Good-old-sentimental warbling usually doesn't go over big in today's disk market, but the gentleman making the rubber-face pose, comic Frank Fontaine, has done the trick in remarkable fashion. He's got one of the hottest LP sellers of the year with his ABC-Paramount recording of "Songs I Sing On The Jackie Gleason Show," currently the number one album seller in the U.S. As Crazy Guggenheim on the Gleason TV'er, he sings each week—at the request of Joe the Bartender, played by Gleason—a sugary old favorite. Such material makes up the LP's bill-of-fare for Fontaine's deep baritone voice. Fontaine's success in this area is even more impressive with the knowledge that he first began singing before a mass audience with his bow on the Gleason program last fall.
<table>
<thead>
<tr>
<th>No.</th>
<th>Song Title</th>
<th>Artist</th>
<th>Catalog</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>Ruby Baby</td>
<td>Dion</td>
<td>42660</td>
<td>Columbia</td>
</tr>
<tr>
<td>7</td>
<td>Blame It On The Bossa Nova</td>
<td>Evie Gorme</td>
<td>43661</td>
<td>Columbia</td>
</tr>
<tr>
<td>9</td>
<td>What Will My Mary Say</td>
<td>Johnny Mathis</td>
<td>42666</td>
<td>Columbia</td>
</tr>
<tr>
<td>15</td>
<td>Our Winter Love</td>
<td>Bill Purcell</td>
<td>42619</td>
<td>Columbia</td>
</tr>
<tr>
<td>20</td>
<td>I Wanna Be Around</td>
<td>Tony Bennett</td>
<td>43634</td>
<td>Columbia</td>
</tr>
<tr>
<td>36</td>
<td>Can't Get Used To Losing You</td>
<td>Andy Williams</td>
<td>43674</td>
<td>Columbia</td>
</tr>
<tr>
<td>57</td>
<td>Don't Be Afraid, Little Darlin'</td>
<td>Steve Lawrence</td>
<td>43699</td>
<td>Columbia</td>
</tr>
<tr>
<td>58</td>
<td>Go Away Little Girl</td>
<td>Steve Lawrence</td>
<td>42601</td>
<td>Columbia</td>
</tr>
</tbody>
</table>

*according to a reliable source...*  
Columbia Singles Sell!  
Also Available on Single 33
Non-Chart Hits

Some of the really big hits in recent months were "The Sweetest Sounds," "I Believe In You," "Once Upon A Time," and "Gonna Climb A Mountain."

These were hits, you say. The answer is a resounding "yes!" Although none of these songs enjoyed a reputable status on the Top 100, if one looks deeper into the exposure of the aforementioned numbers during the year, they could well be classified as "really big hits."

Disk-wise, each has gotten vast exposure, especially in albums. They have been performed under varied circumstances, by vocalists, jazz instrumentalists and orchestras which sometimes reach symphonic proportions. While it is true that singles coverage of these tunes dwindles after they make their initial appearances, the loss in this area is more than compensated by their blossoming out on LP's, where a tune's ability to pass-the-test of all kinds of interpretations is an almost sure-sign of its future status as a standard.

But, that's hardly all. The public knows these songs. And it is familiar with them in a manner that would be consistent with each being a big singles vehicle for same artist.

Surely, from the publisher and writer point of view, too, these songs are winners. They may not be getting in on Top 40 programming, but they're certain to be found making the rounds quite often on the ever-increasing good-music outlets, and, to be sure, on many a musical segment of some network TV'er.

This all adds up to the fact that these newer standards-to-be are truly hits. Disk buyers look for them—or are at least pleasantly surprised to see them—when they're eyeing the bill-of-fare on an album jacket. To all concerned in the production of the albums, such material has built-in sales value.

The industry is, indeed, fortunate that each year boasts these subtle successes. For in the long run, their importance to the music business is all too apparent.
2 Great New Singles by Anthony Newley*

*and they're BOTH on ONE record...

NEWLEY LP's

STOP THE WORLD—I WANT TO GET OFF
Stereo AMS8001 Mono AMS8001

LOVE IS A NOW AND THEN THING
Mono LL3156

TONY
Stereo PS244 Mono LL3252
Coming Soon
ANTHONY NEWLEY/PEAK PERFORMANCES
Mono LL3283

LONDON RECORDS
Air Crash In Tenn. Kills Patsy Cline, Hawkshaw Hawkins, Cowboy Copas & Randy Hughes; Jack Anglin Dies In Later Mishap

NEW YORK—The Air Traffic Control Commission, Columbia Record Club anti-trust hearings, and the Passaic Valley Gas Co.'s (Onondaga, N.Y.) case were among the events of the week.

The three-week-old Cline, Cline and Copas of the WSM show were killed in a plane crash."..."..."..."

FCC-Comm. Hearsings to Be Held in WSM Area

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Index

1. Album Plans
2. Album Reviews
3. CBS
4. CBS
5. Country Music
6. Country Music
7. Country Music
8. Country Music
9. Country Music
10. Country Music
11. Country Music
12. Country Music
13. Country Music
14. Country Music
15. Country Music
16. Country Music
17. Country Music
18. Country Music
19. Country Music
20. Country Music
21. Country Music
22. Country Music
23. Country Music
24. Country Music
25. Country Music
27. Country Music
28. Country Music
29. Country Music
30. Country Music
31. Country Music
32. Country Music
33. Country Music
34. Country Music
35. Country Music
36. Country Music
37. Country Music
38. Country Music
39. Country Music
40. Country Music
41. Country Music
42. Country Music
43. Country Music
44. Country Music
45. Country Music
46. Country Music
47. Country Music
48. Country Music
49. Country Music
50. Country Music
51. Country Music
52. Country Music
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68. Country Music
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70. Country Music
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74. Country Music
75. Country Music
76. Country Music
77. Country Music
78. Country Music
79. Country Music
80. Country Music
81. Country Music
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87. Country Music
88. Country Music
89. Country Music
90. Country Music
91. Country Music
92. Country Music
93. Country Music
94. Country Music
95. Country Music
96. Country Music
97. Country Music
98. Country Music
99. Country Music
100. Country Music

Capitol's Livingston On Dynagroove: No Innovation To Justify Superiority

NEW YORK—Capitol Records last week joined Columbia Records in re-releasing the new version of "Victory" as part of the new Dynagroove process.

A statement came from Capitol producers Alan Livingston and his associates, noting that "we see no innovations that justify ..."...

Here's the complete statement: "Normally, we do not comment upon our competitors' activities, but each record company has a right to blow its own horn as loudly as it chooses, and the public is entitled to those claims. Currently, however, aggressive competitive claims are loud and clear. We are Capitol and Capitol has been in the business far longer than you or any other company, and we believe the public will continue to believe in the quality of our product, and that the art of music is not a game but a serious business, and that we are the best in the business."

Cash Box—March 16, 1963

Anka Buys Entire Disk-Copyright Catalog From ABC-Par; To Re-Cut Tunes

NEW YORK—Paul Anka, in a rare move, has just completed the purchase of his entire catalog of hits, from his former label, ABC-Paramount, "for a price termed "excessive," in excess of a quarter-of-a-million dollars." All of the recording rights and release rights to any and all Anka material are included in the deal. Anka, his manager, said: "Paul Anka will never be competing with himself on other label share the same songs. If we work on one side, we will not bid against the other. The new Anka catalog will be a part of the new Anka label, and will be sold on a worldwide basis through RCA Victor.

In addition to the Italian version of "Paul Anka's Golden 21," which was released last month, Anka plans to release a 100-songs "Warm and Tender" compilation.

None of the huge Anka's catalog has been released on a foreign language, something which has also been rectified recently. He has already completed a long season in Peter's new Roman studio, cutting 35 sides of his material in a week.

The Anka catalog purchase from Par did free him to re-release his records through his own label. Anka's company, Capitol, has decided to go to the new version itself.

"We believe in the product," said Anka, "and we believe in the quality of our product."
MALAMUD STAYS

SAN FRANCISCO—Contrary to many rumors around the trade for the past few weeks, it was inevitable that Jules Malamud, executive secretary of NARM, would not resign his post. Source of his interest in joining a record company, it was emphasized and formally announced at the NARM convention that Malamud would stay on as NARM executive secretary and hoped to do so for many years to come.

350 NARMians

SAN FRANCISCO—NARM Board of Directors announced that it will be holding its mid-year meeting in Chi- cago on May 8 and 9. The meeting was announced in the near future. The meeting of the association will also be announced shortly.

There will be the vicinity of 350 people representing manufacturers signing up for membership at this year’s convention.

MORE NARM NEWS PGS. 66, 67, 68

THE SOLUTION

SAN FRANCISCO—If one were to point to one single highlight of the 23rd annual NARM convention, undoubtedly it would be THE NARM RESOLUTION which formally announced NARM’s intention to achieve Dual Distribution. The resolution was first read at the Tuesday panel discussion by Cecil Steen and in the exact words of the resolution, “This was re- solved.” The resolution was read at the Tuesday panel meeting that followed the discussion which centered around the future of the industry and the two-and-a-half hour discussion period. The resolution is a separate story on Tuesday’s Panel.

According to Steen, the resolution was a new idea that was born out of the last convention but was never formally introduced until this year’s meeting. We don’t expect manufacturers to agree with us on any or every resolution we put forward, but there is no doubt the resolution will open up new areas of discussion.

The resolution reads as follows:

“Whereas, the Service Distributor does in fact and practice operate and conduct his business for the benefit of the consumer through the product of the record manufacturer is sold and...”

(Continued on page 67)

Speakers Suggest Working Together To Solve Problems and Help Industry Grow

SAN FRANCISCO—A desire to solve mutual problems was the tone set by the keynote speakers at the 23rd annual NARM Convention. Columbia’s Goddard Lieberson’s keynote address to the convention was highlighted by the Monday keynote speech, delivered by Lieberson. He said, “It is the role of all of us to share the responsibilities if the record industry is to continue to prosper and be carried forward. Just as a plant which is improperly pruned won’t be healthy, the rapid growth of the record industry won’t be possible if we don’t work together. The same will be true for the Tuesday addresses by Jules Malamud and Dr. Ira L. Moss of Ambassador and guest speaker William G. Wilkerson, marketing consultant to Columbia Records.

GODDARD LIEBBERSON

Lieberson, in his keynote address, told members that manufacturers and distributors must work together if the record industry is to be healthy and strong and share the responsibilities if the record industry is to continue to prosper and be carried forward. Just as a plant which is improperly pruned won’t be healthy, the rapid growth of the record industry won’t be possible if we don’t work together. The same will be true for the Tuesday addresses by Jules Malamud and Dr. Ira L. Moss of Ambassador and guest speaker William G. Wilkerson, marketing consultant to Columbia Records.

Panel Discussions

Racks: Dual-Distribution—Si! Mfrs: Distributor Prices—No!

NARM Study:

Members Account

$102,075,800

$22.4 Million Increase Over 1961

SAN FRANCISCO—The forty-six members of NARM met who partici- pated in the 1962 NARM study ac- counted for a total gross dollar vol- ume of $102,075,800, at retail prices, according to the NARM study issued here by the NARM study chairman, Ed Snider. The study showed a $22,491,850 increase of $80,090,065 for 1961’s volume at retail prices.

NARM Study Chairman Ed Snider also reported that a total dollar volume almost one-sixth. The study also revealed that 85% of the NARM members showed an increase in gross dollar volume. 8.5% of the NARM members showed a decrease in gross dollar volume while 6.5% showed a decrease.

Cash Box—March 16, 1963

Strong Turnout Of Manufacturers Hear Rack Jobbers Demand Distrib Prices

SAN FRANCISCO—When 46 people, who represent manufacturers of the “C” form record, were gathered here for the annual meeting, it was expected and formally announced at the NARM convention that Malamud would stay on as NARM executive secretary and hoped to do so for many years to come.

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(Continued on page 67)
JANE DARWIN (Vee-Jay 560)

(B+) "His & Hers" (2:15) [Glad BMI — Jennings, Douglas, Couch] Nashville’s biggest country hit gets a commanding pop-slanted reading from the lark and her Nashville-family band. Short chorus, big drop. Could prove the tune’s Top 10 outlet.

(B) "A HALF WOMAN (half A Man)" (2:35) [Pamper BMI — Nelson] Spanish-flavored go for a country stylized ballad.

JERRY KELLER (Coral 4238)

(B+) "IT’S TOO LATE" (2:38) [Rush BMI — Willis] Songster, a chart artist a few years back with "Here Comes Summertime," catches the wistful side of Chuck Berry’s big one-hit man. Fine teen-market, start for the artist on the Coral label.

(B) "WHAT WILL I DO?" [My DARLING] (2:29) [Champion BMI — Cr Gutthiel] Catchy, feelingful Nashville-sounding song.

ZIP & THE ZIPPERS (Pageant 607)

(B+) "WHERE YOU GOIN’, LITTLE BOY?" (2:11) [Duchess BMI — Keongberg] A delightful folk-blues novelty is taken for a contagious blues-flavored ride by the male lead and his female singer. Could quite sing out.

(B) "G (2)" (2:18) [Woodcrest BMI — Sheldon, Leon] A somewhat more genuine-natured outing.

THE DARTS (Doll 16455)

(B+) "HOT PASTRAMI" (2:18) [Arlen BMI — Phillips] "Crew are a solid teen-dance instrumental-vocal attraction, proving that point with a strong twist-time showing here. Can move way out.

(B) "DARTELL STOMPS" (2:20) [Arlen BMI — Burns] Further driving rockin’ by the outfit.

ELMER BERNSTEIN (Ava 120)

(B) "TO KILL A Mockingbird" (2:01) [Aberbach ASCAP — Bernstein, David] The cleft under narrator takes a tender reading of the whole piece, perfect for the flick adaptation of the hit novel. The Bill Nelson Singers play a soft, wordless role. It’s from an L.P. of the score.

(B+) "TERASINA" (1:32) [Columbia BMI — Bernstein] This pretty, Spanish-flavored tune from Bernstein’s score for “Walk on the Wildside,” also the subject of an Ava album.

CHUCK DENNIS (Garpan 44173)

(B) "THE FOOL" (2:20) [Debra BMI — Ford] The years-back hit done by one of Nashville’s most effective singers, who seems to have his own style as he bobs along the chart scanner, his backup so solidly. Good comment on the present day’s teen-sound formulas for the number.

(B) "GOLDEN DREAMS" (2:04) [Underwood BMI — Underwood] This light uptempo includes some interesting organ touches.

THE MADOHORS (Keith 504)

(B+) "MY FOOLISH HEART" (2:35) [Joy ASCAP — Washington, Young] Crew does appealing teen-market justice to the beautiful standard. With, enough a little jazz, this strong ballad blend could do chart business. Label’s distriub in the London Group.

(B) "YOU’RE CRYING TOO MUCH" (2:26) [Bill, Bass, Terryck) After a slow-beat rendition of the verse, lead and his backband move with a dramatic blues sound.

THE FOUR-EVERS (Jamie 1247)

(B+) "EVERYBODY SOUT STREET" (2:15) [Dandelion BMI — Flatbread] The boys ride in to the novelty teen dance sound. They knockout the ditty, a compact, luxurious band backing and sax solos, "South Street." Teeners will use them on their feet on this.

"ONE MORE TIME" (2:00) [Dundie BMI — Flitt, Follon] Emotional ballad blend by the songsters.

JERRY WOODARD (Argo 4358)

(B+) "BOAT OF LOVE" (2:21) [Tree BMI — Qualis] Large solid rock punch to this rockin’dbullet boat theme from the songster and his instrumental, a team call, “The Outlaw.” A working work its way onto the charts.

(B) "WITH A FEELING" (2:15) [Tree BMI — Riley] Killy make effective commercial effort.

THE EMPIRES (Colpix 680)

(B+) "BOOM - BOOP - BOOP - DIT - TEM" (2:22) [Channel BMI — Chas] This is a joyful, infectious blues-orient reading by the vocal crew, which is assisted by Chipmunk-like voice for added punch. Theapply diltry that could see it make the sales grade once more.

(B+) "MY KNOW Y-NOW" "MC" (2:07) [South Mountain BMI — Bates] Plaintive blues blow from the label.

MILLER BROS. (Gray 577)

(B+) "LAWRENCE WAS HERE NAME" (2:22) [Winnet BMI — Winnet, Seabrook] This is a spirited blues blast to the famed Lawrence of Arabia, the famed Lawrence of Arabia’s name of the label. After his return, it will have its moment. A hit, perhaps.

(B) "LET ME KNOW" (2:25) [Winnet BMI — Coley, Saunders] Pleasant soft-spoken stanza.

LORD WESTBROOK (Dagtop 1314)


(B+) "THE LADY FROM DOOM STREET" (2:23) [Mable BMI — Steward] This is a deliberate-be blueser on an intriguing tune.

THE VELVETS (Monument 810)

(B+) "CRIYING IN THE CHAPEL" (2:16) [Valley BMI — Glen] This is a sunny blues-slanted rendition of the familiar song, performed by the peripatetic song crew. Lead Virgil Johnson is the big vocal factor, working against a big-sounding rock & roll string set. Could get around.

(B) "WOW" (2:31) [Aberbach ASCAP — Prince] INTERESTS deliberately-paced stilt.

THE GIRLS FRIENDS (Melle 4125)

(B+) "YOU DON’T CARE ABOUT ME" (1:57) [Harmon ASCAP — Odor, Youmans] Besides the title, the girl is in the top spot of the rock handle of the edit by the这首歌sters, wish that could get chart recognition.

(B) "NO MORE TEARS" (2:12) [Tidwell BMI — Watts] Complete change-of-pace finish.
Don’t Throw Those Away! They’re Worth $'s in UA’s Big Clean-Up Program

MARCH INTO SPRING

AND CLEAN UP

ALL YOUR DEAD INVENTORY
ANY LABEL! ANY SPEED!

PACK IT ALL UP!
AND SHIP TO YOUR

UNITED ARTISTS

DISTRIBUTOR

ASK HIM FOR FULL DETAILS NOW!

BIG, BIG DISCOUNTS!
DEFERRED BILLING!

Cash Box—March 16, 1963
Pick of the Week

Best Bets

ANTHONY & THE SOPHOMORES (Mercury 72120)

PLAY THOSE OLDEST, BLUESY NUMBERS (Chess 2260) 

The Concord (Mambo 4514)

COLD & FROSTY MORNING (2:10) [Warner BMI—David, White, Aram]

Mostly instrumental doings in a bright, boogie-woogie-influenced rock vein. Tune is not the old Germain Bros. hit.

BABY'S BONNET (Sue 1850) 

DANCE AROUND THE MULBERRY BUSH (2:10) [Warner BMI—Jenkins, White]

Territorial success, “Marlene,” with a strong sound arrangement. One of the farthest things from the familiar fiddle ditty. “Dance Around the Mulberry Bush” can do its top 100 business.

DON’T GO NO! (2:25) [Warner BMI—Bader]

Racey, Lewyn, Dramatic Latinish blueser.

BABY WASHINGTON ( Sue 783)

THAT’S HOW HEARTACHES ARE MADE (2:26)[Warner BMI—Haley, Raleigh]

The lark has a fine commercial item in this slow-shuffling, chorus-backed ballad on a traditional blues theme of broken romance. Deck should do well with ops and spars.

THERE HE IS! (2:25) [Warner BMI—Allen, Melba, Edwards]

On this end the songstress presents an impressive, pop-syled item with some top-drawer emotion-charged lyrics.

CAROL BURNETT (Mercury 42736)

“I’M MOVIN’ ON” (2:20) [Bill & Range BMG—Snow]

My Heavenly Angel” (2:12) [James—Robinson BMI—Lucas]

SITTING IN THE DARK (2:12) [Casady BMI—Fleetwood, Mitch, Young]

The Hank Snow classic’s a good bet to make the chart rounds once again. It’s done by Matt Lucas on Smash (via a master purchase from Ronney and the infection of his hit “Am I Ready?”) and is the sort of item that comes up time and time again. Readers up and take notice all across the country. Leads of attention-getting sounds. Coulter’s a pretty beat-balled romantic.

THE FLEETWOODS (Dot 74)

“YOU SHOULD HAVE BEEN THERE” (1:56) [Dot BMI—Fleetwood, Mitch, Young]

Fleetwood’s a pretty special performer, infective feel of the oldie “Heartaches” that fits the bit. His sound was a smart upbeat blend by the singers and their combos backing, which includes a growling sax. A sound that can catch on.

SURE IS LONESOME DOWNTOWN” (2:37) [Cedarwood BMI—Burch, Wilkins] Team perform a pretty teeny plaintive in its familiar, soft-spoken manner. Poor girl now goes with the guy from the other side of the tracks (uptown) and her poor true love is depersonalized.

D A V E ”S B A Y E R” CORTEZ (Chess 1830)

“HOT CAKES - 1ST SERVING” (2:18) [Chess-Cortez BMI—Cortez, Hall] Have achieved top 100 status in the past and he can do it again with this slow-lodging, chugging ride. Side has enough good stuff in it to make noise with the top 100 and npm markets.

“HOT CAKES - 2ND SERVING” (2:59) [Chess-Cortez BMI—Cortez, Hall] Swingin’ continuation of the top side with a slightly slower pace. Both ends have the goods here.

ANITA BRYANT (Columbia 42739)

“DANCE THE WINTER WAVE” (2:45) [Cranatt BMI—Co. Tull] Pretty tune is doing chart business for Columbia as an instrumental (by Bill Parnell), and now the fine song is getting a lyric version to discount. Can happen if there’s sufficient promotion.


XAVIER CUGAT (Mercury 22804)

“WATERMELON MAN” (2:30) [Arias BMI—Hancock]

The lark is a hot-selling feature among the kids in the Chicago-Mongo Santamaria’s on battling Garten’s man-favorite this about the year’s biggest different vintage.

“SWINGIN’ GIEFFER BLUES” (1:5) [Bonell BMI—Koffman] A L A T J o t x e n r s a n t h e year’s back-jazz-inloured hit.

BILLY MURRAY & THE KARATS (Riverside 4547)

“DIAMONDS & PEARLS” (1:55) [Wyndham BMI—Stallman, Jacobson] Tuneful folkish variation on the oldie “Jean Dear” is a good teen-geared item. Rock from the over-dubbed lark and her combo backing. Duck is distributed by the Ana-Mala set.


BROCK TANNER (Keynote 1350)

LATER ON IN LIFE” (1:59) [Gilbert BMI—Stallman, Cates] This is a catchy, mostly bluesy pop for a longwhile from his combo setting. Theme, as the title suggests, is a feel of things to come and what it feels like that she needs him.

“SUNNY’S MY HEART” (2:18) [Subit BMI—Brockington] Blues suite from the warbler.

JEAN THOMAS (Cadence 1435)

“SEVEN ROSES” (2:10) [Allied ASCAP—Steinman, Alisch] Lark (not to be confused with another chirp, Jeannie Thomas) tenderly revives an appealing item that’s in the vein of the recent Bobby Vinton smash “Rosas Are Red.” Deck is a beautiful addition.


RETMY CURTIS (CIG 10905)

“CHARITY (I Will Follow Him)” (2:49) [Leeds ASCAP—Stokes, Smith, Garliquin] A Latinish lark has a fine run here and is a potential to be tapped. It’s an absolute crumb.


Dona Fuller (Copix 679)

“GOODBYE LOVER, HELLO FRIEND” (3:13) [Shapiro, Bernstein ASCAP—Newell, Carr] The lark is a potential addition to the good-music disk cate- gories and with a new run of the record, it should do well sell. Demonstrate. She’s backed by a pretty crew of instrumentalists and she’s a potter on Coatta’s direction. Lots of Jocks are going to find programming room for this one at the top 100.

Cugat makes *format?

"WATERMELON MAN"
72108

Xavier Cugat

already breaking in Newark and Chicago on top pop stations

America's First Family Of Fine Recordings

*Top 40 stations—honest!
Best Bets

**THE PALSADIES (Chairman 4401)**

"MAKE THE NIGHT A LITTLE LONGER" (Alden BMI—Goffin, King) Gals can make an appearance on the charts with this one. A very strong showing, topped by a fine lead voice, on a first-rate affectionate. Their backup sound is commanding rock-a-string affair. A date that could turn the London Group. handle label.

**THE HEAVEN IS WITH YOU" (2:07) (Alden BMI—

**EDDIE BO (At Last 1005)**

"TRE NA NA NA NAY" (2:35) [At Last BMI—Ro-

**LORI MARTIN (Del-Fi 4201)**

"THE HOME OF THE ROY I LOVE" (2:22) [Alden BMI—

**THE TERRI-TONES (Cortland 106)**

"GO" (2:04) [Martha BMI—Cornellia] When the music starts "go" and it goes it and the teen set ought to be thrilled with their enthusiasm throughout the entire Mexican song. A great Mexican style recording.

**THE SINNIE" (2:11) [Ma-

**THE BRENWOODS (Talent 1065)**

"GET, BUT I MISS HER" (2:24) [Pentecost BMI—Herald, Bernstein] Both the N. Y.-based label and on its vocals, vocal attraction can acquire any place on the Top 100 with this one. A fine piece sound on a Mexican "Juanita" blues romantic. Keep close tabs on this sound.

**THE BEATLES" (2:07) [Pentecost BMI—Wecht, Bern-

**CALIF BITETTI (Sun 4298)**

"DON'T PLAY THAT RECORD AGAIN" (2:34) [Le-

"I'M GONNA SHOW HIM TROU" (2:17) [M. C. Code BMI—

**JEAN BROOKS (G-Note 2062)**

"TOMORROW NEVER COMES" (B-F)

**JIMMY MCCRACKIN (Imago 1925)**

"THE BITTER AND THE SWEET" (2:36) [Travis BMI—

**DAVE APPEL & THE APPAL" (2:50) [Covington BMI—

**THE GRANDSONS (Ronnie 1012)**

"ALL RIGHT" (2:07) Tuned ASCAP—Hayes, Parcells, McHale] The mixed song trio, featuring Floyd Bibb and two gals, are in a hot number for this ASCAP-CAP. Shows off Ray Charles' romps. Deck spreads solid rock joy here.

**TRUE ROMANCE" (2:35) Tuned ASCAP—Parcells

**THE STRING-ALONGS (Dot 16448)**

"HAPPY MALADY" (2:50) Tuned BMI—Gotz, Hertha] Tuned BMI gets a classic too. Vital heritage reading from the instrumental GOP which has done chart. So far, the record isn't coming through. Before, Team's latest can catch on.

**HEARTACHES" (2:46) [Cancello, Klenner] Similar go for the delightful-ome.

**THE FOUR SAINTS (Warner Bros. 3535)**

"DAYS OF WINE & ROSES" (2:35) [Mills ASCAP—

"WENDY" (2:39) [M. W. BMI—Bradito, Drake] Shappy romance, this is done against a joyful Bo-Ni-like sound.

**ROOSEVELT GRIER (Battle 185)**

"WHY" (2:35) [Eddy BMI—song crew, line, Lee N. T., C.] This is a strong, football star & songster turns up on the Riversides Plate with an exciting reading of a pretty bluesy, Peanuts tune. Label is making noise with this, Watermelon by Melodica.

**BOBBY RAY & THE CALDULAS** (Cape 4935)

"I'M COMING HOME" (2:35) [Kern BMI—Valene] The teen classic, as originally done by the late Ritchie Valens, is here perpetually portrayed by the song-instrumental assembly here, with much of the approach, authentically-sounding south-of-the-border affair.

"I SEE YOU" (2:16) [Sylv BMI—Spencer] Performer turns to a joyful bluesy outsize on this stunning.

**RICKY & THE VACELS** (MGM 4504)

"DON'T WANT YOUR LOVE " (2:28) [Sylv BMI—Grier, Lee, Weil, Goffin] A fine tune, the label's a good one.

**SAMMY AHROSE (Mala 408)**

"2:0-2" [Harry Entertainment BMI—Lee, who has never been recorded with a novelty song. But that's for sure."

**LIZA (Del-Fi 5335)**

"Bossa Nova" (2:05) [Piper BMI—Bozzi, De-Marcella] [Singer Another kid with a lot of wife to be a new boy in town.

**TINO (Fits 807)**

"HEIDI" (2:05) [Sylv BMI—DeMiles, Notch] Teenager of delightful-noise rock-sounds from the singer, who was formerly a garage has been recorded, and the musicians. Bob Eam. part of the same line: Frankie Laine, the label's a good one.

**WEDDING BELL" (2:15) (Sylv BMI—Unique) Has a get a particular kick out of the effort.

**HURT FABER ORCH.** (Felsted 807)

"BE THESE KETTLE'S TIN" TAL OVER (You Sure)" (2:06) [Mills ASCAP—Scherro, Kalamazoo]ers] The family of Dorsey theme song goes to the top as the label's a go-to church as a brain mix, with a rock song. A giant step in the arrangement of his orch. Likely to get lots of spins.

**ABBA AU RHUM" (2:50) [Mills BMI—Topper] Joyful orch strum that has that hit of style.
Just as Columbia Records has earned a position of pre-eminence and leadership in the phonograph record industry in the United States, we believe it will be only a matter of time before CBS Records emerges as the number one label throughout the world.

CBS Records was introduced internationally in 1962, and now appears in virtually every major overseas market. The aim of the new label is twofold: to contribute significantly to the musical culture of each country by recording native artists and furthering the international recognition of each nation's creative talent, and to increase world-wide distribution of repertoire produced by American artists and Columbia Records, U.S.A.

The history of Columbia Records, the oldest and largest record company in America, is a long and proud one. Columbia's numerous technical achievements, such as the development of the long-playing disc, have created the modern phonograph recording.

The history of CBS Records is just beginning. In fulfilling its worldwide responsibilities to entertain, to educate and to provide living documents of our time, the new label hopefully shall set a standard in which the entire industry may take pride.

Goddard Lieberson
President, Columbia Records
family of world-wide affiliates. They afford international record product as well as domestic repertoire produced by Columbia Records', U.S.A. unprecedented overseas distribution.

To date CBS Records has become or is emerging as the number one label in such major markets as Australia, Latin America, South Africa, Japan, the Philippines, Hong Kong, and New Zealand, just as Columbia Records, U.S.A. and Columbia Records of Canada have won the record leadership of their respective countries. The meeting of CBS affiliates in Paris, early in February, was a landmark for the new label. More than forty delegates, representing the Benelux countries, Denmark, Eire, Finland, France, Germany, Greece, Italy, Norway, Spain, Sweden, and the United Kingdom, joined in a three-day seminar—one of the most important international meetings in the history of the phonograph record industry—to discuss new programs, releases, recording activities and technical advancements which will shape the course of CBS Records in the near future. The success of those meetings is a clear indication of the rapid development of CBS Records as the world's number one label.

CBS SCHALLPLATTEN GmbH
TO INTRODUCE
THE CBS LABEL
IN GERMANY

Columbia Records, a Division of Columbia Broadcasting System, Inc., New York, has reported that a new subsidiary, CBS Schallplatten GmbH, will introduce the CBS label in Germany, according to an announcement from Goddard Lieberson, President of Columbia Records.

Mr. Bernhard Mikulski of Schallplatten-Import-Dienst, Frankfurt, a highly successful independent German record manufacturer, and Harvey Schein, Vice President and General Manager of CRI International, concluded negotiations for the new subsidiary in New York, following the meeting of CBS affiliates in Paris earlier this month.

Mr. Mikulski has been named Managing Director of CBS Schallplatten GmbH under the supervision of V. Peter de Rougemont, Vice President, European Operations, CRI International.

Mr. Schein stated that: "The first release under the CBS label in Germany will take place next month. German artists and record product formerly available on Schallplatten-Import-Dienst labels will in the future be released on CBS Schallplatten GmbH together with domestic repertoire produced by Columbia Records, U.S.A. In addition, the recording of German artists for the CBS label will be increased substantially."

Headquarter offices for CBS Schallplatten GmbH will be in Frankfurt near the label's modern pressing plant in Ober-Erlenbach.

Newly appointed managing director of CBS Schallplatten GmbH, Bernhard Mikulski meets with Goddard Lieberson, President of Columbia Records U.S.A. in New York to discuss the first release of CBS Records in Germany.
DISQUES CBS DEBUTS IN FRANCE

Disques CBS, newest wholly-owned subsidiary of Columbia Records, U.S.A., made its debut in France this month. A number of international recording artists, including Ray Conniff, pianists Robert, Gaby and Jean Casadesus, and Yves Montand, joined with delegates from CBS affiliates and Columbia Records, U.S.A., film and theatre celebrities, government officials, and magazine, newspaper, radio and television representatives at a special reception in honor of the appearance of the CBS label in France.

Goddard Lieberson, President of Columbia Records, and Harvey Schein, Vice President and General Manager of CRI International, V. Peter de Rougemont, Vice President, European Operations, CRI International, and Bernard Taylor, Director General of Arteco, headed a large contingent of American and European executives who took part in the festivities.

In announcing Columbia Records' introduction of Disques CBS, Mr. Lieberson had previously stated: "In line with our plans for expanding Columbia's world-wide activities, I am pleased to announce that we have acquired control of Arteco, one of the leading independent record companies in France. Arteco now markets its important catalog under the Odeon label but will soon transfer all product to the CBS label."

Mr. Lieberson also said that: "In this joining together of CBS and Arteco, we go to France as a French company devoted to the needs and desires of the French public. As the largest record company in the world we will join our world-famous repertoire and artist list with a solid catalog already established in France, and we plan to add to this combination new French artists and new recordings of the historical culture of French art, literature and music. We look forward with enormous pleasure to the years before us in this great country."

Columbia Records has for years been in the forefront of recording not only great French classical works but also important music by such French contemporaries as Darius Milhaud, Francis Poulenc, and Pierre Boulez; and such internationally acclaimed musicians as pianists Robert and Gaby Casadesus, Philippe Entremont, and violinist Zino Francescatti have long been exclusive Columbia recording artists.

Commenting on the occasion, La Discographie Francaise (February 1, 1963) reported:

The goal of this new association is no secret; it will open the doors of the Common Market to American records and, of course, also to exploitation of recordings of local origin under the CBS label.

Arteco-Odeon is pleased by its new association with CBS—not only will Arteco be able to attain a prominent place on the French market, thanks to the dual distribution of French and American recordings, but also to obtain the means toward a new and larger catalog and the promotion of new artists.

The article also noted the French popularity of such exclusive Columbia recording artists as Mitch Miller, Eugene Ormandy, Vladimir Horowitz and Bruno Walter, and the clearly recognized position of trumpet star Miles Davis as the number one jazz favorite, closely followed by pianist Dave Brubeck.

RAY CONNIFF—CBS STAR OF THE YEAR

Ray Conniff, recently awarded four Gold Records for album sales over $1,000,000 in the United States alone, has been named 1962's best-selling overseas record artist on the new CBS label.

In New York, at a luncheon honoring the artist, Harvey Schein, Vice President and General Manager of CRI International, presented Ray Conniff with a plaque commemorating his extraordinary sales achievements.

Mr. Schein stated that: "Over 1,000,000 Ray Conniff records were sold outside the United States in 1962. He is not only the best-selling overseas artist for Columbia Records, U.S.A. but he may also well be the best-selling American artist overseas of any domestic recording company."

The gold plaque presented to Ray Conniff is the first such award to be made by CBS Records. Earlier this month, Mr. Conniff attended the meetings of CBS affiliates in Paris and was guest of honor at receptions in Paris and Brussels.

Left to Right—Ray Conniff, Peter de Rougemont, J.M. Vidal-Zapater (Hispanovox)

At a lunch in New York where the artist received four Gold Records for U.S. LP sales, Harvey Schein, Vice President and General Manager of CRI International, presents Ray Conniff with an other gold plaque as the best-selling artist on the CBS label in 1962. Outside the United States Conniff sold over 1,000,000 records last year.
A HISTORY OF CBS OVERSEAS LABELS

Columbia Records, U.S.A. first launched its CBS label overseas in May, 1962, in the United Kingdom and Eire. In these countries, repertoire produced by Columbia Records is marketed by Philips Phonographic Industries.

At the inauguration of the new label, a special reception was held in London, attended by representatives of British press, radio, television and the recording industry. Among the many Columbia artists in London to celebrate their affiliation with the new label were popular arranger-conductor Percy Faith, vocalist Anita Bryant, noted actors Sir John Gielgud and Michael MacLiammoir, pianists Philippe Entremont and Alexander Brailowsky and violinist Zino Francescatti.

Also representing Columbia Records, U.S.A. at the reception were Harvey Schein, Vice President and General Manager of CRI International; Nat Shapiro, Director of International Artists and Repertoire and Creative Services, CRI International, and Stanley West, whose appointment as Coordinator of European Operations, CBS Records, Inc., was announced at that time.

Columbia's major emphasis on world-wide distribution was considered by industry executives to reflect the international impact of the American recording industry and the widespread success of artists from abroad in America. While Columbia had achieved pre-eminence in domestic consumer sales, the company's establishment of CBS Records reflected a desire to broaden the international markets for domestic repertoire as well as to contribute to the development of local product within key areas of the world.

Initial releases for CBS Records included classical recordings by The Philadelphia Orchestra under the direction of Eugene Ormandy, the New York Philharmonic under the direction of Leonard Bernstein, the Columbia Symphony Orchestra under the direction of the late Bruno Walter, as well as recordings featuring composers Igor Stravinsky, the Budapest String Quartet, pianists Rudolf Serkin and Robert Casadesus, violinists Isaac Stern and Zino Francescatti.

Popular albums in the initial CBS Records release featured Mitch Miller, Percy Faith, Doris Day, André Previn, the Dave Brubeck Quartet, Miles Davis, The Brothers Four, Ray Conniff, Jerry Murad's Harmoniasts, Michael MacLiammoir, The Dukes of Dixieland, Johnny Cash, Mahalia Jackson and Andre Kostelanetz, as well as two special album packages, THE FLETCHER HENDERSON STORY and THIS IS BROADWAY'S BEST.

South Africa

The CBS label was actually first introduced several years ago by The Gramophone Record Company Limited, licensee for CBS Records in South Africa and one of the area's major labels. In line with current progress and development, and with a view to providing a greater service to record dealers in South Africa, the company's head office recently acquired larger and more modern premises in Johannesburg.

Japan

In July, 1962, Columbia announced the renewal of its association with Nippon Columbia, Ltd., which introduced the CBS label in Japan. Under the terms of the agreement, repertoire produced by Columbia Records, U.S.A. is marketed by Nippon Columbia Co., Ltd. in Japan, along with repertoire from Columbia Records' wholly-owned overseas affiliates including: Mexico, Discos CBS, S.A., Mexico City; Argentina, Orfeo, I.C.F.S.A.; and Brazil, Discos CBS, S.A., Rio de Janeiro.

The contract was negotiated by Goddard Lieberson, President of Columbia Records and Dr. Kohki Naganuma, Chairman of the Board of Nippon Columbia Co., Ltd. Dr. Naganuma, accompanied by Mr. Hizuru Kaneko, Sales Manager of International Repertoire of Nippon Columbia Co., Ltd., attended the National Sales Convention held by Columbia Records in Miami Beach, Florida, in July.

Hong Kong

In July, the CBS label was introduced in Southeast Asia by the Colonial Trading Company, Columbia Records' licensee for the territory which includes Hong Kong, Singapore and Malaya. Among the recordings which have quickly established CBS as the number one label in this area have been the original Broadway cast productions of MY FAIR LADY, CAMELOT, and THE SOUND OF MUSIC, and the motion picture soundtrack of West Side Story, which is highly interesting in view of the area's predominant Chinese population.

Latin America

In August, 1962, Columbia Records' wholly-owned subsidiaries in Argentina, Orfeo, I.C.F.S.A.; in Brazil, Discos CBS, S.A., Rio de Janeiro; and Mexico, Discos CBS, S.A., Mexico City announced the introduction of the CBS label throughout Latin America. Important locally produced repertoire as well as repertoire produced by Columbia, U.S.A. is marketed in Latin America on the CBS label, as is the case in other countries as well. The company's Latin American activities were further enhanced with the completion of construction of new studios in Buenos Aires. Thus, three major stereo recording centers built by Columbia Records, U.S.A. exist in Latin America. Large studios featuring the most advanced recording techniques have been in operation in Mexico City and Rio de Janeiro for some time.
Latin American licensees of Columbia Records, U.S.A., also utilizing the new CBS label, include Goluboff Industrial Fonograficas in Chile, Industrial Sono-Radio S.A. in Peru and Sondor Limitada in Uruguay, each associated with Orfeo I.C.F.S.A. of Argentina; and Industrias Fonograficas, Colombia and La Discotecas, Venezuela, associated with Discos CBS S.A. of Mexico.

**Greece**

In September 1962, Columbia Records and Electric Music Industries, Ltd., announced that E.M.I. will introduce and market the new CBS label in Greece by Columbia Graphophone Company of Greece, Ltd., the E.M.I. affiliate in Greece.

**Spain and Scandinavia**

An agreement with Hispavox, S.A. of Madrid, Spain, was announced in October for the introduction of the CBS label in Spain, and in December, Columbia Records renewed its association with Philips Phonographic Industries of Baarn, The Netherlands, for the introduction of the new CBS label in Denmark, Norway, Sweden and Finland.

**Australia**

In January, the Australian Record Company, which had been using the CBS Corner trademark for the previous seven years, adopted the CBS Records label.

**Italy and Benelux**


**France**

On February 1, 1963, Columbia introduced Disques CBS, a wholly-owned subsidiary in France. Consistent with the expansion of its worldwide activities, Columbia announced the acquisition of Arteco, one of the leading record companies in France. Arteco, which has marketed its important catalog under the Odeon label will soon transfer all its product to the CBS label. In the association between CBS and Arteco, Columbia joined its world-famous repertoire and artist list with an extensive catalog already established in France.

A special reception was held in Paris on February 1, to launch Disques CBS. In attendance were Goddard Lieberson, President of Columbia Records, Harvey Schein, Vice President and General Manager, CRI International; Nat Shapiro, Director of International A&R and Creative Services, CRI International; Stanley West, Coordinator of European Operations, CBS Records, Inc.; and Michel Vermette, Manager, Promotion and Merchandising Services, CRI International. Also attending were a number of Columbia recording artists including Ray Conniff, Robert, Gaby and Jean Casadesus, as well as numerous prominent French and American entertainers, musicians, government officials, and newspaper and magazine representatives.

**Germany**

This week, announcement was made of the introduction of the CBS label in Germany through the establishment of CBS Schallplatten GmbH. The subsidiary's first releases will take place in April. German artists and repertoire formerly available on Schallplatten-Import-Dienst, a highly successful and independent label, will in the future be released on CBS Schallplatten GmbH, together with domestic repertoire produced by Columbia Records, U.S.A. In addition, the recording of German artists for the CBS label will be increased substantially. Mr. Bernhard Mikulski, formerly of Schallplatten-Import-Dienst, was named Managing Director of CBS Schallplatten GmbH.

During the past year, a number of major executive appointments were announced. Harvey Schein was named Vice President and General Manager, CRI International and Vice President, European Operations, CRI International. Mr. Bernard Taylor, formerly Director General of Arteco, was appointed Director General of Disques CBS. Other appointments included that of Stanley West as Coordinator of CBS Records Inc., and Michel Vermette as Promotion and Merchandising Services Manager, CRI International.

Cash Box—March 16, 1963
Billy Bridge, one of France's top recording stars, now on Disques CBS.

Los Panchos, the popular trio, has become one of the best-selling record groups in virtually every major market of the world.

Mr. Lieberson and Mr. Enrique Peral, president of the board of administration of Hispavox, leaving the new studios of this company in Madrid.

Two South African CBS stars, singer Dana Valery and bandleader Dan Hill, at rehearsal in the recording studios of the Gramophone Record Company Limited in Johannesburg. In the background (through glass panel) can be seen G.R.C.'s chief recording engineer, Alan Boyle.

Mr. A. W. T. "Bill" Smith, managing director, Australian Record Company, discusses the CBS releases for Australia. f.r.t.: Ray Bull, sales promotion manager—Colin Catesman, manager creative services—Peter Joyce, chief accountant—Bern Frost, plant manager—Al Watts, company secretary—Jim Sitton, general sales manager.
Recording in Mexico, one of the three highly advanced recording centers operated in Latin America by Columbia Records subsidiaries.

Reading left to right: Roger Lindberg, Finland; Miss Gunn Westberg, Sweden; Mr. Bo Lofberg, Sweden; Christian Deffes, France; Kurt Mohr, France; Bernard L. Taylor, France; Jean Pumecron, France; Patrick Amoore, France; Serge Beweler, France, at the Paris reception introducing Disques CBS in France.

Maestro Astor, A & R director for Brazil’s Discos CBS S.A., is also a well known performer in Latin America. Last year, he won an award from the disc critics of Brazil for the best instrumental LP and also the “Euterpe” prize from the city of Rio de Janeiro for Best Arranger of 1962.

In Italy, Goddard Lieberson poses with opera star Gielotte Simonetto and Ornella Vanoni at a party to celebrate the introduction of CBS Records in that country.


Padre Alejandro (Father Alexander), one of Latin America’s most popular record and television stars, blesses the recent opening of the new recording center in Buenos Aires. One of the most modern studios in the world, the center offers over 1,000 square meters of floor space and the most advanced stereo recording techniques. Padre Alejandro, a singer who accompanies himself on the guitar, performs mostly his own compositions.
COLUMBIA RECORDS
INTERNATIONAL OPERATIONS DEPARTMENT

Robert McCollin
Manager, Manufacturing and Engineering Services

H. Arnold Berry
Finance and Planning Director

Stanley West
CBS Records Inc. Coordinator

Peter Rosaly
Latin American A & R and Creative Services Coordinator

V. Peter de Rongemont
Vice President, European Operations

Nathaniel M. Shapiro
International A & R and Creative Services Director

Michel J. Vermette
Promotion and Merchandising Services Manager
CBS RECORDS

THE SOUND OF CBS RECORDS IS A MULTIFOLD, MULTILINGUAL SOUND

MANY COMPANIES IN MANY LANDS MAKE UP THE IMPRESSIVE CBS INTERNATIONAL ORGANIZATION

ARGENTINA
Orfeo I.C.F.S.A.
Paseo 1583
Buenos Aires, Argentina
Cable: Colrecord
Telephone: 42-3971

AUSTRALIA
Australian Record Company, Limited
11-13 Harrowgate Street
East Sydney, New South Wales, Australia
Cable: Colrecord
Telephone: 17476

BELGIUM
(Belgium, Holland, Luxembourg)
Artone Gramophone N.V.
B-10 Kruisstraat
Haarlem, Holland
Cable: Artone/haarlem
Telephone: 17476

BRAZIL
Discos CBS, S.A.
Caixa Postal 3304
Rio de Janeiro, Brazil
Cable: Colrecord
Telephone: 92-1221

CANADA
Columbia Records of Canada, Limited
1121 Leslie Street
Don Mills 5, Ontario, Canada
Cable: No Cable Address—Full Address Used
Telephone: HI 7-3311

CHILE
Goldobf Industrias Fonograficas
Miraflores 113
Santiago, Chile
Cable: Godev

COLOMBIA
Industrias Fonograficas
Discos Tropical
Apto. Aereo 793
Barranquilla, Colombia
Cable: Radiag

DENMARK
Nordisk Polyphon Aktieselskab
Emdrupsvej 115
Copenhagen, Denmark
Cable: Polyphon
Telephone: 69 25 22

ECUADOR
Emporio Musical, S.A.
Casilla 1276
Guayaquil, Ecuador
Cable: Empornus

ENGLAND
Columbia Records
Stanhope House, Stanhope Place
London W.2, England
Cable: Colrecord
Telephone: Ambassador 7788

FINLAND
Oy Musiikki-Fazer-Musik Ab
Aleksantiinmatuul 11
(Post Box 200)
Helsinki, Finland
Cable: Musikfizer
Telephone: 10 261

FRANCE
Arteco
(Ask Technique et Commerce, S.A.)
42, Rue De Paradis
Paris 10e France
Cable: Bermtaylor
Telephone: Taitbout 93-20

GERMANY
CBS Salohipletten GmbH
Palmengartenstrasse 4
Frankfurt/Main, Germany
Cable: Colrecord
Telephone: 77 55 44

GREECE
Columbia Gramophone Company
of Greece Limited
P.O. Box 267
Athens, Greece
Cable: Colgraph
Telephone: 880-371

HONG KONG
Colonial Trading Company
P.O. Box 950
Hong Kong
Cable: Coffraco
Telephone: 25745

ITALY
G. Ricordi & C., S.p.A.
Via Berchet, 2
Milan, Italy
Cable: Idrorco
Telephone: 898 242

JAMAICA
West Indies Record Co. Limited
13 Bell Road
Industrial Estate
Kingston, N. Jamaica
Cable: Wirt
Telephone: 87340

JAPAN
Nippon Columbia Company Limited
125 Minato-cho
Kawasaki, Japan
Cable: Nipponnol
Telephone: Kawasaki 35711

MEXICO
Discos CBS, S.A.
Londres 240
Mexico 6, D.F., Mexico
Cable: Colrecord
Telephone: 25-85-89

NEW ZEALAND
Philips Electrical Industries
of New Zealand Limited
181-195 Wakefield Street
Wellington, New Zealand
Cable: Argento
Telephone: 57-250

NORWAY
Norsk Polygram A/S
Sorkedalsveien 6
Oslo, Norway
Cable: Polygram

PERU
Industrial Sono Radio S.A.
Av. Republica de Panama No. 1427
Lima, Peru
Cable: Sonorradio
Telephone: 31854

PHILIPPINES
Mareco, Inc.
191 Del Monte Avenue
Quezon City, Philippines
Cable: Vilmareco, Manila

SOUTH AFRICA
Gramophone Record Company Limited
136 Main Street
(P.O. Box 2445)
Johannesburg, South Africa
Cable: Afriecord
Telephone: 23-0546

SPAIN
Hispavox, S.A.
Cartagena 62 y 64
Madrid, Spain
Cable: Vax
Telephone: 256 5700

SWEDEN
A.B. Philips-Sonora
Kungsbacka 29
Stockholm 7, Sweden
Cable: Sonora
Telephone: 23 41 45

TURKEY
Gramophone Limited Sirketi
Halkapazari 85
Istanbul

URUGUAY
Sonora Limitada
Nicaragua 1472
Montevideo, Uruguay

VENEZUELA
La Discoteca
Avenida El Paseo N°19 Los Rosales
Caracas, Venezuela
Cable: Ladiscoteca
Telephone: 61 02 37
THE SOUND OF CBS RECORDS IN ARGENTINA

First in sales in the Argentine market, CBS Records is the leading label for local hits with a catalog of some 400 12-inch LP selections. At the same time, a major part of the CBS Records repertoire is devoted to international music, including U.S. product, which enjoys great popularity in Argentina. There is every reason to believe 1963 will prove to be the most successful year yet for CBS Records.

ORFEO I.C.F.S.A.
Paraguay 1583
Euros Aires, Argentina
Cable: Colrecord
Telephone: 42-3971

THE SOUND OF CBS RECORDS IN URUGUAY

The activities of CBS Records in Uruguay are licensed and supervised by the management of the CBS organization in Argentina. The record market in Uruguay has great potential, and sales figures to date bear this out by boasting a fine rate of growth.

SONDOR LIMITADA
Nicaragua 1472
Montevideo, Uruguay
THE SOUND OF CBS RECORDS IN

AUSTRALIA

The American Columbia catalog was released in Australia under the CBS Coronet banner over the past seven years. Now, all releases in the country will carry the CBS Records title. The new label is certain to become quickly established in the minds of the public and trade. Local recording prospects have already begun to get underway in Australia, while the marketing of overseas product continues. 1963 is going to be a great year for CBS in the Australian record industry.

AUSTRALIAN RECORD COMPANY, LIMITED
11-19 Hargrave Street
East Sydney, New South Wales, Australia
Cable: Colrecord
Telephone: FA-4111

THE SOUND OF CBS RECORDS IN

NEW ZEALAND

In New Zealand, as in Australia, the Columbia repertoire will now appear under the newly adopted name of CBS Records. Based on the results of last year's earnings in New Zealand, there are extremely high hopes held for the expected rising rate of record sales in 1963.

PHILIPS ELECTRICAL INDUSTRIES OF NEW ZEALAND LIMITED
181-195 Wakefield Street
Wellington, New Zealand
Cable: Argenta
Telephone: 57-250
THE SOUND OF CBS RECORDS IN

BENELUX
(Belgium, Holland, Luxembourg)

The licensee agreement reached with CBS Records marks an important milestone in the history of the Slinger Brothers organization, a major force in the Benelux record industry. The Slinger Brothers have founded a completely separate organization to distribute CBS Records throughout the Benelux countries, Belgium, Holland and Luxembourg. In addition to a large roster of local artists under contract, the overall strength of the Slinger sales and promotion forces, backed by excellent manufacturing facilities, gives the organization a tremendous grip on the record market and the means of realizing maximum sales effectiveness. Everything indicates that CBS Records will be established as a leader in Benelux in 1963.

ARTONE GRAMOPHONE N.V.
8-10 Kruisstraat
Haarlem, Holland
Cable: Artone/Haarlem
Telephone: 17476
THE SOUND OF CBS RECORDS IN BRAZIL

Columbia Records made an excellent start in Brazil back in 1953 with a large number of locally produced records that were instant successes. Soon after, the CBS organization constructed a large studio there. Today, the CBS studio is considered one of the finest in Latin America. Formerly known as Columbia do Brasil, S.A., the company will now adopt the name Discos CBS, S.A.

The CBS label also commemorates its tenth anniversary by having attained first place in record sales on the Brazilian market. Since Brazil is the largest country in Latin America, a sizable corps of salesmen is employed to visit the 1300 dealers located throughout its vast expanse of territory.

With an extensive stereo catalog featuring an excellent roster of national talent, and a TV program on the air once a week (Columbia in the Music World), Discos CBS looks forward to a fine sales year and further expansion in all areas of its operation.

DISCOS CBS, S.A.
Caixa Postal 5304
Rio de Janeiro, Brazil
Cable: Colrecord
Telephone: 52—1221
THE SOUND OF CBS RECORDS IN CANADA

The Canadian market and the methods of distribution employed closely parallel the U.S. pattern. The basic difference is that Canada is a bi-lingual country with both English and French speaking peoples predominant. The French language group represents approximately 25% of the Canadian record market and requires French language material to satisfy its needs. Some material is obtained from the French affiliate of CBS Records and other leading French companies, but the majority is recorded in Canada by popular French-Canadian artists. The increased pace of activity in this area indicates that 1963 will prove to be a most successful year for Canadian sales.

COLUMBIA RECORDS OF CANADA, LIMITED
1121 Leslie Street
Don Mills 5, Ontario, Canada
Cable: No Cable Address—Full Address Used
Telephone: HI 7-3311

COLUMBIA RECORDS DISTRIBUTORS OF CANADA, LIMITED
1131 Leslie Street
Don Mills, Ontario

COLUMBIA RECORDS DISTRIBUTORS OF CANADA, LIMITED
5680 Pare Street
Montreal 9, Quebec

VAN HORNE ELECTRIC SUPPLY CO.
550 Cambie Street
Vancouver, British Columbia

MOTOR CAR SUPPLY CO. OF CANADA, LIMITED
317—6th Avenue S.W.
Calgary, Alberta
THE SOUND OF CBS RECORDS IN CHILE

Under the direction of Mr. Diego Goluboff, working closely with the Orfeo organization of Argentina, Goluboff Industrias Fonograficas has become one of Chile's leading independent record companies.

Its classical and pop repertoire, produced in the United States and Latin America, has increased steadily during the years of the company's existence. Goluboff Industrias Fonograficas also maintains a pressing plant which is technically one of the most modern in Latin America and plays an important part in the business operations of the company.

GOLUBOFF INDUSTRIAS FONOGRAFICAS

Miraflores 113
Santiago, Chile
Cable: Godav
THE SOUND OF CBS RECORDS IN

COLOMBIA

Industrias Fonograficas was founded in 1948 by its proprietor and president Sr. Emilio Fortou P. Today, 15 years later, the organization holds a place among the leaders of the Colombian record industry, with an impressive list of achievements to its credit. Industrias Fonograficas was the first local company to produce its own 45 and 33 1/2 RPM records, and the first to launch stereo records on the Colombian market. The company's extensive catalog, consisting of both monaural and stereo product, has enjoyed great popularity and prestige among the populace of the country. Now, in conjunction with the introduction of the CBS trademark, a new sales organization is to be created in Bogota, capital of the republic and the largest single record market in the country. The result will bring an even greater degree of effectiveness to the distribution operation of Industrias Fonograficas. 1963 will also include other advances such as an increase in production coinciding with the installation of new machinery and an ambitious expansion program covering all areas of Colombia.

INDUSTRIAS FONOGRÁFICAS

Discos Tropical
Aptdo. Aereo 793
Barranquilla, Colombia
Cable: Radiag
Philips Records Ltd. was the first company to introduce the CBS label in Europe. As expected, the response from the British public to the newly inaugurated trademark has been tremendous and CBS Records is now firmly established as an industry leader in Britain. At the present time, there are 250 LP's and EP's in the British CBS catalog. Undoubtedly, 1963 will see the greatest year of growth yet for CBS Records in Britain.

CBS RECORDS
Stanhope House, Stanhope Place
London W. 2, England
Cable: Colrecord
Telephone: Ambassador 7788
THE SOUND OF CBS RECORDS IN FRANCE

Arteco, as a CBS subsidiary, will handle exclusive distribution of the CBS label throughout France. In the past, the U.S. catalog, with its unique and diversified repertoire, has proven to have strong commercial attraction for the French market. All indications point to an even greater increase in sales in the future. Furthermore, the introduction of the new label will stimulate the development of a roster of French artists who will be recorded locally. Some of France's most promising personalities have expressed interest in taking part in the planned program. Also, under Arteco's direction, international repertoire emanating from the catalogs of CBS Record companies throughout the world will be promoted on the new CBS label.

ARTECO
(Art, Technique et Commerce, S.A.)
42, Rue de Paradis
Paris 10e France
Cable: Berntaylor
Telephone: TAlbout 93-20
THE SOUND OF CBS RECORDS IN GERMANY

Shallplatten Import Dienst has been in operation for the past six years. In that time it has established a reputation as the biggest jazz record distributor in Germany. The company carries the nickname “The House of Hits” because of the long string of best-selling singles it has released. We are happy to announce that henceforth Shallplatten Import Dienst shall become part of CBS Shallplatten GmbH under the management of Mr. Bernhard Mikulski. An important part of the new CBS Shallplatten GmbH operation is a pressing plant located outside of Frankfurt that turns out a substantial amount of locally produced recordings. As for the future, the company will increase its production of popular German material and will further expand its LP catalog, particularly in the areas of jazz and classical music. Plans for the start of the catalog expansion program call for the release of 200 LP’s, 100 EP’s and 100 singles. CBS Shallplatten GmbH is set to make great strides on the German record market in 1963.

CBS SHALLPLATTEN GmbH
Palmengartenstrasse 4
Frankfurt/Main, Germany
Cable: Colrecord
Telephone: 77 55 44
The Colonial Trading Company has been appointed the agent for the Columbia catalog, released under the CBS label, in a large territory that includes Hong Kong, Singapore and Malaya. As CBS agents, the company serves over 40 retail outlets in Hong Kong alone.

Currently, the Colonial Trading Company is also servicing dealers in Singapore through an affiliated company that serves the area. The CBS brand is fast becoming one of the top-selling labels in Southeast Asia.

Plans for 1963 include special emphasis on albums by Chinese recording artists. These Oriental recordings are designed to be universal in appeal and they are expected to find a market in the United States and Europe, as well as locally.

COLONIAL TRADING COMPANY
P. O. Box 950
Hong Kong
Cable: Coltraco
Telephone: 25745

HUP HUP LIMITED
232 Serangoon Road
Singapore

CBS

Cash Box—March 16, 1963
THE SOUND OF CBS RECORDS IN ITALY

In 1958, G. Ricordi & C., S.p.A., one of the world's greatest music publishing enterprises, established a record division for the production of Italian records under its own label (Dischi Ricordi) and for the distribution of foreign labels. Within a very short time, it achieved many national and international hits. Today, with an ultra-modern studio and a distribution chain at its disposal, the dynamic combination of Ricordi and CBS Records offers a bright outlook of an even greater increase in record sales on the Italian market for 1963.

G. RICORDI & C. S.p.A.
Via Berchet, 2
Milan, Italy
Cable: Idrocir
Telephone: 898 242
Nippon Columbia was formed 50 years ago. Today, it is the industry leader of Japan in the field of record production, accounting for 30% of the market. Since 1962, when the CBS label was first introduced in the country, 60% of all records originating abroad carry the trademark. The company ranks among the largest of the CBS overseas affiliates. Recordings locally produced by Nippon Columbia have been enjoying the greatest sales of any record company in Japan. Many of these Japanese records have been marketed in the United States through the Columbia Records Distributors. In addition, Nippon Columbia holds a high position in the electronics field, with a significant rate of sales from its acoustic apparatus and home-use electrical equipment.

NIPPON COLUMBIA COMPANY LIMITED
125 Minato-cho
Kawasaki, Japan
Cable: Nipponola
Telephone: Kawasaki 35711
In 1947, the company was founded under the name of Discos Columbia de Mexico, S.A., and immediately found wide public acceptance. In the intervening years since its inception, the latest technical advances have been introduced by the company and today it ranks as one of the most modern manufacturing and recording operations in Latin America. Discos CBS, S.A. has under contract many of the finest artists in Mexico, most of whom are well known in all of the countries of the world where Latin American music is enjoyed. Now that Discos Columbia de Mexico, S.A. has become Discos CBS, S.A., the position it has reached as the Number One record company in the industry can be expected to be maintained in the future, as can the remarkable progress the organization has made in the past. With the record market in Mexico continuing to grow day by day, there seems to be no limit to the business gains that lie ahead.

DISCOS CBS, S.A.

Londres 240
Mexico 6, D.F., Mexico
Cable: Colrecord
Telephone: 25-85-89

Columbia has had an extraordinary rate of development in Ecuador, attaining the prevailing place in sales in the country. There is every indication of a continuation of the trend, pointing to the best record sales year ever in Ecuador for 1963.

EMPORIO MUSICAL, S.A.

Boulevard 9 De Octubre, 710 y Boyaca
Casilla 1276
Guayaquil, Ecuador
Cable: Empormusic
THE SOUND OF CBS RECORDS IN

SCANDINAVIA

DENMARK:

Nordisk Polyphon Aktieselskab, Copenhagen, is the largest record company in Denmark. The company's highly effective distribution operation, so important in a country of this size, has played a large part in helping to achieve the No. 1 position in Denmark's recording industry. CBS Records will make a first rate contribution toward maintaining this top position. Another important part of Nordisk Polyphon Aktieselskab's operation is the local recordings produced for national consumption. These recordings consist primarily of popular material.

NORDISK POLYPHON AKTIESELSKAB
Emdrupvej 115
Copenhagen, Denmark
Cable: Polyphon
Telephone: 69 25 22

FINLAND:

Records produced locally by Oy Musikki-Fazer-Musik account for nearly 50% of Finnish sales. Record sales in the past in Finland have amounted to two million dollars and the outlook for 1963 is for an increase in this total market figure, with CBS Records playing an important role as a result of many outstanding future releases.

OY MUSIKKI-FAZER-MUSIK AB
Aleksanterinkatu 11
(Post Box 260)
Helsinki, Finland
Cable: Musikfazer
Telephone: 10 751

NORWAY:

Although the company name, Norsk Phonogram A/S, was first introduced in 1962, the organization itself began operation ten years earlier in 1952. Norsk Phonogram A/S is Norway's first and only complete record organization and it enjoys a dominant position on the Norwegian market. Norway is strongly influenced by trends in the United States and Great Britain and some 80% of sales are represented by pop records. There is every indication that the CBS repertoire under the new insignia will capture a substantial portion of Norwegian record sales in 1963.

NORSK PHONOGRAM A/S
Sorkedalsveien 6
Oslo, Norway
Cable: Phonogram

SWEDEN:

A.B. Philips—Sonora holds an important leading position in the Swedish record industry. The company's sales history is a most profitable one. The record market in Sweden is constantly expanding and the growth shown in the past is certain to be even further exceeded in the future. With superb facilities, modern distribution methods, a fine artist repertoire and the distinguished CBS catalog at its disposal, A.B. Philips—Sonora is prepared to maintain its high standing by supplying the top record product the Swedish public desires.

A.B. PHILIPS-SONORA
Kungsgatan 29
Stockholm C, Sweden
Cable: Sonora
Telephone: 23 41 45
1963 marks the tenth anniversary for Hispavox, an event that is made even more significant by the agreement signed with CBS Records to distribute North and South American Columbia product in Spain. As a result, the first records bearing the new label are now available on the Spanish market, and soon local Spanish artists and repertoire will appear under the CBS trademark. Hispavox had previously compiled one of the most complete Spanish classical music and folklore catalogs in the world. With the consolidation of Hispavox and CBS Records, record sales in Spain are expected to skyrocket to a new high in 1963.

HISPAVOX, S.A.
Cartagena 62 y 64
Madrid, Spain
Cable: Vox
Telephone: 256 5700
THE SOUND OF CBS RECORDS IN SOUTH AFRICA

The Gramophone Record Company Limited, licensee for CBS Records in South Africa, and the first company in the world to use the CBS label, today maintains a leading position in the South African record industry. During its 24 years of service in developing the record market in South Africa, Southern and Northern Rhodesia, and Nairobi, Kenya, the company has expanded tremendously. Its vast sales territory covers an area of over 1¼ million square miles.

South Africa, especially, has always proven to be an excellent record market. Now, since the advent of LP records, the market has increased substantially to an even greater degree and it follows closely on all the international trends. The CBS label, particularly, has contributed a great deal to South African sales growth by highlighting local talent.

According to all indications, 1963 will be a most successful year in South Africa for CBS Records.

GRAMOPHONE RECORD COMPANY LIMITED

136 Main Street (Post Office Box 2445) Johannesburg, South Africa
Cable: Africord
Telephone: 23-0546
Cash Box

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 con-
centration 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 MARCH 6TH)

<table>
<thead>
<tr>
<th>% OF STATIONS</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adding Titles to Prog. Sched. This Week</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Watermelon Man—Mengo Santamaria—Battle</td>
<td>40%</td>
<td>Sandy—Dion—Laurie</td>
<td>47%</td>
</tr>
<tr>
<td>Don't Be Afraid Darlin’—Steve Lawrence—Columbia</td>
<td>33%</td>
<td>Sandy—Dion—Laurie</td>
<td>50%</td>
</tr>
<tr>
<td>Yon Don't Love Me Anymore—Rick Nelson—Decca</td>
<td>30%</td>
<td>Sandy—Dion—Laurie</td>
<td>88%</td>
</tr>
<tr>
<td>I Got What I Wanted—Brook Benton—Mercury</td>
<td>29%</td>
<td>Yo! Mecca—Gene Pitney—Music</td>
<td>50%</td>
</tr>
<tr>
<td>Mecca—Gene Pitney—Music</td>
<td>29%</td>
<td>On Broadway—Drifters—Atlantic</td>
<td>29%</td>
</tr>
<tr>
<td>The Rosy Dance—Johnny Thunder—Diamond</td>
<td>26%</td>
<td>Amy—Paul Petersen—Colpex</td>
<td>28%</td>
</tr>
<tr>
<td>Puff, The Magic Dragon—Peter, Paul &amp; Mary—Warner Bros.</td>
<td>26%</td>
<td>Amer—Paul Petersen—Colpex</td>
<td>70%</td>
</tr>
<tr>
<td>Young Lovers—Paul &amp; Paula—Philips</td>
<td>25%</td>
<td>Richard—Paul &amp; Paula Phillips &amp; Jeff Walker</td>
<td>23%</td>
</tr>
<tr>
<td>I Will Follow Him (Charriot)—Little Peggy March—RCA</td>
<td>25%</td>
<td>Little Band Of Gold—James Gilkreach—Joy</td>
<td>56%</td>
</tr>
<tr>
<td>Here I Stand—Rip Chords—Columbia</td>
<td>23%</td>
<td>So It Always Will Be—Everly Bros.—Warner Bros.</td>
<td>32%</td>
</tr>
<tr>
<td>This Empty Place—Dionne Warwick—Sceptor</td>
<td>22%</td>
<td>Bony Maronie—Appalachians—ABC Paramount</td>
<td>22%</td>
</tr>
<tr>
<td>Baby Workout—Jackie Wilson—Brunswick</td>
<td>21%</td>
<td>Over The Mountain—Bobby Vinton—Epic</td>
<td>21%</td>
</tr>
<tr>
<td>Surf'n'—U.S.A.—Beach Boys—Capital</td>
<td>20%</td>
<td>Surfin'—U.S.A.—Beach Boys—Capital</td>
<td>93%</td>
</tr>
<tr>
<td>Dearer Than Life—Brook Benton—Mercury</td>
<td>19%</td>
<td>Even Time Will Be—Everly Bros.—Warner Bros.</td>
<td>20%</td>
</tr>
<tr>
<td>How Can I Forget—Jimmy Holliday—Everest</td>
<td>18%</td>
<td>This Empty Place—Dionne Warwick—Sceptor</td>
<td>47%</td>
</tr>
<tr>
<td>The Man Who Robbed The Bank At Santa Fe—Hank Snow—RCA Victor</td>
<td>17%</td>
<td>reaching—a John Rostagno—RCA</td>
<td>17%</td>
</tr>
<tr>
<td>Marching Through Madrid—Tijuana Brass—A &amp; M</td>
<td>16%</td>
<td>Nancy's Minuet—Everly Brothers—Warner Brothers</td>
<td>36%</td>
</tr>
<tr>
<td>Shout Down—Beach Boys—Capitol</td>
<td>15%</td>
<td>Shout Down—Beach Boys—Capitol</td>
<td>16%</td>
</tr>
<tr>
<td>Linda—Jan &amp; Dean—Liberty</td>
<td>14%</td>
<td>Linda—Jan &amp; Dean—Liberty</td>
<td>15%</td>
</tr>
<tr>
<td>Prima Donna—Glen Campbell—Capitol</td>
<td>13%</td>
<td>Linda—Jan &amp; Dean—Liberty</td>
<td>14%</td>
</tr>
<tr>
<td>Be My Love—Della Reese—RCA Victor</td>
<td>12%</td>
<td>Prima Donna—Glen Campbell—Capitol</td>
<td>13%</td>
</tr>
<tr>
<td>Can't Get Used To Losing You—Andy Williams—Columbia</td>
<td>11%</td>
<td>Can't Get Used To Losing You—Andy Williams—Columbia</td>
<td>12%</td>
</tr>
</tbody>
</table>

Total % to Date

<table>
<thead>
<tr>
<th>Title</th>
<th>Total % to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blue</td>
<td>35%</td>
</tr>
<tr>
<td>Jack Rose (Fama-Graf)</td>
<td>35%</td>
</tr>
<tr>
<td>Preacher Man</td>
<td>54%</td>
</tr>
<tr>
<td>Charlie Russe (Diamond)</td>
<td>54%</td>
</tr>
<tr>
<td>Lackin Up My Heart</td>
<td>28%</td>
</tr>
<tr>
<td>Movielettes (Tamba)</td>
<td>28%</td>
</tr>
<tr>
<td>Never</td>
<td>45%</td>
</tr>
<tr>
<td>Ears (Old Town)</td>
<td>45%</td>
</tr>
<tr>
<td>Sun Aries</td>
<td>69%</td>
</tr>
<tr>
<td>Ralf Harris (Epic)</td>
<td>69%</td>
</tr>
<tr>
<td>Don't Say Nuthin' Bad</td>
<td>64%</td>
</tr>
<tr>
<td>Cookies (Dimension)</td>
<td>64%</td>
</tr>
<tr>
<td>Promise Of Love</td>
<td>16%</td>
</tr>
<tr>
<td>Sandy Stewart (Colpix)</td>
<td>16%</td>
</tr>
<tr>
<td>Call Me Irresponsible</td>
<td>8%</td>
</tr>
<tr>
<td>Frank Sinatra (Reprise)</td>
<td>8%</td>
</tr>
<tr>
<td>She'll Never Love You (Like I Do)</td>
<td>59%</td>
</tr>
<tr>
<td>Teresa Brewer (Philips)</td>
<td>59%</td>
</tr>
<tr>
<td>Pipeline</td>
<td>15%</td>
</tr>
<tr>
<td>Chants (Dot)</td>
<td>15%</td>
</tr>
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</table>

Total % to Date

<table>
<thead>
<tr>
<th>Title</th>
<th>Total % to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>I Love You Because</td>
<td>8%</td>
</tr>
<tr>
<td>Ali Martina (Capitol)</td>
<td>8%</td>
</tr>
<tr>
<td>Sex 5th Avenue</td>
<td>10%</td>
</tr>
<tr>
<td>Johnny Bocchur (Warner Bros.)</td>
<td>16%</td>
</tr>
<tr>
<td>Mother Please</td>
<td>7%</td>
</tr>
<tr>
<td>Jo Ann Campbell (Cameo)</td>
<td>7%</td>
</tr>
<tr>
<td>I'm Getting Sentimental Over You</td>
<td>7%</td>
</tr>
<tr>
<td>Burt Forber (Falsetto)</td>
<td>7%</td>
</tr>
<tr>
<td>Those Golden Oldies</td>
<td>7%</td>
</tr>
<tr>
<td>Marcy Jo &amp; Eddie Ramboe (Swan)</td>
<td>7%</td>
</tr>
<tr>
<td>The Bird's The Word</td>
<td>7%</td>
</tr>
<tr>
<td>Rivingtons (Liberty)</td>
<td>7%</td>
</tr>
</tbody>
</table>

Cash Box—March 16, 1963
THE CHALLENGE:

THE SOUND
ON THIS NEW RCA VICTOR RECORD
CHALLENGES COMPARISON WITH THE SOUND
ON ANY OTHER RECORD AVAILABLE
ON ANY LABEL ANYWHERE

WHAT THE CRITICS SAY:

UNITED PRESS INTERNATIONAL
"... free of distortion and special equipment is not needed to play it."
"This new process possibly is the greatest breakthrough in recorded sound since the introduction of the long play record."

NEW YORK TIMES (broadcast on WQXR)
"Recorded in Victor's new Dynagroove process, the engineering results in sound of perfect clarity and balance. This is the best available disc version of the opera (Madama Butterfly); and it is an inspired recording."

NEW YORK NEWS (broadcast on WQXR)
"... a fair comparison between... new Dynagroove releases and some recent releases of a similar nature on other labels indicated a dramatic advance in fidelity."

NEW YORK TIMES (broadcast on WQXR)
"... Instruments and voices are clear, bright and true to life and—perhaps most impressive of all—there is no distortion when the stylus reaches the inside grooves closest to the label."

HIGH FIDELITY
"... no trace of unnaturalness of any kind. Distortion of all sorts is conspicuous by its absence; every instrument comes through true-to-timbre; there is no edge to the sound in any part of the range; and the surface of my pressings were almost supernaturally silent."

HIFI STEREO REVIEW
"Technically, this production (Madama Butterfly) is near perfection. The sound is warmly alive without being overly resonant, balances are exemplary."

NEW YORK HERALD TRIBUNE (broadcast on WQXR)
"... As a rule, turning down the volume tends to muffle reproduction. But in this case (the Hugo and Luigi Chorus), fullness and clarity remain even at very low volume—which is the way to listen to this album."

THE PROOF IS IN THE LISTENING... HEAR IT! COMPARE IT!

 Dynagroove
THE NEW SOUND BY RCA VICTOR

Cash Box—March 16, 1963
NEW YORK: Ben Wood buzzin' from his Philips desk in Chi that he's quite excited with the fantastic action on Paul & Paula's "Young Lovers," and two brand new hits, "Teenage Dream," by the Ramadas, and the Springfields' "Island Of Dreams." ... Charlie Goldberg, over at Affiliated in New York, agrees on the Paul & Paula single — via the action in his area and adds that advance orders on Mongo Santamaria's "Watermelon Man" LP is running very strong on the footsteps of the hit single. ... Joyce gen. prof, mgr. Larry Coleman announced the signing of songstirrier, Roman Neilor to an exclu- sive writer's pact with the pub- bery. Ronnie recently boomed on Re- prize with "How Does That Grab You" and "Sticks And Stones." The Jive Bombers, of years-back "Boo' Boy" fame, have just inked a MIDTOWN press was ... We hear that the Four Seasons, currently top- ping on both the LP and Their VJ stand - "Walk Like A Man," have been really poppin' in on the west coast — with SRO audiences at the Fresno Memorial Auditorium on 3/1, a 2-week sell-out in the Cow Palace San Francisco on 3/2 and a show (for the first time) in the Seattle World's Fair Opera House.

Cash Box

RECORD RAMBLINGS

JUVENILE COMEDY

The Drifters have recently hit a smash-in "On Broadway" and that the Volumes' "Sarah" has a healthy chart output. has it on long. Little Esther Phillips to team up with "Tell It Like It Is" producer, Ben Benton phoning that the Stax label can become the world's most famous crater via his cow on Ike & Tina Turner. Organist Richard Elsasser's tour takes him to Utah and Va. during the month of April. ... Capitol's Al Martino, who's out with "Tell Me Baby," sang in Karl Otto Westin, and local publisher Alan's brother Norrie Parmer just returned to England after completing a wax session in London. ... Tony Richard notes from his famous desk at Paramount Pictures, that his current crop of goodies include Jerry Butler's, "You Ain't Gonna Be Sorry" (Vest with strong initial deejay reaction. ... Morty Wax up tin on two new Decca- woods' "Get But I Miss You So" on the new label.

WARNER BROS.

Warner Bros. Joe Smith notes, via a telegram from Burbank, that the BANG! "Don't Let Him Run Away with Your Heart," a promo cut on the Colpix label, is "Puff," looks like it'll take a sock full 100 ride. ... Cadence's Vaugn "First Family." Meader's set for a 5/20-6/7 appearance at the Edgewater Hotel in Chicago. ... Dion's real- nical Evelyn Cornell newsletters that ...label-mates Tito Rodriguez and Dionne Warwick signed a 2-year con- tract and nite club circuit with Dinah Washington, int. Comp. for 5/30 to Hong Kong Amato (one of the Three Of A Kind backing Al Alberts on his Columbia version of "Fly Me To The Moon") and songstress Rita Harris, who named their new addition, Lawrence Bud Poll. Bud's Bell Hallelujah thrilled with the showing on Teresa Brewer's "She'll Never, Never Love You (Like I Do)" and on the Bury "Here Comes Luster Losin' Lip. ... Palette topper Irving Rob- inson wrote us, "The Kiss That Broke My Heart" and "Girl Shay (Bossa Nova)" by Les Al- binos (the Academy Award nominee from the Harold Lloyd film, "World in His Arms") is on the Job with strong initial deejay reaction. ... "Marty Wax up tin on two new Decca- woods' "Get But I Miss You So" on the new label.

At United Record Dist. Ern teaser is getting hits on the "Empty Place" (Sceptor) and the "Blue Empty Place."...

CHICAGO:

John Dolan, sales head of the grow- ing Stax Records organization, an- nounced the signing of Keith O'Connor who hails from nearby Urbana, Ill. ... Donn Davis, after his session in Nashville in February, 2/23, will be in the stand with Bob & Carol to cut in Nashville 3/25, will be re- placed by Johnny Cash. ... Another report on "Doin' It" by Al Casey (Stacy) has the disk climbing fast in the arms of Buffalo-Chicago-Detroit & Philly. ... London's midwest sales mgr. Mel Merson arrived last week by transpor- tation and Clancy McHarg says that the firm has taken over distribution rights of the new "Decca Bones & Hot Sauce" (Cindy).

JAY & THE AMERICANS, whose current hit to-dow stands the tagged "Songbirds Tomorrow," headline a special con- cert at Town Hall, 5/15, for the Mus- cular Dysphropy Assn. The concert, sponsored by NYU, precedes a concert tour of major eastern colleges.

LILLIAN TAYLOR

Donn Davis, who recently left the Paul & Paula signed a 2-year con- tract and nite club circuit with Dinah Washington, int. Comp. for 5/30 to Hong Kong Amato (one of the Three Of A Kind backing Al Alberts on his Columbia version of "Fly Me To The Moon") and songstress Rita Harris, who named their new addition, Lawrence Bud Poll. Bud's Bell Hallelujah thrilled with the showing on Teresa Brewer's "She'll Never, Never Love You (Like I Do)" and on the Bury "Here Comes Luster Losin' Lip. ... Palette topper Irving Rob- inson wrote us, "The Kiss That Broke My Heart" and "Girl Shay (Bossa Nova)" by Les Al- binos (the Academy Award nominee from the Harold Lloyd film, "World in His Arms") is on the Job with strong initial deejay reaction. ... "Marty Wax up tin on two new Decca- woods' "Get But I Miss You So" on the new label.

WARNER BROS.

Warner Bros. Joe Smith notes, via a telegram from Burbank, that the BANG! "Don't Let Him Run Away with Your Heart," a promo cut on the Colpix label, is "Puff," looks like it'll take a sock full 100 ride. ... Cadence's Vaugn "First Family." Meader's set for a 5/20-6/7 appearance at the Edgewater Hotel in Chicago. ... Dion's real- nical Evelyn Cornell newsletters that ...label-mates Tito Rodriguez and Dionne Warwick signed a 2-year con- tract and nite club circuit with Dinah Washington, int. Comp. for 5/30 to Hong Kong Amato (one of the Three Of A Kind backing Al Alberts on his Columbia version of "Fly Me To The Moon") and songstress Rita Harris, who named their new addition, Lawrence Bud Poll. Bud's Bell Hallelujah thrilled with the showing on Teresa Brewer's "She'll Never, Never Love You (Like I Do)" and on the Bury "Here Comes Luster Losin' Lip. ... Palette topper Irving Rob- inson wrote us, "The Kiss That Broke My Heart" and "Girl Shay (Bossa Nova)" by Les Al- binos (the Academy Award nominee from the Harold Lloyd film, "World in His Arms") is on the Job with strong initial deejay reaction. ... "Marty Wax up tin on two new Decca- woods' "Get But I Miss You So" on the new label.

At United Record Dist. Ern teaser is getting hits on the "Empty Place" (Sceptor) and the "Blue Empty Place."...

CHICAGO:

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NEW FROM GROOVE...

JUSTIN TUBB
58-0017
Groove
45 RPM
JUSTIN TUBB
TAKE A LETTER, MISS GRAY
HERE I SIT A-WAITIN'

LOVELACE WATKINS
58-0016
Groove
45 RPM
LOVELACE WATKINS
TENDER LOVE
MA CHÉRIE, AU REVOIR

JUSTIN TUBB
DEBUT ON GROOVE...
STRAIGHT FROM NASHVILLE!
#58-0017
"TAKE A LETTER MISS GRAY"
c/w "HERE I SIT A-WAITIN"

LOVELACE WATKINS
ANOTHER SURE SMASH
#58-0016
"TENDER LOVE"
c/w "MA CHÉRIE, AU REVOIR"

KEEP IN THE GROOVE! ORDER BIG...NOW
Groove RECORDS

Cash Box—March 16, 1963
### Prestige Swings with Singles

15% Discount March 15 Through April 30.

**ONE-STOP'S OPERATOR'S SPRING SPECIAL**

Plus Top 15 New Releases

The Top 15 Standard Hits

**Best Sellers!**

**CA' PUNRAGE GENE AMMONS**

45-229 From Chart LP "BAD BOSS NOVA" LP 7257

HE'S A REAL GONE GUY JACK McDUFF

45-232 From Smash LP "SCREAMIN'" LP 7259

I LEFT MY HEART IN SAN FRANCISCO WILLIS JACKSON

45-234 From Current HI LP "BOSSO NOVA PLUS" LP 7260

**SIDER SADIE SHIRLEY SCOTT**

45-230 From Best Selling LP "SHIRLEY SCOTT PLAYS HORACE SILVER" LP 7240

**Hat New Singles!**

**MOITO MATO GROSSO GENE AMMONS**

45-245 From LP "BAD BOSS NOVA"

**NOTHER SU'THER SONNY STITT & JACK McDUFF**

45-239 From LP "STITT MEETS BROTHER JACK" LP 7244

**HI LILI Hi LO**

**NATURE BOY**

**ETTA JONES**

45-237 From Soon To Be Released LP (BOSSA NOVA) OUT OF THIS WORLD MONTANO BURRELL**

45-238 From Moodyville LP "BLUEY BURRELL" LP 29

Contact Local Prestige Distributor Or Write:

**PRESTIGE RECORDS, INC.**

203 So. Washington Ave., Ber VFeld, N. J.

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### Top 100 Artists

(See top 100 titles and labels)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Adderley, Cannonball</td>
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<tr>
<td>2</td>
<td>Adderley, Sonny</td>
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<tr>
<td>3</td>
<td>Adderley, Johnny</td>
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<tr>
<td>4</td>
<td>Adkins, Alvin</td>
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<tr>
<td>5</td>
<td>Adams, Elmo</td>
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<tr>
<td>6</td>
<td>Adams, Johnnie Ray</td>
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<tr>
<td>7</td>
<td>Adams, Romey</td>
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<tr>
<td>8</td>
<td>Adams, Royce</td>
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<tr>
<td>9</td>
<td>Adams, Whitey</td>
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<td>10</td>
<td>Adcock, Bobbety</td>
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</tbody>
</table>

The above feature is designed as an aid to retailers who have requested such a list to help them locate hot singles when consumers ask for them by artist name.

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### Record Ramblings

(Continued from page 42)

stein (Liberty) reports a sudden output and credits the release of "I Got Over You" by Dick Lory and increasing activity on Motown's "What You're Doing Is Wrong" by "She's New To You," also getting strong are Timi Yuro's new single "Don't Send Me No More Love Letters" and "I Love You" by "Winter Love" LP by Felix Slatkin and Anson Weeks with "Gardens Of The Moon" (Lee & John) and "Jesu Vobiscum" by The English Choral Society (Philips) — both tickets in England — will be even bigger in the states. Reaction so far has been that great distribution's other sources, including "Mee" by Gene Pitney (Musicor) and "Sherry" by Harvey Goldstein, Liberty, reports that Leo Chaloski, Claudette Harris Beck, has a smash in the "Riveting" of the "My Life," due to "New Lee Allen and Joel Sebastian's efforts.

back his wife with a trip to... Earl Holliman who stars after NBC's "Country" signed with Hi-Fi Records as a producer-contractor to Reynolds. Halland, as an assistant to the Dan Kaye Show beginning 1/18 in Chicago. Still, an hour on Dave Scott's "Spring," "January," "February," "March," he signed in his latest album, "Strings Afire. In January," "Lee Wann" (Moody), "Tina's" LP "Out Of The Clouds," "Jazz," "Out Of Joy Music and Joy Records, arrived last week on the Coast, his first New LP a two year project.

Stan Pat of RCA Victor hosted a cocktail party at Del Webb Town West Hotel, 

**San Francisco Chapter of NAR.** Buggins program director for RCA Victor presided at the meeting... Jim Conniff, deejay at KHOT, "Mildred," composer-conductor Harvey Lerman, who's No 1 hit song, "Daddy," Ray, has a hit song on the "Sons Of The American" "Bossa Nova Goes To The Movies."

### Here and There:

**Philadelphia—**Heller distributors promo and Ella Robinson informs us the firm's No. 1 knockout deal this week is Wade Ray's "My Burning Desire" (Palomar) and that they've now handling the Airline Out of "The Chanters: My Little Girl."

Swan's Tony Mammarella reports that the Mauy Jo-Eddie Rabb 

"Those Golden Oldies" deck is getting fantastic deejay action... Chancel 

or House in San Francisco has an 3/12 guest on the Jack Benny TV.

**Las Vegas—**Louis Prima, with Glen, has opened in a several month gig at the Sahara Hotel's Caesars Theatre... Louis and Glen on their recent wed... The few who've inked Val 

for a 3/1-21 stint at the Sahara... Johnny Mathis' 1st appearance in over 3 years here, starts tonight, he opens at the Riviera for a 3 - week... The few who've inked Val Hburgard—Merv Amos, of the Capitol branch here, telephones that AI Martino's "I Love You Because of Your Bad Hair.

San Francisco—Paul McKinnon, general manager of Independent Music Sales, San Francisco has an 

advancing announcement to the position of promotion manager for the firm. Zeiter was previously with Schwartz Bros. in Washington, D. C. and before that with Young & Rubicam's Chicago office... 

**Memphis—**Marie Jarvie will be in 

the absence of weary Bob Adams, who's reportedly following lung surgery. We get back now.
THIS IS THE ONLY ALBUM BASED ON THE BEST SELLING BOOK "SING ALONG WITH JACK"

THE FAMILY INVITES YOU TO

SING ALONG WITH JACK
HIT SONGS FROM THE NEW FRONTIER

VIVE LA DYNASTY
OH, BURY ME NOT
HOME ON THE CAPE
GO AWAY, DIXIE LAND
I'M CALLED LITTLE CAROLINE
OH, DEAR, WHAT CAN THE MATTER BE
AND THE STOCKS CAME TUMBLIN' DOWN
THE PEACE CORPS GOES ROLLING ALONG
I DREAM OF JACKIE WITH THE BOUFFANT HAIR

STARRING
CHUCK McCANN

US 1000
SUS 1000

Only on COLPIX RECORDS

ON TOP OF THE MARKET, always!

COLPIX RECORDS A division of Columbia Pictures Corp. 711 FIFTH AVE., N.Y.
HEADS YOU WIN
TAILS YOU WIN

TONY BENNETT
I wanna be around...

THE GOOD LIFE (from the Film
"The Seven Year Itch"
IF I WERE A KING
I WANNA BE AROUND
I WENT THIS MORNING (from the
Broadway Production "Kittie Silks"
I'VE GOT YOUR NUMBER (with Ralph Sharon Trio)
AND I'VE PAID THE MAN AND DAD
(OH)
ONCE UPON A SUMMER DAY
IF YOU WERE MINE
I WILL LVE MY LIFE FOR YOU
DANCED TO LOVE
IT WAS ME
QUIET NIGHTS (Corcovado)
Produced by Bette Midler
Arranged and Conducted by Marty Manning

DOUBLE the TAKE
with Tony's latest album

The fabulous follow-up to

*Stereo

on COLUMBIA RECORDS

Publicity: Mel Breyman
Promotion: Joe Petrilia
Rolf Harris, who is presently scoring with "Sun Arise" on Epic, is an entertainer with extremely diversified talents. Rolf, who is the son of a Welsh couple who emigrated to Australia from Cardiff, is an artist, cartoonist, sculptor, pianist and composer.

The artist began his piano study at the age of nine and later taught piano to a class of children who weekly gathered in his riverside home in Perth, Bent on a show business career. Rolf eventually landed a spot on 'The Amateur Hour,' a major Australian talent show. As a result of his appearance on the program, he received innumerable offers and was able to save enough to give up his teaching job and sail for Melbourne.

His first two years in London were somewhat difficult, and his savings dwindled rapidly. His big break came via an audition for Josephine Douglas, a television producer who signed him for a spot on one of her shows. After that, his appearances on TV increased and he became widely known to British audiences for his cartoon characters on children's television shows.

In this age of the prolonged roller coaster ride ... the stay-awake-athon and the public relations push, the personalities of KOMA-Oklahoma City, program director Dean Johnson, Phil Robbins, Chuck Dann and Charlie Hayden have done it again.

The deejays recently followed eleven college boys who were engaged in the sport of dribbling a basketball for twenty-seven miles in the rain. The KOMA personalities followed them in their very own special hearse, a 1949 Cadillac, giving a dribbling progress report. This naturally, is a world's record for such a feat and the gauntlet is cast. Challenges should be mailed to KOMA. The college boys were all students of the University of Oklahoma and dribbled the ball from the campus to the Governor's residence in Oklahoma City, where a basketball was presented to the Governor.

Dick Clark, star of "The Dick Clark Monday Show" and "American Bandstand," was recently awarded a citation by the United General Public Welfare Association for "humanitarian service and outstanding cooperation." Clark assisted in setting up a series of teenage age groups throughout the country, which were organized to raise funds to combat cerebral palsy.

Paul Compton, KJJI-Hollywood spinner, this month celebrates his fourth year of doing "Snow & Ski" show and newspaper program. Compton gives out latest weather and skiing conditions of mountains areas around Los Angeles. Another Compton feature is his bi-weekly happenings and news of doings in the Hollywood night clubs—as well as little art, theater, movies and concert news. Compton is utilizing his policy of devoting tremendous saturation coverage to one specific charity organization or public service group. KJJI last week out of 20 spots per day for UCLA. The college runs many public services on its program, and Compton's efforts have earned the KJJI salute that week.

The Roylettes, four Baltimore teens, have recorded their first record, "No Big Thing," for Checker Records. The deck was made as result of the girls' first-place prize in a recent WJZ-TV-Baltimore Radio Deane contest. The Deane contest had more than 600 entries from Baltimore area vocalists and the Roylettes were the winners with their rendition of "He's Gone."

"Young Ideas," a program designed to discover what the new generation is thinking about, recently made its debut on KDKA-Pittsburgh. Students from local public schools speak out on subjects close to them on the weekly 25-minute feature of "Sunday Showcase." King, well known for his KDKA personality, will be on hand each week as "an adult, no authority" on each new question. How many of these high school students will be the ones to voice the opinions about the issues up for discussion.

Residents of the Twin Cities (Minneapolis-St. Paul) are now well aware of President Kennedy's physical fitness program, WDGY-Minneapolis' "Early Morning Personality," Hal Ray. Recently invited a challenge by the local Marine Corps group to hike the 16th Street Bridge Lake Harriet, the challenge was quickly accepted and scores of hundreds of others to follow, including the Army, Navy, Knights of Columbus and St. Paul personnel. Of the 100 starters completed the 50-mile stretch, including a Marine Major, a high school girl and two boys and others who made the trip just to keep up with those who wanted to cheer them on. As for Raymond, who stumped the course ... 7 laps later and then to a hot tub.

WGN-Chicago has been honored by the Freedoms Foundation at Valley Forge for its better understanding of the American way of life. The KOMA station has obtained certificate in the economic education classification for the presentation of "Can Free Entrepreneurs Be Sold?", one of the programs heard on the "Inquiry" series produced in cooperation with Kiwanis International.

The entire deejay staff of WJBK-Detroit has volunteered to conduct a bake sale March 16th to benefit Detroit's Child Research Center. Scotty M. Avery, Clark Reid, Robert E. Lee, David E. Pindar and Bob Edphinston will all be on hand at the 16th Street United Pentecostal Memorial Building that night to host the affair in hopes each member of the record crowd of teenagers. Arrangements are underway to obtain personal appearance by WJBK deejay recording staff to assist at the fund-raising event.

One of the broadcast industry's most popular programmers, William A. "Bill" Stewart, has agreed to spearhead a special three month research project for the 50 stations. Don Reyes, veep in charge of national programming for the group, said that Stewart will undertake an intensive market-by-market study. His assignment will entail an analysis of current and changing commercial trends and the specific station's particular relation with their immediate market.

The Bedside Network of the Veterans Hospital Radio and Television Guild celebrates its fifteenth anniversary, April 26th, with a ball at the Flamingo Las Vegas. Contributions will be a tribute to Bud Collyer, an active member of the Guild and its reception. Members from all branches of show business and media will participate, including Sid Caesar, Gwen Verdon, Johnny Carson, Barbara Britton, Kenneth More, Mrs. Oscar Hammerstein II, Anne Seymour and Mrs. Richard Rodgers.

The all new KALO-Little Rock (formerly KGHJ) is taking the city by storm. Prexy and owner Glen Harmon has brought in top talent and personnel. A program director Jim Gaines sends along word of an unusual idea. All are stationed have taken the station's call letters as their last name.

A new different contest is underway in KEXI-Davenport. Station is asking listeners to add up the digits in their home telephone numbers, as well as the next number is called out on the air. If the number which is announced is the sum of all of the digits in listeners numbers they are eligible to call in on the contest telephone. The first person to call in is the winner.

VITAL STATISTICS:

Bill Wade, formerly with KDEO-San Diego, is now spinning 'em on WGN-Chicago.

Paul Compton of KJJI is on a new deejay job on KOGO-San Diego.

Josh Brady given the green light to conduct his own show on WCFL-Chicago.

Bob Harrin recently added his spot on WLON-Lexington to assume new duties on WINS-Tampa.
...to our many friends in the Record Industry...your response to "IKE & TINA TURNER Productions" has been truly gratifying...3 HIT SINGLES & A SMASH ALBUM is really "Too Much"!

Ike thanks you....

Tina thanks you...

Bobby John thanks you...

Robbie Montgomery — And the Ikettes

...thank you...

"Little Bones" thanks you...

SO...KEEP BUYING...WE'LL KEEP MAKING HITS!!!

*Sony #111 "Lonely Soldier" Bobby John
*Teena #1701 "Crazy In Love" Robbie Montgomery
*Prann #5001 "What I Say" Little Bones

*Released through:

**"DON'T PLAY ME CHEAP"

Ike & Tina — Sue #LP2005

**Available thru: SUE RECORD Distributors
Groove Signs 3: Johnny Nash, Justin Tubb, Lovelace Watkins

NEW YORK—Activity at RCA Victor’s Groove label has picked-up with the inkings of singers Johnny Nash, Justin Tubb and Lovelace Watkins. Inkings were announced last week by Ben Rosner, head of RCA Victor’s pop A&R dept.

Sessions for Nash, last represented on the Warner Bros. label, where he had come after a long stint with ABC-PARAMOUNT, included a single being mapped by Victor A&R men Hond & Loyal, who brothered Nash under his Nash label. Tubb, who arrives from the Star- day label, now operating in the Grand Ole Opy, and has also written tunes cut by the late Paty Cline, Ray Price, George Jones, Johnnie & Jack, the late Hawkshaw Hawkins and Mae Wiseman, among others. His dad is country music vet Ernest Tubb. Younger Tubb’s Groove bow is “Take a Letter Miss Gray.”

Col. Offers 9 New Tapes

NEW YORK—Columbia Records is releasing nine 4-track stereo tapes this month, including four and five Masterworks.


Decca Declares Quarterly Dividend

NEW YORK—Directors of Decca Records declared a quarterly dividend of 30c per share on the label’s capital stock, payable September 10 to stockholders of record March 18, 1963.

Set Goulet Debut In Theater Package

NEW YORK—Robert Goulet, who has emerged as one of the most in- demand entertainers, will be in a series of personal appearances in all media within the last year, will be the head for a variety theatrical attraction with a nine week run, commencing July 9th at the Civic Auditorium in Pittsburgh.

The singing star, who first achieved national fame as Sir Laurence in the Lerner and Lowe music “Campion,” is currently appearing in Las Vegas at the Flamingo Hotel (through March 13th), a Columbia recording artist (four LP’s) and a regular guest star on the top TV shows and specials, will be the guest star at a large following in bistros.

Norma Rosemont, Goulet’s personal manager, who will produce the concert billing, has planned for the Goulet appearances the Weire Brothers, the dancing Step Brothers, a and, a guest star, a guest dancer, actress Carol Lawrence, the dancing Shubert Sisters, and, naturally, Mario in the original company of “West Side Story.”

The nine week tour for the singing star and his company includes: July 9-July 14—Civic Auditorium, Pitts, July 16—21—Fisher Theatre, Detroit; July 22-August 4—Dallas Municipal Auditorium, Dallas; August 5-11—Chicago Opera House, Chicago. The concert tour halts temporarily, during this period of time, will travel aboard a large cruise solo at the Canadian National Exposition in Toronto from August 16-31.

The tour, with the Weire Bros, Step Bros, and Carol Lawrence, resumes September 2-8 at the Oakdale Musical Theatre in Wallingford, Conn. The tour will conclude its schedule of September 8-15 in Framingham, Massachussets, at the Carousel Theatre.

Stu Phillips A Dad

NEW YORK—Stu Phillips an indie producer for Colpix Records, became a father for the first time last week when his wife gave birth to a baby girl here last week. New arrival has been named Toni.
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.
**Col. Sales Ups Farr, Rubin**

NEW YORK—Columbia Record Sales Corp. has promoted William Farr to the newly established position of director of merchandising, according to an announcement from Kenneth Glancy, vice president; Farr will be responsible for the following product merchandising operations and their staffs: pop product—Joseph Norton and Bruce Lundwall; Masterworks—Peter Munves and Thomas Berman; single records—David Rosner, and field communications—Salvatore Forletta. Farr will report to Glancy.

Tony Rubin has been promoted to staff assistant. He will assist Glancy in various administrative functions, and will also participate with James Sparking in the planning and purchasing of accessory products.

**Jami/Guyden Buys Master**

PHILADELPHIA—The Jami/Guyden operation has acquired the national distribution of "Don’t Let Me Cross Over" by Peter Buck, a pop-blues version of the country clich. Buck is on the Byrds label and was produced by Huey P. Meaux.

---

**"SHERRY’S LIPS" by "MISS BROWN"**

**PHILIPS INT. BROADWAY**

1650 Cor. 51st Street, N. Y.

The Best Known Address in the Entertainment World

**Plaza 7-4400**

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**UNUSUAL OPPORTUNITY**

for qualified salesman. Handle outstanding line of promotional budget LPs. Good salary plus commission, expense, bonus arrangements, etc. Write or call George Alpert.

**Buckingham Records**

630 9th Avenue, N. Y. JU 2-0670

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**"ANN MARIE" and "ACCENTUATE THE POSITIVE"**

The Belmonts

Sobina 509

**SABINA RECORDS**

130 W. 33rd St., N.Y.

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**Jack Fine Named Atlantic’s Promo Head**

NEW YORK—Atlantic Records has named veteran music man Jack Fine as its national promotion director, according to an announcement following a three year stint as promo veep at the Amy-Mala setup, where he helped put over Nevin’s & Kirshner’s Dimension label, handled by A&M.

Previously, Fine was national promo director of Walt Disney’s Vista and Disneyland labels, as well as eastern rep for Disney’s Wonderland and Walt Disney phonograms. He was general professional manager of Irving Caesar Music for nine years.

In addition to his disk-pubbery activities, Fine is also a clobber.

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**Vaughn Brinson Forms Country-Pop Diskery**

KERMIT, TEXAS—Vaughn Brinson, a Texas disk promoter, has formed Eagle Records, a country-pop label in Kermitt. Also set was a pubbery firm, Blister Music (BMI). Diskery is opening shop with “Our Big House” by Durwood Haddock, who also records for Eagle from the United Artists label, where he recently clicked with his own tune, “Big Night at My House.” Deck is due for release later this month, and promo on its behalf will be aimed at both the country & pop markets.

Distribs for the diskery are being set-up, with the following distrib already named: H. W. Daily of Houston; Big State Dist. of Dallas, M. B. Krupp Record Dist. of El Paso and Phoenix, Music Box One-Stop of Dallas and Daily Records of San Antonio. Several national distributors are being considered, Brinson reported.

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**Call Candy, Inc. Names 2 More To Staff**

NEW YORK—Call Candy, Inc., a music business service agency, has expanded to include all phases of the entertainment business. In line with the move, firm has added two more staffers. They are John Condiles, formerly director of Discount Discs Record Club for Pickwick International, and Joe Bagurni, formerly of the custom services division of Capitol Records. In the music field, Call Candy, Inc. will arrange demo sessions, handle masters and promo all types of material.

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**Block, Blocker & A Headline**

NEW YORK—The headline in last week’s story about Liberty Records’ new New York branch gave the name “Bernard Blocker” as manager of the branch. Actually, it’s Bernard Block. At least there is a Blocker at the label, but his first name is Don.

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**ALBUM PLANS**

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

**ABC-PARAMOUNT**

15% discount on 13 new releases and all catalog items. Expires: Mar. 31.

**ANGEL**

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

**CAMEO-PARKWAY**

15% discount on all LP’s. 15-30-30 day delayed billing on 5 new releases only. Expires: Mar. 31.

**CAPITOL**

"Creamshack Dollar Days"—Customers get any Capitol Trio album for $1 if they buy another at the regular price. Dealers get one LP for life for each one purchased at the regular price. Delayed billing. Expires: April 30; dealers also 2 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 100-40-24 free on all LP’s.

**DECCA**

Incentive plan on all "Golden Favorites" LP’s. Dealers can obtain details from their local distributors. Expires: Mar. 31.

**DIAMOND**

5 free-4x7x7-up to purchase on Johnny Thunder’s "Loop de Loop" LP. Expires: Mar. 31.

**DOOTO**

Buy-10-get-1 free on all LP’s and EP’s. Expires: Mar. 31.

**DOT**

"Billy Vaughn Month"—15% discount on all Vaughn LP’s; 50-40-50 dated billing. Expires: April 15.

**EPIC**

15% discount on 1 new March LP’s and 30 specially selected catalog items. Expires: Mar. 31.

**FIRE/FURY**

All labels marketed by the firm are available on a buy-1-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**

15% discount on new releases and entire LP line plus incentive bonus and dating available to qualified dealers. Expires: Mar. 31.

**KING**

"Special Country & Western Jamboree Sale"—Label’s entire country catalog, including its low-priced A&R line (includes: buyers, rock-junkers, one-time, chain stores, etc.) on a buy-2-get-1-free basis. Expires: Mar. 31.

**LIBERTY**

"Follow the Sales Leader"—15% discount take off the face of the invoice on all dealer orders of Liberty & Decca product; 10% exchange privilege, with merchandise exchange available after July 1st; payments: 50% June 15, 50% May 15.

**MERCURY**

"Special Group"-New catalog LP product available on a buy-2-get-1-for-2 purchased, while other new popular/folk releases are offered on a buy-100-15-free basis. Expires: Mar. 31.

**NASHBORO**

Buy-10-get-5 free on entire catalog including new LP’s. 100% exchangeable. No expiration date has been set.

**ORIGINAL SOUND**

Catalog available on a buy-4-get-1-free basis. Expires: Mar. 15.

**PHILIPS**

15% discount on catalog. Expires: April 15.

**PRESTIGE**

15% discount on LP’s for the following artists; Gene Ammons, Red Garland, Man Allison, Stan Getz and Theodore Monk. Expires: Mar. 31.

**REQUEST**

LP catalog available on a buy-1-get-5-free basis. Described as a limited-time offer.

**SELECT**

15% discount on "Who Stole the Kaftaan?" LP by the Mays Bros. Described as limited-time offer.

**SMASH**

"Operation Airways"—90% discount on all albums; deferred billing; functional return. Expires: Mar. 15.

**SONODOR**

A buy-5-free, on four LP’s by the Orchestra Del Oro. Described as a limited-time only deal.

**STARLAND**

Dealers can get two free bluesgrass albums for every 10 purchased. Expires: Mar. 31.
HERBIE & FRANK
BROKEN OVER I'M BLUE
HEROES

WHO'S IN LOVE

TWO HIT SINGLES

STAND (DO)

HERBIE
MILLS
WATERMELON MAN

JIMMY SMITH
BACK AT THE
CHICKEN SHACK

BLUE NOTE 45X1877

HERBIE HANCOCK

BLUE NOTE 45X1862

DJ'S: WRITE FOR SAMPLE OF NEW SHORTENED VERSION OF THIS HIT!

WHAT'S "BIG" AND "LITTLE" AND GROOVY ALL OVER!

BLUE NOTE RECORDS
43 West 61st St., New York 23, N.Y.

BURNING DESIRE

WORLD RECORD GUIDE

ACTIVE with OPS

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

HEART OF MY HEART
WHEN YOUR HAIR HAS TURNED TO SILVER
Frank Fontaine (ABC 10384)

MARCHING THRU MADRID/ STRUTTIN' WITH MARIA
Nobby Alport's Tijuana Bess (A&M 706)

ONLY YOU
Mr. Archer Birk (Atco 6247)

PARADE
April Stevens & Nina Tempo (Atco 6248)

THE FOOL
Jennie Cee (Bigtop 3159)

BACK AT THE CHICKEN SHACK
Jimmy Smith (Blue Note 1077)

HEARTACHE OH HEARTACHE
Lettman (Capital 4514)

M.R. COOL
Champs (Challenge 9180)

GONE WITH THE WIND
Duprees (Cord 576)

FLY ME TO THE MOON
Al Alberts (Columbia 42727)

TEENAGER'S DAD/CIGARETTES AND COFFEE BLUES
Marty Robbins (Columbia 42701)

PRETTY BOY LONELINESS/ JUST A SIMPLE MELODY
Patti Page (Columbia 42672)

DON'T LET ME CROSS OVER
Carl Butler (Columbia 45953)

HERE I STAND
Rip Chords (Columbia 42687)

GENTLEMAN JIM
Art Kornarbeit (Decca 31463)

YES SURE
Steve's Theme
Carl Grant (Decca 37468)

MISERLOU
Dick Dale (Del-Tone 5019)

THE ROSY DANCE
Johnny Thunder (Diamond 132)

I'M NOT JIMMY
Ray Peterson (Duana 2022)

DON'T FENCE ME IN
Groucho Marx (Epic 1569)

SPECIAL ADDITIONS to TOP 100

64—OVER THE MOUNTAIN (ACROSS THE SEA)
Bobby Vinton (Epic 9577)

78—YOU DON'T LOVE ME ANYMORE
Rick Nelson (Decca 31455)

84—ON BROADWAY
Dolfers (Atlantic 31482)

85—YOUNG LOVERS
Paul & Paula (Phillips 40094)

87—LOCKIN' UP MY HEART
Merlettes (Tamba 2407)

93—NEVER
Earls (Old Town 1113)

95—MECCA
Glen Estey (Monaco 1028)

96—DON'T WANT TO THINK
ABOUT PAULA
Dale Evans (Smash 1968)

98—ANY
Paul Peterson (Colpix 676)

99—PUFF
Peter, Paul & Mary (Warner Bros. 5748)

100—I WILL FOLLOW HIM (CHARIOT)
Little Peggy March (ABC-Victor 1239)

100—SAX FIFTH AVENUE
Johnny Shines (Warner Bros. 5345)

100—WHAT ARE BOYS MADE OF
Peter, Paul & Mary (ABC-PARAMOUNT 10491)

52 ISSUES CASH BOX $15

Chuck Jackson
TELL HIM I'M NOT HOME
Wand 132

GOING HIGHER WITH THE HITS!

Johnny Halonka

THE CHIFFONS

Laurie 3152

"HE'S SO FINE"

Cash Box—March 16, 1963
<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Artist(s)</th>
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<tr>
<td>1</td>
<td>Songs I Sing on the Jackie Gleason Show</td>
<td>Frank Finalite</td>
<td>ABC Paramount</td>
<td>1963</td>
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<tr>
<td>2</td>
<td>Movin'</td>
<td>Peter, Paul &amp; Mary</td>
<td>Warner Bros.</td>
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<td>3</td>
<td>West Side Story</td>
<td>Film Track</td>
<td>Columbia</td>
<td>5670</td>
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<td>4</td>
<td>My Son the Celebrity</td>
<td>Allan Sherman</td>
<td>Warner Bros.</td>
<td>4879</td>
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<td>5</td>
<td>Richard Chamberlain Sings</td>
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<td>Columbia</td>
<td>2061</td>
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<td>6</td>
<td>Jazz Samba</td>
<td>Steve Gotz &amp; Camilla Byrd</td>
<td>Verve Y 8432</td>
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<td>7</td>
<td>STEVE LAWRENCE WINNERS</td>
<td></td>
<td>Columbia</td>
<td>1953</td>
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<td>8</td>
<td>Moon River</td>
<td>Audrey Williams</td>
<td>Columbia</td>
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<td>FLY ME TO THE MOON</td>
<td>Joe Harrell</td>
<td>Kapp</td>
<td>KL 1318</td>
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<td>10</td>
<td>SINATRA-BASIE</td>
<td>10 Greatest Hits</td>
<td>Verve DLP 3497</td>
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<td>11</td>
<td>1962's Greatest Hits</td>
<td>Billy Vaughn</td>
<td>Dot DLP 3497</td>
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<td>12</td>
<td>New Frontier</td>
<td>Kingston Trio</td>
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<td>13</td>
<td>Paul &amp; Paula Sings for Young Lovers</td>
<td>Philips PHM 208</td>
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<td>14</td>
<td>Walk Right</td>
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<td>Capitol</td>
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<td>15</td>
<td>SINCERELY YOURS</td>
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<td>Columbia</td>
<td>1953</td>
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<td>16</td>
<td>My Son the Folk Singer</td>
<td>Allen Starmore</td>
<td>Warner Bros.</td>
<td>1469</td>
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<td>17</td>
<td>I Left My Heart in San Francisco</td>
<td>Tony Bennett</td>
<td>Columbia</td>
<td>1959</td>
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<td>18</td>
<td>Peter Paul &amp; Mary</td>
<td>Warner Bros.</td>
<td>WB 1469</td>
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<td>LAWRENCE OF ARABIA</td>
<td>Flameflash (Capitol CP 341)</td>
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<td>20</td>
<td>VENTURES PLAY TELSTAR &amp; LONELY BULL</td>
<td>Delton BRP 2019</td>
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<td>21</td>
<td>JAZZ IMPRESSIONS OF BLACK ORPHEUS</td>
<td>Vince Guaraldi (Fantasy 3337)</td>
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<td>22</td>
<td>HAPPY BEAT</td>
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<td>Columbia</td>
<td>1949</td>
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<td>23</td>
<td>ALLEY CAT</td>
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<td>Columbia</td>
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<td>24</td>
<td>Gypsy Soundtrack</td>
<td>Warner Bros.</td>
<td>WB 1480</td>
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<td>25</td>
<td>ALL ALONE AM I</td>
<td>Irene Lewis</td>
<td>Decca DLP 4970</td>
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<td>26</td>
<td>THE NEW CHRISTY MINSTRELS IN PERSON</td>
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<td>Columbia</td>
<td>1941</td>
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<tr>
<td>27</td>
<td>Big Girls Don't Cry</td>
<td>Four Seasons (Verve LP 1054)</td>
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<td>28</td>
<td>Our Man in Hollywood</td>
<td>Henry Mancini</td>
<td>RCA Victor (VPL 2640)</td>
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<td>29</td>
<td>JOAN BAEZ IN CONCERT</td>
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<td>Verve Y 9172</td>
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<td>30</td>
<td>OLIVER</td>
<td>Original B'way Cast</td>
<td>RCA Victor LNKD</td>
<td>2064</td>
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<td>31</td>
<td>(DANCE) WITH THE GUITAR MAN</td>
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<td>RCA Victor LNKD</td>
<td>2064</td>
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<td>OUR MEN IN SAN FRANCISCO 32</td>
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<td>RCA Victor (VPL 2689)</td>
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<td>33</td>
<td>ROY WILLIAMS COUNTRY STYLE</td>
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<td>Kapp KL 1205</td>
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<td>34</td>
<td>ARRIVEDERCI ROMA</td>
<td>Jerry Vale</td>
<td>Columbia</td>
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<td>35</td>
<td>BOSSA NOVA U.S.A.</td>
<td>Steve Drueke &amp; Quartet</td>
<td>Columbia</td>
<td>1959</td>
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**Songs Last Week**

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<th>Artist(s)</th>
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<td>36</td>
<td>BEST SELLERS</td>
<td>Rick Nelson</td>
<td>Imperial LP 9218</td>
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<td>37</td>
<td>I'M A WOMAN</td>
<td>Peggy Lee</td>
<td>Capitol T 1837</td>
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<td>38</td>
<td>MEMORIES ARE MADE OF THIS</td>
<td>George Chakiris</td>
<td>Capitol T 1913</td>
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<td>39</td>
<td>VIVA BOSSA NOVA</td>
<td>Laurindo Almeida</td>
<td>Capitol T 1795</td>
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<td>ORIO BROWN'S GREATEST HITS</td>
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<td>Monument M 8000</td>
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<td>SHIRLEES GREATEST HITS</td>
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<td>THE FIRST FAMILY</td>
<td>ayo Langston &amp; Other Artists</td>
<td>Columbia CLP 3605</td>
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<td>GIRLS, GIRLS, GIRLS</td>
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<td>IT'S UP TO YOU</td>
<td>Rick Nolan</td>
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<td>Music Man</td>
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<td>CHAD MITCHELL TRIO IN ACTION</td>
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<td>Capitol KL 1313</td>
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<td>48</td>
<td>Our Man in Boston</td>
<td>Arthur Haddler &amp; Boston Pops</td>
<td>RCA Victor LLM 2393</td>
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<td>YOU'RE THE REASON I'M LIVING</td>
<td>Bobby Davis</td>
<td>Capitol T 1866</td>
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<td>50</td>
<td>BIGGEST HITS</td>
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<td>Capitol</td>
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<td>STOP THE WORLD I WANT TO GET OFF</td>
<td>Original B'way Cast</td>
<td>London AM 58001</td>
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<td>RUSTY WARREN IN ORBIT</td>
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<td>CL 3044</td>
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<td>LUMBO PARTY</td>
<td>Carlis Cleaver</td>
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<td>Our Man in ITALY</td>
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<td>TELSTAR</td>
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<td>BOBBY VEE'S GREATEST HITS</td>
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<td>Chilly Byrd</td>
<td>Riverside 4364</td>
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<td>SAMMY DAJ JR. AT THE COCOANUT GROVE</td>
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<td>PEPINO THE ITALIAN</td>
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<td>Capitol AM 6603</td>
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<td>LEO MONTS</td>
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<td>DEAR LONELY HEARTS</td>
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<td>WARM &amp; WILLING</td>
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<td>C 3700</td>
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<td>NEIL SEDAKA SINGS HIS GREATEST HITS</td>
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<td>Flametrich</td>
<td>Columbia</td>
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<td>LOVE FOR SALE</td>
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<td>Capitol</td>
<td>C 3700</td>
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<td>MORE MORE MORE STRIPPER</td>
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<td>Capitol</td>
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<td>Young Men SI, OLD MEN NO 86</td>
<td>Ashley Mobility</td>
<td>Capitol</td>
<td>C 3700</td>
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**TOP 50 STEREO**

1. SONGS I SING ON THE JACKIE GLEASON SHOW
2. WEST SIDE STORY
3. MOVIN'
4. MUSIC MAN
5. OLIVER!
6. NEW FRONTIER
7. LAWRENCE OF ARABIA
8. JAZZ IMPRESSIONS OF BLACK ORPHEUS
9. ROY WILLIAMS COUNTRY STYLE
10. Our Man in Hollywood
11. Big Band BOSSA NOVA
12. Music Man
13. OLIVER!
14. LAWRENCE OF ARABIA
15. ROY WILLIAMS COUNTRY STYLE
16. OLIVER!
17. STEVE LAWRENCE WINNERS
18. Our Man in Hollywood
19. Mockingbird
20. HOLIDAY IN ITALY
21. BOSSA NOVA U.S.A.
22. Happy Beat
23. JOAN BAEZ IN CONCERT
24. BOSSA NOVA U.S.A.
25. TOSCANELLI PAYS LIGHT
26. Big Band BOSSA NOVA
27. Mike Bloomfield
28. Big Band BOSSA NOVA
29. Big Band BOSSA NOVA
30. The New Christy Minstrels in Person
31. Mitch Miller
32. The New Christy Minstrels in Person
33. BOSSA NOVA U.S.A.
34. Happy Beat
35. JOAN BAEZ IN CONCERT
36. BOSSA NOVA U.S.A.
37. Mike Bloomfield
38. BOSSA NOVA U.S.A.
39. Happy Beat
40. BOSSA NOVA U.S.A.
41. BOSSA NOVA U.S.A.
42. BOSSA NOVA U.S.A.
43. BOSSA NOVA U.S.A.
44. BOSSA NOVA U.S.A.
45. Mike Bloomfield
46. BOSSA NOVA U.S.A.
47. BOSSA NOVA U.S.A.
48. BOSSA NOVA U.S.A.
49. BOSSA NOVA U.S.A.
50. BOSSA NOVA U.S.A.

**Compiled by Cash Box from leading retail outlets.**

*Indicates Strong Upward Move*
**ALBUM REVIEWS**

**POPULAR PICKS OF THE WEEK**

"LET'S LIMBO SOME MORE!"—Chubby Checker—Parkway STP727
Chubby Checker follows his blockbusters "Limbo Rock" and "Pony Time" with this rhythm and rhyme stunner tagged "Let's Limbo Some More," which is already making a rapid climb on the charts. For this new Parkway LP outing, the chanter walks and rocks his way through a bag of limbo-best swingers with the same exuberance and verve that has made him one of the hottest names in the biz. Rockin' tracks here are "Limbo Time," "Peanut Vendor," "Twenty Miles Limbo" and "A Lotta Limbo." The disk is a sure-fire chart item.

"MY MUSICAL COLORING BOOK"—Enoch Light—Command HS84850
The magnificent Command sound is aimed this time at a host of very melodic items—past and present, and again Enoch Light is at the helm of the lush sounding orchestra. The discer launches this tune-filled session with the smash oldie "Cherry Pink And Apple Blossom White" and then sweeps into a warm reading of "My Coloring Book" from which the disk was tagged. Other easy-listening hits here are "Green Eyes" and "Golden Earrings." The LP should quickly go the success route.

"THE KINGSTON TRIO #16"—Capitol ST1871
The Kingston Trio, who were currently pulling plenty of coin with their best-selling single, "Greenback Dollar," bust out with their vocal-instrumental talents on another pop-folk LP session on Capitol. The 12 singing-frontier LP is still riding high on the charts and one seems destined to go the same route. Side shots here are "Reverend Mr. Black," "Ball In Town," and "Ballad Of The Quiet Fighter."

"TEEN-AGE TRIANGLE"—Jimmy Darren, Shelley Fabares, Paul Petersen—Colpix SCP114
Here are three of Colpix's best-selling artists combining their talents on one package. All of the tunes here have been hit moneymakers for the members of the trio and should make more this second time around. Some past solid sellers here are Jimmy Darren's "Conscience," Shelley Fabares' "Johnny Loves Me" and Paul Petersen's "Lollipops And Roses." Loads of listening and dancing pleasure for the teen set.

"MILLION SELLERS DANCE HITS"—Various Artists—Parkway P7236
Parkway has gathered together a dozen golden eggs in one LP basket here with a flock of its all time hits. Among the pieces are "Dancing In The Dark," "Anna" and "I'm Sorry." The LP looms as a runaway seller.

"SURFER'S CHOICE"—Dick Dale and his Deltones—Deltone DT1856
Dick Dale, a versatile performer who sings and plays a variety of instruments, showcases his best-selling talents on this premier Deltone LP outing. With his instrumental group, the Deltones, the chanter gives some rockin' renditions of his recent biggies which include "Surf Beat," "Peppermint Man," and "Night Owl." Already a chart item, the LP is being distributed nationally by Capitol.

"CHART BUSTERS"—Various Artists—Capitol ST 1837
A power-packed session of recent Capitol single hits spotlighting a dozen of the label's most consistent chart winners and #1s and will find plenty of first-rate material on this extremely varied program. Among the best tracks are "Bambule" by Nat "King" Cole, "Baby Darlin'" by Andy Gold "I'm A Man Bobby Darin's" and "Where Have All The Flowers Gone" by the Kingston Trio. Package has enough built-in success ingredients to reach the charts in no time flat.

"RHYTHM OF THE RAIN"—Cascades—Valiant 490
The Cascades tag this initial Valiant LP release after their runaway best-selling single of "Rhythm Of The Rain" and include eleven other popular teen-oriented selections. The group has a dancy sound and wide-range style which carries them in good stead on "The Last Leaf," "Let Me Be" and "Lucky Guy." Dick seems sure to zoom up the charts.

"INSIDE FOLK SONGS"—Shel Silverstein—Atlantic 88782
With the current popularity in folk music and comedy albums, this delightful, laugh-filled session featuring Shel Silverstein's shining and playing 17 of his own compositions, could well develop into a sales blockbuster. The artist has a distinctive, low-key, gospelin' style and his material is in a wild tuneful, sappy vein. Some of his best selections are "Bury Me In My Shoes," "Cat-Cat," "Do You Remember The Time I Fine." The package for rapid acceptance.

"SING WE NOW THE SONGS OF FAITH"—Harry Simone Chorale—20th Fox FGX5006
This Specialty Chorale, which had a Christmas blockbuster with its "Little Drummer Boy" single and LP, makes a powerful bid for the same success with this potent album of songs of faith. Inventive and captivating choral and orchestra arrangements of such favorites as "I Believe," "Onward Christian Soldiers" and "You'll Never Walk Alone" make this one of the best LP's of its type on the market. Eye the disk for an early trip to chartville.

"ROADWAY-MY WAY"—Nancy Wilson—Capitol ST1828
Nancy Wilson, one of the hottest names on the jazz-rock scene, comes up with a tasty platter of Broadway show tunes served up in her potent, distinctive manner. The act goes to each tune a vibrant, feelingful treatment that makes for easy listening. Best bets here are "You Can Have Him," "As Long As He Needs Me" and "My Ship." Plenty of chart potential here.

"SOUNDPOWER"—Marty Gold—RCA LSP 2620
The wealth of material in standards is seemingly new RCA session starring Marty Gold has collected a splendid group of evergreens which should appeal to a wide variety of record buyers. The disk shines as they render "Stella By Starlight," "Till Remember April" and "If There Was You." Fine fare for either dancing or listening pleasure.

"FOLK SONGS FROM THE HILLS"—Springfields—Philips PHS 600 076
The Springfields are three singers from England but they display an amazing understanding of the American folk idiom on this top-notch set from Philips. The group has included an attractive sampling of current and standard folk items for this outing. While backing themselves on banjo and guitar, the trio unloads their talented vocal talents full-blown on "Settle Down," "Midnight Special" and "Little By Little." Superb listening throughout.

"THIS IS MY COUNTRY"—Robert Shaw Chorale with the Philadelphia Symphony Orchestra—RCA Victor LSC 2662
The Robert Shaw Chorale have been making quite a splash on the classical and religious charts. For this one of their most impressive disks to date. All the selections here are stirring nationalistic anthems and the Chorale is aptly suited to this type of material. Best bets are "Columbia The Gem Of The Ocean," "Battle Cry Of Freedom" and "Caissons Go Rolling Along."
Brings You

**ENOCH LIGHT...**

**AMERICA'S NO. 1 STEREO ARTIST**

**FOR THE YEAR 1962...**

Sinatra and Light were the strongest on the stereo chart with five LP’s each.

Billboard January 5, 1963

**TOP ALBUMS & ALBUM ARTISTS OF 1962**

Best Orchestras (Stereo LP’s)

1. Enoch Light

Cashbox January 12, 1963

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**MY MUSICAL COLORING BOOK**

Album No. 848

Songs include: Cherry Pink and Apple Blossom White; My Coloring Book; Yellow Bird; Golden Earrings; Over The Rainbow; The Blue Room; That Old Black Magic; Ruby; Green Eyes; Mood Indigo; Red Sails In The Sunset and Deep Purple.

**LET'S DANCE THE BOSSA NOVA**

Album No. 851

Songs include: Meditation (Meditacao); Big Ben Bossa; Fly Me To The Moon; Tonight; Days Of Wine & Roses; Nola; Mi Adorado; I Could Have Danced All Night; What Kind Of Fool Am I; Moon River; O Barquinho and Blame It On The Bossa Nova.

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Plus These New Command Releases

**THE RAY CHARLES SINGERS**

Paradise Islands

Songs Of Hawaii

Album No. 845

**TONY MOTTOLA**

Romantic Guitar

Album No. 847

**BOB HAGGART**

and His Orchestra

Big Noise From Winnetka

Album No. 849

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All Command Releases Available In Stereo, Monaural and 4-Track Tape
JAZZ PICKS OF THE WEEK

“ADVENTURE IN TIME” — Stan Kenton—Capitol LP 2588
The vet ockster, never content to rest on his previous laurels, comes up with a dynamic creative exploration of unusual time signatures on this new Capitol LP outing. Ace jazz composer-arranger Johnny Richards has again produced some innovative musical arrangements for the Kenton crew. High lights of the session include “Commencement,” “March To Polaris” and “Septor From An tares.” Set seems sure to pull loads of foot.

“The Soulful Moods Of Gene Ammons” — Moodyville 28
Vet tenor saxophonist Gene Ammons, has earned many laurels in the past for his distinctive, highly-personal style of wailing, but this new Moodyville entry ranks as one of his most impressive performances to date. Ammons does not rely on gimmicks, but offers his own soulful musical statements in a straightforward modern jazz idiom. Best listening bets here include “Two Different Worlds,” “But Beautiful” and “On The Street Of Dreams.”

“FATHEAD COMES ON” — Dave Newman—Atlantic 2605
The multi-talented Dave Newman (he plays flute, alto and tenor saxes on this set) aptly displays his professional artistry on this free-flowing session of mostly self-written items. Newman is teamed up with a well-known group of jazzmen includ ing Hank Crawford on piano, Edgar Willia on bass and Bruno Carr on drums. Newman’s hard-swinging, hard-sounding, hard-voiced renditions of “Unchain My Heart,” “Hello There” and “Esther’s Melody.” Top-notch jazz fare.

“BREAKTHROUGH!” — Gene Shaw Quintet — Argo LP 707
If this premiere album is any indication, newcomer Gene Shaw should have a bright future ahead of him. The talented trumpeter has a powerful, highly-listenable sound and his intricate attention to chromatic developments carries him in good stead throughout the set. There's plenty of first-rate流淌ness of the Quintet dishes up “American Waltz,” “Six Bits” and “The Thing,” Jazzophiles should really dig the package.

“INTRODUCING PAULA GREER” — Workshop Jazz 203
Once in a while a new jazz singer comes along that deserves special attention. Such an artist in Paula Greer. On this, her first set, the lark displays a marvelous abandon and constructs some extremely inventive melodic lines. While backed by a small combo, the songstress turns in standard renditions of a five group of evergreens including “My Romance,” “Falling In Love With Love,” “Far Away Place.” Plenty of potential.

CLASSICAL PICK OF THE WEEK

SAINT-SAENS: Symphony No. 3 In C Minor, L'Orchestre De La Suisse Romande, Ernest Ansermet, Conductor—London CS651
This new London dubbing of Saint-Saens's Symphony No. 3 (The Organ Symphony) features the L'Orchestre De La Suisse Romande with Ernest Ansermet conducting and Pierre Segon at the keyboard. This opus, a departure in symphonic structure in that it has a two-movement work, each with two parts, is brilliantly orchestrated and sounds with excitement throughout, at the hands of the sensitive director. This disk is a superb classical offering.
STOCK UP ON HIS HIT SINGLE NOW!
REORDER
"GENTLEMAN JIM" HIS LATEST SMASH HIT ALBUM!
LPM/LSP-2608
RCA VICTOR

The most trusted name in sound
Atlantic & Atco Wind Up LP Sales Program That Spotlighted Coop Ads

NEW YORK—The Atlantic and Atco labels have completed a six week album sales program in which a heavy schedule of advertising by distributor and dealers played a key role in the success of the program.

Len Sachs, Album Sales Chief for Atlantic and Atco, said that this was one of the company’s best album programs, despite the generally soft market conditions that prevailed. We sold an impressive number of albums, both catalog and new releases. An intelligent use of advertising by distributors, employing both print and radio media, paid off handsomely in selling Atlantic and Atco product.

Atlantic and Atco supported the program’s use of advertising by paying advertising costs equal to 5% of records purchased during the program by distributors who reached their quotas. Although the sales program ended Feb. 28, distributors can place advertising for an additional thirty days.

Correction

NEW YORK—A pie chart in last week’s issue (p. 80) ambiguously mentioned George Siravo’s association with Kathy Keegan’s Malibu deck of “The Good Life.” Siravo is solely responsible for the arrangement of the tune.

SUBSCRIPTION TO CASH BOX $15

THE BLUE BELLES

“COLD WATER”

Newtown 5009
WRITE FOR YOUR COPY NOW: HAROLD R. ROBINSON
6600 N. Broad, Phil., Pa.

“I Found Someone”

The Crusaders

The Buyers

Cash Box

Dot Unveiling Vaughn “Month”

HOLLYWOOD — Dot Records will stage one of its most comprehensive artist campaigns with the launching of “Bill Vaughn Month” set for March 15 through April 15.

Terms of an LP deal include a straight 15% cash discount on all Vaughn’s albums purchased during the allotted time period.

In addition, dealers will be given a dated pricing privilege of 30-50% sales, allowing them an opportunity to fully stock their shelves with Vaughn’s complete album catalog of 28 LPs and 10 EPs.

 Merchandising materials include full color stand-up displays featuring Vaughn and his albums, window and wall streamers and specially printed order pads containing complete information and terms of the Vaughn Month plan.

On the promotional front, Dot has ordered its company-owned branches and independent distributors to put paid ads in store and newspaper exploitation.

Vaughn, musical director of Dot Records, as well as one of the label’s most important artists, has long been recognized as one of the world’s leading album sellers. He is the recipient of three RIAA gold album awards and has seven gold disks for the sale of 45 rpm singles.

His European laurels include five gold records in addition to the “Golden Tulip Award” from Holland and the “Golden Ball Award” from Switzerland, and presented to him last year for “consistently high phonograph record sales” in both countries. He’s also a star disk attraction in Germany.

1st P.A.’s Abroad Set For Brothers Four

NEW YORK — Columbia Records’ best-selling folk singers, the Brothers Four, will fly to Europe Mar. 26 for their first continental tour.

Included in their itinerary—called the largest concert schedule yet assembled for a major American folk singing group—will be appearances in London, Paris, Amsterdam, Berlin, Madrid, Rome, Helsinki, Stockholm, Oslo and Copenhagen. The Brothers Four have also programmed key television and radio appearances in each of the respective cities to coincide with their concerts.

Mort Lewis, personal manager of the Brothers Four, attended the recent premiere European conference of CBS label affiliates in Paris last month. During those meetings, Lewis set up the Brothers Four itinerary with representatives of the various countries which the group will visit.

Last year, the Brothers Four made a successful concert tour of Japan as the first major American folk singers to appear in that country.

Pqbubery Partner In Flick Firm

PHILADELPHIA—James E. Myers Music has gone into the flick producing field. In association with Rod Basson, the radio-TV personality, the firm is taking part in the production of a feature opus, “Castro (Betrayer of Cuba),” an original screenplay by Myers and Anthony Orlando, who will also direct. Joe Mattis is creating the original musical score.

Dancer’s P.A. To Benefit “Magic Claves” Set

NEW YORK — Bob Roberts, Latin dance experts who originated the teaching method unveiled in the new “Magic Claves” album of recorded Bosn Naia lessons, embarks on a personal appearance tour of leading stores across the nation this week (15 times in 13 days) to coincide with the label’s special display of the recently released instruction disks.

Staging on-the-spot demonstrations and discussions of the Bosn Naia dance steps as taught in the album package, Roberts begins his promotional joust in the Greater N.Y. area this week with appearances at the four Mays department stores in Long Island, Woodworth’s W. 42nd Street branch in Manhattan and the new McCrory’s store in Brooklyn.

During the latter part of March and all of April, the “Magic Claves” creator will make similar demonstration stops at the record departments of important stores in New Haven, Philadelphia, Pittsburgh, Cleveland, Chicago, Detroit, Los Angeles and San Francisco, concluding his tour with a reunion in a bosn nova visit to Miami Beach.

The “Magic Claves” album kit, which contains discards of narrated lessons and bosn nova instrumentation, together with an illustrated instruction book and a pair of claves sticks, is the initial release of Claves Beat Records Ltd., new firm with N.Y. headquarters at 1630 Broadway. List price is $2.98.

Dot Vaughn “Month”
PRESTIGE PROMOTES; APPOINTS; INKS 2 FOLK GROUPS; BEGINS SPLIT DISTRIBUTE POLICY IN PHILLY

BERGENFIELD, N. J. — Prestige Records top dog Wes Weinstein has just announced a number of promotions and a new exee at the label. Upped at the label were: Ron Eyre, from sales manager to veep in charge of sales; Ozell Cadena, from a recording director to veep in charge of recording; George Badonsky, from sales manager to field sales manager; Victoria Pike, from promo director to exec assistant to the president; and Marcia Weinstock, from general publicity to head of promotional activities and press relations.

Paul Rothchild has joined the firm as director of the Prestige/International label. He was previously associated with Dunton Distributors of Boston.

In addition to the new exee line-up, the label has also announced the signing of two new folk groups, "The Charles River Valley Boys and Keith & Rooney, both out of the Boston area. Label has also revealed that it has split distribution for its 10 labels in Philadelphia. A&L now carries Prestige/ International, Blueville, Near East, Irish and Lively Arts. Saul Lapidot now handles Prestige, New Jazz, Swingville, Moodville and True Sound.

Weinstock and Badonsky are both going on the road to study other markets and the possibilities of further split distribution.

SING A SONG OF THE COMMON MARKET

NEW YORK—Advocates of the European Common Market can now sing its praises. A song, called "The Common Market," has been written by playwright Larry Douglass, living and working in Paris, and Walter Bishop of New York. This across-the-sea collaboration has been cut by Sweden's Karusell Records with Betty DuBois. Flipside is also a Douglas-Bishop teaming, "Russian Rocky Bossa."
Capitol Sets Issue
Of Judy's "Singing" Track

NEW YORK—Judy Garland's latest single track will give the public its first chance to hear "I Could Go On Singing," the theme from the film of the same name. The track will be released in March.

B'casters Get New
LP Set From SESAC

NEW YORK—SESAC's newest LP package is called "Just a Minute," which consists of 10 LPs of 60-second cuts for themes, heavy spot schedules, saturation campaigns, program features, etc. The set, available to broadcasters for $19.95, features the orchestras of Richard Maltby, Frank Hunter, Elliott Lawrence, Alfredo Antonini, Eddie Soffranz, a symphonic pops orchestra, the Buddy Reed Quartet, the Benny Herman Quintet and The Brothers. Package will be introduced at the upcoming convention of the National Association of Broadcasters (NAB) in Chicago (Mar. 31-Apr. 3).

Philips Has
"Love Is Ball" Track

NEW YORK—A story in last week's issue noted that Mercury Records would release the soundtrack LP of the score to "Love Is Ball," the new continuous-motion "B" movie that has been hitting several first-run theaters. Philips Records will issue the album, Mercury's interest in the score lies in a single discing of the off-cut title tune and "Millie's Theme" by Daimita Jo & Billy Edistone.

Caedmon Names
A Director

NEW YORK—Norman Corwin, producer-writer during radio's "Golden Age" and currently a Hollywood screenwriter, has been signed by Caedmon Records as a director. He will guide Edward G. Robinson in a dramatization of Edward Everett Hale's "The Man Without a Country."

A Smash Hit!

MEMORY LANE
THE HIPPIES
(Formerly The Tams)

"Hambone" Goes National
"Back From England"

Wynshaw Heads Col. Dist.
In N.Y., Nework

NEW YORK—Columbia Record Distributors, Inc. has promoted David Wynshaw from assistant manager in New York and Newark. Wynshaw is the manager who has retired. He will report to Donald England, sales director.

Epic Culls Single
From "Black Orpheus" LP

NEW YORK—Epic Records is releasing single, "Manha De Carnaval," the top selection from the original soundtrack recording of its best-selling album, "Black Orpheus." In announcing the single's release, Len Levy, sales manager, stated, "since its initial release in March, 1960, the album's greatest sales have occurred in the past few months, during the height of the bossa nova trend. With all the furor over bossa nova, with all the albums and singles that have been released by numerous companies, we believe that the public will want to hear the original brand of "Manha De Carnival!"—the most Wyman songs from the score that those that noted critic Leonard Feather has said 'brought bossa nova to international attention.'"

Victor Printing Monthly
"Red Seal Dealer News"

NEW YORK—In a further effort to provide its dealers with practical suggestions for merchandising and selling classical records, RCA Victor has initiated a monthly "Red Seal Dealer News," which presents "the inside track on planning and merchandising."

From "Big Noise" To "Live" Reading

BY&BC Publishers
"Big Noise"

NEW YORK—A review of the Lugar diskings of "Big Noise from Winnetka" in last week's issue carried incorrect publisher info. Rights to tune are actually owned by Bregman, Voco & Coon.

Cash Box—March 16, 1963
Epic Launches March LP Discount

NEW YORK—Epic Records will offer a 15% discount on its March 29 release: the label’s seventh new album for 37 specially selected best-selling albums from the label’s catalog.

One of the key albums under the terms of the program is "Showpieces For The Virtuoso Orchestra," a sampler featuring The Cleveland Orchestra and carried a suggest list price of $1.98 for both mono and stereo versions.


Many Join L.A. NARAS

Hollywood — The Los Angeles chapter of NARAS, the disk industry association, has greatly enlarged its membership roster with the following additions: Douglas M. Waldob, Sam Cooke, Jules Jacob, Bill Diebler, Allen E. LaVinger, Dean L. Hall, and Robert Kupnich. Also joining as voting life members is Paul Tamme, Milt Kramer, and L. B. Shirelles, president of Audio Arts, Inc., has been added as associate member.

Nercess New Veep Of RCA Distrib In Chi

NEW YORK—Arthur C. Nercess, previously serving as secretary of the Columbia Records branch of RCA Victor Distributing Corp, Nercess previously served as the president of the Atlanta branch, where J. V. C. Harter has been named to succeed him.

"Christy’s" Due For First Major Concert Date

HOLLYWOOD—The New Christy Minstrels, Columbia label’s folk attraction, make their first major concert appearance Mar. 22 at the Santa Monica Civic Auditorium. The 10-strong group, formed by Randy Sparks, last Mar., is a regularly performing group. The recent Hammy Williams TV show.

Visiting The Cash Box Family

NEW YORK—Philips’ Paul and Paula, who are currently holding down the No. 4 position on the Top 100 with "Hey Paula," recently stopped up at the Cash Box editorial offices to chat with the staff. Shown (left-to-right) are Marty O’Toole, Paul, Dick Zimmerman, Paula, Bob Ettenger, Ira Howard, Mike Martuie, and Irv Lichtman.

A Joining Of Forces

NEW YORK—Jackie Wilson (left), who is currently riding the charts with "Baby Workout" on Brunswick, is shown above with Mrs. H. S. Harington, tuna of Scepter Records, congratulating newlyweds, Mrs. Murray Harris. Don works as Wilson’s road manager, while his wife, of the Shirelles under contract to Mrs. Greenberg’s firm.

Del-Fi Inks 3 Teenagers From Vermont

NEW YORK—Del-Fi, dittied into TV’s teen time once more. Three new singles, featuring Bobby Cawford and Johnny "Johnson" ("Fool on the label, have two others. The others are "Beverly's Too Young and "My Three Sons." Bob is set to cut his first single while Lori Martin has her Del-Fi career with "Home of the Boy I Love," due April 1.

Cortland Inks Teen Combo

CHICAGO—An east-coast senior, the Teen Combo, has signed its latest talent attraction, Records, according to the label's vice president, who also reported that the group will make its world debut on a single record by the end of the month.

Breaking In At Atlantic New Doo Wop Act

You’ll Be So Sorry

Barbara

Joe Lon

Janiie/Gayle

Philadelphia

UTM Ltd. Inks Anita Bryant To Rep Pact

NEW YORK — Columbia Records’ through Anita Bryant has inked a rep pact with UTM Artists, Ltd., according to E. O. Stacy of the firm’s Chicago office. The latest waxing is "Our Winter Love," a version of the current instrumental hit by Bill Purell, also on Columbia.
NEW YORK—United Artists Records has given its new UA Jazz Series an additional push with the inkings of George Wein as an exclusive producer for the line and Dakota Staton and Howard McGhee to its talent roster.

Both artists will be recorded by Wein immediately upon the latter's return from a current long ocean trip. Dakota Staton joins UA after a long stay at Capitol Records, where she first achieved disk prominence. Wein, who initiated the famed Newport Jazz Festival, and has been associated with succeeding festivals, formerly operated his own label, Storyville Records, and also operated the Storyville Jazz innery in Boston. He is also known as a jazz pianist and frequently records as an artist in the jazz area.

Mad Promo

In addition to cutting jazz artists under contract to UA, Wein will cut a special album for the label at the Newport Jazz Festival this summer. The production arrangement with Wein, it was noted, is in line with a new move in the jazz area to utilize musicians as producers.

Dana Doing

More Batoning

BEVERLY HILLS—Bill Dana—Jose Jiminez aside—is going to baton yet another long-hair odd. He will be guest conductor of the Seattle Symphony Orchestra on Sat., Mar. 30, marking his third such stint. Last year, he conducted the Indianapolis and Santa Barbara odds. His latest concert will raise moneys for the orchestra's sustaining fund. The 3,100-seat Seattle Opera House has been sold out for the occasion.

Shayne Brings

Kert To Talenstable

NEW YORK—Personal manager Mel Shayne has inked Larry Kert, the original “Tony” of “West Side Story” to his roster of clients. Kert is currently in the national company of “I Can Get It for You Wholesale.” Other Shayne artists include Johnny Tillotson, Paul Hampton, chaffer-arranger Larry Wilcox, The DeJohn Sisters and others.

Puerto Rican Distriv Moves

BAYAMON, P. R.—Tony Rivera's Portalaeta Record Distributors, Inc. has moved its quarters in this Puerto Rican city to D-120 Batavia St., Forest Views, Firm's key lines are Reprise, A & M, and Time.

Crown Album Corp.

Moves In Philly

PHILADELPHIA—Crown Album Co., the noted Italian printer, has moved to a larger and more modern plant at 2925-25 No. Broad St., this city. It was noted that warehousing facilities will remain at the former plant, at 1217-41 Carpenter St. Employment will be increased to 125, and sharp increase in production is expected due to specially designed equipment, the firm noted.

Just For The Record

NEW YORK—Here's news that was unofficially known less than a week after the release of Vaughn Meader's “Flip Family” LP on Cadence Records: The RIAA has awarded its certified sales award, for the sale of more than $1 million of the LP, to Meader.

Impulse! Bows

Consumer Catalog

NEW YORK—Impulse! Records, jazz subrub of ABC-Paramount, has just issued its first four-color consumer catalog. Four page pamphlet lists all $3 items in the Impulse! catalog with the contents of each LP and a miniature color photo of the album. Two of the label's 35 albums are folk entries.

Epic Markets 7 LP's For Mar.

NEW YORK—Epic Records is offering seven new albums this month. Two sets were announced earlier this month: "Showpieces for the Virtuoso Orchestra," a sampler LP with the Cleveland Orchestra, and "The Twelve Greatest Hits: Sun Renko Festival 1965." The other sets include: "King of the Blues Trumponee: Jack "Flat Top" Jones," a 3-3LP set with 48 selections with the artist including such musicians as Benny Goodman, Jimmy McPher- son, Pee Wee Russell, Fats Waller, Charlie Spivak, Gene Kritsky, Frankie Trumbauer and Jimmy Dorsey (sides were cut in the Harmony Perfect, Okeh, Pathé, Brunswick & Columbia labels from 1928-49).

Emerino Set New

Legends' Single, LP

CHICAGO—Emerino Records, this city, is preparing a new single and LP by "The Legends." Single is tagged "Marinette" and "Temptation," while the LP goes under the heading of "The Legends Let Loose." Disc jockey will also issue a single by Johnny Cooper called "Flame of Love," a follow-up to a noise-maker for the former, "Bonnie Do." Emerino is a subrub of Cortland Records.

Talent Firm Opens

West Coast Offices

NEW YORK—The opening of a West Coast branch of Gerard W. Purell Associates was announced last week.

The new office is located at 6200 Selsma Avenue, Hollywood, under the direction of John Camacho, former A&R man for RCA Victor.

Purell, whose home office is Manhattan-based, manages such attractions as Monique Van Vooren, Al Hirt, Gretchen Wyler, as well as folk performers the Clancy Brothers and Tommy Makem, Oscar Brand, other diverse talent.

Smash Picks Up Master

CHICAGO—Shelby Singleton has arranged the purchase of a master, "I'm Movin' On" by Matt Lucas on the RCA label scheduled for rush release by Smash Records.

Singleton heard the track, reportedly making meneing in Memphis and Nash- ville, at 2 a.m., in a Nashville studio, and was so excited that he placed a long distance call to Charlie Fich, Smash label, topper in Chicago, to form up the deal.

Gettin' Into The Promo Act

NEW YORK—Demonstrating his solid sales attraction in the long-haired field, maestro Antal Dorati (left) recently received his second gold disc from Mercury Records to salute the sale of more than 1 1/2 million copies of classical discs he has batonned. Disk was presented to Dorati by Mercury presy Irving Green at a special reception in the Savoy-Hilton here. Dorati previously received a gold disk from the RIAA based on more than $1 million sales of his "1812 Over- turn.

Dean Elliott To Score Fick

LOS ANGELES—Composer-band-leading Dean Elliott has been signed by producer Paul Lipsky to score the background music for the forthcoming Benmark film, "School For Strip- pers," and to cleft two original tunes. Elliott's latest Capitol release is "Zounds! What Sounds!"

S ANFACISCO—Actor-chamber James Darren, who is currently riding the charts with "Pin A Medal On Joey," recently visited Mainline Distributors, this city, to help promote "Copol," two new "Diamond Head" albums. Earl Wolfe and Abe Kesh of Mainline are pictured with Darren.

Cash Box—March 16, 1963
HOLLYWOOD—Dorsey (left) and Johnny Burnett listen to their first debut recording for Reprise Records, "It Don't Take Much" and "Hey, Sue," following agreement between Reprise (for whom Johnny records) and Chancellor Records (for whom Dorsey records).

Colpix Signs Donna Fuller
NEW YORK—Donna Fuller, who'll be appearing in an upcoming Don Costa-Benny Hecht-Burgess Meredith musical, has joined the talent fold of Colpix Records.

Larry Graburn Names Ad Rep
HOLLYWOOD—Caroleyn Melbahn has joined Larry Graburn Advertising as a special rep in the field of disk artists, flick and producers advertising. She previously served four years with Family Films, flick & TV producers. Firm's art dept. has produced album covers for the Buena Vista, Disneyland and Coliseum labels and other Indies.

A Command - ing Display

Faith, Hope & New Label For Deck
NEW YORK—"You can't hold a good record down, even if you have to label hop to prove it" might well be an epigraph to Decca Mills, head of Diana Music, a a Mills Music affiliate.

Back in 1959, Mills produced a deck—for his Diana label—called "The Op Song" and "The Dream Dells of Dusseldorf" with Jack Kelley & The Op Birds. Both tunes were published by Diana Music.

Soon after its release, Mills made a deal to have the master to be released on the Astra label. John Cevolte of Cevolton recently acquired the master from Astra and released it once more, this time with Jack Kelley becoming Jimmy Kelley.

The disk came to the attention of execs at Epic Records, including Lou Levy, sales head, and Bob McAdoo, A&R producer. Also in on the deck's behalf was Dave Kappalki, eastern A&R director for the Columbia and Epic labels. The result: the disk shows up on its fourth label, Epic, and all concerned hope, naturally, that it will be a chart item under the Epic banner.

Mills is familiar with perseverance as regards material and/or disks. His favorite example in this area is the case of "Hey, Mr. Banjo," Mills copyright. It had been turned down left and right by disk execs until Mills got Dave Kapp, who had just formed (in 1955) Kapp Records, to hear it. Tune, originally cut by the Sunnysiders, became Kapp's first big singles hit.

Name Revere Tape Cartridge Sales Head
ST. PAUL—A. G. Conley has been appointed to the newly-created post of sales manager for Revere tape cartridge system.

D. H. Boyd, tape cartridge project manager for 3M's Revere Camera Company subsidiary, said Conley will be responsible for organizing a specialized sales force and establishing a dealer organization for the recently-announced home music system that provides up to 15 hours of continuous stereo music.

Conley has held a variety of sales and administrative posts during his 10 years with 3M. For the past six years, he has been associated with the firm's Thermo-Fax Sales Incorporated, where most recently he served as manager of the St. Paul sales office.

In his new assignment, he will headquarter in St. Paul and report directly to Boyd.

Capitol Ups Conniff To Export Sales Head
HOLLYWOOD—Robert C. Conniff has been promoted to export sales manager in the international division of Capitol Records. He succeeds Julius Vasterly, who has resigned due to ill health.

Conniff, who was most recently manufacturing superintendent of Capitol's main plant at Scranton, Pa., will report directly to Gordon E. Fraser, director of the international division. A native of the Scranton area, Conniff joined CRI in 1954 at Scranton. He gained his initial knowledge of Capitol's operations through the export department of the Scranton plant. Later he was promoted to manager of the department. He will make his headquarters in New York.

CRDC Names Vail Eastern Credit Mgr.
HOLLYWOOD—Russell Vail has been promoted to manager of the Eastern district credit office of Capitol Records Distributing Corp., it was announced last week by Howard Decker, national credit manager. He succeeds Jack Perkins, who was promoted to sales manager of CRDC's Cincinnati branch last Nov.

Vail joined CRDC as an assistant regional credit manager in May of 1956 and was later promoted to a regional credit manager.

Decker also announced the appointment of Almer Hemans Jr. as a regional credit manager, headquartered in the CRDC Scranton office. Hemans was formerly with Pittsburgh Glass Co., Pittsburgh, Pa.

Blame His Name On The Bossa Nova
NEW YORK—Assob Aven spelled backwards is Bossa Nova. It is also the name of a "new" Columbia Records' songster, better known as Al Kasha, the pop A&R head of the label. He appears on a singles outing tagged "My Great Grandfather on My Mother's Side" and "Assob Aven." Among Kasha's recent highlights are show choirs are Steve Lawrence's "Go Away Little Girl" and Eydie Gorme's "Blame It on the Bossa Nova."

On The Route To Being A Hit

Bob Lumans
"INTERSTATE ROMP"

LITTLE BAND OF GOLD
James Gilreath
Joy 274

HICKORY
1201

JOY RECORDS
Speakers Suggest Working Together To Solve Problems

(Continued from page 7)

nents' goods, industries, has made it necessary to review the traditional trade patterns and discount structures to be revised. Perhaps the one obstacle which is being overcome is in the recognition that manufacturers and distributors must now be coordinated and made to understand each other's problems. The manufacturers must learn that their volume, very large in itself, while it made the manufacturer help solve their increasing number of problems.

JULES MALAHUZ

NARM executive secretary, Jules Malahaluz, praised the coordinated effort on the part of all phases of the record industry which would introduce programs designed to benefit all. He called for a union of all trade associations joining WIAAPA and others whereby an industry council could be effected that could fight for a 10% reduction in the freight rate which is now in effect in the record industry since record freight is very compact and not fragile as it was in the 78 rpm days and because of these facts plus the great weight per square foot, the most desirable type of case. He pointed to the National Motor Freight Assn., as an example of a group which had unified to make a rate change.

Such a union could also strive to introduce a National Record Month each year. Such a program would have to be coordinated, and if successful, would make it possible to take records on an impulse basis. We also suggested the possibility of the industry council to work out a financing plan for the sale of records. This plan, we feel, would be a great help to the retailers. Such a plan would be of great help to the retailers.

3) Another project which this union could further could be a promotion plan to authorize records to the public as a gift item—for birthdays, anniversaries, mother's day, etc. Malahaluz asked for the creation of an industry council that could financially support the plan.

WILLIAM G. WILKINS

William G. Wilkins, CPA and a financial consultant suggested that the industry could sponsor a broad national campaign to introduce the industry to the public, to tell them about their history. He pointed out that the industry has a tremendous potential but that it is not being utilized to its fullest potential. He also suggested the possibility of the industry council to work out a financing plan for the sale of records. This plan, we feel, would be a great help to the retailers. Such a plan would be of great help to the retailers.

“Distribution,” as I see it, is the major area requiring immediate attention. Today’s concept of merchandising, as it is reflected in the high-volume unit of record, has caused a change in distribution. The way they market their product in the industry must be changed, and it must accept and use the best business practices.

“The new concept of merchandising which TV, the change in TV, the change in the way things are done, the change in the way the industry is run, has come to it has come to it of the other common-goods industries, has made it necessary to review the traditional trade patterns and discount structures to be revised. Perhaps the one obstacle which is being overcome is in the recognition that manufacturers and distributors must now be coordinated and made to understand each other's problems. The manufacturers must learn that their volume, very large in itself, while it made the manufacturer help solve their increasing number of problems.

“For the past few years, the need for a coordinated program to introduce programs designed to benefit all. He called for a union of all trade associations joining WIAAPA and others whereby an industry council could be effected that could fight for a 10% reduction in the freight rate which is now in effect in the record industry since record freight is very compact and not fragile as it was in the 78 rpm days and because of these facts plus the great weight per square foot, the most desirable type of case. He pointed to the National Motor Freight Assn., as an example of a group which had unified to make a rate change.

Such a union could also strive to introduce a National Record Month each year. Such a program would have to be coordinated, and if successful, would make it possible to take records on an impulse basis. We also suggested the possibility of the industry council to work out a financing plan for the sale of records. This plan, we feel, would be a great help to the retailers. Such a plan would be of great help to the retailers.

3) Another project which this union could further could be a promotion plan to authorize records to the public as a gift item—for birthdays, anniversaries, mother’s day, etc. Malahaluz asked for the creation of an industry council that could financially support the plan.

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“The new concept of merchandising which TV, the change in TV, the change in the way things are done, the change in the way the industry is run, has come to it has come to it
very first question:  
Who will pick up where the rack jobber has pulled out of a smaller supermarket and use its former location not be very profitable?  
Ed Mason: Other smaller jobbers will respond.
Mike Mailand: Why pull out from the smaller supermarket?  
Ed Snider: Because of the tight profit squeeze. Everybody must make a profit to survive.
Dave Miller: Smaller jobbers are taking over where bigger ones have pulled out.
Art Talmadge: Something must be done about this trend. It is going to service a small location at a discount.  
You can't ask the jobber a whole-sale distributor.
From that point on the discussion returned to the question of whether or not a jobber deserved dual distribution.
Art Talmadge: Distributors have gone into the rack jobbing business because they fear the rack jobbers in their territory. Maybe they have no right to do it, because they are very efficient, too. All is not peaches and cream for the distributor. Don Belser felt that if manufacturers continued to go after this \( \text{with this realization within the business, they would help the jobber compete via equal price.} \) Dave Miller felt that the manufacturers sales force is a healthy sign, since distributors were more quick to jump on the band wagon.  
A distributor promotes his manufacturer's product to cashiers, etc. Rack jobbers do not.
Ed Mason: We're not trying to get involved in that type of marketing. But the day of dual distribution is here. It must be considered a distributor.
Charles Schling (Mershaw-Rack Jobbers) saw a big distrib advantage for the jobber who handles a line with a manufacturer's product to the best of his ability.  
He gets first delivery on the LP and when there is not enough merchandising around he can run the bot. Count first leaving other rack jobbers who cache up with demand. Schling also intimates that distributors' \( \text{de-jay copies on a new release make a poor impression. As a result, the music can be sold. } \) The rack jobber does quantity on the merchant, the distributor does not.
Dave Miller: If the rack jobber wants dual distribution, he must do the job especially to perform the same function.
Irvin Steinberg (Mercury V. P.)  
If you want an equal opportunity with the manufacturer, you must show that you have \( \text{on a 10% return privilege and service the nation's 10,000,000. } \) With respect to marking up the product? \( \text{Ed Mason stated that the rack jobber has a larger cash flow because they don't have factory bankrupsites in the past year among } \)  
Rack jobbers have some money. They have cash in the bank. They do not look throughout the entire discussion, it was noted, that hardly a single reference was made to record retailer. Ed Snider asked that manufacturers give distributors on record ship-  
ments from distributors in return for information on discount deals. 
Another question asked was:  
What was the effect of budget merchandise purporting to be big name product but in actuality is a recycled product on the job-  
Ed Edgeron: That is a fine question.  
Ed Ederon: That is a fine question.  
I don't have much to report on the cons-  
sumers. But there is much good budget product on the market.  
Ted Ederon: It is definitely the function of the jobber to screen product. One of the industry's biggest problems is the influx of stamped product.
Don Belser was the subject again.  
You can't move the product. He can't do this.  
Ted Ederon: The jobber won't buy unknowns. The rack wants the same price as the distributor.  
Ted Ederon: Well he doesn't.
Bob Summers of Warner Bros. fur-  
thered this point when he told of his attempt to interest jobbers at last year's NARM meet in handling the then unknown Peter Paul and Mary first LP. No one even wanted to listen to it. Rack jobbers didn't make Peter Paul and Mary.
Talmadge: We will help you promote. We will augment our operations so we can help one-another.
Can a manufacturer do everything; printing, promotion, etc., what the jobber does. The promotion man for the distributor who has 100 lines convince de-jays to play his records. The distributor has a five week and 40 new albums. The 
manufacturer does this for the distributor.
Dave Miller: I wouldn't consider the manufacturer as a distributor. The manufacturer is that they are unwilling to work and the actual facts about rack jobbers.
Dave Miller summed things up with the statement that the rack jobber is here to stay. He is a staple in the business that fears jobbers because of their credit status. An announcement that lunch was being served ended a discussion that occurred for over two hours of the night and it all started at 6 AM. 

**TUESDAY**

The discussion picked up where it left off. However, two things remained to be considered.
Charles Schling (Mershaw-Rack Jobbers) saw a big distrib advantage for the distrib who handles a line with a manufacturer's product to the best of his ability. He gets first delivery on the LP and when there is not enough merchandising around he can run the bot. Count first leaving other rack jobbers who cache up with demand. Schling also intimates that distributors' de-jay copies on a new release make a poor impression. As a result, the music can be sold. The rack jobber does quantity on the merchant, the distributor does not.

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Cline, Copas, Hawkins & Hughes Killed

(Continued from page 9)

singing and accompanying herself on the piano and later sang at church prayer meetings with her mother. It wasn’t long before she was performing with a band at the hometown radio station in Lynchburg, Tennessee, and later led a group to work in nearby towns and neighborhoods. Martinsville did not have a television station to bring the music to the community. In 1961, she heard a gazetteer and decided to form a group to bring the music to the community.

**BALANCE SHEET:**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total永久性负债</td>
<td>$40,715,717.57</td>
<td>4.6%</td>
</tr>
<tr>
<td>$1,743,788.60</td>
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</tr>
<tr>
<td>$102,575,800.00</td>
<td>100.0%</td>
<td></td>
</tr>
</tbody>
</table>

**GROSS DOLLAR VOLUME AND TYPE OF PRODUCT SOLD BY SPEED (RPM):**

<table>
<thead>
<tr>
<th>Type of Product</th>
<th>Volume</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total in Dollars</td>
<td></td>
<td></td>
</tr>
<tr>
<td>singles</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$10,402,382.57</td>
<td>24.1%</td>
<td></td>
</tr>
<tr>
<td>EP's</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$3,200,573.00</td>
<td>7.3%</td>
<td></td>
</tr>
<tr>
<td>LP's</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$1,600,573.00</td>
<td>3.6%</td>
<td></td>
</tr>
<tr>
<td>total playing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>$5,973,573.00</td>
<td>13.9%</td>
<td></td>
</tr>
</tbody>
</table>

**PERCENTAGE OF NARM MEMBERS CARRYING EACH TYPE OF PRODUCT, BY SPEED:**

<table>
<thead>
<tr>
<th>Type of Product</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singles</td>
<td>93.4%</td>
</tr>
<tr>
<td>EP's</td>
<td>92.6%</td>
</tr>
<tr>
<td>LP's</td>
<td>96.2%</td>
</tr>
</tbody>
</table>

**TREND: COUNTRY AND WESTERN**

- **Total Playing**
  - singles: 93.4%
  - LP's: 96.2%
  - EP's: 92.6%
- **Carrying Product in All Locations**
  - singles: 93.1%
  - LP's: 91.3%
  - EP's: 96.1%

**CATALOGUE OF ALBUM PRODUCT:**

- **Carrying Product, NOT in All Locations**
  - singles: 15.6%
  - EP's: 13.6%
  - LP's: 3.0%
- **Carrying Product, in All Locations**
  - singles: 27.4%
  - LP's: 10.2%
  - EP's: 64.1%

**BUDGET MERCHANDISE**

<table>
<thead>
<tr>
<th>Category</th>
<th>Budget Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Dollar Volume</td>
<td>$16,012,720.20</td>
<td>21.1%</td>
</tr>
<tr>
<td>of LP's Budget price</td>
<td>$ 45.96</td>
<td></td>
</tr>
<tr>
<td>of LP's Budget</td>
<td>$2,925,816.41</td>
<td>29.9%</td>
</tr>
<tr>
<td>LP's Budget</td>
<td>$1,600,573.00</td>
<td>16.6%</td>
</tr>
</tbody>
</table>

**COWBOY COPAS**

Lloyd Copas was born and grew up in and around Muscle Shoals, Alabama, and spent his childhood on a small farm. He used to pick cotton and he learned to play the guitar at a young age. By the time he was only eleven years old, he had a radio-amateur contest in the county and won the first prize with his own rendition of "I'll Be the KY."

After his family moved to Ohio, he began to play and sing at square dances and at other country music affairs. At fourteen he began to appear regularly on the radio and to be known for his clear and polished singing. He started his career in 1940 at the age of 14, and by the age of 17, he had already released his first single, "I'll Be the KY." He continued to release singles and albums throughout his career, and his songs were popularized by many other musicians. He died in 2013 and was buried in Nashville, Tennessee.
Very little news concerning release of new records or novelty pop songs shooting high in the hit parade, but in general we have some information to reveal. First of all, let's start off with the C.B.S. We have already started to place our copy of the new recording of Eso of the Etienne Bagatelle, which is mainly composed of records imported from England, while waiting for the production service to get into stride, which may now present some difficulties.

Charles Aznavour is quitting the Olympia bill and is being replaced by Jacques Brel who has several new songs for this program. Probably with Brel we will have Isaac Abreu, hoping she has a good song up her sleeve, because her group called "Snow White And The Seven Dwarfs" was not successful. It seems that her disc is not the cause of this, because it was a good one.

We had great pleasure in recently seeing Sylvie Varlan on TV. She is making progress and gave us a good version of "Tous Mes Copains," in the style of the late artist, let's say that she has just cut another recording, "L'Amour S'en Va." This song will be presented at the Eurovision for Radio Monte Carlo. Without being a prophet we can say this is an idea that a tourist preparing for this as well. Among the ace of trumps to play to dethrone Francoise Hardy, with her son, "A Force De Poing" - to Editions Bagatelle, a number that will represent Radio Luxembourg in the contest.

Let's get back to the television show to say on the same program we had last seen. Of all the titles that he sings it seems that "Bailete A Sylvie" is the best but the other songs are of the same quality "A Malpense" or "Rupture A Cinq Temps" (Editions Barclay). It's evidently up to Leny to know how to present these songs. It'll take some time for him to acquire the experience but as he is he has his place among the stars at the Olympia Music Hall with Francoise Hardy. He continues to assure his ability with French songs.

We have already spoken about Editions Bagatelle directed by Denis Bourgeois and collection together with a flair for the festival songs. But apart from this they have pointed out to us that they have acquired the sub publishing rights of "The Ramble" that will soon be released in France and the "Antilles" still with the author, Isabelle Aubry, when she is singing tour at the Olympia the following tunes "Les Enfants" and "Ma Boheme." To terminate with this publishing firm let says that "Vilaines Filles" by Kenji wants to publish.

We have to mention the disk by Frank Farnel, just released on the Fontana label. We must say that this was an agreeable surprise to us, this novelty label arrangement will be to ease singing nice soft songs. If we take to account the evolution of the French songs we can predict for Frank Farnel a promising career in the music biz.

We have already had Editions Chapell in question, trying out records by Michel Sydney (of which nothing has been heard of for quite some time now). We have come out of the same idea with a vocal group named Les Cellibataires, who have just given us "Viens Chercher L'Amour." This group is distributed by Barclay for the whole world. This is the second experience and we hope for better results than the first one. We are confident in H. Ferly and Rolf Marbat who are behind this affair.

Big news Johnn Halliday has just had a new grooving session and cannot lose this chance. The tune has already been cut by Les Champions on the Bel Air label. He has also given us "Mashed Potato Time." A new disk by Frank Farnel is entitled "Fanny." The record is "We're Gonna Love You" and evidently "Hully Gully Fire House" because Harold is trying to launch this new dance craze on the French public. He did a nice job with the usual cast of characters.

A serious note in our column this week is that Philips is making a big publicity stunt on the French market in the way of an LP entitled "The Pilgrimage of Lourdes" (Pilgrimage To Lourdes) that was recorded at Lourdes during August last year.

Cliff Richard has just put on the market the famous "Bachelor Boy" which is, by the way, first-rate. Edith Piaf, now on her feet again, is at the Bobino Music Hall accompanied by her husband Theo Sarapo. A new album of Piaf has just been released on the Barclay label with live cut living Broadway. One side of this recording is being written by Piaf and the flip side rendering by Theo Sarapo. Must mention two new songs by Edith Piaf first one entitled "J'en Ai Tant Vu" (Editions Barclay) by Charles Dumont and Edith Piaf. On the Sarapo side Theo sings "Le Dimanche A Lendres" inked by Florence Veran and Edith Piaf also from Editions Barclay.

That's all for this week our Parisian tour of the horizon is terminated.

France's Best Sellers

4. 'Cest A L'Amour Auquel Je Pense: Hardy, Samyn. Recorded by F. Hardy. Published by Moka.

Israel's Best Sellers

1. Bachelor Boy—Cliff Richard.
2. Return To Sender—Elvis Presley.
3. Like I Do—Maureen Evans.
5. It's Up To You—Rick Nelson.
6. The Next Time—Cliff Richard. Published (Toshiba).
7. Happy Heaven—Paul Anka. Published (Capitol).
8. Eso Beso—Paul Anka. Published (Toshiba).
10. Walk Right In — The Topfloor Singers.
11. 'Devieta' Be Warm This Winter—Connie Francis.

Ivan's Best Sellers

14. Loop De Loop—Billy Wade.
17. The Hidden Heart For Sale—Elvis Presley.
18. Keep Away From Other Girls—Elsie Gorme.

Japan's Best Sellers

INTERNSATIONAL:

This
Week

1. The Longest Day—Mitch Miller (Columbia) EMP; Shigeru Katsumata (Kotobuki) (Toshiba).
2. Return To Sender—Elvis Presley (Victor) Aberbach; Three Songs (Toshiba).
3. Eso Beso—Paul Anka (Victor) Shindo; Michiko Ausa (Asuna) (Toshiba); Takashi Fujiki (Toshiba).
5. Four Seasons (See Jay) Toshiba; Paradise King (Toshiba).
7. Knock On Your Door—Edas Hodges (Cadenne) Abarbach; Yuuchi Sera (Toshiba); Yukari Ito (King).
8. L'Ecophile—Collet Tempia (Victor) Yamaha; Mari Sono (Polydor).
9. I Can't Stop Loving You—Ray Charles (ABC Paramount) Toyota; Gion; Polydor.
10. I Like It—Nancy Sinatra (Reprise) Shindo; Benny Sisters (Toshiba); The Peanuts (King).

LOCAL:

This
Week

1. Isumido Yumeo—Yukio Hashi (Victor).
2. Wednesday Sisters—Michiko Matsumoto (Angel) Toshiba.
3. Hitoriobachi No Futari—Q. Sakamoto (Toshiba).
4. Anoko ni Shiawase—Hishiko Iida (Columbia).
5. Samui Asa—Sayuri Yoshinaga (Victor).
7. Koi wa Kamiyo no Makushika—Mitori Hatakeyama (Columbia) Akashia no Meiga Yamato (Toshiba; Polydor).
8. Tsun-Tsun Bushi—Q. Sakamoto (Toshiba).

LP BEST SELLERS:

This
Week

2. The Best of King Cole—(Capitol).
5. Golden Flattlers—(Phillips).
The activity of Paul Anka in Italy represents among the few events of a triumphant tour that Paul Anka recorded during his recent stay in Rome in his performances, just televised, on the most popular TV show, "Studio Uno." Another of Paul’s performances was the first public presentation on our series program of "MusicaHotel." 

Enthusiastic reception of the Italian public welcomed Paul on our screens. This, in fact, was expected: this was Anka’s debut on our TV series, since during his previous performances on our screens, he was excluded, it was impossible for Paul to perform on TV programs, owing to a restrictive clause in a contract he signed with other people.

During his several appearances, Paul performed all of his songs “Crying In the Wind” (Piangere Per Te) and "A Steel Guitar and a Glass Of Wine." Paul opened his presentation with "A Steel Guitar and a Glass Of Wine," his most recent number, which he just announced was the opening of his own music publishing firm in Rome and the first step in his interaction with Continental music. This firm became, therefore, a member of the Curb Music Publishing Group. Paul was assisted by his father Andrew Anka and by the attorney William L. Last, new, Nini Rosso recording entitled "Il Clown" (The Clown) is out. Mantignani of Durium is enthusiastic about this waxing. During our viewing of TV screens: "Crying In the Wind" and "A Steel Guitar and a Glass Of Wine." In French, a popular record on the record market too: RCA has started a promotional campaign and both songs are on the way to being two new Paul Anka hits simultaneously.

The distribution of Deserti, the group Light Music, was offered in the well known winter resort of our territory, Cortina D’Ampezzo. It was organized by the U.S.-based music company, E.M.I.

Tony Renzi received the prize for his successful "Quando Quando Quando." Other Oscar’s have been awarded by Les Marcellis Feital (Durium’s group) for their recording of "Quando Calienta El Sol." Also three foreign talents received an award this year. The Negroni prize was awarded to Swiss singer Lido Marcelli for his song "La Luna." The famous Negroni award has been presented by the songwriters committee of three foreign countries.

Negroni. Among the latest EMI releases include a Liberty album, "Liberty presents the "Italian Line," which contains four recordings devoted to the Italian songs of the Italian Line, recorded by four singers such as Julia London, Gene McDaniels, Bobby Vee, Felix Slatkin, Earl Palmer, Vic Dana, Timi Yuro, The Ventures, Eddie Heyd, Al Martino, et al. One of the recordings present "Negroni," and "Oh Baby," and "Me Lo Diran." In France, the album "Enfants de l’Oise," by Les Eaux Bonnes present "Oh Baby," and "Me Lo Diran." In France, the album "Enfants de l’Oise," by Les Eaux Bonnes present "Oh Baby," and "Me Lo Diran." Also, the album "Terza Rassegna," by Sardinico Satranni, is out. Both compositions presented on this single are penned by the artist: “La Ballata Di Lena Ragazzi," and "I Millenni." 

We are informed by an U.S. tour just completed by EMI’s artist Luciano Virgili will be of good omen for his new tour, too.

Decca released the latest continental hit "Diamonds" by Jet Harris and Tony Crane, and "La Donna" (The Woman) by Dario Forzani, who had a hit in Italy, but Decca said that “Diamonds" will sell better. Also the new Tommy Dorsey album "The Tommy Dorsey All Stars 33 of the Century," and the latest release, "Hey Paula," will be soon released by Decca in the European version of the album "Elvis Presley." A new hit in Italy is the song "La Luna" by Doria's group, which has also been released in the UK.

Caterina Valente has recorded in the last three weeks in Berlin something like 70 or 80 titles in Italian, French, English, German, Spanish and Portugese. The artist is paired with the German tenor Peter analysis is still weak in Italy, but Decca said that "Diamonds" will sell better. Also the new Tommy Dorsey album "The Tommy Dorsey All Stars 33 of the Century," and the latest release, "Hey Paula," will be soon released by Decca in the European version of the album "Elvis Presley." A new hit in Italy is the song "La Luna" by Doria's group, which has also been released in the UK.

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Great Britain's Best Sellers

- **6. The Wayward Wind**—Frank Ifield (Columbia) Lafeur
- **5. Please Me**—The Beatles (Parlophone) Dick James
- **4. Loop De Loop**—Frankie Vaughan (Philips) P. K. Music
- **3. Summer Holiday**—Cliff Richard (Columbia) Elstree
- **2. Diamonds**—Jet Harris & Tony Meehan (Decca) F. D. & Hunter
- **1. That's What Love Will Do**—Joe Brown (Piccadilly) Good Group

- **Island Of Dreams**—The Springfields (Philips) Chappell
- **Little Town Flirt**—Del Shannon (London) Vicky
- **Like I've Never Been Gone**—Billy Fury (Decca) Shapire
- **Swing Rich In**—The Raging Sons (Fontana) Southern
- **Sukiyaki**—Kenny Ball (Pye) Bellinda
- **Hava Nagila**—The Spotnicks (Teldec)
- **All Alone Am I**—Brenda Lee (Brunswick) Leeds
- **Hey Paula**—Paula & Paula (Philips) Top Pan Alley
- **Charmaine**—The Bachelors (DK eleg) Keith Prowes
- **One Broken Heart For Sale**—Elvis Presley (RCA) 17 Savile Row

Great Britain's Top Ten LP's

1. **Summer Holiday**—Cliff Richard (Columbia)
2. **Girl Meets Girl**—Elvis Presley (RCA)
3. **I'll Remember You**—Frank Ifield (Columbia)
4. **West Side Story**—Soundtrack (CBS)
5. **Out Of The Shadows**—The Shadows (Columbia)
6. **Garden Of Love**—Bob Dylan (Reprise)
7. **Bobby Vee Meets The Crickets**—Bobby Vee (Liberty)
8. **Black & White Minstrel Show**—George Mitchell (HMV)
9. **World Of Scotty**—Scotty Moore (RCA)
10. **Dance On With The Shadows**—The Shadows (Columbia)

South Africa's Best Sellers

1. **Bacharach**—Bacharach (Ferry)
2. **Return To Sender**—Elvis Presley (RCA)
3. **The Last Time**—Cliff Richard (Columbia)
4. **Dancing Shoes**—Cliff Richard
5. **Dance On** (The Shadows)
6. **Patches** (Dickey Lee)
7. **It'll Be Me**—Cliff Richard
8. **Girls, Girls, Girls**—Elvis Presley

RCA Plant Managers Meeting

Great Britain's Top Ten EP's

1. **Kid Galahad**—Elvis Presley (RCA)
2. **Sounds Of The Tornados**—The Tornados (Decca)
3. **Frank Ifield Hits**—Frank Ifield (Columbia)
4. **The Boys**—The Shadows (Columbia)
5. **Four Hits And A Mister**—Elvis Presley (RCA)
6. **Black & White Minstrel Show**—George Mitchell (HMV)
7. **The Shadows To The Fore**—The Shadows (Columbia)
8. **Dance On With The Shadows**—The Shadows (Columbia)
9. **Girls, Girls, Girls**—Elvis Presley

Cash Box—March 16, 1963—International Section

**Argentina's Best Sellers**

1. **Limbo Rock**—Kahnmann-Rosario-Fernanda Chubby Checker
2. **Juan Ramon**—Dios Jockey (CBS; Dino Dinamite)
3. **Los Primos**—Dios Jockey (Hugo Blanco; Polydor)
4. **Dame Felicidad**—Casa De Los (Enrique Enrich) (CBS)
5. **The Next Time** (Cliff Richard); **Dancing Shoes** (Cliff Richard)
6. **Dios Jockey**
7. **It'll Be Me**—Cliff Richard
8. **Girls, Girls, Girls**—Elvis Presley

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7. **Girls, Girls, Girls**—Elvis Presley
In the U.S.-pop area, Beewer's Imperial-label has released Sandy Nelson's "Let The Four Winds Blow" and Gene Chandler's "You Threw a Lucky Punch." Liberty-label flooded the Dutch charts with "Sweet Dreams," Kitty Kallen's "I Got Lucky," and a new version by Dutch singer Tony Ronald, who made quite a big career in the Spanish show-business as "Bubato." On the French side, De Pic's, His Master's Voice—popular accordion-duet, are now celebrating their 15th aniversary in the Cafe." Also introduced an 11th LP's disk-jockeys, "Hawaiian Operas." His "The Golden Years of Decca, which taped at the Gramophone studio on February 25 last.

Beewer's Columbia-label has released some historical Richard Tauber-territories, and among the tracks released this week is Cliff Richard's soundtrack-LP of "Summer Holiday." An advent wish of Joan Sutherland's Dutch admirers could be fulfilled by Decca's new release of Bellini's "La Sonnambula:" an integral recording of the Maggie Musical Fiorentino, with "La Stupenda" in the principal role of the sleep-walking girl Amina. The entire performance, including Sylvia Stahlmann, Margaret Elkins, Nicola Monti and Fernando Corea, was conducted by Sutherland's husband, Richard Bonynge. Similarly, Hans Tecker of Dutch Decca made special mention of a recital-LP: "The Best of Teekier," a dozen of Renato Teukier's best known airs taken from her, already historically performed by Boemeke, Turandot, Mestmiele and other romantic Operas.

As recordings of famous classical works on 10 inch LP for a popular price has a considerable part of the Dutch LP-market, such a pressing of Haydn's C major Piano Concerto by (with W. Chappell, Stuttgart) on a Decca 16" LP is an important release on the Dutch market. Also to be included to the splendid performance and flawless pressing, this record holds the potentials of a classical best-seller here. Stierna of both, is the Meeder's company that are strikingly similar to those of America's First Family is Marek London's company in "The President strikes back," released by L.C. Photogram on the London EMI-label. Here Decca reports several promising armchair-disco-jockeys, such as Leo Neslien and Jon Koopman, have jockeyed both sides, which are being issued in the countries where President's voice and characteristics are so well known. Though the very best Haydnian music ever recorded. In this part of the world was released on a Dutch Decca EP by special guest De Freets and his Royal Hawaiian Minstrels. Apart from the listening pleasure for every lover of classical music, the songstress who is stressed the authentic sound of this music that the discriminating connoisseurs would be satisfied with "Hawaiian War Chant" and "Royal Hawaiian War Chant" and "Royal Hawaiian Hula." Handsome young singer Rob de Nijos and his ensemble "The Lords," made a Dutch version of "Rhythm of the Rain," backed with the Dutch rendition of a German hit: "Vor Sonja Doe Ds Alle." Vocal quartet The Fourtoy made Dutch versions of "Walk Right In" and "Loop de Loop." Both records on Decca, with Jack Butterman's Chord and Orchestra. Among recent fast-selling hits released by L.C. Photogram are Little Richard's "Good Golly Miss Molly" and "Day Will Come" by Ruby And The Romantics, both on the London label.

The Tornadoes, who were very high in the Dutch charts with "Telstar," Basauri group "The Miniatures," who plays the Anita-part in the picture, appeared. Also this instrumental is handled by Basauri for the Dutch territory. Dutch treatment for the next pressing is on its latest Philips recording with "De Weerman," a composition by Jack Basauri and published by Basauri, ditched with the Dutch version of "You Hit The Jack Hit," a popular instrumental of the English group "Earth." Sabina/Philo Sarapo song "A Quoi Cela Sert L'Amour," a composition by Simon and Casper D. Singer introduced the CBS-label in Holland on (December 3) and in Belgium (on Philips). Also, the label only issues two singles and LP's, releasing in the Benelux countries received the classical catalog very well and among records with tremendous success there are for instance the Stinson's compositions, conducted by the company himself, the first recording of the Tchaikovsky's 7th Symphony, Mahler's 3rd and 9th; The Carnegie Hall recitals by Stivalevsky Richter and the 75th anniversary record "Tribe To Lette Lehmann."

One of the finest pianists on CBS records, Robert Casadesus, will appear in Holland March 6, 7 and 9 (Amsterdam, Concertgebouw), March 8 (The Hague) and . . . September 11 (Leuwarden) with his wife and son Jean. April will be sensational for Dutch hot-song-lovers, The Brothers Four will appear on TV in the most popular Rudi Carrell Show on April 5 and Radio N.V.O.R. presents a Rudi Carrell show on April 6 which will be transmitted on April 11 in connection with the Brothers Four tour. CBS just released "The Good Guys" by the group. "The Good Guys" are another popular group, wellknown from their "Greenleaves" and "Greenleaves Of Summer" hits.

Commemorating the 1st anniversary of the "West Side Story" picture in Du Midi theatre, Amsterdam, CBS offered a special promotion and party at the CBS-branch. The Brothers Four will appear on the Gala night March 1. Already more than 300,000 people have enjoyed the picture in Amsterdam and the records from the soundtrack are still selling well.

Among the successful releases of CBS-Records Benelux we found various beautiful Cadillac releases by the entire group and their members both popular and the records from Ray Conniff, Mitch Miller, Dion, Steve Lawrence, Dave Stevens, Reidarb, Margaret Ash, Bobby Darin, the show being issued under the Europole label from Berlin for the world. Press reaction to this record seems to be quite favorable for the young label. Now, the top star of Europole Rudolf Schock will be touring America including a Carnegie Hall Concert on June 6. A great start for a young label.

This clipart "Desert Flower" of Rudi Schreder is now general manager. This changes very little actually in the workings of the firm, but it gives the record department a much freer hand in their activities.

Philips reports furthermore that it continues to push its 16th classical LP series. Karl Böhm's other major records are somewhat higher for their classical product. peak. The former Deutsche Philips G.m.b.h. has given up its record dept. on the Philips Label, G. M. B. H. to Deutsche Grammophon, the new position. It is with great satisfaction that we report that the field.

This week the record department of Philips is being busy talking with Randy Wood of Dot records about big international deals. Among others, Paul will be interested in the biggest, a single record, from the film "Im Taube," is being released on Dot. Paul records both for Decca here, Paul is also planning to bring the Lawrence Welk TV'yer here for German viewing.

This week the record department of Philips is being busy excited about the new German waxing from Sweden's Anita Lindholm for Fontana here. The record department of Philips is being busy excited about the new German waxing from Sweden's Anita Lindholm for Fontana here.

The presentation of the colorful CBS-cover coincided with the adulation of the dealers and buyers in the low countries. All singles EP's and LP's are re-learn a bit at our type of stores.
The Best in Benelux... Bens

Cash Box—March 16, 1963

BELGIUM

N.V. Gramophone has brought out two new Cliff Richard records on the market here, and the second, entitled "Summer Holiday" LP, also title of the movie in which Cliff portrays his own character, has been released. This new single features "Summer Holiday" and a very rhythmic rock and roll song, "Let Me Be There with You in My Dreams" (Columbia, H.M.V.). Cliff's latest LP, "Wauwau" and "Dip in My Heart" sung by Tante Lene, and Johnny Jordaan, both top hits, are also offered.

Paraphrase is in the news with Adam Faith's rendering of "What Now" on his new album "Adam's Dream," now in stores. His other hit "It's the beach you love" (HMV) is also in stores. Roberta Sherwood is in top form with "I Left My Heart in San Francisco" for Stateside. Also showing up is "Una Per Tutte," the winning song of this year's Italian Contest, performed by Tony Enis (HMV) and number three of this contest "Giovine," Giolm recorded by the Corinna "See Jay" label will now be distributed by N.V. Gramophone for Belgium.

The American folk trio Peter, Paul and Mary (Warner Bros.) has appeared on the market here with an LP, featuring "Leemon Tree," "500 Miles," "This Train," and "If I had a Hammer," as far as quality is concerned, this three-some is near the top in the field of folklore.

The top news of the week by Show records are the four numbers of the Stanisman the Violets (Sonora) who appear on the label Show of Aarschot. Titles are "Moonlight Walk," "Walk Right In," "Guitar Boreo" and "Er naar de wind," Hank & George and Edie have recorded for the Violents. Alberto Cortez, a top Argentine performer who may soon ride the charts with his latest song "Prima Donna," just sung two songs in German.

Flemish singer Jean Walter has now a very successful career of fifteen years behind him, at home and abroad. This occasion will be celebrated on March 27th in Brussels (Belgian Radio) in Antwerp. An impressive number of performers will collaborate, among them Jo Leemans, Kina Fil, Suzy Marleen, Ce Flower, Yvonne Verbeek, Bobbejan Schoepen, Will Tura, Ennio White, John Debach, Manolo Paucar and André Gerlo, MC will be Jan Thys, who is very popular with Belgian audiences.

The events concerning performers and songs of the highly disputed "Canzonissima" contest, an idea conceived and executed by Flemish television; the singing of "Wauwau" (Why?) is to represent Belgium at the Eurovision Song Contest in Naples. This is the third attempt that this country has been making to win and it is now certain that he will take care of Belgian interests in London. The people of the country have been made aware of this plan and the public was impressed by this event. In opera but has since switched successfully to lighter entertainment. It was generally thought her performance of "Luister naar de wind" (Listen to the Wind) for which she received acclaim. Lize and Jacques Raymond have, in the same theatrical agency, Belexus Theater, and are both under contract with Marshall records. Robert Byelis holds both contracts.

Marshall records being a new set-up, Byelis decided to give a chance to the songs done by Raymond and Lize, for the Phillips label and not for his own firm, which goes on as before. He took this rather unusual decision as he considers that this two top performers will reap more success when recording for Marshall. Our readers have already formed ideas about Dylan's songs. Recordings have meanwhile taken place: Lize Marke cut four numbers; "luister naar de wind," "Dertig acht," "Af und Ang," "Las Palmas," "Luister naar de wind" on the scroll of honor. Lize and Jacques Raymond however, do not belong to the same theatrical agency, Belexus Theater, and are both under contract with Marshall records. Robert Byelis holds both contracts.

Hebru records (musical publishers Herman Brauner) has produced a festive carnival record called "La noche del Carnaval" and "Arriba le guitarra" by Alvaro Benitez and Eduardo Mancilla provides them the opportunity to try and launch a new dance: the Balacuadad.

Ardmore and Beechwood have acquired the rights in Belgium for the following four songs by Christian Fontaine (Pathe Marconi): "Mon sauvage aux yeux tendres," "Malgré toi," "Je vais te faire maï" and "Pa vu gosse."

Sœur Sourire (Sister Smile) the Dominican Sister of Fichermont (Waterloo) Belgium, who made herself a international name through her first album, just recorded 10 new songs for the Philips, These are written and performed by herself and her "fr"s and she has the same freshness and originality as those of her first recording. Young Belgian folk-singer "Hannes" (Sister Hannes) is also successful with "Der Wolgèhändler" in the Rudolph Shock version. Other best sellers in the LP range is a 10-inch disk by Canadian laddy sister Jacqueline Lema.

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The enormous promotion campaign via Radio and TV on the "All Star Festival Album" said to the point of the World's refugees, sponsored by the United Nations, and by the United Nations Educational, Scientific and Cultural Organization (UNESCO) has given a result beyond expectations and thousands of records leave the factories daily.

The 100 years of Polydor: "All Alone Am I" by Brenda Lee (still going strong), "Junge kommen bald wieder" by Freddy, "Kleine Blaue Zwaluwe" by Bob Benny (from Canzonissima) "I'm Gonna be Warm This Winter" by Harmonies, "Jugend wird sein" by Johnny and the Compagnons de la Chanson and Colette Darier, Belgian production of Polydor is on the market again with a just released singles by Staf Parmentier "De riz is in de pot," and recorded in 1960 in this a special version by a Dutch international soprano Rick van Steenberghe.

Freddy has won the "Lion of Radio Luxemburg" with his latest "Junge kommen bald wieder."
DENMARK

Danske Song Festival took place over Danish TV stations on Feb. 24th. The winning song, representing Denmark at the Eurovision Song Festival in London later in March, will be "Dannebrogs" (Dance Song), composed by Otto Rancken and performed by The Copenhagen Philharmonic Orchestra. The runner-up was a duet by Grethe and Jorgen Ingmann, who will also present the song in London. Denmark is one of the countries with the most to lose, having finished last in 1963.

The winning Italian song, "Uno Per Tutte," composed by Tony Renis, will be recorded in Italian by Dario Campanella for Sonet in Denmark, Scandinavian publisher of the album. The song has also been covered by Metronome, which has released a single with two songs from the new Danish film "Fran og Jan framtids Cloner." The two titles are "Camilla" and "Battacida," recorded by Jorgen Ingmann.

FINLAND

Finland's Song Festival took place on Feb 14. Winning song was "Miestenin luona" (Song of memories), written and composed by Birger Sandström, a musician. Each song in the competition was sung twice, by different artists, and the winners were to be decided by a CDI recording. The song was released in Denmark on Feb 28th, being the first of several planned releases for the new label. Finland's Fine Palm is a choice for the forthcoming Eurovision Song Festival in London. The song was written by Henrik Norlander. A Norwegian recordingoup to win at the top of the Norwegian charts this week, Arne Bendiksen's version of "Toy Balloon" on Trisa. - UK

SWEDEN

Tuesday, Feb. 26, marked a record in an LP sale in Sweden. The UNO LP title, "It Could Have Been You," by Malena, a TV show in which the contestants were to pick a song out of 50 of Sweden's most well-known and popular artists of all categories (pop, classics, etc.), and after a period of around three hours not less than 92,000 records were ordered over telephones. SBC-TV arranged it so that people all over Sweden had about one telephone number in each of the 24 provinces in the country, plus two in Stockholm. Immediately after the program started, it was discovered that the available telephones were not enough, and they had to turn to the local police stations given to the viewers and listeners. Still it was not enough, and it is expected that with more telephones available the demand may be met. It is reported that there were about 25,000 orders in the southern Swedish area, a telephone had to be opened for listeners in Denmark, who listened to and saw the show and wanted to buy the record. Finally, after midnight, it was decided that those who were unable to get their calls through before closing time, could order their records by mail. Another 30,000 LPs were sold during the telethon at U.S. dollar retail, and an additional 30,000 in the United States. The song is "Fair Lady," and it is reported by the U.S. edition of the New York Times magazine, that it is getting more and more hits in the U.S.

People coming and going include Rita Moreno, famous star in "West Side Story," who visited Stockholm when the film started its second weekend on Feb 17. Music publisher Stig Anderson of Swedish Music, Benie Music, Palace Music, etc., were all here for talks with Swedish companies.

New sheet music from Sonora Musikförlags AB includes "Clearway" by Michael Gold and Joel Proctor, "It Only Took A Minute" by Hal David and Nort Garson, "Min mor var en liten prinsessa" (My Mother Was A Little Princess) by Carl Hilding Malmsten and Norbert Pouch, and from the recent local Swedish Song Festival, "Så gär jag vi bli förl" (How Bad We Feel) by Harry Arnold and Carl Gylfsson, "Storstadsmeledi" by Gunnar Landén-Weired and Carl Gylfsson and "Zorn, zum tilla sommarit" by Sam Samson and Fritz Guettel.

DENMARK's Best Sellers

This Last Weeks on Wk Chart
1. 3: "I saw Linda Yesterday" (Dickie Lee/Phillips) Ivan Mogil
2. 5: "Can't Help Falling in Love" (Elvis Presley) Belinda (Scandinavia) AB
3. 8: "Return To Sender (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
4. 9: "Dance On (The Shadows/Columbia) Belinda (Scandinavia) AB
5. 9: "I'll Be Loving You" (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
6. 10: "Don't Be Cruel (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
7. 10: "Rock Around the Clock (Chuck Berry/Capitol) Belinda (Scandinavia) AB
8. 11: "I'll Be Loving You" (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
9. 11: "I'll Be Loving You" (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
10. 12: "The Little Boy (Elvis Presley) Belinda (Scandinavia) AB
11. 12: "From Me to You" (Paul McCartney/Parlophone) Belinda (Scandinavia) AB
12. 12: "I'll Be Loving You" (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
13. 13: "I'll Be Loving You" (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
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19. 13: "I'll Be Loving You" (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
20. 13: "I'll Be Loving You" (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB

Canada's Best Sellers

This Last Weeks on Wk Chart
1. 1: "The Best Of The Beatles" (RCA Victor) Belinda (Scandinavia) AB
2. 2: "The Best Of The Beatles" (RCA Victor) Belinda (Scandinavia) AB
3. 3: "The Best Of The Beatles" (RCA Victor) Belinda (Scandinavia) AB
4. 4: "The Best Of The Beatles" (RCA Victor) Belinda (Scandinavia) AB
5. 5: "The Best Of The Beatles" (RCA Victor) Belinda (Scandinavia) AB
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9. 9: "The Best Of The Beatles" (RCA Victor) Belinda (Scandinavia) AB
10. 10: "The Best Of The Beatles" (RCA Victor) Belinda (Scandinavia) AB

Sweden's Best Sellers

This Last Weeks on Wk Chart
1. 1: "The Best Of The Beatles" (RCA Victor) Belinda (Scandinavia) AB
2. 2: "The Best Of The Beatles" (RCA Victor) Belinda (Scandinavia) AB
3. 3: "The Best Of The Beatles" (RCA Victor) Belinda (Scandinavia) AB
4. 4: "The Best Of The Beatles" (RCA Victor) Belinda (Scandinavia) AB
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10. 10: "The Best Of The Beatles" (RCA Victor) Belinda (Scandinavia) AB

Cash Box—March 16, 1963—International Section
Australia's Best Sellers

1. From A Jack To A King (Ned Miller—W&G) J. Albert & Son
2. Hey Paula (Paul & Paula—Philips) Wallaby Music
3. I Can't Stop Loving You—Ray Conniff (CBS)
4. "I See A Star in Your Eyes" (CBS)
5. "I've Had the Best of Everything" (CBS)
6. "I've Got a Secret" (CBS)
7. "I've Just Found Out About You" (CBS)
8. "I'm Coming Home To Mama" (CBS)
9. "I'm Gonna Love Me Again" (CBS)
10. Little Town Flirt (Del Shannon—London) Belinda

Brazil's Top Ten LPs

1. I Can't Stop Loving You—Ray Conniff (CBS)
2. "I'm Coming Home To Mama" (CBS)
3. "I'm Gonna Love Me Again" (CBS)
4. "I've Just Found Out About You" (CBS)
5. "I've Seen That Movie Before" (CBS)
6. "I've Got a Secret" (CBS)
7. "I've Heard That Song Before" (CBS)
8. "I'm Coming Home To Mama" (CBS)
9. "I'm Gonna Love Me Again" (CBS)
10. "I've Seen That Movie Before" (CBS)

Brazil's Best Sellers

1. Filme Triste—Trío Esperança (Odón); Yeda Maria (RCA); Claude Thompson (Globe) (Continental)—Public Records
2. I Can't Stop Loving You—Ray Conniff (CBS) (CBS)
3. Hava Nagila—Chubby Checker (Parkway/Fertelina; Alfa Kashi (Continental)
4. "Volta Por Cima—Noite Ilustrada (Philips); Portinovo (Philips) (Published by Centro)
5. Luz E Sombra—Carlos José (Continental); Fernando Torres (Philips) (Published by Centro)
6. "Samba Em Preludio—Ana Lucia & Graeldo Vandré—(Audio-Fi dellity)

Sir Joseph In Australia

SYDNEY—Sir Joseph Lockwood, chairman of EMI Ltd., was recently in Australia and maintained that the world tour which was actually cancelled owing to illness. In the above shot, taken at a press, radio and TV reception, Lockwood is shown with EMI lark Shirley Bassey.
“ACT NATURALLY” (2:19) [Over And Over Again] (2:12) [Bluebook BMI—Russell, Morrison] [Central Songs BMI—Owens] BUCK OWENS (Capitol 1937)

Buck Owens, who is currently scoring with “You’re For Me,” can reach the charts in no time flat with either this end of this new Capitol pairing. One side, “Act Naturally,” is a soaring, contagious, dual-track affair with some good advice on how to succeed in the movies. The other end, “Over And Over Again,” is a slow-moving, traditional bluegrass-flavored country weeper. Both sides have the goods.

“TWO OUT OF THREE” (1:48) [Acuff-Rose BMI—Kershaw, Gallion] “BIM AND HER” (2:18) [Acuff-Rose BMI—Gallion] BOB GALLION (Hickory 1267)

The charter, is just coming off his runaway smash of “Wall To Wall Love,” comes up with a potent follow-up stanza with this impressive chart-boomer. The top side, “Two Out Of Three,” is a fast-moving, dual-track lament about a guy who seems to have had luck in the romance dept. Eye it, “Jim And Her” is a top-flight, self- penned tear-jerker essayed by Gallion with all of his expected poise and artistry.


Rex Allen seems sure to quickly get a chart item on his hands with this top-flight new Mercury release tagged “Roll Up Your Sleeve.” The side is a potent, racy, love-key meditation with some attractive teen-oriented guitar sounds. Plenty of pop potential here. On the flip, “Oorin’ And Aahin’,” the songster offers an easy-going tale all about real good lookin’ gal. Spinners should come out in droves for the side.


The vet country hitmaker has plenty of things going for him in this newly-recorded version of “Walking The Floor Over You.” Tubb gives the medium-paced, listenable, romantic an impressive sendoff in his own distinctive, warm country style. A side that can make it once again, “Mr. Juke Box” is a sentimental, slow-paced, bluegrass ballad with a spinnable, commercial melody.

“MY BABY’S HIS BABY NOW” (2:15) [Pamper BMI—Howard, Cochran] “SOMEDAY SWEETHEART” (2:43) [George Simon ASCAP—J. & B. Spikes] HARLAN HOWARD (Capitol 1926)

The ace country tunesmith can finally break through as a charter with this ultra-commercial side tabbed “My Baby’s His Baby Now.” The side is a slow-shufflin’ ballad about a broken romance. Chorus-backed side has a fine swingin’ beat and some attractive teen-oriented guitar sounds. On “Someday Sweetheart” Howard dishes up a pleasing song and recitation ditty concerning an uncertain relationship.

LEON PAYNE (Starlite 269) (B+2) “JOE LOPEZ” (4:05) [Starlite BMI—Payne] Leon Payne dishes up a first-rate, folk-flavored, choras-backed ditty with a warm, south-of-the-border flavor. Side has enough potential to cause plenty of excitement. Watch it.

“YOU STOOD ME UP THIS MORNING” (2:21) [Starlite BMI—Payne] This time out Payne offers a fine tradition-oriented hillbilly lament. A nice showing.

ROY ACUFF (Hickory 1206) (B-1) “PINS AND NEEDLES (IN MY HEART)” (2:42) [Silence ASCAP—Lambert] Acuff could make some noise with this contagious, bluegrass ballad rendered in his distinctive, feel-good style. Side has a refreshing old-time sound.

“DON’T MAKE ME GO TO BED AND I’LL BE GOOD” (3:30) [Peer BMI—Cross] More fine country sounds. This one’s a melodic, slow-moving lament.
Don't let me cross over

Cash Box

Country Top 50

Cash Box

Country Round Up

1. DON'T LET ME CROSS OVER
Carl Butler (Columbia 42593)

26. I'VE ENJOYED AS MUCH AS I CAN STAND
Porter Wagoner (RCA Victor 8105)

2. IS THIS ME
Jim Reeves (RCA Victor 8127)

27. PRETTY BROWN EYES
Carl Black (RCA Victor 8132)

3. KNOCK AGAIN, TRUE LOVE
Clayton Grey (Mercury 72063)

28. YOU TOOK HER OFF MY HANDS
Ray Price (Columbia 4558)

4. STILL
Bill Anderson (Deeco 31458)

29. I'VE GOTTA SHOW YOU
Scotts McDonal (Columbia 42655)

5. I TAKE A CHANCE
Estess Ashworth (RCA)

30. FORBIDDEN LOVERS
Litty Frazzol (Columbia 4676)

6. NOT WHAT I HAD IN MIND
George Jones (United Artists 528)

31. FADED LOVE
Leon McAlister (Cinarron 4057)

7. ALL GROWN UP
Johnny Horton (Columbia 42563)

32. RUBY ANN
Marty Robbins (Columbia 42164)

8. SAWMILL
Webb Pierce (Deeco 31451)

33. INTERSTATE Forty
Bob Lomax (RCA 1201)

9. THE END OF THE WORLD
Shooter Davis (RCA Victor 809)

34. SING A LITTLE SONG OF HEARTACHE
Rose Meddis (Capitol 4865)

10. MISSING ANGEL
Jim Reeves (RCA Victor 8127)

35. SHEEP SKIN VALLEY
Cloud King (Columbia 45688)

11. FROM A JACK TO A KING
Jed Miller (Feber 114)

36. I WANNA GO HOME
Billy Grimmer (Deeco 31469)

12. I SAWS ME
George Jones (United Artists 528)

37. ROLL MUDDER RIVER
Willie Brown (Deeco 3164)

13. WALK ME TO THE DOOR
Ray Price (Columbia 42658)

38. WALKIN' RIGHT IN
Ray Price (Columbia 42658)

14. CAN'T HANG UP THE PHONE
Stausslack Jackson (Columbia 42628)

39. LONESOME 7-7203
Hawink Hawkin (King 5712)

15. IF I COULD COME BACK
Webb Pierce (Deeco 31451)

40. A STRANGER WERE HERE
Dorrelte McAllister (Phillips 40079)

16. THE YELLOW BANDANA
Fayn Young (Mercury 72083)

41. DON'T CALL ME FROM A HONKY TONK
Johnny & Janie Mobly (Columbia 42668)

17. YOU HURT ME
Ferlin Husky (Capitol 4908)

42. HOW COME YOUR DOG DON'T BITE NOBODY
Webb Pierce & Mel Tilles (Deeco 31455)

18. THE BALLAD OF JED CLAMPETT
Ledainne Part & Earl Scruggs (Columbia 42606)

43. LEAVIN' ON YOUR MIND
Patty Cline (Deeco 31455)

19. COLD AND LONELY
Kitty Wells (Deeco 31457)

44. HIS AND HERS
Tony Douglas (Flextone 48)

20. LONELY TEARDROPS
Rex Maddox (Capitol 4905)

45. SHAKE ME I RATTLE (SQUEEZE ME I Cry)
Marl Wirth (Columbia 42648)

21. BUSTED
Johnny Cash (Columbia 42665)

46. IN THIS VERY SAME ROOM
George Hamilton IV (RCA Victor 8118)

22. T FOR TEXAS
Grandpa Jones (Monday 801)

47. PLEASE TALK TO MY HEART
Johnny Mathis (United Artists 533)

23. HALF A MAN
Willie Nelson (Liberty 55932)

48. HOSPITALITY BLUES
Arthur Smith (Star 615)

24. SECOND HAND ROSE
Roy Drusky (Columbia 31463)

49. YOU'RE FOR ME
Buck Owens (Capitol 4872)

25. HELLO WALL #2
Bud Collier (MGM 13322)

50. IF YOU WANT ME TO
George Hamilton IV (RCA Victor 8118)

Shocked to hear about the tragic air crash that took the lives of country music greats Patsy Cline, Hawk- shaw Hawkins, Cowboy Copas, and Jimmy Burch. Our condolences.

The biggest country music stage show to play Fresno will be presented March 25 by station KM. The Town & Country Spectacular will be headlined by Johnny Cash and the Tennessee Three and Grand Ole Opry star Jay Price along with his Cherokee Gang and Herle Bateman, station manager, general engineer, and Eddie Briggs. Kirk and music directors have been working on details for the

LEROY VAN DYKE
Lawton Williams

Ray Price

LEROY VAN DYKE's show with Saul Holif, Johnny Cash's manager, who is booking the show for the all-country central California outfit. Supporting acts will be June Carter, Skeets McDonald, Gordon Terry, Demmy Young and Johnny Western. The spectacular will consist of two shows. Late reports indicate an SRO house for both shows.

Leroy Van Dyke just concluded four successful weeks in the Merri-Mint Theatre at the Mint in Las Vegas. More than 15,000 persons were entertained in the showroom during the chamber's engagement.

Nugget Records, of Goodletsville, Tennessee, has inked Mike Miller, Jack Casey, and the Star Mountain Boys to exclusive recording contracts. Their first release on the label is tagged "Bluegrass Country." The boys are originally from the Columbus, Ohio area, but are now making their home in Nashville. Curtis Artis't's Bureau handles their bookings.

Billy Deaton, Red Sovine and Curley Gold, leader of the Texas Tune Twisters, were caught chatting and signing autographs back stage at one of the recent Grand Ole Opry shows which was held in the Oakland Auditorium in Oakland.

Mike Oatman, program director of KHFR-El Paso, sez the outlet's first country music package this year was a huge success. The show consisted of George Jones, Slim Whitman, Little Jimmy Dickens, the Wilburn Brothers, Loretta Lynn and Don Heims. They drew approximately 5,000 in the El Paso Coliseum. Mike also mentioned that Marty Robbins and his band are set for an El Paso appearance on March 22nd.

On March 25th through 30th Hank Snow and the Rainbow Ranch Boys will be playing the Elmo Club in Minneapolis. After that the charter and crew will play a string of key dates in the Lone Star State. Additionally, Hank is anticipating a tour with Rex Hudson, starting after the last of April through the first part of May throughout the midwestern states, and as of yet, no dates are definite. Also starting on May 9th, Hank's birthday, will be the Martin Payne tour across Canada.

Country artists recently turned out in full force for a big benefit show for ailing Smokey Rogers. Among the many performers who played the Bon- stonia Ballroom in El Cajon, California were Roy Rogers and the Sons of the Pioneers with Pat Brady, Rex Allen, Sheb Wooley, Eddie Dean, Tex Ritter, Tex Williams, Freddie Hart, Johnny Bond, Carl Butler, George Hamilton IV, Tommy Duncan, Stew- art Hamlin, Gordon Terry, Bily Mize, Clift Crawford, Larry Vern, Glen Campbell, Gene Mills, Gene Evans, Jerry Wallace, Barbara Mandell, Joe Maphis and Roselle Allen. Many of the local country bands were present plus top names from Southern California radio and TV.

Mercury's Rex Allen has signed contracts for his upcoming show tour. Alan can be seen in Hollywood, La., at Disney's theatrical featurette, "Yellowstone Cub," produced by Winston Hibler and Robert Metzler directing.

Bud Crowder, Toppa recording artist, formerly of XEAX-San Diego, would like to inform all his friends of his new address. Bud now has his own radio show five hours daily on KTOO- Las Vegas and would like to invite all deejays and artists to visit him there or at the Maverick Club in Vegas, where Bud and his band play six nights a week.

Curtis Artist's Productions info news that they have inked Mercury's James O'Gwynn and Nugget's Star Mountain Boys to exclusive booking contracts.

Cheet Productions / Capitol Records - Pick 1

LAWTON WILLIAMS

Sings It

DON'T DESTROY ME
on RCA-VICTOR

47-8142

For Copies - Write

Western Hills Music

1758 Oak Knoll Road

Fort Worth, 12, Texas

Cash Box — March 16, 1963

back
Seeburg's exclusive new 'Little LP' records in 33⅓ stereo give you true album programming for your locations...for the first time ever. Six tunes, or their equivalent, from a best-selling stereo album for 50¢ per selection. And remember, this new Seeburg gives you automatic intermix of Little LPs... 33⅓ singles... and 45 singles. Yours with the revolutionary Seeburg LP Console.
Vending's College Course

A GOOD IDEA FOR
MUSIC-AMUSEMENT

Last week's editorial which outlined the benefits of the recently instituted college course on the technical side of vending has prompted suggestions for a similar program on juke boxes and amusement machines. The idea sounds good.

The west coast college idea was initiated by two vending executives broadly experienced in the operation, sales and service ends of the vending industry. Men with equal knowledge of the music and games fields are no doubt available for such a project.

The national vending association—NAMA—gave wide support to this venture through its western offices. In addition, CAVA, the local association also helped formulate the program. In the case of music and games, we are certain that the Music Operators of America, Inc. could find ways in which to sponsor such a service school project. Certainly MOA officials would make a sincere attempt at following through on the details of formulating the necessary preliminaries, if they thought the industry would lend support.

The vending idea stemmed from the acute need for trained service people. No one could question the same need for trained personnel within the juke box and amusement machine segment of the coin machine field. The want ads speak for themselves.

The local board of education in Los Angeles saw fit to budget several thousands of dollars for the service school course. This is a matter of presenting an accurate and believable estimate of the attraction such a course would hold for potential students plus a guarantee of a minimum amount of interest at the outset of this program. The necessary talent for this aspect of the project might be culled from MOA ranks or from interested suppliers to the industry.

Vending machine manufacturers have contributed fifty-thousand dollars in new equipment for laboratory work on the campus. There is no question to our way of thinking that music and amusement machine manufacturers wouldn't be just as cooperative providing they were convinced of the value of such a school.

The actual curriculum would have to be outlined and discussed by executives from the service and engineering ends of the business. We doubt that any problem exists in this area.

After careful consideration of the possibilities of instituting a service school under college auspices for the coin machine operator, who might also be interested in the vending aspects of such a course, we believe that it is entirely possible for the industry to initiate such a program.

The luxury of having a technical school to serve as a source of supply for mechanics and top-flight service people deserves at least a surface investigation by the people in this industry who would derive the greatest amount of benefit from it—the operators who would function more efficiently with trained technical personnel.
Joe Robbins, Empire Exec. To Europe On Export

Bally Capitalizes On Telephone Attraction With Kiddie 'Fun-Phone'
Moppets Hear Taped Stories At Drop Of A Coin

12 Tapes Available, New Ones To Be Released

CHICAGO—Bally Manufacturing Company has commenced delivery on a new telephone attraction designed for operation in typical kiddie-ride locations, as well as those in which space does not permit operation of rides.

The 'Bally 'Fun-Phone,' explained Bill O'Donnell, general sales manager of Bally, 'looks like an ordinary wall telephone, but in the bright, gay colors children love. When a coin is deposited, the customer picks up the receiver and hears a pleasant voice telling one of the 12 stories recorded on the tape-player box in the telephone. Each story is approximately 3 minutes long and ends with an invitation to deposit another coin for a new story.

The 'Fun-Phone' is easily attached to any wall or post, occupying only a 10-inch wide strip of wall. Floor-stand is available as optional equipment, and in new sound-tape coax will be released at regular intervals,' concluded O'Donnell.

Culp's Wurlitzer Party Draws 135 Oklahomans

OKLAHOMA CITY—They came out in the record-breaking temperatures, wore Wurlitzer party hats, and even bought some machines. That's the kind of a loyal following Culp Distributing has in this area.

For the 1963 Wurlitzer Phonograph Showing, several busses were chartered to take everyone to Glen's Hide'n Inn, 'The Southwest's Most Unusual Steak House.' Choice was given for ordering Steak to order and/or Smorgasbord which consisted of over twenty-five different salads and entrées, with six different kinds of meats and as many desserts. One hundred thirty-five (135) people were served, even in the zero-degree weather.

'After dinner the stereo music from the new phonographs was demonstrated and the curtains were drawn to show three of the machines and then opened fully to display the five machines each in different colors and color combinations—it was a beautiful sight and everyone was most impressed,' said Shorty Culp, President of Culp Distributing Company.

While the ladies went on tour of the city with a stop at the Governor's Mansion, the electrical and mechanical details were explained by Kareel Johnson, factory representative of the Wurlitzer Company, of the new phonographs. All of the operators were quite impressed with the new service features of the 2700 series, according to the Oklahoma distributor.

WURLITZER MUSIC AND PARTY HATS AT SHORTY'S: 135 Operators of the company were quite impressed with the new service features of the 2700 series, according to the Oklahoma distributor.

Dan Stewart, United Distrib, Dead At 63

SALT LAKE CITY—Dan B. Stewart, owner and operator of the Dan Stewart Company of Salt Lake City, and co-owner of K & A R and Stewart Trading Companies, died unexpectedly on Saturday, February 24, 1963. He was 63.

Stewart was one of the earliest pioneers in the coin machine business. Throughout the forty years Stewart was in the business, he helped to develop and popularize many of the leading lines in the country.

Stewart's interest in the coin business started as a boy in Morgan, Utah, where he operated counter games and amusement devices. After calling the Army in the age of eighteen and serving in the 145th Battalion during World War I, he moved to Ordian, Utah, and later to Salt Lake City where he continued to develop his interests along the coin machine line.

Stewart's success in the business led him to buy the Reno Club in Reno, Nevada, in 1943, which he operated for two years before selling his interests there and assuming the Rock-Ola Phonograph and United Distributors which he successfully held for approximately ten years which he developed a phonograph to which he switched over some four years ago.

Stewart was admired by his associates to have been a strong leader in his competitive business and "many times remained on top when men of lesser stature would have failed."

Stewart's kindness, understanding and willingness to help others to start and succeed in the coin machine business and others such as the "spaduets" whom he helped resulted in the loss of thousands of dollars, but the many who succeeded were always a joy to Stewart, and were enough of an incentive where he never lost faith or withheld his help from anyone who asked for or needed it," explained a colleague.

Stewart's outside interests included all sports, especially hunting and fishing, the latter being a never ending source of relaxation to him.

He recently took over the Wurlitzer distributorship, and also distributed United States Phono, Universal Condition and Keeney. It was on a business trip to Idaho selling machines that Stewart suffered a cerebral hemorrhage. The Idaho State Patrol, noticing his car wavering pulled him over and rushed him to the emergency room of St. Luke's Hospital in Boise. His wife, Audrey and his brother Sid were with him when he died after not regaining consciousness.

Mrs. Stewart who has been active in the Dan Stewart Company for three years will continue to operate the company in the high standards that her husband had always set.

HELLO DERE! Kids can have favorite westerns, nursery rhymes, space stories, via Bally's new 'Fun-Phone.' Machine has 12 taped stories and factory expects to release new ones regularly.

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constant development of the great Port of Chicago. Placing our centrally located Coin Machine Metropolis— Chicago—in a most strategic location for this rapidly developing Common Market.

'Oh, certain problems hampering this development still exist,' Robbins stated. 'But, time will certainly alleviate these hindrances, which are chiefly of a political nature.'

'Our vast experience and ever constant efforts to learn during the past many years, in now paying off handsomely,' Robbins concluded.

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Mrs. Stewart who has been active in the Dan Stewart Company for three years will continue to operate the company in the high standards that her husband had always set.
Cine-Sonic Intros 14" Reel System

NEW YORK—Cine-Sonic Sound Inc. has re-directed its sales efforts in the background music field from the cartridge system to the 14-inch reel tape which offers 8 hours of music. The move was announced last week by Cine-Sonic’s presxy I. Edelman. The background firm recommends the Bogen-Presto nationally known tape player which features a high degree of accuracy in tape motion, instantaneous stop-start speed, and maximum reliability in the Model 625, available through Cine-Sonic or Presto dealers.

The 14-inch program has been researched for several years, according to Edelman. It calls for the use of telephone lines, as used by Musaak and other firms. The system serves 30 separate locations through individual lines. One background tape player is used for the entire system.

Cine-Sonic’s library boasts 820 hours of music via 85 reels. Special tapes are prepared to play for 16 hours. Operators can order from Cine-Sonic, as follows: Minimum order to start: 5 reels, with 2 changes per month at no extra charge; $40.00; 7 reels, with 3 changes per month at no extra charge, $60.00; or 10 reels, with 5 changes per month, for $76.00 per month. Quantity orders are priced accordingly.

CINE-SONIC'S DUPLICATING facilities turn out tapes under Edelman’s (right) supervision.

GREATEST EXPORT SALE EVER!

Fully reconditioned — No broken plastics
Refinished cabinets where necessary

MUSIC

1. Roll-O-Matic 1286 $125.00 ea.
2. Roll-O-Matic 1248 $125.00 ea.
3. Roll-O-Matic 1410 $175.00 ea.
4. Roll-O-Matic 1350 $225.00 ea.
5. Roll-O-Matic 1258 $225.00 ea.
6. Roll-O-Matic 1250 $225.00 ea.
7. Roll-O-Matic 1265 $225.00 ea.
8. Roll-O-Matic 1270 $225.00 ea.
9. Roll-O-Matic 1270 $225.00 ea.
10. Roll-O-Matic 1270 $225.00 ea.

UPRIGHTS

1. Skill Game 60.00 Big 3 100.00 ea.
2. Skill Game 60.00 Big 3 100.00 ea.
3. Skill Game 60.00 Big 3 100.00 ea.
4. Skill Game 60.00 Big 3 100.00 ea.
5. Skill Game 60.00 Big 3 100.00 ea.

ALL PRICES INCLUDE PACKING AND DELIVERY TO PIERS

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A SENSATIONAL NEW MONEY MAKER!

A shooting gallery that fits into pinball machine space.

- Designed Only For Competitive Amusement
- Trouble-Free Operation
- Proven Money-Maker
- Location Tested

MONROE
Coin Machine Exchange, Inc.
2324 Payne Ave., Cleveland 14, Ohio
Superior 1-4600

Cash Box—March 16, 1963
Cash Box

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Rising School Taxes Enhance Vending's Sales Pitch

NEW YORK—The fantastic growth of the feeding problem which has confronted schools in this country is taxing the pocketbooks of the nation's citizens and its beginning to hurt too much.

Following WWII the suburbs took on a look of new developments, new shopping centers, new families and of course new schools, more schools, and then a few more schools. School boards from Levittown, Long Island to Seattle, Washington have been up in arms over the rising costs and the increased taxes in these growth areas. The vending industry may have a bright new potential in this feeding area if these same school boards can be shown that the saving on food programs can be shaved 50% or more via the machines.

A test case is currently being staged in the Commack School System, a section of Suffolk County, Long Island, that expects to build nine more new schools during the next five years. It already has nine schools from families in the district. The middle income homeowners cannot support this continued increase in taxes year after year. Three Continental-Apo food vending machines now on location in one of the schools in this area could pay off in handsomely dividends if the tests prove that vending is the answer to rising feeding costs.

Commack's school board present E. L. Cunningham expects to be reasonable for the feeding of no less than 10,000 students per day by this time next year. The speed of serving students costs cuts in kitchen equipment, and the use of the space ordinarily used for preparing food but which will be available for classrooms all take on an attractive appeal for the Commack taxpayer. This is the situation around the country.

Douglas S. Steinberg, President of the National Confectioners Association, recently helped put together a booklet entitled, "Candy Goes To School." The booklet was mailed to educators and parents of school children. "Candy, eaten in the school lunchroom at the proper time and in the proper amounts," stated the famed address, "can contribute to the development of good eating habits and supply important nutrients." The booklet outlines the energy producing qualities of candy and helps dispel many of the falsehoods connected with candy and dental problems. It has resulted in wider acceptance by educators, of candy as a staple food on the dietary charts of many schools. Hot food vending can do the same thing in its own manner. With the high costs of feeding and the increased quality of the vendors' hot meal, prepared on school grounds or away, the vending machine is in a position to make a name for itself and the industry can start with the first grade classrooms.

The Commack installation is just a test case of many currently undergoing the close investigation of industry leaders. It will be appraised some time in June when a full six-month semester will have been completed. The results will be felt in every city in the country.

NATD March 16-21

CHICAGO—The National Association of Tobacco Distributors (NATD) will hold its annual convention at the Conrad Hilton Hotel, March 16-21. Theme of the 1963 confab will be entitled "The $7 Billion Giant" and talks will cover the candy and confection business, and merchandising and sales aspects of the tobacco industry.

New Snack Vendor

OMAHA—After a year of engineering and field testing a new vendor is being marketed by S Manufacturing Company of Omaha. Pastries, potato chips, candies, popcorn and even bag lunches, clothing, toys and other "impossible sizes" and shapes all vend easily and positively in the new Mar- tele snack vendor, according to company officials. A patented cam and weight vending mechanism eliminates the shelf style principle, thus allowing the adaptation of the products herebefore impossible. Using a stationary clip to hold the products, the loading time is cut considerably making it easier to service for the vending operator. All of the latest developments put out from the manufacturers of coin mechanisms are incorporated together with the push button vending and push button vending. Available in three or five column models the all-electric Martelle Vend-A-Bag vendor reportedly opens a whole new field for vending machine products.

Interstate Appts. Budget Manager

CHICAGO—Robert W. Eklund has been appointed Manager of Budgets and Internal Auditing for Interstate Appts. Company, Chicago-based national vending and food service company, it was announced today.

Eklund was formerly Comptroller and Assistant Treasurer, Illinois Institute of Technology.

He has also served as Assistant Controller, Armory Research Foundation of the Illinois Institute of Technology.

He is a past First Vice President of the Chicago chapter of the National Society of Business Budgeting and has served as editor of the national technical publication, "Business Budgeting."

He is a member of the American Institute of Certified Public Accountants, the Illinois Society of Certified Public Accountants and the national Association of Accountants.

Interstate Vending, a publicly held company with sales at an annual rate of $250 million, is one of the largest food service and vending operators in the nation with over 70 branches in 29 states. Founded in 1954, it now employs almost 4,000 people.

Record Coke Earnings

ATLANTA—The Coca-Cola Company increased its earnings from 67½ cents per share in 1962 to 76 cents per share in 1963. The annual report shows earnings from the cold drink firm were reported to have reached record proportions. Profit in the fourth quarter was also increased from one year earlier.

Net income for 1962 was $46,735, 395, up from $42,487,358 in 1961. Fourth quarter earnings were $8,770,725, against $7,673,939 in 1961. J. Paul Austin, the company's president, and that expansion and construction activity set a record in 1963 and that this activity would be continued.

New GE 2-Way Head

LYNCHBURG, VA. — Richard P. Graham, vice president of General Electric's two-way radio business at Lynchburg, Va., in his new position as general manager of the GE Communication Products Department, he will have full responsibility for G-E's worldwide communications activities. He succeeds Harrison Van Alen, who has transferred to General Electric Company Department at Phoenix, Arizona.

SOUTHLAND Engineering, Inc.

1657 Euclid St., Santa Monica, Calif.

Telephone: EXbrook 3-3724

It's New--It's Different--It's Legal--It's Profitable

Championship FAST DRAW

1 or 2 can play!

• One Player draws and fires against speed indicator

• Two Players draw and fire against each other for competition

When red "DRAW" flag flashes, players draw and fire. Championship Fast Draw Serves

• Adjustable Gun Stands

• Realistic "Baylites" Holsters

• LOCATION TESTED

• TROUBLE-FREE OPERATION

See it at your local distributor, or write:

Cash Box—March 16, 1963
ChiCoin’s ‘Grand Prize’ Bowler Has Swing-Away Back Box
New Innovation Expected To Revolutionize Big Bowler Servicing

CHICAGO—Mort Secore, director of sales for Chicago Dynamic Industries, Incorporated, has announced the introduction of Chicago Coin’s new “Grand Prize” coin-operated big ball bowler. The most prominent modification in this new big ball bowling game, according to Secore and Sam Ginsburg, is the exceptional Swing-Away servicing feature in the back-box, which is also considerably lower than in all previous bowling models. (Picture.)

In the current model—“Grand Prize”—it is no longer necessary for service men to move the game away from the wall. Or, for that matter, the service man simply swings down either the front part or the rear portion to get to the intricate mechanical parts.

Secore illustrated by demonstrating how simple it is to remove a bulb for replacing at the front of the back-box. Incidentally, the three sections in this novel “Swing-Away” servicing feature are normally locked to completely eliminate the possibility of an unauthorized person tampering with the equipment.

Other revolutionary modifications, according to Secore, include such operator requested Innovations as: A cork-lined, rubber mounted (insulated) playing field for extra quietness during bowling. Also, Acrylic plastic sides along the full length of the alley prevents marring because of its durable strength.

Another feature Secore believes will please operators considerably is the extra wide ball return track which prevents the bowling balls from dropping out of the track. (Normally a constant problem.) A soft-cushioned shin guard at the very front of the playfield will particularly appeal to players, since it will eliminate the painful problem of “barking” shins. In ChiCoin’s “Grand Prize” the player merely leans his shoes against a soft cushiony material.

Secore asserted: “We cannot stress too strongly Chicago Coin’s novel ‘Swing Away’ lightbox innovation, which is easily one of the most profound and significant developments in the design of big ball bowling games. Incidentally, regarding our striking, new color combinations, the beautiful colors we are utilizing are featured in some of the most modern regular bowling alleys in establishments throughout this country.”

Secore stated that the backglass is so designed as to make it easy for the players to follow the scoring, as well as the action. At the center of the backglass there is a triangular pin-striking indicator.

There are six individual scoring games to play in this big 6-player bowling game. They are: “Beat The Champ,” “Regulation Scoring,” “Flash-O-Matic,” “Select Strike,” “Dual Flash-O-Matic,” and, finally, “Three Star.”

“Beat The Champ” is a scoring innovation introduced by Chicago Coin in “Grand Prize” bowler. This game is also scored in accordance with A.B.C. rules. After the first ball is thrown a “Score-To-Beat” indicator on the backglass lights up a score which challenges the player to better it.

Secore concluded by urging operators to visit their nearest Chicago Coin distributor to see and play the new “Grand Prize” coin-operated big ball bowling alley, and to “really give the novel ‘Swing Away’ servicing feature a good going-over to satisfy themselves that this is, indeed one of the most revolutionary innovations in the development of amusement games.”
THE MUSIC MAKES THE MONEY—CINE-SONIC HAS MORE 14-INCH REELS THAN EVER!

Using a standard Bogen-Presto tape player you can record 8 hours of continuous music (16 hours available). Operate in as few as five locations for as little as $4.00 monthly. Two reel changes per month.

Eighty-three reels to choose from! Cine-Sonic Sound Corp. is a pioneer in background music. Our vast library speaks for itself. Call us today!

Area Code 212 - 10 3-0650

Cine-Sonic Sound, Inc.
485 Eighth Ave., New York 1, N.Y.

VACATIONING. Mr. and Mrs. Morris Nahum pictured above at the Aram- wak Hotel, Mamoune Bay, Ocho Rios, Jamaica, Nahum is Sales Director of the R. H. Belman Company, leading ex- porter of coin machines and vending equipment. Nahum recently returned from a ten-week European trip and reported in detail upon his return. Cash Box carried Nahum articles in three issues which began Dec. 20th.

NEW YORK—A late news release from United Jewish Appeal head- quarters indicated that the regularly scheduled meeting for last week had to be cancelled at the last minute due to schedule conflicts of UJA-Coin Div. committee members. New date will be announced.

GAMES MUSIC BANNER SPECIALTY COMPANY

SPECIAL! IVI COFFEE-TRLB AS LOW AS $500 COMPLETES

WORLD WIDE—ONE STOP SERVICE ALL YOUR NEEDS UNDER ONE ROOF!

Largest Selection of RECONDITIONED—GUARANTEED PHONOGRAHS GAMES—VENDING

PHONOGRAHS

ROCK-O-A 1498 $485
ROCK-O-A 1472-200 $475
ROCK-O-A 1450-250 $450
AMI CONTINENTAL 2-200 $425
AMI CONTINENTAL 2-300 $425
SEEBURG A-150 $495
SEEBURG B-150 $445

VENDING

APCO 4-flavor Ice Cream

Terms: 1/2 Dep. Bal. Sight Draft or C. of D.

THE WORLD'S WIDE DISTRIBUTERS

7232 W. FULLERTON AVE., CHICAGO, ILL. Everglade 4-2300

It's baseball Time

THOROUGHLY RECONDITIONED

Ball Park BALL . . . . . . . . . . . . . $3.75
Funny Hitter . . . . . . . . . . . . . . 1.65
Wm.'s 12 WORLD SERIES . . . . . . . . . . . . . . 3.95
Wms. DLX, BATTING CHAMPION . . . . 1.65
Wms. PINCH HITTER . . . . . . . . . . . . . . 1.65
Wms. OFFICIAL BASEBALL . . . . . . . . . . . . . 1.75
Midway DLX BASEBALL . . . . . . . . . . . . . . 3.95

Judiancement from the unofficial reports which emanated from Chicago, Albany and New York City last week through New York and throughout the nation was a lot healthier than it was at the beginning of the week. Producers who had advance orders for new coin opera- tors, anti-coin machine bills, and local harrassment of locations here, seemed to be on the verge of being solved. And the attitude in a word was optimistic to carry the load.

Edelman back on the scene with an announcement that he will have avail- ability beginning this week a 14-in. reel of music in a tape operation in combination with telephone lines a la Musak. Edelman previously mentioned the tape reel which is used with a carton of three or more moves is to be free-wheeling tape and Edelman is, at this moment, duplicating his music in a Detroit plant. Edelman recommends the Bogen tape player system, available everywhere.

With background music sharing more than its usual space in the press John Bilotta called from his Syracuse plant to tell us that a special deal is available to ops in his territory in order to acquaint them with his Tape-Athlon background system. With the purchase of two Tape-Athlon mach- ines, Bilotta will give free one Tape-Athlon unit plus a location contract that he says is worth $774 in cash. The Tape-Athlon also utilizes the 14-in. reel of music, and initially announced would come with the set with George Anthony, proxy of the west coast Tape-Athlon firm.

Notice the interspersed three days and nights in the Alimony with a late night drive to her Hurstville home following a hectic week of political activity. Mrs. McCarthy is one of the most ambitious individuals in the coin machine in- dustries today and the amount of good this gal does will never be measured. All week long, Conventions in Albany took most of her time. The Democratic party with its Stater-Codification Armstrong, but in addition, other parties and gatherings were attended, all of which were quite fruitful. And after a good night’s rest, back to the job at hand, operating equipment throughout the Catskill and Binghamton areas. Some grind!

A. D. Palmer, Wurlitzer’s ad and promo mgr., back at his desk after a brief holiday, is busy by business, as is Diamond’s Jim Donnelly happy over the way in which the business is growing. Jim has also returned to the office after a two month vacation in the West, too, according to Chris Christianson’s right hand man... Happy birthday to Harry Fishman, owner of Harry’s Model coin machines, Joe was working with Atlantic N.Y. Corp. several weeks back selling the music and vending lines. Haven’t heard from him in a month or so. Meanwhile, George Rowan has an appointment away on a vacation to New England.

Seeburg just added another ten little LP’s to make a total of 32 of the 50 sympathies. Lots of oil photo service arrangements and mailings for service schools in the firm’s upstate offices and 40 companies were repre- sented. Curiously, none is on New York State. Seeburg’s new in-store display machine, will place any day now. The big ball bowler features a revolutionary swing-away back-box for ease of servicing. Local associations throughout the country have been inaugurated by going over the mailings. Mailings are currently going to the largest half-a-dozen territorial areas... Interest grows among coinmen toward the prospects of the Scopitone, a combination jukebox and movie screen, and out of this country over the past few years with varying degrees of success.

The trade mourned the death of Salt Lake City’s Dan Stewart last week. Stewart was an oldtimer in the business who started with a handful of coin- machines and built a solid distribution network. Stewart, a born promoter, was an innovator in coinboxes, which municipali- ties, but it always arrives... Elia Guasner, Yorkville, op, loosing our old man. Fuller, our tourney player-off. Eli has a top-flight record on the tables. He also operates quite a few.

Ronay’s Barney Sugarman was a busy man last week. He welcomed Tom Sugerman, Joe Fishman, Yab Kaye, pool table manufacturer in from Brooklyn, and Abe Green, proxy of the Hayman Co., for a few hours of business. All of whom are well known in New York... The boys decided to have some Italian food (Who picked up the check? Just look at the boys who isn’t smiling, because he’s going to the movies.)

Morris Roof and Irving Kemper teamed up last week to sell a carload of “Rowe AMF” phonies and Bally Table Hockeys. “When the weather breaks in the machine, the Atlantic showroom vends coffee for Seeburg’s,” said Roof, laughing, “and everyone who hasn’t heard so much about!” Runyon’s Marion Singer is now Mrs. Marion Rabin. The bookkeeping gal was married on Feb. 21st! Congratulate to you, Mr. & Mrs. Nate Sugarman has his hands full while Lou Wolberg is recopining from his hernia. Metzler, Lou is expected to be fully recovered.

Joe Munves will leave for the south and west in another few weeks. The early arcade orders will be placed with the Mike Munves firm and the wheels will begin turning to supply the nation’s fops with equipment for a big opening come spring... Dick DiCicco, a visitor to Mike’s place, tells us he saw the next hit at a Bing at recording. Dick Jr. is currently playing for the tape-upset and will submit to a movie test next week. Meanwhile, business, as usual. “Happy Father’s Day” to “ain’t.”

Hart Berger looking busy as all getout as rumors persist that the veteran coinman is on the verge of one of his many antics he has made in years. He has been open to people on the West Coast, manufacturing his own games and juggling-distributing factory equipment.

All the latest news last week was on Mrs. Brian’s mother passed away and necessities paid off. Mrs. Brian’s staying close to home all day Tuesday.

Sum (Musical Moments) Morrison, Bronx-Manhattan operator, will take time off during the weekend to join Campement Regiment at Whiteface Mountain Inn in Lake Placid, N.Y. The skiers mentioned a name for themselves in Italy during WW II and some have old faces he hasn’t seen since 1945.

Flannery covering a pool table tourney on TV continue to be heard but with no authority to back them up... Meyer Parkoff has devised a way in which to support local charity without conducting three drives. The Seeburg, Wurlitzer and in the Atlantic last week the cash box total reached $120.00 and Meg. Carroll Abbing (Boys

(Continued on Page 88)

Cash Box—March 16, 1963
Spring is just about over the horizon (we can plainly see it if we can glance past the snow flurries)—and, one of the first harvesters of the approaching season is Bally Mfg.'s, introduction this week of its newest kiddie attraction—"Fun-Phonie." It is created for operation in typical kiddie-ride locations, according to Bill O'Donnell, Bally's general sales manager. High praise was afforded the machine by Atlantic Mfg. Co. (Bally's local distr.) by Paul Huesch and Bernie Shapiro, Eddie Ginsburg. infos that interest is already mounting among operators in this area. And, heavy sales activity is anticipated.

A sure indication of Spring is Williams Electronic Mfg. Corp.'s release to the trade of the new "Major League." coin-operated baseball amusement game. Presy Sam Stern and vice presy Art Weinberg are in a winner, and they expect peak production schedules on "Major League" for many fruitful weeks.

Another new game release was announced by Mort Soree, director of sales for Chicago Dynamic Industries. He extolled the revolutionary new innovations in Chicago Coin's "Grand Prize" big ball bowler, which has the new "Swing-Away" (front and rear) backbox feature, and numerous other operator-appealing innovations.

World Wide Distributors held a service school session (Mar. 6) featuring Seeburg's coffee vending machines. The class was Technical Director John M. Bower's largest to date, and included engineers from World Wide's headquarters. For World Wide will be Nate Feinstein, Fred Sork, Irv Ortiz, Harold Schwartz, Howie Freer and Kurt Krueger. The classes will be supervised by Seeburg field engineers and World Wide's service personnel.

Sales action continues very strong at Gottlieb & Co. On the 1-player "Gauntlet" amusement game, according to Alvin Gottlieb and Paul Weinberg, "We noticed very heavy production going on at Rock-Ola Mfg. Corp." So far, Ed Doris revealed that there has been a considerable increase in sales of the "Rhapsody" and "Jupiter" model photographs over last year's sales of the previous record breaking "Princess" and "Empress" lines.

Seen looking over RCA's new Dynagroove record innovation at a soirée last Tuesday evening, Mar. 5, were Rowe A/C's Don Landry and Harold Brogdon. Tom Sams missed the festivities when he jetted to the East Coast on biz.

Very heavy export activity continues at First Coin Machine Exchange, where attendance at Sam Kolber's indicate the firm's foreign business growth from day to day. Fred Kline advises that domestic sales are excellent at the present. Clayton Nemeyer, J. H. Keeny & Co., tells us he, Dick Tennes and proxy Roy McGinnis are very busy these days getting ready for Keeny's big Spring business push.

Lucky Joe Robbins and his lovely Marianne are packing to get ready for their business sojourn on the European Continent. European cities on the Robbins junket include London, Antwerp, Hamburg, Paris, Rome, Florence and Milan. Meanwhile, Empire Coin owner Gil Kitt, Jack Burns, Bill Herberd and Bill Milner will keep the home fires burning brightly during "Jettin' Joe's" absence.

Those big smiles on the faces of Herb Oettingger, Bill DeSelm, Ray Riesl, Roy Kraehmer and Glenn Johnson were put there by the exceptional operator acceptance of United Mfg's. new "Sahre" big ball bowler and "Caravelle" puck shuffle alley bowler.

Eddie Zorinsky, H. L. Vending & Sales in Omaha, is really "snore under" in more ways than one. While he's busy running the big distrib pop Hymie Zorinsky is lolling around his property in sunbaked Palm Springs, Calif. Actually, (and we have it on authoritative information) Hymie is making darn sure the ocean doesn't swallow up his valuable acreage. (We can just see him now—glowing out at the sea—chomping on a long, delectable cigar).

Another big indication that beautiful Spring is "just around the corner" (from where??) was whispered to us by Ed Ruber and Mill Wizier, of Wico Corp. They say sales of coin machine parts are getting heavier day-by-day at Wico. By the way, Eddie Zorinsky info'd last week that the big Music Guild of Nebraska clambake is scheduled for Saturday & Sunday, April 6 & 7. Thus far plans are tentative. Howard Ellis and the rest of the officers are hard at work finalizing the trade show plans.

SICK CALL: The latest hospital case is coinvent Herb Perkins, of Purveyor Distrib, Herb is comfortably ensonced in Franklin Boulevard Community Hospital, and is recuperating from a rather lengthy illness. We hope he'll have himself back with his happy customers. (Get well fast, Herb!)

OPERATION ALERT was the order of the day last Monday evening (March 4), when Richard Funk, legislative counsel for NAMA, advertised cigarette machine荣誉称号 during a regularly scheduled meeting at the Race Track of the Rockwell Inn. On the das with Dick was Steve Bloom, chairman of the Northern part of Illinois, as designated by NAMA's board of directors. The meeting was held at the Raceland, the evidence of two such meetings was now on hand. Richard Funk minced no words in asserting the urgent need for unified action among the operators who function in a wide area surrounding, and including Chicago.

Visitors along City's Coinrow last week included such popular coinmen as Frank Fabriano, of Buchanan, Michigan; Kenny "Red" Stevers, of Central Novelty, in Lake Geneva, Wisconsin; Lou Albolante, of North Shore Novelty Co., Kenosha, Wisconsin; and (last but definite not least) Larry Burke, Midwest, coin in suburban Skokie.

Cash Box—March 16, 1962

RIDE WITH THE WINNER!

The Buyers Read

Cash Box

WURLITZER

2700

Greatest Money-Maker of Them All

The CALL:

WURLITZER CO.

1940 W. Lake St., Chicago 12, Ill.

Every Product Distributed

CALL:

WURLITZER Coin Machine Co.

1940 W. Lake St., Chicago 12, Ill.

LITTLE LEAGUER—DOUBLE HEADER

A 2-PLAYER SOCKO!

A #1 HIT EVERYWHERE!

A COMPETITIVE BASEBALL GAME

Geared For BIG PROFITS!

J. F. FRANZ MFG. CO.

1940 W. Lake St., Chicago 12, Ill.

SPECIALS!

MIDWAY TARGET GALLERIES ... $295

MIDWAY 2-PLYR. TARGET GALLERIES ... $345

MIDWAY SHOOTING GALLERIES ... $175

MIDWAY DELUXE SHOOTING GALLERIES ... $245

WRITE OR CABLE

Empire Coin Machine Exchange

1012-14 Milwaukee Ave., Chicago 22, Ill. Phone: EVERGLADE 4-2500

SEEBURG ACCESSORY RIOT!

The New Seeburg Pedal and Cables are replacing equipment so rapidly that our warehouse is bulging.

All equipment cleaned—checked and in good working condition.

3 W1 — 100 Wall Boxes ... $19.50
3 V 3A — 200 Wall Boxes ... 39.50
Teardrop speakers ... 5.00
Seeburg Hi Fi wall speakers HFCV 2-8" ... 19.50
Seeburg Hi Fi Corner speakers HFCV 3-8" ... 19.50
Seeburg Hi Fi Corner Wall Speakers VCBS 1-8" ... 19.50
Recessed 12" speakers HFCV 4-8" ... 15.00
Recessed 8" speakers CV 8" ... 10.00
Remote Power Supplies ... 5.00

Write for special prices on used Seeburg Bar Baskets for all types of wall boxes.

Eastern Music Systems Corp.

334 N. Broad Street Philadelphia 2, Pennsylvania

LO 4-4415
NO EXTRA CHARGE

Why you get more for your money with a Rowe AMi phonograph.

+ You get Three-in-One programming. Change from 200 to 160 or 100 selections—or right back again—whatever the location needs. NO EXTRA CHARGE.
+ You get the orbital sound of Stereo Round* without using additional remote speakers. NO EXTRA CHARGE.
+ You get a genuine diamond stylus good for 50,000 plays. NO EXTRA CHARGE.
+ You get tremendous location personalization. NO EXTRA CHARGE.
+ You get automix as standard equipment. Plays both 45's and 33 1/3's . . . intermixed. It's mechanical, too—no tubes to give out. NO EXTRA CHARGE.
+ You get an accumulator that holds up to $3 in nickels, dimes, quarters and half dollars. NO EXTRA CHARGE.
+ You get a 5-year warranty on the search unit, a 2-year warranty on the mechanism. This is the only phonograph with such a money-making guarantee on moving parts. NO EXTRA CHARGE.
+ You get an easy changeover to play albums at 25¢ a side. NO EXTRA CHARGE.

Add all these “NO EXTRA CHARGES” to the realistic low price of a Rowe AMi phonograph, and you've got yourself a deal. See your Rowe AC Services distributor today and let him tell you the full story.

*Pat. pend.
NEW 4-PLAYER MAGIC! ALL NEW GAGUOCH!

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 THESE PLAY-MAKING, PROFIT-MAKING FEATURES:

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

FREE! $774 CASH PLUS ABSOLUTE OWNERSHIP OF ONE TAPE-ATHON BACKGROUND UNIT

WITH EVERY PURCHASE OF TWO WURLITZER MODEL 2700’s!

This special get acquainted offer is made to introduce music operators to background music profits—profits they have passed up for too long!

$774 is the actual cash value of location contracts which will accompany one Tape-Athon unit in return for each order for two 1963 Wurlitzer Model 2700 Phonographs.

Our Tape-Athon unit features a 14” reel of taped music which offers eight hours of all types of music and then repeats. No cartidge! No need of vast library of music for all locations! This is the way to operate background music profitably. Call us.

REW-BILOTTA DIST. CORP.
821 S. Salina St., Syracuse, N.Y. 13207
BILOTTA ENTERPRISES
NEWARK, N.Y. 1224 No. Main St.
ALBANY; 1234 Broadway

Flashes From East Point To Progress, Sales
(Continued from page 84)

Town Of Italy, Rabbi Akiba Ehrenfeld (Yeshiva Ch’ San Sofer) and Very Rev. Msgr. John Kelly (Cardinal Spellman Servicemen’s Club), each received a letter with a check for an equal share — $40.00.

Wurlitzer’s Hank Petet expected in this week . . . Irving Holzman off to Chicago at week’s end expected back by the time you read this. . . . Harry Koeppel happy over the Rock-Ola phono sales this year. “Breaking last year’s record,” stated Koeppel. . . . R. H. Belum’s Morris Nahum vacationing with his wife in Jamaica. . . . CMA’s Tiny Weintraub in from out-of-town with a deskload of work and more troubles than ever. But can you imagine how many problems there’d be if he didn’t work so damned hard! . . . Empire’s Joe Robbins off to Europe for a business-vacation. . . . The Rally ‘Fun Phone’ ought to go big this spring. . . . We tried a revised version of it at MOA last year before it was released and even then the kids were getting a kick out of it . . . Mr. and Mrs. Irving Kaye back from Florida and Irving looks like it was sunny twenty-four hours each day. . . . The UJA-Coin meet was cancelled at the last minute. New date to be announced. . . . Looks like the MOA date switch has caused optimism among potential exhibitors. Unofficial reports indicate that things may very well be back to normal soon.

NEW CASH BOX

Your Best Investment For Export Business

Your Best Investment For Export Business

Williams ‘Major League’ On Its Way

CHICAGO—J. A. (Art) Weinand, vice president of Williams Electronic Manufacturing Corporation, of this city, announced the release last week of Williams’ new “Major League” coin-operated baseball amusement game, which highlights true baseball action, with official baseball scoring rules.

“In “Major League” baseball,” Weinand explained, “we’re sticking strictly to baseball action play. This has always, in effect, been the Williams designs where baseball is concerned.

“Every year operators eagerly look forward to Williams Electronic’s annual baseball amusement game. We always lead the way to action baseball thrills in our coin-operated amusement games.”

Weinand continued on, pointing out several modernized features in “Major League.” However, he stressed particularly the fact that in this game the player can only score one run at a time. Also, there are—as in actual field baseball—three outs to an inning of play.

There is a baseball diamond (field) on the back-box with players and base-runners which move along with the play action with Williams Electronic’s patented base running unit. On the playfield a “Mystery Pitch” unit throws a mixture of balls, such as “Fast Ball,” “Slow Balls,” and “Inside” and “Outside” pitches to create considerably more thrill playing the game.

The player earns replays for such exciting features as: The “Grand Slam Home Run,” popping the “Striker Out,” “Total Runs Scored,” and the Williams “Match Feature.”

The replay model has the “Extra Innings” feature, and over the fence home runs. An extra inning of three outs is awarded the player for “Home Runs” when the ‘arrows’ at the back of the playfield are hit.

There is glossy stainless steel trim on the sides and, in front of the “Major League” cabinet. The sturdy legs are of heavy-duty steel, it is a strong one-piece cabinet. The game has a long-life Formica playfield.

Weinand reminded us that Williams Electronic Mfg. Corp. is the origin designer and creator of authentic coin-operated baseball games.

He said, in conclusion: “Advance orders on ‘Major League’ baseball games will keep us running at peak production for many weeks.”

Cash Box—March 16, 196
New kiddie-coin attraction earns BIG BONUS PROFIT in every kiddie-ride location

Wherever kiddie-rides go...and in countless locations lacking space for kiddie-rides...FUN-PHONE earns important money month after month...and year after year with periodic low-cost, easy change of program. FUN-PHONE is the biggest profit producer per square inch of space in the kiddie-amusement class.

Insert Coin, Pick Up Phone, Hear the Magic Story-Teller!

Flashy eye-appeal gets quick attention
FUN-PHONE looks like a wall-type pay-telephone, but in the brilliant colors children love. Vivid red coin-box, mounted on bright display panel, stops youngsters in their tracks...get's quick and continuous play.

Easy operation pleases kiddies, parents
Youngest toddler and busiest parent get the FUN-PHONE idea at a glance. When coin is deposited, youngster picks up receiver, hears a pleasant voice tell one of a dozen clever stories recorded on built-in tape-player, engineered to insure clear, distinct sound, ruggedly constructed for trouble-free profitable performance.

Appeals to wide range of ages
FUN-PHONE scripts are based on a variety of themes, from famous fairy tales to western and space adventure, but pepped up with a touch of comic-strip humor that appeals to a wide range of ages. Location tests prove children as young as 3 and as old as 12 are all equally fascinated with FUN-PHONE. No kiddie-coin attraction ever created offers the universal appeal and big earning power in small space packed into FUN-PHONE.

Be first in your area to start a "junior juke box" route with FUN-PHONE...a permanent, profitable, pleasant business with unlimited potential for growth. Get FUN-PHONE now.

See your distributor...or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS
MFRS., NEW EQUIPMENT CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Mfrs. have not authorized prices where no price is shown.

AMERICAN SHUFFLEBOARD CORP.
Imperial Shuffleboard.

AUTO PHOTO CO.
Mfg. and dist'rs.

BALLY MFG. CO.

FISCHER SALES & MFG. CO.

IRVING KAYE CO., INC.

LITTLE WRIGHT CO.

MIDWAY CONCERN
Carnival Target Gallery (2/63)...

ROCK-OLA MFG. CORP.

ROCK-O-LA IVI CORP.

MISCELLANEOUS

Celebrity Hot Food Merchandiser, 10 selection, 140 capacity, modular.
Celebrity Hot Food Merchandiser, 100 capacity, 100 selection, modular.
Celebrity Hot Food Merchandiser, 11 selection, 1100 capacity, modular.
Celebrity Data Drink Merchandiser, 7 selection, 1100 capacity, modular.

THE SEEBURG CORP.

L-1C—Stereo LP Console, 166 Selection Player

L-1C—Stereo LP Console, 166 Selection Player

JUKEBOXES

SHUFFLEBOARDS

COFFEE VENDOR

COFFEE VENDOR

COFFEE VENDOR

MILK VENDING

SOUTHLAND ENGINEERING CORP.

UNITED MFG. CORP.

UNITED MUSIC CORP.

YAKYSALES

BIBIQUE

DISH

WILLIAMS MFG. CO.

WILLIAMS MFG. CO.

WILLIAMS MFG. CO.

THE WURTLITZER COMPANY
New READ-OUT Feature instantly indicates each player's frame score as it is made in CHANGING LIGHTS in Magic Square in center of Hood ... then transfers to total score.

Handicap Feature
EASY OR NORMAL STRIKE

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

HIGHEST $ RESALE VALUE

Designed by the ORIGINATOR of Coin-Operated SHUFFLE ALLEYS and BOWLING ALLEYS
Model 408 Deluxe Stereo-Monaural Phonograph With Full Dimensional Stereo

"FEATURED STAR" RECORD SLEEVE DISPLAY PANEL

THREE PRE-ANGLED 2¼" 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.

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

SEE THE BIG 3 FOR '63

ROCK-OLA