joan Auburn jump into the national limelight as first-rate, warm-hued, very happy ditty with a catchy, melodic beat. The lark sells Joan Auburn as the authority of a long-successful pro.

(8-2) "CRACKED HEART" (2:41) [Stephanie BMI—Feith] Listenable, medium-paced bluegrass-styled tear-jerker.

Tim Whitsett (9105)

(8-1) "MASH-VILLE" (2:20) [Gulf BMI—Miller] Here's a potent swingin' instrumental which should bring out tons in teen-age dromes. The melody is a multi-dance repeating riff with a funky blues feel. Watch it.

(8-2) "SWEET JELLY" (2:10) [Gulf BMI—Whitsett] This side's an old-time blueser with some effective chortling by Whitsett.
COUNTRY TOP 50

1. DON'T LET ME CROSS OVER 1
Carl Butler (Columbia 42395)

2. I TAKE A CHANCE 2
Ernest Tubb (RCA Victor 8127)

3. IS THIS ME 3
Jim Reeves (RCA Victor 8098)

4. THE END OF THE WORLD 3
Sheeter Davis (RCA Victor 8098)

5. KNOCK AGAIN, TRUE LOVE 6
Clyde Gray (Mercury 7263)

6. ALL GROWN UP 8
Johnny Horton (Columbia 42633)

7. FROM A JACK TO A KING 4
Red Mil ler (Fabor 114)

8. NOT WHAT I HAD IN MIND 15
George Jones (United Artists 528)

9. SAWMILL 12
Webb Pierce (Decca 31451)

10. THE BALLAD OF JED CLAMPETT 7
Lester Flatt & Earl Scruggs (Columbia 42586)

11. STILL 15
Bill Anderson (Decca 31458)

12. T FOR TEXAS 9
Grandpa Jones (Manamant 801)

13. MISSING ANGEL 17
Jim Reeves (RCA Victor 8127)

14. I SAW ME 19
George Jones (United Artists 528)

15. SECOND HAND ROSE 11
Roy Drusky (Decca 31463)

16. I'VE ENJOYED AS MUCH AS I CAN STAND 13
Porter Wagoner (RCA Victor 8105)

17. WALK ME TO THE DOOR 20
Ray Price (Columbia 42658)

18. CAN'T HANG UP THE PHONE 21
Snowball Jackson (Columbia 42628)

19. IF I COULD COME BACK 24
Webb Pierce (Decca 31451)

20. YOU TOOK HER OFF MY HANDS 16
Ray Price (Columbia 42655)

21. YOU HURT ME 30
Forl in Hardy (Capitol 4908)

22. COLD AND LONELY 26
Kitty Wells (Decca 31437)

23. RUBY ANN 14
Marty Robbins (Columbia 42614)

24. THE YELLOW BANDANA 38
Faron Young (Mercury 72085)

25. LONELY TEARDROPS 32
Roy Maddox (Capitol 4905)

26. FADED LOVE 18
Leona Mckentiff (Capit on 4057)

27. SING A LITTLE SONG OF HEARTACHE 22
Roy Maddox (Capitol 4845)

28. BUSTED 36
Johnny Cash (Columbia 42655)

29. I WANNA GO HOME 23
Billy Grammer (Decca 31489)

30. HALF A MAN 38
Willa Nelson (Liberty 55532)

31. A STRANGER WAS HERE 25
Darrell McCall (Phillips 40079)

32. HELLO WALL #2 40
Ken Cooper (MGN 13122)

33. WALK RIGHT IN 27
Bobby Hatfield (Vanguard 35017)

34. PRETTY BROWN EYES 43
Carl Bbibow (RCA Victor 8132)

35. HOW COME YOUR DOG DON'T BITE NOBODY 29
Webb Pierce & Mel Tillis (Decca 31445)

36. I'VE GOTTA SHOW YOU 42
Sheets McDonald (Columbia 42655)

37. LEAVIN' ON YOUR MIND 31
Patsy Cline (Decca 31455)

38. FORBIDDEN LOVERS 45
Lefty Frizzell (Columbia 42676)

39. SHAKE ME I RATTLE 33
(SEEZE ME I CRY)
Marvin Worth (Columbia 42660)

40. IN THIS VERY SAME ROOM 34
George Hamilton IV (RCA Victor 8118)

41. YOU'RE FOR ME 35
Buck Owens (Capitol 4872)

42. SHEEPSKIN VALLEY 45
Claude King (Columbia 42668)

43. INTERSTATE FORTY 48
Bob Luman (Hickory 1201)

44. ROLL MUDY RIVER 34
Wilburn Bros. (Decca 31464)

45. HIS AND HERS 47
Tommy Druggles (Fonley 481)

46. LONESOME 7-7203 38
Hawshaw Hawkins (King 5712)

47. IF YOU WANT ME TO 37
George Hamilton IV (RCA Victor 8118)

48. DOES HE MEAN THAT MUCH TO YOU 44
Eddy Arnold (RCA 8102)

49. HOSPITALITY BLUES 49
Arthur Smith (Starday 615)

50. WALL TO WALL LOVE 46
Bob Gallion (Hickory 1181)

Cash Box—March 9, 1963

Forecast: HOT

KITT WELLS
Torrid Single
COLD AND LONELY
(Is The Forecast For Tonight)
DECCA 31457

* Temperature Started To Rise In The South
* Got Hotter in KANSAS CITY, OMAHA & LINCOLN (NEB.) and MINNEAPOLIS
* Forecast: SMOOTH SELLING THROUGHOUT THE NATION

DECCA
One of the most forward-thinking programs within the vending industry went into effect two weeks ago when the Los Angeles Trade-Technical College began courses for students seeking an education in vending machine service and repair. In two years time, the industry should have—what is hoped to be—the beginning of a regular source of supply from which to draw valuable service technicians, trained at the professional level.

This sensible idea stemmed from the increasing need for trained servicemen. It was put into working order by two vending machine industry execs—Tom Young, former head of his own west coast firm and NAMA’s west coast manager Sid Kallick. The two energetic enthusiasts worked with the California Automatic Vendors Association, the local Department of Employment, the Board of Education, and the College. The results have paid off with a two-year course in depth, an accelerated course which takes one full year, and an evening course of study for those already in the business. Young, and another vending exec, Don Fisher, former Oakland cigarette company owner, have been retained as full-time instructors.

The primary course is for high school grads offering 2000 hours of instruction. Graduates receive an Associate in Arts Degree. A second course offers similar curriculum but is compressed into a 12-month period. Young will instruct the two-year students, Fisher the accelerated, and other instructors have been retained to supervise the evening enrollment. Accelerated or evening students receive a Certificate of Proficiency upon completion. NAMA-CAVA committees will then place the grads with California vending firms.

The Los Angeles Board of Education has budgeted $10,000 for the program. Vending machine manufacturers have contributed $50,000 in equipment. A second evening course and another college program elsewhere in the nation is already being planned. Pennsylvania is busy at work with the State Employment Department on plans for a school in the Philadelphia district. NAMA’s Tom Hungerford looks for a sprinkling of service schools such as this throughout the country. The continuing growth of automatic vending accentuates the needs for skilled technicians.

As for the curriculum, students will learn refrigeration, circuitry, controls, plumbing, heating methods, coin handling, beverage and food vending, parts and inventory control and public health and sanitation. The course runs the complete route. Graduates will be valuable men to their employers and the industry will set itself on a sounder base knowing that a source of supply for servicemen exists.

It would indeed be a sorry day if the vending industry found itself stopped cold in its tracks not too many years from now because of the absolute lack of skilled service personnel available. This could easily be the case if nothing was done about the near critical situation which exists in some areas. Individuals like Young and Kallick, and associations like CAVA and NAMA, have taken appropriate steps to see that this never happens.
MOA Convention To Be Held Sept. 4, 5, 6, In Chicago

Blundred Asks One-Stops To Cooperate With MOA To Achieve Better Record Buying Habits

CHICAGO—As part of MOA’s broad program to enhance membership participation, widen its current function as a service to operators, and generally strengthen its position as National Association for the Coin Machine Industry, Managing Director Bob Blundred spoke before the Record-One-Stop Association here last week and told the listeners that MOA and ROSA could make beautiful music together.

One-Stoppers at the Lake Erie Room of the Sheraton-Chicago Hotel and heard Blundred suggest that ROSA join MOA insofar as annual convention dates are concerned in order that both organizations air their problems before interested parties (each other) in order to arrive at solutions instead of unfounded accusations. “I’ve heard music ops accuse you people of serving up deadwood records just to unload them. On the other hand, I’ve heard one-stop operators tell me that ops are lazy, they don’t keep written location request records and have no idea of music preferences on the route,” said Blundred in addressing the record men.

Blundred suggested that from round table meetings, panels and forums conducted during a combined convention perhaps buying habits could be changed with one-stoppers selling more records and ops getting more of the music which makes the one-stop customers happy.

Blundred advised ROSA that they are in a position to advise MOA of buying habits, trends, etc. and, this information could be inserted into a regular MOA newsletter.

Blundred, a professional association leader, also offered assistance to ROSA in forming and stimulating interest in the annual meetings.

Blundred also stated that phonograph manufacturers currently supplying distributors and operators with packed goods could use ROSA—MOA help to determine which discs are to be selected for the pre-pack programs.

“I visualize the possibility of a joint committee established between the two associations in order to work out the details of the suggested areas of cooperation mentioned here tonight,” explained other such areas,” said Blundred.

Blundred offered professional advice to ROSA in closing, stating that ROSA would likely do a better job of looking after its members and public by combining its views with that of allied industries in order to do the best possible job for everyone, and to develop a stronger industry in order to achieve respect from the members and the public.

Blundred had earlier sat with MOA President Harry Snodgrass and NAMA’s Tom Hungerford at which time agreement was made to hold the annual MOA Convention in September. (See separate story elsewhere.)

Music-Games Show To Precede NAMA Convention Date; Look For Increased Attendance, Exhibits

CHICAGO—One of the most important questions concerning the coin machine industry was answered last week when MOA President Harry Snodgrass informed the industry that the MOA Annual Convention will be held in Chicago’s Morrison Hotel on September 1, 2, 3, and 4. The decision came on the heels of a closed meeting between MOA and NAMA officials at which time it was decided that the music-games exhibitors could stand a better chance of a good attendance if the show ran on the three days preceding the annual NAMA Convention two years ago when it was staged in McCormick Place here. The site for this year’s NAMA Convention will be the same—the dates are September 7, 8, 9 and 10; immediately following the coin show.

The 1962 MOA Convention was held in Chicago in May and failed to show much improvement over the dismal Convention held the previous year in Miami when MOA had reached its membership peak. In attendance, exhibitors, and interest.

Following the Chicago show last year, Ed Katajainen resigned as Managing Director and later, George Miller advised that he would step down as President. Three phonograph manufacturers continued to stay away from the show and the outcome was one of pessimism.

However, in the short time that followed, MOA officials worked to put the national association back on its feet in order to prevent the demise of an annual convention. This has apparently been accomplished.

MOA officials six months ago appointed Blundred as Managing Director. Later in the year, Harry Snodgrass was elected President. By-laws were changed to admit games firms and operators, only members of the industry who would hold official positions in the future, and steps were taken to strengthen membership with Blundred and Snodgrass conducting an all-out program which entailed thousands of miles on the road visiting with industry people.

In addition to capitalizing on the vending show crowd which is expected to bring additional coin ops to the MOA show, the spring date was considered a bad one for this industry anyway for several reasons. September is a better time to introduce new equipment; vacation plans have been fulfilled and do not hamper Convention visits out of town; generally speaking most distractors and ops would prefer the early fall date.

Many operators of music today have already entered the automatic merchandising business. In the past, new vending ops at the NAMA show have generally chosen the “pure” vending operator of food solely. Now that the music op is in cigarette, candy and in some areas food and drink, the combined dates which run from September 4th through September 10th offer a unique opportunity to attend both shows and still spend as little as three or four days in the Windy City, some of which will be weekend days.

The next MOA Board Meeting will discuss details of the show, exhibits, programs, panels, discussions and events. It will be held in Chicago April 6.

An elated Snodgrass was asked the progress of plans to have increased exhibitor space at the show come September; and he replied: “I am most gratified with the support and cooperation MOA is receiving from all facets of the automatic phonograph business and other industries allied with automatic phonographs. With this type of support, the growth and success now being experienced by MOA is assured.”

Ralph Sheffield Dead At 49

CHICAGO—Ralph D. Sheffield, veteran coin machine manufacturing executive, and general sales manager during the past four years at Midway Manufacturing Company died in his home in Windy City, Friday, February 22, as a result of a fatal heart attack. He had been under strict medical supervision for several years for hypertension. He was 46.

Sheffield’s long career in the coin machine business, chiefly in the manufacture and sales of coin-operated amusement games, carried him through management positions in the prominent firm of Empire Coin Machine Exchange, the former Geneo Manufacturing Company, and United Manufacturing Company prior to his appointment as general sales manager of Midway Manufacturing Company, Henry Ross and Marceline Wol- verton head the Midway firm.

Survived by his widow, Ruth Sheffield, who assisted him in his work at Midway; a son, Roger; and his father, Glen Sheffield, of Ravenna, Ohio. Funeral services were held last week at the Haben Funeral Home, in Skokie, Illinois. Interment was in Akron, Ohio.

Manœuvres Order services were conducted last Sunday, February 24, under the auspices of Skokie Lodge No. 1108, Sheffield was a member of Malta Melske Abbey No. 1104, and a Past Patron of Skokie Chapter No. 1015, Odd Fellows.

Sheffield had returned home with his wife, Ruth, after a day in his office at Midway Mfg. Co., last Friday evening, February 22. He died while resting before the evening meal.

FRANTZ TERMINATES FACTORY DIRECT SALES

Seeks Distribution In General Markets

CHICAGO—John F. Frantz, president of J. F. Frantz Manufacturing Company and one of the country’s leaders in coin-operated amusement games and coin scales in this area, announced this past week that he is revamping his sales organization to aim directly at the machine operators—nation’s coin machine distributors.

He explained that his move in this direction is timely, since it is stimulated by the availability among distributors of the Frantz “Little League—Double Header” coin-operated baseball game—a competitive 2-player amusement game.

“The is the time of the year generally when operators think seriously about placing baseball type amusement games in their locations,” Frantz said.” In this regard, we feel it fitting and appropriate that we promote this new distrubitive thinking now, when we can expect the best possible exposure for this arrangement.

Frantz declared that he invites the nation’s distributors to contact him to inquire as to costs per unit, and other information on the “Little League—Double Header” 2-player, or any other amusement games currently in production. Also available, but not yet on the market is “Save Our Business,” and “Kicker & Catcher.” Frantz also offers a line of scales, which he says are much in demand now that the people in this country are “diet conscious.”

J. HARRY SNODGRASS
Again leading the industry, Seeburg re-affirms its basic policy: Expanding income for the operator.

No additional basic changes in design or operation of the LP Console will be introduced before 1965 or later. Because only Seeburg is offering the operator, the location, and the public the kind and type of music and equipment they need and want.

More favorable commissions for the operator. This has always been—as it is today—basic Seeburg policy. Every piece of Seeburg equipment is designed with that policy in mind.

Seeburg gave the operator that opportunity in 1948 with the introduction of the now-famous Model M-100A, the pioneering 100-selection phonograph. The M-100A was a radically new and revolutionary piece of equipment. It provided the operator with a "tool" for obtaining better commission arrangements from locations. It created location demand—a demand long missing from the industry. The M-100A provided the operator with a further opportunity to make more money by providing a phonograph that locations really wanted.

The Seeburg LP Console is providing the same kind of opportunity to operators today.

It has been 15 years since a really new coin-phonograph was introduced. And it is again a Seeburg introduction. The LP Console has proved itself—in locations, with operators—in even less time than it took the M-100A.

Along with the Stereo Consollette, it has demonstrated its ability to generate much more profitable play...to hold spending customers longer in locations...and to deliver with absolute accuracy of count a greater net profit on the operator's investment.

The M-100A revolutionized the music-operating business in 1948. The LP Console is revolutionizing the music-operating business today.

There are other parallels between Seeburg's advancements in 1948 and in 1963. Both came at a time of declining operator profits. Both came at a time when the industry as a whole was doing little more than copy the past.

Renewing Public Enthusiasm

And the result of Seeburg's bold innovation today is a happy repetition of what happened in 1948. In one step, programming possibilities of the coin phonograph were expanded and widened as never before. This, in turn, has given the public—far more knowledgeable about music than it was even 15 years ago—an opportunity to renew its enthusiasm for coin-phonograph entertainment.

More important, the LP Console is a major breakthrough for the operator...for the location...as well as for the public. By giving the public the kind and type of album music the public has always wanted by buying this music for home play, the LP Console has broken the barrier to more satisfactory net profits for the operator:

- It gives the operator the means to make the most favorable commission arrangements.
- It gives the operator—and the location—the opportunity to enjoy more play, more profitably through half-dollar play for a single 6-tune album selection.

In a nutshell, that is why the Seeburg LP Console was conceived, developed, and introduced. Seeburg did not radically restyle its phonograph, create a whole new concept of true album programming, or develop the Income Totalizer just to introduce a phonograph in keeping with the fresh design found today in auto
Stereo Consolette: "Totally new in concept and style... designed to generate significantly greater income."

Mobiles, furniture, and everything else the public is buying and using.

More Favorable Commissions

Nor did Seeburg just want to be different. The sole reason for the LP Console is to give the operator a better moneymaker and the first opportunity in 15 years to make much more profitable commission arrangements with his most desirable locations.

This is plain and simple economics.

It is, in fact, the reason behind every innovation, every improvement, every operating feature, every programming feature that Seeburg has introduced since the end of World War II.

In 1948 Seeburg announced that the M-100A presented operators with a golden opportunity that comes only once in about 15 years. Seeburg today is making that same challenging announcement in the introduction of the LP Console.

Seeburg has repeatedly led the industry out of the past into the present—and often when it seemed that the industry preferred to look backward to an easy past instead of forward into the realities of stiff competition for the public's entertainment money.

And there is stiff competition today—even for the public's time. The first phonograph was built in the days when there was no television, no FM radio, no home stereo, many fewer automobiles, and a lot less entertainment of all kinds.

Proof: Imitation

Has Seeburg been leading in the right direction? Competitors have often cried "No." But what has actually happened?

One by one, Seeburg's carefully planned advancements and innovations have been openly copied. And they are copied because they are right.

Competitors, even if they did not plow back their own profits into devising more profitable phonographs for their operators, have been smart enough to know a good thing when they saw it.

For example, see what we have today: There were load laughs at Seeburg for inventing the "Artist of the Week" program when it was introduced. Yet today it is openly imitated.

Current competitive phonographs also copy other original Seeburg features: styling, personalization, directional stereo. All are frank imitations adopted a year or more after Seeburg introduced them.

For still another example, the industry has not forgotten the jeers that came Seeburg's way when Seeburg announced automatic interlocks of 45 and 33 1/3, and warned the industry that the 33 1/3 record was the old music operating business. The industry went so far as to tell the world that the 33 1/3 single was "dead."

Yet today, the 33 1/3 record, in all its forms, accounts for 85 percent of all records sold, and the 33 1/3 single is the sole medium for bringing best selling album music to the coin-phono graph player. And, of course, all new models of competitive coin-phono graphs are now built to handle the "dead" 33 1/3.

Answering A Real Need

It would have been easy for Seeburg to rest on the oars and let the industry take its time in catching up. But the harsh fact is that our world is moving faster than our industry. As a whole, coin-phono graph entertainment has not kept up with the changes of the times. Total programming has not responded to the swiftly changing tastes of the public. Until the LP Console, in fact, there has not been a truly new coin phonograph in 15 years.

The LP Console embodies two realistic advancements: it brings to the location—for the first time—true album programming, the same music the public wants to buy for the whole family. Second, the new Income Totalizer in the LP Console makes possible, for the first time—truly built-in operation, costs, and location. Any possible question over money is eliminated. And this is something in which the most exacting accountants can have complete confidence.

There are two more features of the LP Console that have strong impact everywhere. They are the new styling, for one. Here is a design that has the highest money-making potential in the most everyday location. And now comes the grinder, the hamburger drive-in. But at the same time, and we believe this is important, the LP Console has the style of progress among all the finest places of business, too. It gives a new dimension to music operating, and greatly enlarges the kind and number of potential industries involved.

The advantages of Seeburg's new pull-out "packaged" electronics make sense to both operators and manufacturers. And this reduces down-time, due to any electronic malfunction, to a few minutes. The phonograph stays in the location and does not lose earning hours or days.

Breakthrough In Programming

But whatever else a coin music system offers the operator and the public, it is the variety and quality of the music that does—or does not—pull those coins out of pockets and into the cash box.

It was to get the industry to the main track that we introduced our "Artist of the Week" plan three years ago—to step up the quality of programming as well as the quality of reproduction. We knew, though, we had to go further. We were still not fully in step with the public and its changing taste. So early in 1962 Seeburg and the record manufacturers mutually agreed on the need for true album recordings for coin-phono graph play.

You know the result—the Seeburg "Little LP" record, equal to one full side of a 12-inch album recording and designed for 50-cent play. The "Little LPs" are true album recordings in 33 1/3, stereo, and they make available for coin-phonograph play, for the first time, many popular artists not found today on singles.

We also published a special operator's catalog of these albums. The first edition, which went through two printings, has now been revised, enlarged, and issued in a second edition. There are now 247 stereo albums available on 31 labels including all the major manufacturers. Since the Little LP was introduced, Seeburg and Seeburg distributors have invested more than a half-million dollars in this record program, and we are constantly increasing that investment.

Profitable 50-Cent Play

The Little LP was designed for 50-cent play. But even more, it is designed, first, to provide stereo album music that is really worth 50 values that will result in greater earning power for each phonograph. We have a proved record of doing that—building the very best—leading with innovations that increase earning power of our phonographs.

We know this way is best, because it is the one way that pays off—immediately and in the future. It is the reason why older Seeburg models continue to command the highest re-sale prices. It is the one way which protects the operator's investment.

What About The DS-160?

One question remains: We are still asked if the LP Console is to be the only Seeburg model available in the next two years. For those operators who feel they must have an old-style conventional phonograph for certain locations, the DS-160 will continue to be available.

We do not recommend it. And you must admit that Seeburg's foresight and record for predicting what's to come have never been right on the nose. The old-style phonograph will fade out. Time is passing it by.

Altogether, the Seeburg program is built on a bold updating of the phonograph itself and on a new wide-screen concept of music for public entertainment—music that meets the rising popular taste of America and the world, today.

It is a program—whatever its side benefits—designed primarily to make more money, more take-home money, for the operator. The prosperous operator is the backbone of our industry. Every innovation, every advancement made by Seeburg is aimed at that one fundamental fact. A sick operator—and that means a sick industry—cannot profitably entertain any Locking away operator means a healthy and growing profit, will let our industry grow and keep pace with the rest of our economy. The LP Console affords the means to let our industry do just that.

Because we are so firmly convinced of this, we plan to continue with the LP Console at least until 1965 or longer.

Stereo Consolette: "Totally new in concept and style...designed to generate significantly greater income."
CHICAGO—The appointment of Runyon Sales Company, Route 22 and Fadum Road, Springfield, Ill., as the new full line distributor for Rowe AC Sales Company was announced last week by Jack Harper, Rowe AC Sales Manager.

The New Jersey operation is headed by Barney Sugarman and Abe Green. Bill Hendrick, formerly with One Box Distributors, Sales Manager, has joined the Runyon staff in Springfield as Vice President and for vending. He will represent all of its customers in the area.

Continental Satisfies Tax Lien, Re-Opens Plant Assumes Normal Operations Following Re-Financing

The lien was placed against Continental and Continental-APCO, a subsidiary. An IRS spokesman said that the lien represented withholding tax taken from employer salaries but not forwarded to the Government in late 1962 and 1963.

Late News

TEXAS—A state court of civil appeal upheld a lower court decision excusing sales of less than 25¢ from the 2% sales tax. Vending machine operators brought the suit.

PUERTO RICO—Commonwealth Thurstos of Puerto Rico, Inc. reported a 30% increase in January vending and concession sales. The company reports a good start in amusement theatre circuits and island-wide vending business. Increase was attributed to opening of new 1200 drive-in theatre and general placement of new locations.


CHICAGO—Canton Chairman Patrick O'Malley told shareholders last week that write-offs are a thing of the past for the company. Canton in 1962 wrote off $11 million for obsolete equipment and faster depreciation. Advised shareholders that Canton will not be content with its present share of present vending market.

NEW YORK—R. Carl Chandler, Std. Packaging Corp. Chairman, using double page advertisements in business publications promoting vending machines as modern methods of retailing, has made the Stancraft greeting card vendor.

NEW YORK—Canada Dry Corp. reported $1.5 million increase in sales for quarter ended Dec. 1962.

LYNBURG, VA.—GE has named Richard Gifford head of two-way radio business here. Firm sells vending and coin machines and radio communications systems.
MONY Meet Covers Wide Range Of Topics

NEW YORK—Members and non-members alike attended a meeting of the Music Operators of New York Inc. here last Tuesday evening, Feb. 26, at Phil Gluckstein's Restaurant and some of the most vital subjects concerning the coin machine operator in this field, and in some instances across the nation—were discussed.

About eighty attended the dinner-meet and although many local operators were notable in their absence, operators were delighted to see an influx of non-members arrive at the meeting. MONY is conducting a membership drive and at least one dozen firms have been added to the rolls in the past month.

President Al Denver, in addressing the column, urged MOA membership as well as local membership in order to lend strength to the perennial battle with ASCAP and BMI, in the form of another Celler Bill designed to make music operators pay royalties on records. He also covered the current Lerner Bill which is presently sitting in Albany awaiting support from other areas of the legislature. The Lerner Bill is written to tax gross receipts from juke boxes at the rate of 10%. What with Governor Rockefeller using similar taxation measures with bars and grills in a proposed tax drive this month, the bill takes on greater importance. MONY officials have studied the bill and are “watching it.”

Attorney Matthew Brandenburg, representing MONY, before the Attorney General’s office, reported that legal steps are being taken to modify the consent decree by which MONY abides. Purpose of the modification is said to be to permit operators to benefit from a central credit source, without necessity in this era of coin machine operating.

Attorney Teddy Blatt, who formerly represented games operators in this City, but now represents all members of MOA, since the association accepted games ops among the membership last December, stated that relations with the License Commissioner in NYC are cordial and that progress is being made toward a more advantageous relationship between operator and location owner. Many locations have been discomfited because of the strict license dept. rules necessitating fingerprinting and recording measures once a machine is installed. This is necessary if the location owner has already gone on record with this information upon filing for the original liquor license.

A good showing was in attendance from upstate New York with members of the NYSCMDOA and the NYS Guild appearing. NYS Association Attorney Louis Werner discussed the current pool table situation which prohibits operators from placing both types of pool tables—six pocket and bumper—in locations where pool tables are situated. With this regulation, operators have already gone on record with this information upon filing for the original liquor license.

At the meeting was attended by representatives of all distributors in New York City, associations in and around the metropolitan area and non-member and non-member operators.

Now! You can add that “extra” location!

Pick up a modern coffee vendor . . .

complete and working . . .

at a realistic price:

- 9 Rudd-Melikian Brew-A-Cup model 300 powdery
- 2 Rudd-Melikian Brew-A-Cup model 500 powdery

Your choice:

$500 each

contact Robert Romig at Davis-Syracuse and get ‘em while they last!

For the first time

Horse-Caller Play Control

Newly Drop coin mechanism

built into center leg.
New Wico Pin Hood Conversion

The coin machine industry has announced the availability last week of a wooden pin hood conversion unit for replacement on United's coin-operated big ball bowling alleys.

This unit, according to Ruber, will work on the following listed bowler models: "H. Scoto," "De Lyon," "Jambou," "Royal," "Bonus," "Playtime," "Duplex Simplex Advances," "League," "Handleup," "Team Mate," "Falcon" and "Savoy." Wico's new wooden pin hood conversion unit comes to the operator complete with a decorative front panel—illustrated with yellow figures on a brown background. Finished with chrome trim.

It is made with heavy-duty ½-inch wood, standishly reinforced. The external side of the hood is impainted (because color varies with each bowler). Optional paint can be supplied with easy-to-use 10 ounce cans of splatter paint. The unit is also supplied with sockets and wiring for lighting on the underside of the pin hood.

United Execs In NYC

NEW YORK—United Manufacturing Company execs Herb Oettinger and Glenn Johnson planed into NYC to visit with top distrib living Holzman last week to confer on plans for a new game. The visitors left Friday, met with President Lyn Durant in Chicago, and then Durant flew into International Airport on Sunday. Holzman and the United head spent three days together discussing production plans after which Durant returned for Chicago to resume engineering and promotion programs on the new amusement machine. Holzman will fly to Chicago Tuesday, March 5.

Activity along coin machine row has remained very steady the past few weeks, with both distributors & operators continuing to maintain an optimistic outlook for the months ahead. The new Celebrity single cup dry ingredient coffee vendor arrived, and is on display at H. E. Jones & Co., Ralph Philips conducted another Jones Report last week, and the last big push in attendance. Chuck Klein said some of the operators requested an additional class to take up refrigeration exclusively. The complete line of Celebrity vending was on display at the exhibit held by the National Industrial Relations Association, in San Diego at the Astronautics Corp. Ed. Wilkes in charge of the exhibit. Bally’s "Spinner" game has been creating a great deal of excitement with its strong play-appeal. Woody Matthews is visiting Rowe Coin Services in Chicago, and Don Edwards, Lomberg Co.

At California Music Co., Jerry Barish was happy to announce that Buddy Robinson is planning to be married in June to Nancy Brydon of Chicago. Don Walker, Donny, and Joe Walker Sr., Ruber, are making some fishing for a few days... George Murasko reports they can't keep pool tables in stock at Simon Distributors in Chicago for the past few weeks. Sonny Lomberg returned from a successful trip to the mountain areas, calling on customers... More and more operators are being "faged" interested in the Champion "Fast Draw Gun" at American Coin Machine. This very competitive game is continuing to stimulate sales and many operators are considering this model for replacement. In this area, Lomberg Co. worked overtime this week to prepare export orders for shipment to Australia and Manila... Gary Sinclair, regional sales manager, in town and spending a week at the local Wurlitzer Factory Branch.

The Red Sox are to be in Boston for a few days calling on ops... Mahalo Reports, Ray Amiel, from Hawaii, stopped at the Leumahue "record box" to show Mary and the gals his Hawaiian singles, now available for juke boxes. Clyde Jackson of Columbia was also in reporting "Our Winter Love" to Bill Parker, with the firm which is enjoyed on the West Coast. Dave Yates, manager of Amco's one-stop, said their stock of the "Artist of the Week" package has been very good, and had to be replenished this week. Dave added, the one-stop has continued to progress and business is getting better each week.

As the last week of the Vending Mart in San Francisco, paid a visit at Paul Laymon, Inc. Jim Wilkins informs the new compact Bally "Spinner" has pleased everyone and is getting a tremendous response. Sales action has been unusually good the past few weeks on both the wall and floor models of the Rock-Ola phographs... At C. A. Robinson & Co., Hank Tronick reports United's new "Caterina" shallow DX model, which his president, Harry L. Robinson, cites as a tremendous feature, is creating a great deal of excitement. Hank went on to say, based on the huge success of last years Midway "Deluxe Baseball," orders are being given for the first time that the machine is "dressed out" for the front forwarding to receiving. The death of Ralph Sheldon, Midwest head, came as a shock to coin coiners.

Some of the visiting operators seen on Pico Blvd. this week were: Harry Dunson, Balboa; Tab Simmon, Bakersfield; Bill Bradley, Covina; Tom Rodden, Bakersfield; Ray Arvidson, Bay Brandon; Ray Kowli, Long Beach; Walt Hembre, San Francisco and Al Anderson, Shafter.

Midwest Musings

Mr. & Mrs. Bob Ahern, LaMoore, Ne. Dak, in the cities for a few days, Bob visiting a few distributors and Mrs. Ahern doing some shopping.

Forrest Dail, Fergus Falls, Minn, in the cities for the day and picking up his new stock and parts order for the Art Millard & Carlsons, Crazy City, Iowa, and the Amuse for the day making the rounds... Mr. & Mrs. Ike Semons, Montevideo, Minn. in the cities for the day... Mr. & Mrs. Art Berg, Fairmont, Minn, returned from a trip last week after spending a monsoon week outdoors with grandson and children in California.

Mark Gouldham had a very pleasant three week vacation in California visiting his daughter and son and their families... Gene Clemens made a quick one day trip to the cities to watch the Golden Gloves fight last Monday night... The Kingston Trio at the Minneapolis Auditorium Friday, Feb. 22... Vince Jorgenson, Crazy City, Iowa, is basking in the sunshine in Honolulu... Mr. & Mrs. Lawrence Sanford, Dodge Center, Minn, in the cities for the day picking up records and parts for the route... Joe Perkins, Mpls, operator had a coronary attack last week, Mrs. Perkins reports that Joe is resting comfortably and is getting along just fine and will have to remain in the hospital a few weeks.

Happy birthday to Kelly Dwyer one year old last Friday, Kelly is the daughter of Mr. & Mrs. Larry Dwyer, Rochester, Minn... Gordon Runnberg, Moose Lake, Minn. in the cities for the day picking up parts and records for the route. Also in town from Winoma were Frank Phillips and Lloyd Williamson.

California Clippings
Some people call it a jukebox. Others call it a phonograph. If you want to get fancy, you can call it a music system, coin-operated.

Call the Rowe AMI coin-operated phonograph what you will, its first and last name is MONEY-MAKER.

That’s because Rowe has all the features you need to make money in any location—and none of the features that limit play.

For example: Three-in-One (200, 160 or 100 selections) programming; self-contained Stereo Round; full-width personalization panel; Top Talent Tune display that needs no “double” titles; light, color, motion—salesmanship, in other words; easy-to-read, easy-to-select titles; jumbo keyboard.

And, most important, a realistic price.

Your Rowe AMI Distributor can make it mighty easy for you to get your hands on these money-makers right now. See him soon for the full story.

*Pat. pend.
Big meeting last week at Phil Glucksman's Restaurant in the heart of downtown Chicago. Mr. Glucksman has a fine, new restaurant that had a great opening last week. Irv Aspet of Pie Vending Lou and 395 245 ALL-STAR 150 395 175 ARmitage Bally furnish business Sandler, Art

ATLAS...Reconditioned—Guaranteed

MUSIC GAMES VENDING

VENDING

ROWE 1-1000, 4 Flavor $595
ROWE 4000 4 Flavor 445
DouCrenier K-12 Clp. (Mon.) 140
SEEBURG 2J Clg. 495
TSAHN (30-Ct) Clg. 195
VENDO ICE CREAM 210. P.S. 395
VENDO MILK 210. P.S. 395
STONE CANDY, Mod. 160, G/M 175
NATIONAL CANDY, 10 Gal. Sht. 265

IMMEDIATE DELIVERY on the SENSATIONAL NEW Bally SPINNER FAST ACTION FAST PROFITS!

GAMES Completely Reconditioned
Gottlieb LIBERTY BELLE 4/9 $465
Gottlieb FLIPPER CLOVIN $265
Gottlieb SEVEN SEAS $175
Midway GALLERY $175

1/3 Dist., Res. C.B.D. or Import Dist. CABLE: "ATMUSIC"—Chicago

 Distributors for AMI - ROWE BALLY

A Quarter Century of Service

ATLAS MUSIC COMPANY

2122 N. WESTERN AVE, CHICAGO 47, ILL. ARmitage 6-5005

RIDE WITH THE WINNER!

CHICAGO COIN

• ALL-STAR BASEBALL • ROYAL CROWN BOWLER • CITATION PUCK BOWLER

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

An Elm Tree Remains (Through The Roof!)

New Sandler Building Ready June 1st

MINNEAPOLIS—According to Irv Sandler, the aggressive President of Sandler Distributing Company, Minneapolis, the time to expand is when business is good and "business is good today." Hailing his creed, Irv Sandler last week broke ground for a new building. The artists' conception of this unusual creation describes it better than we can. (Picture).

The new Minneapolis headquarters of Sandler Distributing Company will double the space it now occupies and furnish facilities necessary to handle the increased business they're enjoying through the sale of Wurlitzer "Model 2700" Phonographs. The new quarters will have been built on a conditioned showroom and the most modern service facilities. It will be headed by Bob Crosby who has been with Sandler Distributing for the past seventeen years.

The new Sandler building features a dramatic entrance with doors leading into the showroom and service areas to the right and the office section to the left. A beautiful elm tree now growing on the site will remain in position giving the appearance of growing right through the roof of the new structure.

Irv Sandler has also announced a new unusual one-stop record service which promises to become the talk of the music industry. A hospitality room located off the showroom floor will be a place where the operator can refresh himself with food and drink while making his purchases. The new headquarters will be ready by June 1st.

Jack Wilson drove down to attend the MONY meet after conferring with NFC Gold officials on the progress of the pool table action in the attorney general's office. . . . Lou Werner briefed ops on the Lerner Bill advising that it is receiving careful watching by all concerned. . . . Jack Wilson won the U.S. Bond raffle. . . . Teddy Blatt has some ideas on how to go about achieving the relaxation of the present rigid laws which are enforced by the License Dept. which knocks down so many games submitted. . . .

Al Denver pushed MOA membership hard and urged ops to get behind the drive for increased numbers in order to combat the Celler Bill and other legislation. A formal meeting after the luncheon was held on Gov. Rockefeller's proposed taxation of gross receipts of bars and grills which could lead to gross receipts of many other businesses and you know who is the usual sitting target.

No word from upstate at press time but the legislation expected to be submitted which would outlaw all types of pool tables was evidently receiving as much attention and action as could be given. Distributors turned out in force for the meet; Murray Kaye and Mike Calland from Atlantic City; Morris Rood, Perry Lowengrith, Irv Kemptner and Nate Sugarman from Ronyon; Harold Kaufman and Allo Goldberg from Musical Distributors; Harry Watson of Phil and Al; Richard Simon; and Abe Lipsky from Lipsky Distributors, all attended. A fine showing. . . . Irv Sandler is now tied up with United exec Lynn Durant discussing some new ideas until the wee hours of the morning. Couldn't break away for the meet. . . . Shugy stayed in Jersey sending his four NYC men to attend. Barney returned from Chicago after the weekend and calling a meeting here Monday. A 13-man representation overseas (Benelex) having completed negotiations with Rowe AC to handle the full-line vending throughout the State of NJ.

Mike Munves had to get home early and missed the meeting. Mike told us that the lobbies of the Florida hotels are jammed with reservations, and they're turning 'em away. . . . Al Simon at the Thunderbird with his family for a stay in the sunny climes. . . . Seeburg's Jack Gordon down in Miami Beach with Mrs. Gordon. His first vacation in five years and he goes and loses at the Miami Beach Track (but only petty cash money). Jack decided to take off for a quick vacation what with the snowy rigid temps in Chi and in Manhasset, NY where he continues to live (on weekends).

Seeburg's first quarter showed a 6.8% gain over sales, 108% over profits, more than twice the earnings per share (25c), and Del Coleman says things are going to even better.

Looks like the MOA Convention is set for Sept. 4, 5 and 6. Many common concerns are expected to be discussed, and the emphasis of this event which follows immediately in Chicago Sept. 7, 8, 9 and 10. Those interested would be wise to make it a point to attend both conventions. You can learn a lot at each one. . . . Aspet Varton, Mondial exec, expects to go to Europe in June. . . . The Englewood, N. J. store, will conduct some business while in Paris and will probably in Italy. . . . Pat McCann, distributor from New York, will be handing over his reign to Pat McCann, west coast service man, in town and looking for an opening. You can reach him at JU 6-7782.

Canio Trota on the avenue, had Abe Lipsky turn out a custom-made jake for a spot which insisted on specific colors and styling. When Abe got through the machine looked just the way he wanted it to, pink all over! Ted Sciodel is busy packing up the week-end shoe sales to deliver to buyers and vice-versa. Two routes, small ones, changed hands last week.

Truman Woodworth, Director of Service, at Disneyland, visited Mike and Jack Munves last week and continued to place orders for several amusement machines with the veteran firm for the giant amusement park in Anaheim, Calif. . . . Herb Oettinger and Glenn Johnson, United execs, in earlier to visit with Irv Broman. After returning home to Chi they asked Lyn Durant to fly into NYC and that he did.

Bert Betti delighted with the continued acceptance of the Fischer pool table line. He is shipping as fast as he can get 'em from Mettle machines. . . . Hank Grant and his son Bruce were real buddies on board the Holland-America liner 'Byndam' last week. The return trip to Antwerp was Hank's uptown. Bruce has only made the trip four times, one for each of his tender years. . . . Just an item: there are 10,318 horse rooms in England. All licensed. . . . John Willits promoting the Tape-Athen background music unit in the upstate area. . . . A. D. Palmer has the fluf. . . . Advised that Irv Sandler is building a new plant. . . . and so it goes, as men, machines and money make this coinmachine business go round and round.

Cash Box—March 9, 1963
New & Used! Best In Town!
Call Melrose 4-8468 for quick deal!

Bally Spinner! Dime-A-Minute Power

Used Equipment Music—Bowlers—5 Ball

Rock-Ola Phonographs
Model 1297 (Empire), 200 Selective 812.00
Model 1366 (Empire), 120 Selective 725.00
Model 1393 (Princess) 100 Selective 615.00
Model 1466 (Princess) 80 Selective 610.00
Model 1666, 120 Selective 655.00
Model 1691 (Princess) 80 Selective 600.00

Seeburg Phonographs
Seeburg B—$125.00
Seeburg V-200—175.00

Bowlers
Chicago Coin Royal Crown Bowler—Write
Chicago Coin Gold Crown Bowler—815.00
Chicago Coin Continental Bowler—655.00
Chicago Coin Twin Bowler—295.00
Bally Rapid—315.00
Bally Raymond—395.00
Bally Royal—395.00

5 Ball
Chicago Coin Big Hill Bowler—Write
Bally Ray Keene—Write
Bally Rapid—315.00
Williams Viking—295.00
Bally Rapid—295.00
Bally Rapid—315.00
Williams Soporte—295.00
Gottlieb Double Action—245.00
Milken Target Gallery—350.00
Chi Coin Mfg.—500.00
safe Test—575.00

Calderon Distributing Co.
433 N. Alabama St.
Indianapolis, Indiana
Phone: Melrose 4-8468

Little Leaguer—Double Header
A 2-Player Socko!

A #1 Hit Everywhere!
A Competitive Baseball Game
Geared For Big Profits!

J. F. Frantz Mfg. Co.
1940 W. Lake St., Chicago 12, Ill.

World's Largest Inventory
Send for Complete Lists
Arcade—Games
Bingo—Rides
Music, etc.

David Rosen
Exclusive AMI Dist. For PA,
855 N. Broad Street, Phila. 23, PA
Phone—Center 2-7903

Cash Box—March 9, 1963

Chicago Chatter

The sudden shock of the death of a friend struck co-inbox again last week when the news of Ralph Sheffield's demise was reported. Ralph, a coin machine expert of many years—who was widely known all over this country and overseas, died in his home last Friday, Feb. 22, in the presence of his lovely wife, Ruth, who is also quite prominent in coinbox. Also at home at the time was Ralph's son, Roger Sheffield. Ralph, 49, general sales manager at Midway Mfg., covered himself with a sweet gentility, dignity, and a certain innate man-in-mainliness that made you feel he was always more likely to be by your side or to hear from you. Hank Ross and Marcino Wolfington, heads of Midway Mfg. Co., were stunned by the tragic news of Ralph's sudden death. A lot of friends will miss Ralph Sheffield.

Joe Kilt and Sam Kolber are bursting with joy over the full page spread (write-up) last at Coin Machine Exchange received last week in which a Midway Exporter talks about the growth of First's export biz throughout the world...

Prosperity is contagious at Bally Mfg., especially since the intro recently of "Table Hockey" and the more recent "Spinner" coin-operated amusement games. Happiest smiles are being projected by Bill O'Donnell, Herb Jones, Ray Moloney and Don Moloney.

While Rock-Ola Mfg. proxy Dave Rockela is enjoying a well earned vacation, executive vice-pres Ed. G. Doris is busy as blazes due to very heavy production in the huge plant on Rock-Ola's "Rhapsody" and "Capri" coin-operated machines and the popular Rock-Ola "IVT" line of vending machines. Vice-pres Frank Doyle is currently on the West Coast on behalf of the "IVT" line. Les Reck just returned to the home base after a whirlwind biz trip.

Isn't necessary to ask what's new at Chicago Dynamic Industries, according to Mort Secoree, ChiCoin's busy sales chief. Mort is elated over the continued, ever growing sales of Chicago Coin's 2-player "All Star" baseball game.

A very sad cooinman this week was Gil Kurt, owner of Empire Coin. Gil was visibly crushed by the sudden, tragic death of his old friend, Ralph Sheffield. Ralph worked with Gil at Empire Coin many years ago, when the firm was in its preparative infancy. ... Genial Gil (built!) Joe Robbins, one of the most lovely Marian are making preparations for their tour on the European Continent in the near future. Ask about March 15. Jack Baurin, Bill Horberg and Bill Milner are very excited about the new Williams coin-op, baseball game which is due to be released soon. They expect heavy operator interest—and sales.

While Nate Gottlieb and his lovely wife are cruising in the Caribbean, and Dave and Dorothy Gottlieb are sunning merrily along in Miami Beach Alvin Godkin, owner of World Wide, are keeping tabs on the terrific action D. Gottlieb & Co. is enjoying with the "Gauche" 4-player. Judd assures us it is really breaking sales records in a big way... Bob Hurnard, managing director of M.O.A. (in absentia), addressed the record One Stop Assn. (I.O.S.A.) meeting in the Sheraton-Chicago Hotel, last Thursday, Feb. 21, welcoming the group headed by Iris Perelman, of Philadelphia, to Chi. Bob addressed the group in behalf of the Music Operators of America.

Presy Roy McGinniss, of J. H. Keene & Co., is back in his office after a lengthy, miserable bout with the 'flu bug. During Roy's absence, John Hennes and Clayton Nemoff were snowed under (in more ways than one). Visitors last week at the Keene plant were Maury Sykes and Joe Barranco, both of Baltimore, Md.

It's nice to see Irv Ovitz back in his office at World Wide Distributors after the very unhappy chore he had to the tragic death of his sister and brother-in-law, Mr. & Mrs. Max D. Kehlison, in the airplane crash near Miami. Irv is well. He advises that Sales of Seeburg's "LP Collection" phonograph are exceptional. There's also heavy action with the Seeburg lining. Our pal Paul Rief is the Seeburg Coin amusement games. Nate Feinstein was on the go this week, calling on the trade out of town. Fred Sikor and Hovie Freer were so busy they scarcely had the time to go to lunch.

That mean of 'flu bug has been very active of late in many areas. It wreaked havoc last week at Rowe AC Services. However after a spot-check this week we noticed that most everyone was on board. We counted several healthy specimens (ah-hoo!) as proxy Jack Harper, exec veep Dean McMurdie (who still looks a big green), vice presidents Fred Pollak (obviously improved in health—we hope!) and Tom Sams (who'll debate the 'healthy' point). Don Lundy's health is another subject. He's sporting something around the neck that resembles a 'horse-collar' to ease a slipped disc. Meanwhile, Phil Geter rolls merrily along in the pink of condition. Tom's, secretary, Nancy Conner, was forced to sit out the flu battle at home—and not all pleased.

We observed plenty of action at Atlas Music Co. this week, and Paul Huebsch info us that Phillips and Chuck Harper are out of the city. However, everything is back in trade. Eddie Ginsburg is delighted over why his organization is shaping up at Atlas Music. Paul sees heaviest sales of late are on the Rowe cigarette machines. Coin, baseball and Bally "Spinner" amusement games, as well as showever at phonos.

Sales are maintaining a high level at United Mfg., according to Bill DeSelm, on the "Sabre" big ball bowlers and "Caravelle" shuffle alley bowlers. Stu Krocki infoes that he and Bill Adair are practically holding down the fort at Seeburg this week, with what Tom Herrick in Milwaukee on biz, and Jack C. Gordon out-of-town.

Johnny Frantz really 'threw us' last week when he announced his new direct to distributors sales operation. Johnny is heralding the big, new baseball series, "Little League-Double Header!" 2-player amusement game. He says it's a "real slugger in the 'sales league'!"

We're surprised that Sam Stern and Art Weisand didn't pass each other along the way last week. While Art, busy-as-a-bee vice pres at Williams Electronic Mfg. Corp., was jetting in from a West Coast trip Sam, Williams president, was devoting for a well deserved rest in the southern climes.
NEW 4-PLAYER MAGIC! ALL NEW GAYOLO

NEW EXTRA BALL FEATURE NEW COIN
RETURN NEW PLAYBOARD AUTO-CLAMP
NEW DOUBLE-SIZE CASH BOX NEW
FRONT DOOR STYLING NEW MAXIMUM
SECURITY DOOR LOCK

SEE THE MAGIC OF
YOUR

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

Jack Gordon's Luck Stays In Chicago
MIAMI BEACH—Jack Gordon, Executive Vice-President of The Seeburg Corporation, would be the first to admit that at least a little bit of luck enters into the success of a product. Therefore, Gordon would be considered lucky, to a certain degree, being responsible for some of the text which appeared in Seeburg's annual report issued last October and again in the firm's first quarter report out last week (106% profit increase). Enjoying his first vacation in 5 years Jack and his wife visited Hialeah Race Track last week and also he was without luck. But what difference does it make when you're on vacation(1)

"As Compulsive As Pretzel Nibbling"!
Si Redd Wires Ops On New Bally 'Spinner'
BOSTON—Si Redd, president of Redd Distributing Company, Brighton (Boston), Massachusetts, says the play appeal of Bally "spinner" is as compulsive as pretzel nibbling. "I got the idea," Redd explained, "watching players on location color back to the game time and time again, I decided to send a telegram to operators in my territory, saying "Customers can't stay away from 'Spinner' any more than they can keep their hands out of the pretzels. If you want a winner, come in 'Spinner.'" The result was quite a caravan of operators on the wintry New England roads, and more orders than I can fill for a week the way Bill O'Donnell (Bally general sales manager) is rationing shipments of this surprise sensation.

If we knew Redd as we think we do, there won't be a location in New England without a bowl of pretzels and a "spinner" to go with it.

1 or 2 can play
- One Player draws and fires against speed indicator
- Two Players draw and fire against each other for competitive scoring
- When red "DRAW" light flashes on, player draws and fires. Championship Fast Draw Series Each Player's Win
- Adjustable Gun Stands
- Realistic "Royallet" Holsters
- LOCATION TESTED
- TROUBLE FREE OPERATION

See it at your local distributor, or write:

SOUTHLAND Engineering, Inc.
1637 Euclid St., Santa Monica, Calif.
Telephone: Elborn 3-3724

Cash Box—March 9, 1963
EARNINGS
prove Wurlitzer has it

The fabulous Wurlitzer 2700 is now "on location" in all parts of the country. Everywhere the story is the same. For beauty, for stereophonic sound, for a real solid array of meaningful features that pay off in the cash box, WURLITZER HAS THE WINNER.

Test a Wurlitzer 2700 with the Ten Top Tunes feature anywhere on your route. You'll share the opinion of all Wurlitzer operators . . . this is the Greatest Money-Maker of Them All!

YOUR WURLITZER DISTRIBUTOR CAN PROVE IT

WURLITZER 2700
200 AND 100 SELECTIONS

THE WURLITZER COMPANY/NORTH TONAWANDA, N. Y.
107 Years of Musical Experience
UNITED'S SABRE BOWLING ALLEY

New READ-OUT Feature

Instantly indicates each player's frame score as it is made in CHANGING LIGHTS in Magic Square . . . then transfers to total score.

PLAYER'S CHOICE OF

<table>
<thead>
<tr>
<th>FLASH</th>
<th>DUAL-FLASH</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>STRIKES</td>
</tr>
<tr>
<td></td>
<td>SPARES</td>
</tr>
</tbody>
</table>

REGULATION WAYS TO PLAY

Plus

Handicap Feature

EASY STRIKE OR NORMAL STRIKE

1 to 6 Can Play

Available in 13 FT. and 16 FT. Standard Lengths

4 FT. and 8 FT. Sections are available to increase lengths as desired

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

SEE YOUR UNITED DISTRIBUTOR TODAY!

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO

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

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

MODEL 404

ROCK-OLA

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

NEW ROCK-OLA WALL BOX.
• Entire mechanism removable for fast efficient servicing!
• Extra large cash box.
• Deep recessed 5¢ coin chute.
• Completely sealed hinged front door.
• Revolutionary new selection system.
• High styled design.
• Accumulator permits multiple coin deposits.
• Rugged construction.
Model 1558
(160 selections) Wall Box
Model 1564
(100 selections) Wall Box

PRE-ANGLED 2 1/2" TWEETERS ON BOTH SIDES

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

FEATURED STAR DISPLAY PANEL
For model 404 Capri 100 Selection Phonograph

LOOK TO ROCK-OLA FOR ADVANCED PRODUCTS FOR PROFITS
Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue
Chicago 51, Illinois

SEE THE BIG 3 FOR '63

with Full Dimensional Stereo
Model 458 Deluxe Stereo
Monoaural Phonograph

with Full Dimensional Stereo
Model 404 Deluxe Stereo
Monoaural Phonograph

Model 404 Deluxe Stereo
Monoaural Phonograph