Some people just know how to take over. That's the story of Vanguard Records' Rooftop Singers. Relatively unknown only a few months ago, the trio walked right into the singles picture and walked right into a million seller called "Walk Right In." The trio comprises (l. to r.) Lynne Taylor, Bill Svanoe and Erik Darling seen above discussing their first LP with Vanguard National Sales Manager Herb Corsack, an LP which has become a top seller also and from which came the group's current click "Tom Cat." The "Walk Right In" disk, incidentally, was Vanguard's first concentrated effort to bite off a share of singles market. Today, the Rooftops are much in demand throughout the country and after their current stint at the Village Gate in N.Y., head out on a series of concert p.a.'s.
fantastic sound... fantastic sales!

"HERE I STAND"

by THE RIP CHORDS

COLUMBIA® SINGLES SELL!

Also Available on Single 4-42687
There is a feeling throughout the trade that the record industry is now approaching a marked turning point in its history—a turning point that will see the record business in the U.S. taking on a new look.

Discussion of a major transition is of course, not new. But perhaps because of the ARMADA emergency meeting in Chicago (which at this writing had not yet taken place) a great many people in the trade are speaking much more candidly about a subject they may not have wanted to face up to previously. The rush ARMADA meet plus the recent discussion at the NARM Convention about a subject called “Dual Distribution” plus the announcement a few weeks ago that a rack jobber had gone into the distribution business, seems to have brought discussion to a head. The sharply defined lines that separated retailer, one stop, rack jobber and distributor in the past are rapidly fading and everyone seems to be concerned as to where he’ll stand when and if the boundary lines completely disappear.

Everyone is certain of one thing—the consumer’s buying habits have changed radically in the last few years. Discount stores are sweeping the country and have become an important factor on the record scene. The little “ma and pa” retailer has almost vanished from the record scene. Racks, super-markets, complete record departments in almost every department store or major discount center have caused many people in our business to compare our industry with the grocery business—a business which years ago had thousand of little dealers and today has very few.

With all of these changes taking place in the record industry, the familiar, age-old pattern of manufacturer to distributor to dealer has not varied much (with the exception, of course, of budget lines which have found it necessary to deal direct).

But it appears as though many distributors feel a transition is not in the offing. Most believe that we will see many changes by the end of this year. And many more next year.

They talk about the bigger indies and manufacturers opening more and more of their own branches in key cities. They talk of distributing “depots” that will be owned by a number of the bigger indies. They feel there will be more distributor mergers in key cities to cut down overhead. Some even feel that distributor owned retail outlets is a necessity for survival. Distribs in the rack jobbing business is not uncommon.

Many of the above mentioned moves are being made today. Whether they will become common-place, only time will tell.

But diversification is the word on the lips of many. Survival is another.

One thing is certain: There will always be music and there will always be a record industry. And from the people who live with and live on the record industry there is another certainty—that a major change in the business is coming and it’s coming quite soon.
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*THINK MORE HITS*

*LIBERTY RECORDS INC.*
Columbia Issues 23 New LP’s

NEW YORK—Twenty-three albums made their bow this month from Columbia Records. Newcomers include 4 pop LP’s, seven Masterworks and six reissues.

The pop issues include: "Tall Tales!" New Christy Minstrels; "Look at Montauk," music from the recent TV series with Percy Faith; "John-ny’s Newest Hits," Johnny Mathis; "The Unmistakable Tammy Grimes!"; and "The Wonderful World of Love," Tony DeMarco & Von De.

The Masterworks offerings are: "The Best Special," Frank DeVol; "Joyfully Yours," The esus & Mary Choral Group; "Marion Worth’s Greatest Hits!" The Bird & Other Golden Danding Grooves.

Four jazz releases include: "High Life," Olutunji & His Drums of Pass; "Back In Bebop’s Bag," Coleman Hawkins & Clark Terry; "New Groove," Pee Wee Russell & His Quartet; "The Thundering Herds," 3-LP set featuring the old Woody Herman band.


Mercury Starts Drive On PPS Line

NEW YORK—Mercury Records has launched a special promo of its family of PPS records, under which the consumer can purchase one PPS album for $3 with each PPS al- bum purchased at the regular price.

First introduced in late 1960, the PPS line now offers a total of 33 albums in varied types of music, including jazz, pop, Dixieland, country, Latin, light & others. Among the top-selling artists are Duke Ellington, David Cugat, David Carroll, Frederick Fennell and Eddie Layton.

Mercury has announced that the new push on the PPS line was based on its "immense sales po- tential" in view of "today’s new surge of interest in stereo phonographs by sizeable number of record- shore sales in the past year ..." Mercury added that the label will be able to continue making its gains in the percentage of stereo customers monaural purchased from our catalog.

Alldon-Colpix Deal Nears Conclusion

NEW YORK—The Alldon-Dimension set with Columbia Pictures which will see Columbia purchasing the hot publishing company and the indie rec- ists offering the deal, is said to be nearly a deadline for this issue. However, it is understood that the transaction was nearing its final stages on Friday with only minor legal matters holding up consummation of the deal.

It is expected that early this week final formal announcement will be made with the deal officially naming the posts each of the individuals affected will hold under the new set up.

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20% Free Product Deal From Argo, Chess, Checker

CHICAGO—The Argo, Chess and Checker LP catalogs have been made available on a $2.50 to the industry basis, it was announced last week. Plan runs from April 1 to April 30.

Capitol Trying Out Clear Plastic Singles Sleeves

HOLLYWOOD—Some 50,000 copies of the Kingston Trio’s new Capitol single, "Revverend Mr. Black," coupled with "One More Round," appear in the new plastic factory-sealed sleeve.

The plastic sleeves were limited to an initial run of 10,000 copies for a test. Capitol will study reports of re- pairs and replacements by dealers carefully during the few weeks before making a decision on a possi- ble full-scale changeover to the new type packaging. Test markets are in the South, Middle West, and Eastern Seaboard.

The flexible plastic film is consid- ered more efficient in factory han- dling than the usual paper sleeves. They are imprinted with Capitol logos and have Velcro on all four sides. The sleeves are opened and are reusable for home storage.

The transparent sleeves, in addi- tion, give the discs an attractive neat appearance for display purposes.

Colpix Offers Plans On Ringing recording in several years; "Or- chestra" LP, B.B. & L. Lewis as musical director in a pro- duct which features four members of several idiosyncrasies and "Grease Fire," which also includes Chris Vardakas and his Band. The three formerly-released records are "New Best-Bossa Nova, Vol. 1" by Zoot Sims, "Diamond Head—Music Inspired by the Motion Picture" and "Sweet Marie's Triangle." According to Bob Cren- ten, Shelley Fabares and Paul Peter- son.

For the duration of the "Sing Along with Jack Plug," all other LP’s in the Colpix catalog will be sold at a 25% discount, together with a separate and special discount offer- ing. Included will be such currently available albums as "The Great American Soundtrack of Lawrence of Arabia," "My Dad," by Paul Peterson; "My Col- lom Book" by Sandy Stewart, "New Best-Bossa Nova, Vol. 2" by Zoot Sims and "Nina’s Choice" by Nina Simone.

FATS DOMINO TO ABC

NEW YORK—Fats Domino, one of the best-selling pop artists of the history of the disk business, is going to ABC. Domino, who first hit it was learned by Cash Box last week. Official announcement of Dom- ino’s links to ABC-Pac is expected to be made early next month. The artist will thus end his association with his long- time label, Imperial Records. A long string of singles that sold a million or more discs for the artist began with "The Fat Man" in 1948.

Seven LP’s

NEW YORK—Colpix Records has released several editions from its 1965 catalog of albums. The newly released albums are the spotlight fea- tures of the new sales campaign. The new releases include "Twinkle亮 Bright" through May 10.

Mercury has offered a special deal when purchasing the seven items in the new plan. The new deals are "Sing Along with Jack Plug," "Ole!" and "Best-Bossa Nova, Vol. 1," each of which will be at $2.50.

LATE BULLETIN:

Miele Exits GME; Morrie Price Reported Going To Label

NEW YORK—Andy Mailc has an announced plan to leave his position as Director of the GME Records where he held the post of Assistant to the Executive Vocation. The resignation becomes effective April 3rd.

Miele, a veteran in the field of sales and marketing, will be looking into a number of attractive positions soon as he returns from a vacation.

It is also understood that Morrie Price, currently national sales man- ager of United Artists Records, will be going to GME to supervise sales for the label. However, Price, could not be reached at deadline to confirm the move.

FATS DOMINO TO ABC

NEW YORK—Fats Domino, one of the best-selling pop artists of the history of the disk business, is going to ABC. Domino, who first hit it was learned by Cash Box last week. Official announcement of Dom- ino’s links to ABC-Pac is expected to be made early next month. The artist will thus end his association with his long- time label, Imperial Records. A long string of singles that sold a million or more discs for the artist began with "The Fat Man" in 1948.


Under the new set up, Haasfaifer will be president and Weinstroer will be sales manager. The merged company will be headquartered in 3 sq. ft. quarters at 1962-04 Wash- ington Ave., in St. Louis.

According to Haasfaifer and Weinstroer, the new companies will take a view to changeing industry patterns in the field of distribution. Both feel the move will give great strength to the companies. Both have the ability to eliminate duplication such as billing, etc. It will also bring all of the personnel under one roof resulting in greater concentration of all distribution func- tion.

All personnel will be consolidated into Roberts and additional people will be employed to further Roberts’ growth in the sales area. The company presently owns and operates numerous record depts. in leading retail discount centers and de- partments stores. The company was also associated with St. Louis. It also services many non-com- panies-owned record outlets which the company expects will total close to 100 by the end of this year.

ASCAP Board Re-elected

NEW YORK—All incumbent mem- bers of the board of ASCAP have been re-elected following results of the elections of writer and publisher members. New term is from April 1 to March 31, 1963.


The writer members in the standard field are: Irving Berlin, Max Henson, Morton Gould and Deems Taylor.

The publisher members elected in the popular-production group are: J. J. Alcorn, Charlie Ceres, Max Dreyfus, Lou Levy, Jack Mills, Edwin H. Morris, Maurie Scoop and Heman S. Platt.

For the standard field the director- ship: Frank H. Connor, Rudolph Taub- hert and Adolph Vogel.

In addition to Markey, the chairman of the board, the board elects: William Bergman, Walter Bishop, Leon Carr, Ray Henderson and John- hy Mercer, writers; and Abe Olman, John F. Sengstack and Lee D. Telles, publishers.

Cash Box—April 6, 1963
Distributors Labels Lay Cards On Table At Active ARMADA Emergency Meet

Atlantic-Atco Begin Biggest Sales Push On Charles And Darin LP'S

Atlantic—The Atlantic and Atco labels are kicking off the most intensive merchandising campaign in their histories on two artists who, ironically, are no longer associated with the labels—Ray Charles and Bobby Darin. Atco has been designated as Ray Charles month on Atlantic and Bobby in April. The two labels are employing every available sales, merchandising and advertising weapon, including large charts in the Atlantic catalog and 11 Bobby Darin albums in the Atco catalog. 

The LP's are being offered on a 1 week trial basis at M-38 (3.50, retail $5.00, price category for category), with 30-50-00 days deferred billing to be put into effect three weeks after the end of April only. All other Atlantic & Atco albums are being offered for a further period at a 15% discount.

In commenting on the programs, New York district sales manager for Atlantic, stated, "This is the first time in our company's history that Darin and Ray Charles have been the two major artists featured in a concentrated merchandising campaign. 

"What I'd Say," The Genius of Ray Charles," "The Ray Charles Story," "Do the Twist with Ray Charles," "The Bobby Darin Story" and "Darin at the Copa." These albums are among the most successful packages released by Charles. Darin's top Atco releases include such albums as "Bobby Darin," "The Bobby Darin Story" and "Things & Other Things."
SIZZLING SPRING

LOU CHRISTIE

"TWO FACES HAVE I"

R-4481

Just Out! The Original...

JOEY DEE

Smash!

"HOT PASTRAMI WITH MASHED POTATOES"

R-4488

Cash Box—April 6, 1963
SALES-O-RAMA

RONNIE HAWKINS
“BO DIDDLEY”
R-4483

RAY BARRETTO
“EL WATUSI”
Tico 419

SAM & DAVE
“YOU AIN’T NO BIG THING BABY”
R-4480

THE FLAMINGOS
“I KNOW BETTER”
End 1121
Pick of the Week

“LOSING YOU” (2:26) [B.N.P. ASCAP—Renard, Sigman] (Metric BMI—Shellee, DeShannon)

BRENDA LEE (Dec 31476)

Brenda Lee’s back with another ballad-rhythm coupling and both ends packs powerful sales punch. The gorgeous, string-finned clogging towel import labeled “Losing You” while “It’s So Heavenly” is a happy birthday song. Two sure-fire winners that mean money-in-the-bank for all concerned.

“TAKE THESE CHAINS FROM MY HEART” (2:52) [Milenie ASCAP-Rose, Heath] “NOT LETTER TODAY” (3:02) [Peer International BMI-F. Brown]

RAY CHARLES (ABC-Parmount 10435)

Mr. Charles returns to his winning country ways on his latest single effort—a touching, tearful, heart reading of the Fred Rose oldie “Take These Chains From My Heart.” Lush orchestration adds a new look to the evergreen. Another strong up-dated reading of a country classic is the flip “No Letter Today.” Both could make it.

“REMEMBER DIANA” (1:56) [Spanka BMI—Anka]

“AT NIGHT” (2:30) [Spanka BMI—Anka]

PAUL ANKA (RCA Victor 8170)

Newly-wed Anka, who’ve never forgotten “Diana” (his first-time-out years back giant), asks the teenagers to “Remember Diana” here and chances are they’ll do so with glee. Artist bubbles over with enthusiasm as he deftly and gracefully evokes a “Diana” flavor. Also keen is the quick Latin beat “At Night” coupler. Sammy Lowe grasps top drawer arranging credit on the former. Ditto for Joe Sherman on the latter. Both are Anka originals.

“THE LAST LEAF” (2:21) [Sherman, DeVerzon BMI—Chandler, McKeeny]

“SHY GIRL” (2:30) [Sherman, DeVerzon BMI—DeVerzon, Chandler]

THE CASADES (Valliant 6028)

The Cascades, who came thru with a tremendous chart effort with their first-time-out on the Warwick Bros. affiliate (“Rhythm Of The Rain”), can repeat that success with this one. This one’s a powerful hunk of sentimental love material, labeled “The Last Leaf” that’s a pro song stylist deliver in ear-arresting manner. Can do all the way. Also lovely the “Shy Girl” soft ska-cha beat pretty. It, too, can make the Top 10 grade.

“WILDWOOD DAYS” (2:31) [Kallman ASCAP—Mann, Appell] (Dasher BMI — Uphurcl, Clark, Mudrow, Sheldon)

THE DOVELLS (Parlady 6576)

The Dovells are a good bet to cash in with both ends of their new Parkway pairing. On one end they tell about their happy “Wildwood Days” (at the resort). In sparkling shuffle-twist fashion. On the other end they hand in an electrifying version of the short-while-back Phil Upchurch chart stand, “You Can’t Sit Down.” Two smash handclappers sporting fabulous teen-directed instrumentation.

“They SHOULD HAVE GIVEN YOU THE OSCAR” (2:14) [Alban BMI—Goffin, King]

“BLAME IT ON MY YOUTH” (3:10) [Chappell ASCAP—Heyeman, Levant]

JAMES DARREN (Colpix 685)

Darren, who just had another Top 100 entry in “Pin A Medal On Joey”, should hand right back to chartville with this one. Tagged “They Should Have Given You The Oscar,” it’s a tantalizing, razz-a-ma-tazz twister ‘about a two-timing gal whose off screen performance rated an Academy Award nomination. Terrific Steve Phillips arrangement. Flipside Jimmy warmly wraps up the lovely older-timer.

“CRY ON MY SHOULDER” (2:30) “WHEN I FALL IN LOVE” (2:15) [Aldon BMI—Buchanan, Keller] [ASCAP—Young, Heyman]

JOHNNY CRAWFORD (Del-Fi 4204)

Crawford can soon add another pair of strong sales links to his hit chain with this new-number-thing in Saltzman’s potter’s, easy beat cha cha newcomer tagged “Cry On My Shoulder,” while the other end he hand in an electrifying version of the short-while-back Phil Upchurch chart stand, “You Can’t Sit Down.” Two smash handclappers sporting fabulous teen-directed instrumentation.

“PATTY BABY” (2:00) [Grand Canyon BMI—Feldman, Goldstein, Gottheber, Kaplan]

“BEETTY JEAN” (2:17) [Grand Canyon BMI—Feldman, Goldstein, Gottheber, Kaplan]

FREDDY CANNON (Swan 4139)

It’s more than likely that “Patty Baby” will be Freddy Cannon’s next big chart romance. Side, about a gal whose dancin’ feet have gained her fame, is a neck-rock twister that Cannon and the instrumentalists beat out with solid teen authority. Bucking’s a strong, chorus-backed shuffle-rock’er that should also make the kids sit up and take notice.

ALAN LORIDER (Kapp 523)

“DANCE ROMEO DANCE” (2:21) [Premier BMI—Covay, Griffin] The successful indie producer helms this lush-sounding counter-echo treatment of an interesting teen tone, one that’s been cut before. Fits into most types of pop programming, and merits this wide area of exposure.

“SERENATA BOSSA NOVA” (2:55) [Lorider, Haber] Rich stuff in the hot rhythm.

BARRY YOUNG (Eva 102)


“COME ON PRETTY BABY” (2:01) [Twist MX & 4 Star BMI—McKelvey, York] There’s also a Nashville feel to this rockin’ date.

JOHNNY WOODSON (Imperial 5533)

“I WANT TO BE NEAR YOU” (2:36) [Travis BMI—Woodson] Snappy blues doings on a tune with a gospel-styled manner. Woodson’s rich soft voice ever-dubbed over, is backed by a combo & female chorus. This has appeal for both the rock ‘n roll & blues markets.

“SING ME A SONG” (2:26) [Travis BMI—Woodson] Nice bluesy ballad receives a pleasing, intimate reading from the singer.

BEVERLY ANN GIBSON (Jubilee 5447)

“DO THE MONKEY” (2:32) [Eden BMI—De Jesus, Otis] Thrush is the girl who’s doing a top-drawer comedy display to play a new dance dance arrival—at least as far as the title is concerned. It’s sure to go over with kids as a naptime vehicle.

“A THREE DOLLAR BILL” (2:54) [Eden BMI—Wibbels, Otis] The young set can also do novelty bits to this stand.

HUGO WINTERHALTER ORCHESTRA (ABC-Parmount 10432)

“I’LL REMEMBER APRIL” (2:19) [Leonard ASCAP—Rays, DePaul, Johnson] The vet arranger gets going under the ABC-Parmount banner with a soft tune Sewn-highlighted reading of the lovely older. Figure heavy deejay play this way.

“SNOW FALL” (2:39) [Mutual Society ASCAP—Thornt, Chojnacki] This arrangement of the oldie recalls Winterhalter’s years-back success, with Eddie Heyward, on the Victor label, “Canadian Sunset.”

LOS ALBIOS (Palette 5404)

“GIRL SHY” (2:37) [Connor—Cowherd, A. S. Wood, Scharf, Goode] Appealing tune from Harold Lloyd’s “World of Comedy” flick. Under the famed Academy banner this year, is very invitingly styled in a Bossa Nova setting by the instrumental crew, augmented by a wordless chorus. Can pick-up important airtime.

“ROMA” (2:33) [Bosia BMI—Calzado] Cheerful BN cut.

DENNIS WEAVER (Warner Bros. 5352)

“SINKING OF THE REVOLUTION” (2:37) [Acuff-Rose ASCAP—Almanar Singer] “Weaver,” the “Chester” character on the road, continues to bring in a swell field showing. Good robust showing for the pop-folk coterie.

“MADDEN THROUGH EXODUS” (2:35) [Exurban BMI—Herren, Maffett, Wooten] Highly dramatic portrayal of an old-west storyline.

THE UNIQUE (Capitol 4940)

“BLUE SKIES” (2:15) [Irving—Berlin BMI] Oldie can be re-tagged “Blue Skies” as far as this teen-trended stand is concerned. Lead and warbling plus their backing do the opus with a very, busy, good-enough beat.

“LOVING YOU” (2:15) (Kim Fouley & Jer-Rie BMI—Cook) Kids have already added this one for them in another bluesy rockier.

CHRIS PAGE (Pageant 606)

“WAIT N’ SEE” (2:20) [Cameo-Parkway BMI—Jackson, Johnson, Sherman] Oddity is amiable styled—against a rock background by crude & homely, his and foul chart support. The Cameo-Parkway subsid could have an active entry here.

“MINE, MINE, MINE” (2:19) [Woodcrest & Vandburg BMI—Sherman, Sibley] Bellin’ in rockin’ with an old-time teen feel.

GEORGIA LOUIS (Delton 207)

“WALK SOFTLY CHIL” [Acuff-Rose ASCAP—Louis, Martin] Songstress heads a bright display of a group that’s backed by the older. She’s very appealing stuff that highlights a constant percussion gimmick.


STAN WORTH (Zenith 719)

“ROMAN HOLIDAY” (2:19) [Landsdowne ASCAP—Malvin, Rayfield, Aply] Gayly glasses from the Worth-headed ork-wordless chorus, which has a number of teen hits backed up by this reading. The ironic an-slanted ditty. Worth spins. Diskery is located in Hollywood.


JIMMY HALL (Hickory 1209)

“CATHYS CLOUSE” (2:16) [Acuff-Rose BMI—FDP Evere] Instrumental of host of boys, goes lyrical in chorus reading of the awhile-back click by the Evers Bros. Teen addition will appreciate this new lock at the tuneful ditty.

“SIDEWALK CAFE” (2:14) [Hickory 1208] This number is done in a manner that suggests a sidewalk cafe in Europe.

LUHRANO (Ascot 2123)

“MRS. THE MOONLIGHT” & “MY GUITAR” (2:18) [Rosett BMI—Singleton, Blackwell] Aftly interpret lots of boys, goes lyrical in chorus reading of the awhile-back click by the Evers Bros. Teen addition will appreciate this new lock at the tuneful ditty.

“I’M WAY AHEAD OF YOU BABY” (2:27) [Studio BMI—Stewart, Mosley] Sunny rockin’ leaves no doubt as to the deck’s market.

Cash Box—April 6, 1963
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<tr>
<td>BOBBY VINTON</td>
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<td>&quot;OVER THE MOUNTAIN (ACROSS THE SEA)&quot;</td>
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<td>ROLF HARRIS</td>
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<td>&quot;SUN ARISE&quot;</td>
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<td>SHIRLEY RAY</td>
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<td>&quot;WHY DON'TCHA COME HOME&quot;</td>
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<td>RICHARD &quot;POPCORN&quot; WYLIE</td>
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<td>HERB ELLIS and The ALL STARS</td>
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<td>&quot;GRAVY WALTZ&quot;</td>
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<td>5-9576</td>
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<tr>
<td>MARPESSA DAWN</td>
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<tr>
<td>&quot;MANHA DE CARNAVAL&quot;</td>
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<tr>
<td>(From the Original Sound Track of &quot;BLACK ORPHEUS&quot;)</td>
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<td>BOBBY GREGG</td>
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<td>&quot;THE DRUMMER MAN&quot;</td>
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<tr>
<td>DONNA LYNN</td>
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<td>&quot;OH I'M IN LOVE (WITH GEORGE MAHARISI)&quot;</td>
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<td>5-9580</td>
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<tr>
<td>GEORGIA GIBBS</td>
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<tr>
<td>&quot;I WILL FOLLOW YOU&quot;</td>
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<td>JIMMY KELLY and the OP BIRDS</td>
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<td>&quot;THE OP SONG&quot;</td>
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<td>5-9582</td>
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<tr>
<td>THE SINCERES</td>
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<tr>
<td>&quot;OUR WINTER LOVE&quot; c/w &quot;KOKIE OOKIE&quot;</td>
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Box — April 6, 1963
BEVERLY WARREN  (United Artists 543)  
(B+)  “IT WAS ME YESTERDAY”  (2:30)  [Trio BMG—Greenwich, Ragavoy]  
[Leeds-Buckley-Scott]  production  teen-ballad portion,  featuring  a  poignant  stilt  by  the  songwriter  and  a  pretty  plaintive,  lush  softie  orch-chro- 
rus backdrop,  can  develop  into  something  else.  
(B)  “LIKE  A  MILLION  TEARS”  (2:20)  [Trio BMG—Greenwich, Powers]  Kids  can  step  cheerfully  from  this  catchy  
B(p)  (n)  

JULIE GRANT  (Dot 16646)  
(B+)  “COUNTER  ON  ME”  (2:21)  [Leeds ASCAP—Hatch]  This  made-in-England  rock  date is  solidly  in  line  with  
British  U.S.  product.  Lark’s  doo-wop  trio  sticks  to  the  first-rate  number.  Her  orch-chorus  stilt  is  a  
(B)  “THEN  ONLY  THEN”  (2:12)  [Leeds ASCAP—Sim- 
gel, Altman]  Easy-go stand  also  of  interest  to  U.S.  teens.  

RONNIE WOODS  (Everest 2004)  
(B+)  “SUGAR  PART  ONE”  (2:21)  [Carl  Muradi  BMG—Woods  Ronnie  Woods  might  have  a  fast  
moving  song  with  his  hands  with  this  extremely  fast-moving  teen-angled  in- 
strumental  twister.  Trucks  knows  some  clever  moves  about  drawing  the  con- 
tagious  repeating  riff.  Watch  it.  
(B+)  “SUGAR  PART  TWO”  (2:22)  [Leeds ASCAP—Woods]  More  top-flight  bluesy  dancein’  sounds.  This  side  
features  an  effective  organ  backing.  

THE  DEL  VIKINGS  (ABC-Paramount 10425)  
(B+)  “SORCERER’S  APPREN- 
s”  (2:20)  [Atlantic BMG—Ainsfield]  Yet  another  potential  and  its  rock-a-string  backing  go  all  out  in  this 
politically  correct  a  novelty  song  by  the  band  who  has  the  “craziest  gig  in  town,”  that  of  being  a  sorcerer’s  ap- 
prentice.  No  more  than  two  places.  
(B)  “TOO  MANY  MILES”  (2:33)  [Rose  Hill BMG—Herbert]  Effective  Latinish  backbeat  sound  
back  the  song  team’s  ballading  showing.  

LES PAUL & MARY FORD  (Columbia 42754)  
(B)  “MOVE  ALONG  BABY”  Don’t  say  anything  about  that  at  all.  [Deerhaven ASCAP—Paul, Zeller]  
Pop-a-doodle  do,  yett,  looks  like  the  Rooftop  Singers!  “Walk  Right  in” 
smash  with  this  similarly-sounding  effort. 康养  a  lot  too  close  to  the  aforementioned  entry  to  take-off  on  its  own,  but  it  will  be  in  some  
a tone  of  the.  
(B)  “GENTLE  IS  YOUR  LOVE”  (2:36)  [Zeller ASCAP—Zeller]  Tender  country-flavored  balladed  sound.  

BOBBY  &  THE  TEMPS  (ABC-Paramount 10428)  
(B)  “MERRY  LOU”  (2:19)  [Pa- 
ty & Debra PULL]  [Deerhaven ASCAP—Paul, Zeller]  Intriguing  blues-style  stilt  from  the  lead 
sINGER  and  his  fellow  warriors.  Confession  of  an  attention-getting  affair.  Could  move.  Mary  Lou,  by  the  
way,  is  a  girl  to  keep  hoppin’  on.  
(B)  “THE  SHUFFLE”  (2:24)  [Trio BMG—Moore, Buchanan]  This  is  a  bluesy-trio  beat  for  the 
teen dancer.  

JACK LA FORGE  (Regina 277)  
(B+)  “WAGON  WHEELS”  (3:00)  [Ross  [Jennings, Shapiro]  [Bernstein ASCAP—La Forge]  displays  its  steely  keyboard  stylings  on  this  ear-pleasing  up-dating  of  the 
Pete  &  the  Flying  Lovers  classic,  a  beautiful  going  performance  with  a  sprinkling  of  
rock  and  jazz  here  and  there.  Charming  stringing .  
(B)  “WHAT’S  NEW”  (3:15)  [M.  Wittmack  &  Sons ASCAP—  
Haggerty,  Hunter]  The  band’s  newest  love  affair  on  this  rolling  ballad  companion  piece.  Two  programming  
units.  

DICK JACOBS ORCH.  
(B+)  “HEY  HER  HEY  DANCE”  (2:40)  [Poull  BMG—Wilson]  This  is  a  solid,  organ- 
ized  big-band  swinger  aimed  at  the  Top-40  crowd.  A  nameless  voice—called  as  Jacobs’  “friend”—offers  the  effec- 
tive  hey-hey-chant.  A  worthy  go-go-lucky  rocker.  

“COUNTDOWN”  [Merrimac BMG—Tucker]  A  very  tight  work  by  this  band  with  very  good  
xslaved  pizzicati  by  the  maestro’s  crew.  

THE DUBS (Wharley 201)  
(B+)  “YOUR  VERY  FIRST LOVE”  (2:20)  [Coney Island SESAC— 
Salvatore, Cittadino, Wilde]  Songsters,  responsible  for  the  teen-classic  outing.  “Could  This  Be  Magic?”  gives  the  kids  a  fine  rock-ballad  blend  on  the  latest  and  a  much  appreciated  side.  
Gary-Jee  Records  handles  the  label.  
(B+)  “JUST  YOU”  (4:30)  [Coney Island SESAC—Lewis, Lewis]  Easy  Latinish  sound  back  the  crew’s  

AL CAIOLA  (UNITED Artists 556)  
(B+)  “GUNSMOKE”  (2:57)  [Her- 
mans ASCAP—Conry, Spencer]  A  rather  bare  theme  of  TV’s  most  popular  “Gun- 
smoke”  series  is  presented  with  a  commercial  instrumental  sound,  with  the  addition  of  the  label.  Lots  of 
strings  are  around.  
(B+)  “CIAO  (Tipeca Serenade)”  (2:16)  [Reconcilable  differences— 
McMullen, Jerome, Musafir]  Audible  rending  of  an  Italian  melody.  Date  is  named  Ciaola’s  latest  album— 

ARTHUR PrysOwck  (Old  Town 1138)  
(B+)  “YOU  CAN’T  COME  IN”  (2:20)  [Maureen BMG—Moore, Mac- 
beth]  Vocalists,  always  a  strong  point  on  the  romantic  vocal  vehicle,  understandingly  delivers  the  emotional  blues  over  a  guy  who  is  given  a  lot  less  room  but  even  more  if  he  take-up  again  with  his  former  flame.  Easy-go rock-a-string  

(B)  “MY  SPECIAL PRAYER”  (2:23)  [Maureen BMG—Scott]  rock-a-cha sound  which  backs  PrysOwck’s  stilt  concerning  a  fella  who  is  eager-and-willing  to  give  this  back.  

STAN VINCENT  (Felice 711)  
(B+)  “HOT FUDGE SUNDAE”  (2:22)  [Maureen BMG—Peter, Felice]  Singer  Vincent  and  his  combo-chorus  compan- 
ion  have  back  the  label  with  a  made-in-England  rockin’  from  the  New-York-based  

(C+)  “THE  WORLD  IS  ROUND”  (2:19)  [Angie BMG—Peter, Felice]  Medium-Latino  ballad  singer  by  the  songsters.

Cash  Box—April  6,  1963
D. J.'S, DEALERS, OPERATORS, ONE-STOPS:

YOU ASKED FOR IT – HERE IT IS!

RAY CHARLES

SINGING

TAKE THESE CHAINS FROM MY HEART

b/w

NO LETTER TODAY

ABC-10435

DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.

ABC-PARAMOUNT

Flash Box—April 6, 1963
Cash Box—April 6, 1963

PICK OF THE WEEK

Best Bets

THE BROTHERS FOUR (Columbia 56019)
- "RINGING BELLS" (2:49) [Melody-Trail-Gibson] The folkies could have a click here with their joyous, folk-singing style that builds and builds.

ROGER WILLIAMS (Kapp 5227)
- "ON THE TRAIN" (2:12) [Robbins ASCAP-Groho] Familiar section from the "Grand Canyon Suite" gets an unfamiliar Latinish-jazz piano twist that's both gutsy and appealing. Very likely to interest many programmers.

PATTI LABELLE & THE BLUE BELLS (Newtown 56020)
- "DECATOR STREET" (2:45) [ASCAP—Levinson] Gaia do a strutting, groovy, feeling-things-ala-Petit-South Street kind of boogie. Their boogie backing also speaks with a solid teen tongue. Might make it.

THE MAJORITETE (Troy 1004)
- "LET'S DO THE KANGA-BOO" (2:40) [House Of Fortune BMI—Page, Motola] The Majority, who made a heap of territorial noise with "White Levine," can step out on the national level with this up-tempo jumper that sports a few lines by The Little Colonel. Kids'll dig the sound.

GERI HALL (Aico 2692)
- "I CRIED A TEAR" (2:40) [Progressive BMI—Julia] The year's back-pop rebuff for Lavern Baker can be the vehicle for Geri Hall's rise to dual-market hitdom. Time will tell if she can attract the beat-balled ride and the chorus-hushed back delivers it with towersing sincerity.

(B) "MR. BLUES (FOUND A HOME WITH ME)" (2:30) [Saturday, Bit-O-Homey ASCAP] Crew, Bass] Canary do a solid job on the contagious shuffle twist—the recent Dandal Do stand.

BARBARA JACKSON (VeeJay 507)
- "SECOND BEST" (2:20) [Conrad-Finesse BMI—James Gregory] Soul-sounding rock-ca-cha romantic from the lark and her backup musicians. Theme of the affair consists of a note-a-whoop by her to be the top chick in her fella's life.

(L) "INVITATION TO A WEDDING" (2:27) [Conrad-Finesse BMI—James Gregory] Similar to last one but its chart stand similar to a girl who's making a move towards wedding invite that lets her know that her flame is marrying another.

STERLING STRINGS (Sax 5th Ave. 269)
- "CAN'T GET USED TO LOSING YOU" (2:08) [Brenner BMI—Pomus, Schuman] The current Andy Williams (Columbia) sound, with an intriguing Latinish-tag that makes this easy-co hooked in the first half of its time. Plays against an interesting back-beat gimmick.

DON DUKON (June 601)
- "GOING TO THE MOUNTAIN" (2:25) [Lyn Loom BMI—Willis] A current ditty with a plot that has a spooky, rock-lilting tag that's been know-how. Label is handled by Circa.

(L) "I CRIED A SKY FULL OF TEARS" (2:23) [Lyn Loom BMI—Wills] A sad tale and the reading means it this cut.

THE BUCKSHOTOS (Monogram 512)
- "ANIMAL DUS" (2:05) [Ferrigno BMI—Wayne] This is a happy hillbilly-styled novelty that's an outgrowth of an organ Into That seen to animals well-dressed. It'll remind teeners of the old old Mel Blanc.

BETHLEHEM (2:24) (Ronell BMI—Behin, Van Nes, Wayne] Vocalists are deep in the heart of Nashville on this end. Duky's is distributed by Emi Records.

SILAS HOGGEO (Excellor 2231)
- "I'M GONNA QUIT YOU PRETTY RABY" (2:25) [Excellor BMI—Hogan, West] Slow-moving, low-down lament read in a Leadbelly-styled fashion.

BOB HAGGART ORCH. (Command 4030)
- "WHAT'S NEW" (1:55) [Mt. Wittmark ASCAP — Burke, Haggart] Presents another memorable-look ballad with a slick Bossa Nova jazz band reading of the standout evergreen, of which he's been after. First-rate R&B item, just grinning.

THE DALTON BOYS (Swan 2038)
- "SAN FRANCISCO BAY—BlUES" (2:03) [Holms BMI—Fuller] Vocal-horn playing two some presents an infectious folk-styled reading of a delectable old-time-flavored ditty, could catch-over.

(B) "DON'T PLAY THE BANJO ANYMORE" (2:17) [Cherryhill ASCAP—Sparkes] Touching folk-field display by the boys.

CLAUDE THORNHILL ORCH. (Decca 25505)
- "SLEEPY SERRA NE" (2:26) [Sing—Singer, Green] Old instrumental is treated to an ob-so-smooth out by the ved-sweetest crew. Fine lazy afternoon showing is from an LP tagged to the Sound of Claude Thornhill & His Orchestra.

(S) "SNOWFALL" (2:54) [Mutual Music Society] Snowflakes fall pretty in this showing, also from the LP.

Best Bets for commercial use are reviewed by Cash Box.

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POW LOGS AMBASSADORS (King 57211) (2:05) [American BMI—Page] The ages of a young man as viewed by the gal who digs him is described in truthful, honky-ponk terms by the thrust and her instrumental backing, Merits spins.

JUNIOR WELLS (USA 736) (B-1) "EVERY GOODBYE GONE" (2:03) [Bannon BMI—Dixon, Emerson] The vet r&b chapter presents a pot-pot-blow blast on this funky, medium-paced happy blueser. Side has enough good things in it to attract a crew of deejays.

(B) "I'LL GET YOU TOO" (3:00) [Ari BMI—Dixon, Emerson] More fine blues sounds. One of the end Wells dishes up a traditional, soulful taste of heartbreak.

RECOMMENDED REVIEWS

POLKA

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RELIGIOUS

TRAVELING KINGS (Kings 709) "I Know A Min/"My Rock"

ABBOTT BROTHERS (Coral 708) "Do You Love Jesus?"

WHAT COULD I DO” (2:35) [Ari BMI—Dixon, Emerson] More fine blues sounds. One of the end Wells dishes up a traditional, soulful taste of heartbreak.

JESSIE MAY SAPPE (Delden 208) "That's Worried Me" "Near The Cross"

GOSPEL TWILIGHTS (Delden 204) "Moving Up Higher" "Time After Time"
ABC-PARAMOUNT RECORDS

is proud to announce

THE FIRST RELEASE BY

HUGO WINTERHALTER

AND HIS ORCHESTRA

playing

I'LL REMEMBER APRIL

(BOSSA NOVA STYLE)

b/w

SNOWFALL

ABC-10432

Watch For Winterhalter’s New Album!

NOW EXCLUSIVELY ON ABC-PARAMOUNT!

DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.
LENA HORNE (CRC Chapter 3)  
**HE LOVES ME** (1:54)  
(Aldon BMI—Kern) Kern's first song, recorded by Lena Horne, was also the title song of a popular Broadway musical, which became the first musical to win the Pulitzer Prize. This song is a declaration of love and was a significant moment in Lena's career.

**SUMMER BORN** (2:47)  
(Aldon BMI—Arthor, Lober) The song is a sweet declaration of love and promises to make the listener's summer even more enjoyable.

**BRIGHT AND SOLID** (2:55)  
(Aldon BMI—Gombert) A timeless song about being happy and solid in love.

**CHI-CHICO** (2:38)  
(Aldon BMI—Thompson) This Latin-influenced song is a playful and energetic declaration of love.

**JEALOUS** (2:20)  
(Aldon BMI) This song is a humorous take on the classic love song, with a playful twist on the traditional love declaration.

**A MEMORY** (2:07)  
(Aldon BMI—Dixon) A touching song about remembering the good times and the love that endures.

**SURFIN' COME** (1:46)  
(Aldon BMI—Bailes) A fun and carefree love song about the joy of surfing and love.

**RUN, I'LL BE THERE** (2:22)  
(Aldon BMI—Jones) A classic love song about being there for the one you love.

**THE BLUES** (2:18)  
(Aldon BMI—Lee) A soulful love ballad with a bluesy rhythm.

**IF I'M FLYING** (1:59)  
(Aldon BMI—Michel) A sweet and romantic love song about being together.

**LITTLE LILY OF THE VALLEY** (2:30)  
(Aldon BMI—Kolberg) A tender and nostalgic love song about a little lily in the valley.

**THE BIG CHANGE** (2:45)  
(Aldon BMI—Dixon) A romantic ballad about the big changes in love.

**DANCING LADIES** (2:20)  
(Aldon BMI) A playful and lively love song about dancing with your love.

**I DON'T LOVE MYSELF ANYMORE** (2:41)  
(Aldon BMI—Thomas, Gombert) A song about loving yourself and your partner.

**BABY BIRD** (2:54)  
(Aldon BMI—Gombert, Dixon) A tender and touching love song about a baby bird finding its way.

**BABY DO** (2:15)  
(Aldon BMI—Gombert, Dixon) A playful and light-hearted love song about being together.

**THE PARALLELS** (2:05)  
(Aldon BMI) A love song that explores the parallels between love and life.

**WHAT KIND OF GIRL ARE YOU?** (2:30)  
(Aldon BMI—Carper, Campbell) A classic love song about the girl you love.

**DON'T STOP** (2:25)  
(Aldon BMI—Bailes) A heartwarming love song that encourages you to keep going and love each other.

**A LITTLE LITTLE LOVIN'** (2:29)  
(Aldon BMI—Morris, Barrington) A sweet and romantic love song about being together.

**THE BREAKERS** (1:45)  
(Aldon BMI—Gombert) A soulful and romantic love song.

**SURFIN' TRAGEDY** (2:05)  
(Aldon BMI—Gombert) A light-hearted and fun love song about the ups and downs of love.

**MISSESS** (2:30)  
(Aldon BMI—Bailes) A soulful and romantic love song.

**YOU DON'T LOVE ME** (2:19)  
(Aldon BMI) A playful and lighthearted love song about the love you have for each other.

**THE LIVES OF JANET** (2:25)  
(Aldon BMI—Sherwood) A soulful and romantic love song.

**THE HOLLIES** (2:15)  
(Aldon BMI—Bailes) A fun and lively love song about being together.

**THE STONES** (2:20)  
(Aldon BMI—Bailes) A soulful and romantic love song.

**THE QUILT** (2:20)  
(Aldon BMI—Bailes) A playful and lighthearted love song about the love you have for each other.

**THE FRENCHIES** (2:18)  
(Aldon BMI—Bailes) A fun and lighthearted love song about being together.

**THE THOMAS** (2:20)  
(Aldon BMI—Bailes) A soulful and romantic love song.

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ANOTHER CASH-REGISTER RINGER!

TOMMY ROE

THE FOLK SINGER

(b/w COUNT ON ME)

(写的 by-
Merle Kilgore)
Painted Desert
Music (BMI)

ABC-10423

DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.

ABC-PARAMOUNT

BOX—April 6, 1963
A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.  
(Survey Completed to March 27th)

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<th>% of Stations Adding Titles to Prog. Sched. This Week</th>
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<th>Artist</th>
<th>Label</th>
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<td>One Boy Too Late—Mike Clifford—U.A.</td>
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<td>31%</td>
<td>Charms—Bobby Vee—Liberty</td>
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<td>Two Kinds Of Teardrops—Del Shannon—Bigtop</td>
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<td>Foolish Little Girl—Shirelles—Scepter</td>
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<td>Two Faces Have I—Lou Christie—Roulette</td>
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<td>If You Wanna Be Happy—Jimmy Soul—S.P.Q.R.</td>
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<td>I Love You Because—Al Martino—Capitol</td>
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<td>Linda—Jan &amp; Dean—Liberty</td>
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<td>Rev. Mr. Black—Kingston Trio—Capitol</td>
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<td>Tom Cat—Rooftop Singers—Vanguard</td>
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<td>Prima Donna—Glenn Campbell—Capitol</td>
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<td>On Broadway—Drifters—Atlantic</td>
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<td>I Will Follow Him (Chariot)—Little Peggy March—Victor</td>
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<td>A Love She Can Count On—Miracles—Tamla</td>
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<td>22%</td>
<td>They Should Have Given You The Oscar—James Darren—Colpix</td>
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<td>Bony Maronie—Appalachians—ABC Par.</td>
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<td>Surfin' U.S.A.—Beach Boys—Capitol</td>
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<td>Mecca—Gene Pitney—Musicro</td>
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<td>Little Band Of Gold—James Gilreath—Joy</td>
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<td>18%</td>
<td>You Never Miss Your Water—Esther Phillips &amp; Big Al Downing—Lenox</td>
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<td>Nancy's Minuet—Everly Bros.—Warner Bros.</td>
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<td>I'm Movin' On—Matt Lucas—Smash</td>
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<td>This Old House—Jimmy Dean—Columbia</td>
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<td>Hot Pastrami—Dartells—Dot</td>
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<td>13%</td>
<td>You Should Have Been There—Fleetwoods—Dolton</td>
<td>26%</td>
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<td>12%</td>
<td>Today I Met The Boy I'm Gonna Marry—Darlene Love—Phillies</td>
<td>23%</td>
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<tr>
<td>11%</td>
<td>My Heart Can't Take It—Supremes—Motown</td>
<td>29%</td>
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<tr>
<th>Less Than 10% But More Than 5%</th>
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<tr>
<td>What's Wrang Bill—Sue Thompson (Hickory)</td>
<td>28%</td>
<td>Total % To Date</td>
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<tr>
<td>Teenage Dream—Remedios (Phillips)</td>
<td>20%</td>
<td>Total % To Date</td>
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<tr>
<td>Don't Let Her Be Your Baby—Contours (Gardy)</td>
<td>21%</td>
<td>Total % To Date</td>
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<tr>
<td>Insult To Injury—Timi Yara (Liberty)</td>
<td>42%</td>
<td>Total % To Date</td>
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<tr>
<td>That's How Heartaches Are Made— Baby Washington (Sue)</td>
<td>17%</td>
<td>Total % To Date</td>
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PRESENTS
MUSIC FROM THREE GREAT MOTION PICTURES NOMINATED FOR ACADEMY AWARDS:

MUSIC FROM
"TO KILL A MOCKINGBIRD"
Starring Gregory Peck
Eight nominations, including Best Music Score!
The Pulitzer Prize novel that is now a rare and memorable film experience
COMPOSED AND CONDUCTED BY ELMER BERNSTEIN
A/AS 20

THE ORIGINAL SOUND TRACK OF
“DAVID & LISA”
Two nominations!
An unusual love story of two adolescents who find each other while searching for themselves
COMPOSED BY MARK LAWRENCE
Includes jazz impressions of David & Lisa by the Victor Feldman All-Stars
A/AS 21

THE ORIGINAL SOUND TRACK
RECORDING OF
“WALK ON THE WILD SIDE”
Nominated as “Best Song!”
COMPOSED AND CONDUCTED BY ELMER BERNSTEIN
A/AS 4 ST

RECORDS are distributed by MGM RECORDS, a division of Metro-Goldwyn-Mayer, Inc.

Press Box—April 6, 1963
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<thead>
<tr>
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<th><strong>LOOKING AHEAD</strong></th>
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<tbody>
<tr>
<td>1.</td>
<td>LOSING YOU        Brenda Lee (Decca 31478)</td>
</tr>
<tr>
<td>2.</td>
<td>THE FOOL          Jamie Coo (Bijtop 3119)</td>
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<tr>
<td>3.</td>
<td>HAMBONE           Red Saunders (OKeh 7166)</td>
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<td>4.</td>
<td>BONY MARONE       Appaloosas (ABC Paramount 10419)</td>
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<tr>
<td>5.</td>
<td>ANN MARIE         Belmonts (Skelino 509)</td>
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<td>6.</td>
<td>HELLO WALL #2     Ben Caldwell (MGM 13122)</td>
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<tr>
<td>7.</td>
<td>THE LOVE OF MY MAN Thelma Kaye (Sonoral 2004)</td>
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<td>8.</td>
<td>ETERNALLY         ChanteLes (Ludix 101)</td>
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<td>9.</td>
<td>CALL ME IRRESPONSIBLE Frank Sinatra (Reprise 1916) Jack Jones (Kapp 516)</td>
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<tr>
<td>10.</td>
<td>THE BOUNCE        Olympics (Tri-Disc 106)</td>
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<td>11.</td>
<td>THEME FROM LAWRENCE OF ARABIA Forrests &amp; Tatcher (United Artists 563)</td>
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<td>12.</td>
<td>MOTHER, PLEASE    Jo Ann Campbell (Cameo 249)</td>
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<td>13.</td>
<td>HOT PASTRAMI      Dorsettles (Det 16853)</td>
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<tr>
<td>14.</td>
<td>RONNIE, CALL ME WHEN YOU GET A CHANCE  Shirelles (Cupolix 482)</td>
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<tr>
<td>15.</td>
<td>TURN BACK         Jerry Jackson (Kapp 511)</td>
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<td>16.</td>
<td>NANCY'S MINUET/ SO IT WILL ALWAYS BE Every Bros. (Warner Bros. 5246)</td>
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<tr>
<td>17.</td>
<td>THE ROSY DANCE    Johnny Thunder (Diamond 133)</td>
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<tr>
<td>18.</td>
<td>DIANE             Joe Harmon (Kapp 521)</td>
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<td>19.</td>
<td>REVEREND MR. BLACK Kingston Trio (Capital 4951)</td>
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<tr>
<td>20.</td>
<td>DON'T LET HER BE YOUR BABY Contours (Gordy 7016)</td>
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<tr>
<td>21.</td>
<td>WHATEVER YOU WANT Jerry Butler (Veejay 466)</td>
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<td>22.</td>
<td>I CAN TAKE A HINT Miracles (Tama 54078)</td>
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<td>23.</td>
<td>THE BIRD          Dutones (Columbia 42657)</td>
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<td>24.</td>
<td>WHAT A GUY        Raindrops (Jubilee 5444)</td>
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<td>25.</td>
<td>SHE'LL NEVER, NEVER LOVE YOU (LIKE I DO) Teresa Brewer (Philips 40095)</td>
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<td>26.</td>
<td>BABY, COME HOME TO ME irl Ives (Decca 31479)</td>
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<tr>
<td>27.</td>
<td>SKIP TO M'LIMBO   Ventures (Dot 68)</td>
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<td>28.</td>
<td>BLUE              Jack Reno (Det 1243)</td>
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<tr>
<td>29.</td>
<td>INSULT TO INJURY  Timi Yuro (Liberty 55553)</td>
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<tr>
<td>30.</td>
<td>SHE'S NEW TO YOU  Molly Bee (Liberty 55540)</td>
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<tr>
<td>31.</td>
<td>EL WATUSI         Roy Barretto (Tico 417)</td>
</tr>
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<td>32.</td>
<td>THERE'S NO END    Ed Townsend (Liberty 55542)</td>
</tr>
<tr>
<td>33.</td>
<td>MY LITTLE GIRL    Crickets (Liberty 55540)</td>
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<tr>
<td>34.</td>
<td>CASTAWAY          Hayley Mills (Vista 404)</td>
</tr>
<tr>
<td>35.</td>
<td>THE DOG           Rufus Thomas (Stax 130)</td>
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<tr>
<td>36.</td>
<td>STING RAY         Routers (Warner Bros. 5349)</td>
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<td>37.</td>
<td>SEAGREEN          Vice-Rays (Bethlehem 3045)</td>
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<td>38.</td>
<td>ISLAND OF DREAMS  Springfields (Philips 40099)</td>
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<tr>
<td>39.</td>
<td>THIS OLE HOUSE    Jimmy Dean (Columbia 42738)</td>
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<tr>
<td>40.</td>
<td>DANCE WHAT YOU WANNA Johnny Taylor (Dot 101)</td>
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<tr>
<td>41.</td>
<td>TEENAGE DREAM     Remotes (Philips 46097)</td>
</tr>
<tr>
<td>42.</td>
<td>PLAY THOSE OLDIES, MR. D. Anthony &amp; Supernovas (Mercy 721)</td>
</tr>
<tr>
<td>43.</td>
<td>TWO KIND OF TEARDROPS Del Shannon (Bijtop 3143)</td>
</tr>
<tr>
<td>44.</td>
<td>LITTLE BIRD       Pete &amp; Jelly Trio (Ave 116)</td>
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<tr>
<td>45.</td>
<td>GOT YOU ON MY MIND Cookie &amp; Cupcakes (Chess 1148)</td>
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<tr>
<td>46.</td>
<td>STILL             Bill Anderson (Decca 31458)</td>
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<tr>
<td>47.</td>
<td>ONE BOY TOO LATE  Mike Clifford (United Artists 548)</td>
</tr>
<tr>
<td>48.</td>
<td>PUSHOVER          Etta James (Argo 5427)</td>
</tr>
<tr>
<td>49.</td>
<td>YOU SHOULD HAVE BEEN THERE Floatwoods (Dot 74)</td>
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<tr>
<td>50.</td>
<td>WHERE ARE YOU GOING, LITTLE BOY Zip &amp; Zippers (Pogont 607)</td>
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THE SHAPIRO, BERNSTEIN ORGANIZATION

is pleased to announce the appointment of

**Emil LaViola**

GENERAL MANAGER OF
SHAPIRO, BERNSTEIN & CO. INC.
AND HIS ELECTION AS
VICE PRESIDENT OF
PAINTED DESERT MUSIC CORPORATION

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Seven Eleven Music Corp.
Painted Desert Music Corp.
North & Son Music, Inc.
Sheffield Music Corp.
The Barclay Music Corp.

666 Fifth Avenue, New York 19, Circle 7-3553

Cash Box—April 6, 1963
### Top 100 Albums

**Top 50**

<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Year</th>
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<tbody>
<tr>
<td>1</td>
<td>West Side Story</td>
<td>Frank Sinatra</td>
<td>Columbia</td>
<td>1957</td>
</tr>
<tr>
<td>2</td>
<td>Movin'</td>
<td>Dean Martin</td>
<td>Capitol</td>
<td>1958</td>
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<tr>
<td>3</td>
<td>Songs I Sing In The Jackies Gleason Show</td>
<td>Frank Sinatra (ABC Paramount ACS 47252)</td>
<td>Capitol</td>
<td>1959</td>
</tr>
<tr>
<td>4</td>
<td>Fly Me To The Moon</td>
<td>Joe Hendon</td>
<td>Capitol</td>
<td>1955</td>
</tr>
<tr>
<td>5</td>
<td>Wooly Willy</td>
<td>Andy Williams</td>
<td>Columbia CS 6069</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>So Long, I'Ll See You</td>
<td>Stan Getz &amp; Charlie Byrd</td>
<td>Verve YV 8432</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>1962's Greatest Hits</td>
<td>Billy &quot;Bo Diddley&quot;</td>
<td>Dot DL 3559</td>
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</tr>
<tr>
<td>8</td>
<td>Lawrence Walk</td>
<td>&quot;Buddy&quot; Holly</td>
<td>Concord SCP 144</td>
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<tr>
<td>9</td>
<td>Lawrence Of Arabia</td>
<td>Harry Manfred</td>
<td>Columbia CS 8713</td>
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<tr>
<td>10</td>
<td>Since I Met You</td>
<td>Tony Bennett</td>
<td>Columbia CS 8649</td>
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</tbody>
</table>

**Compiled by Cash Box from Leading Retail Outlets**

- Indicates Strong Upward Move
POPULAR PICKS OF THE WEEK

"SOUTH STREET"—Orlons—Columbia C16141
The Orlons tag this new LP entry from Columbia after their current blockbuster, "South Street," and include with it eleven other solid, upbeat vocal items. Here a group full of teenage dance session guaranteed to pull plenty of coin. The chancers have a free-swinging delivery that comes off as the title tune, "Missister Sandman," "Musk Rat Ramble" and "Walk Right In." Watch this one go up the hitsville path.

"JUST FOR YOU"—Gene Pitney—Musicor MS6004
Gene Pitney, who is currently striking paydirt with his chart-riding single "Mecca," includes it here in this new Musicor LP outing geared for teenage enjoyment and dancing. The wailer slips easily from up-tempo thumpers to soft-best ballads in the same free-swinging manner that has made him a constant best-seller. Slick sides here include "Tearin' By Tearin' By," "Don't Let The Neighbors Know," and "Time And The River." The disk looms as a sure-fire chart item.

"BABY WORKOUT"—Jackie Wilson—Brunswick 50319
The Brunswick hitmaker, who is currently enjoying one of his biggest single hits in quite a while with "Baby Workin'" can also get in the built-in sales acceptance of the single to tag this new LP, which has been handled by Gil Askey have come up with some exciting arrangements tailor-made for the songster's distinctive, rhythmic style of singing. Among the best tracks here are "You Only Live Once," "It's All My Fault" and "Now That I Want Her." Sure-fire chart item.

"AS LONG AS SHE NEEDS ME"—Sammy Davis Jr.—Reprise RPL 4107
Sammy Davis Jr., who is still making chart inroads with his "Coconut Grove" LP comes on with a strong second stanza here tagged after his current click single, "As Long As She Needs Me." The versatile chanteur gives a powerful personal interpretation of the classic Bert Kafig material from "Oliver!" and potently delivers such goodies as "The Tender Trap," "We Kiss In A Shadow" and "Climb Ev'ry Mountain." The disk could be another blockbuster for the songster.

"WATERMELON MAN"—Mongo Santamaria—Battle 6120
Mongo Santamaria, who is currently riding the charts with his record-setting hit of "Watermelon Man," tags this premiere Battle LP outing after the biggie. Santamaria's warm, distinctive conga style carries him in good stead as he goes through eleven other Latin-flavored jazz selections with pulse and power. Best tracks here include "Funny Money," "Get The Money" and "Love, Oh Love." Disk has enough built-in acceptance to score in both the jazz and pop markets.

"HIS GREATEST HITS"—Johnny Crawford—Del-Fi DFLP 1229
In the short span of a year and a half Johnny Crawford has built up a solid reputation as a consistent teen market favorite. All of the talented young thespian-chanter's many fans surely dig this top-notch session including his biggest singles hits. Crawford gives his expected polished delivery on such past triumphs as "Rumors," "Your Nose Is Gonna Grow" and "Cindy's Birthday." Eye the album for rapid acceptance.

"THE ADVENTURES OF NEWBOLD FLOUND AS THE INCOME TAX MAN"—Various Artists—Sammie MGS 27282
As "that day" (April 15th) rolls around once again this laugh-filled income tax LP offers some stinging and pragmatic taxes might well pick up some quick loot. Larry Gore has written and created all the material here which satirizes a group of well-known luminaries, Andrew Duncan, who stars as an intrepid internal revenue man, is superb as are other players. The broad scope of the subject matter gives the session wide appeal. Sales could skyrocket.

"MY FOOLISH HEART"—Dimensions—Coral CRL 57430
Perhaps one of the most important things in today's commercial business is originality. The Dimensions, who are currently clicking with "My Foolish Heart" (this album's tag), have shown that they possess that which is so vital an asset. The group's teen-oriented, potent sound is aptly spotlighted on this new Coral LP outing. In addition to their current hit the crew turns in winning readings of "Over The Rainbow," "As Time Goes By," and "Young At Heart." Disk seems destined to pull plenty of coin.

"50 GUITARS GO COUNTRY"—Tommy Garrett—Liberty LSP 23613
Tommy Garrett has earned many laurels in the past with his previous guitar packages, and this new session going a fine group of country evergreens should develop into a chart item in no time flat. The nineteen tracks have slender been an integral part of the country tradition and the Garrett group superably explores that warm, soulful Nashvillian country music of the past. Highlights of the set include "I Can't Help It," "Just Out Of Reach" and "Oh Lonesome Me."
NEVER BEFORE RELEASED . . . A BRAND NEW HIT!

by PATSY CLINE

BACK IN BABY’S ARMS

c/w

SWEET DREAMS

(OF YOU)

31483

ALL OF PATSY’S LATEST AND GREATEST ALBUMS

on DECCA RECORDS naturally!

Cash Box—April 6, 1963
"THE BIG IS ALL-TIME GREAT MARCHES"—Paul Lavalle—MGM E1141
Paul Lavalle, who contributed to the popularity of band music with his Band of America radio program, plays 18 of the most popular marches around on this new MGM outing. The orchestrations are so grand as to be rivaled only by the March King himself. Lavalle is heard here in masterful form as he leads the 72-piece pit to a well-assembled and magnificent interpretation of these fine old favorites. Lyrical and stirring, this recording is sure to be a hit with all marching band enthusiasts.

"ALBUM REVIEWS"

"MANY HAPPY RETURNS OF THE DAY"—MGM E087
Here is a happy-go-lucky tune-filled session of standards geared for listening and singing for all pleasure with orchestra and chorus conducted by Richard Wolfe. The selections on this MGM package which includes holidays, graduations, weddings, etc. are "My Funny Valentine," "Easter Parade" and "Hawaiian Wedding Song." The all-star cast here are "Sweet Leilani," "Mimol and Makaha.'

"ENCHANTMENT FROM HAWAII"—Hawaiian Islands—Camco C 1035
The soft, free-flowing, gentle strains of Hawaiian music have been here to stay for years. "Capt. Cook" discovered the romantic islands almost two hundred years ago. On this top-flight, authentic set the Hawaiian Islands are displayed in a delightful tune utilizing the traditional combination of the ukulele, steel guitar and native percussion. Among the best tracks are "Sweet Leilani," "Mimol and Makaha.'

"WALTER WANDERLEY'S BRAZILIAN ORCHESTRA—Capitol ST1856
Despite the plethora of bossa nova albums currently on the shelves and counters, there continues to be a yearning for the bossa nova LP's, some of which have merit, and others which are mere imitations. This authentic set of musical Brazilia is filled with Easterners' best bets here are the skills of Walter Wanderley who deftly handles these subtle and subdued rhythms. The orchestra gets some smooth and effective instrumental and vocal backing here on "Labareda," "Volta Ja" and "O Poema Sato Vida." Disk is an excellent bossa nova entry.

"SHLOMO CARLEBACH AT THE VILLAGE GATE"—Vanguard VRS 9116
Shlomo Carlebach is a rare bird indeed. In those days of gimmick folk singers and commercially-oriented performers, it is extremely delightful to find a new sincere, ethically-artist, Carlebach, who is an ordained rabbi, communicates all the warmth and simplicity of life on this impressive collection of self-penned soul songs cut live at Gotham's Village Gate. Among the better tracks here are "Open The Gates," "Arise" and "Have Money." An artist to watch.

"ORIGINAL SURFIN' HITS"—Various Artists—Crescendo GNP 841
Here is an attractively packaged set of "Surfin'" hits from Crescendo by a variety of artists playing this teen-aged music. Sparkled by West Coast artists, the popularity of surf's rhythms is rapidly moving eastward. Best bets here are "Swingin' Piper Soul" by the Soul Kings, "Surf Bird" by the Breakers, and "I'm Surfin'" by Jim Waller and the Deltas. Loads of dancing pleasure to be had here.

"SONGS FROM THE GARDEN OF ALLAH"—Yaffa Yarkoni—Epic LF 18025
The Yarkon family, who are becoming increasingly popular in the U.S. these days through the wide-spread growth of oriental night clubs. On this high-spirited Epic disk Yaffa Yarkoni, a native Israeli, displays an exciting emotion-charged vocal style as she offers a fine sampling of Hebrew, Greek, Algerian and Turkish items. While backed by the Trio Bel Canto the Yarkins' talents ring forth in fine style on "Nina Nai," "Mustapha" and "Migual Bode.

"HOWDEE"—Cousin Minnie Pearl—Starday SLP 224
"Cousin" Minnie Pearl, who has been holding forth at the Grand Ole Opry with her own special brand of rural humor, comes up with a new laugh session on Starday. The comedienne can evoke laughter from even the most sophisticated here as she premieres a new bag of charm and wit on a variety of topics. Plenty of laughable enjoyment to be had here for the hillbilly's many admirers.

"SING OUT BIG"—Troubadour Singers—Horizon WP 1611
With the current revival in folk music this delightful Horizon outing featuring the Troubadour Singers, a madrigal group of Long Beach College students reading some of the most popular folk tunes in recent years might well create some excitement. The crew displays a sincere, sensitive approach to the folk style as they sing "Cottonfields," "Lemon Tree" and "On Top Of Old Smokey." Loads of airplay potential here.

"QUICK DRAW McGRAW"—Original TV Soundtrack Voices—Colpix CP 203
Quick Draw McGraw, one of the laughable TV cartoon characters musical, gets into his usual difficulties here on this Colpix disk aimed at the younger set. Plenty of entertainment for the kids here as the inventive minds of the cartoonists involve the characters in a host of amusing situations. Suits included here are "In The Picnic Of Time," "Slippery Glass Slipper" and "El Kabong Strikes Again.

"LA EXCITANTE"—Adilia Castillo—Seece SCLP 92500
Adilia Castillo, a Latin lark with a highly stylized vocal delivery, shows up to her betters on this album entry from Seece. The thrust displays wide-range vocal charms that transcend the traditional Spanish-speaking audience for which this Colpix LP is primarily geared. The songstress effectively handles both as she wisely delivers these rhythmic Latin tunes. Included here are "Angelita," "Adios," "Que Vale Mas" and "No Me Vayas A Engañar.

"THE SONGS OF MARK SPOELSTRA"—Folkways FA 2144
Once in a great while a new folk-blues singer comes along who deserves special attention. Such an artist is Mark Spoolstra. The young charter-guitarist who makes his recording debut with this album displays sensitivity to folk-blues material. While playing a twelve-string guitar, accompanied by Spoolstra, whose voice is spotlighted on such fine items as "The Times I've Had," "Deep Blues Sea Blues" and "Slip Knot." Folk buffs should really dig the session.

"THEME FROM THE LONGEST DAY"—Niklos Andriano—Diplomat 2284
Niklos Andriano conducts the soundtrack orchestra for this Diplomat version of the music from the "Longest Day" film. Opening with Paul Anka's version by this orchestra, the orchestrer follows up with the significant themes that identify the events of the "Longest Day." An evocative 'symphonic' proportion, with lots of drums and brass in the foreground contribute much to dramatic effect.
THE KINGSTON TRIO #16
From the fastest-selling album in Kingston Trio history comes the fastest-selling single in Kingston Trio history!

REVEREND MR. BLACK
b/w One More Round #4951

*Picked to be a hit by Billboard, Cash Box, Music Reporter, Music Vendor & Variety!
“BLUE GENES” — The Three Sounds — Verve VS513

Here is a potent jazz offering from Verve by The Three Sounds that has all the built-in success ingredients to send it straight to the best-seller lists. Gene Harris (piano), Bill Dowdly (drums) and Andrew Simplex play notes that display a whole lot of musicianship and subtly blend the modern jazz idiom with a pleasant adherence to the melodic line. Plenty of ear-arresting listening here as the boys unleash their instrumental talents on "Autumn In New York," "Blue Genes" and "Red Sails In The Sunset." Jazz buffs will surely dig the set.

“JAZZ NOVA” — Paulo Alencar And His Brazilian All-Stars — Ato 33-143
Since the start of the bossa nova craze last fall there have been countless albums released utilizing the Brazilian rhythms. Some of these LP's were first-rate but they all had one thing in common: they featured an American band of Brazilian music. Now Paulo Alencar and his sextet has come up with a superlatively set using the same improvisations, rhythmic patterns and percussion effects as the modern Brazilian jazzmen. The sounds here are strictly jazz and the contagious arrangements give the group ample opportunity to walk. The crew shines on "Ideas," "Hello Americas" and "Why Do I Remember."

"LUIZ BONFA PLAYS AND SINGS BOSSA NOVA" — Verve VS522

Luiz Bonfa, who received international acclaim for his magnificent scoring of the film "Black Orpheus," has become a pioneer of music's newest media, the bossa nova. The composer-guitarist-singer wrote nine of the melodies included here and co-wrote some of the others. The artist is a superb spokesman in the language of the bossa nova and this new Verve offering should win him hordes of admirers. Top-drawer sides here are "Adoles" and "Ven So." Kudos to Lalo Schifrin and Oscar Castro Neves for the instrumental backing.

"OUT!" — Jack Sheldon & Quartet — Capitol ST1081

This off-beat session of vocals and trumpet solos by Jack Sheldon is a happy combination of jazz, pop and wit geared for jazzophiles. The trumpet cleverly creates a tongue-in-cheek atmosphere on these tunes that comes off well. With some first-rate assists by Shelly Manne, Herb Ellis and Jack Marshall, the set gets up with some top-notch versions of "Love For Sale," "By Strauss" and a Sheldon original tagged "Dondelion."

"ELDER DON" — Don Wilkerson — Blue Note 4121
Don Wilkerson, who created quite a stir in jazz circles a while back with his first Blue Note session, opens his talented tenor sax full-blast on this, his second release. This time out the artist is teamed up with Grant Green on guitar, Johnny Acea on piano, Lleed Tretman on bass and Willie Bobo on drums. Wilkerson's approach combines basic blues progressions, Afro-jazz and a potent "Lone Star Shuffle" and "Poor Butterfly." A talent to watch.

CLASSICAL PICK OF THE WEEK

BELLIINI: La Sonambula, Joan Sutherland, Richard Bonynge-Conductor—London 1935-1000

The Met Prima Donna adds to a growing list of personal triumphs with this performance of Bellini’s "La Sonambula," which was recently performed for the first time in 20 years. An abrupt departure from tragedy and heroics, "The Sleep-walker" is a pleasant tale and the soprano does an outstanding job in the title role. With the orchestra and chorus of the Maggio Musicale conducted by Richard Bonynge, and the superb voices of Miss Sutherland, Fernando Corena, Nicola Monti and Margreta Elkins, this much neglected work is beautifully revived.
World Wide Programming Corporation announced a 20-hour seminar, "The 17-Year Big Personality," with George Lorenz, that will be broadcast on Pittsburgh's WEEP starting the first week of April. The seminar will be accompanied by a special program, "Round Dog Show," featuring Dick Cobo. Tony Southern will draw personalities from Los Angeles, Tony Southern will draw personalities from Los Angeles, and other stars will be added to the show.

A big event was held in Los Angeles in the Los Angeles Sports Arena, where a crowd of 30,000 showed up to watch the 17-year old youth in a 20-hour marathon. The contest was broadcast on all local networks, and the broadcast crews from across the country were on hand to cover the event. The broadcast was the first of its kind in the history of television, and it set new standards for the industry.

Another notable event was the announcement of the 31st Annual Meeting of the American Red Cross. The meeting was held in Chicago, and it attracted a large attendance of people from all over the country. The meeting was held to discuss the work of the American Red Cross and to plan for the future of the organization.

One other event that should be noted was the announcement of the 1967 NFL Draft. The Draft was held in New York City, and it was the first of its kind in the history of the NFL. The Draft was designed to select the best players from the college ranks and to bring them into the NFL. The Draft was a huge success, and it set new standards for the NFL.
NEW YORK:

Nina Simone, currently out with an LP tagged “Nina’s Choice,” (Colpix) will fill every major market, Dottie West just out with first (Victor) release “More Than 1 Mad Love Letter.” jeans Beach, who made Sunny Gale, newly signed with Riverside, booked into the Brendan 3/4-6. Gale’s debut on Friday, will engage Bill Heine, (Columbia). ... Brenda Lee returns from a European jaunt 4/5; the lark has a new tag “He’s So Heavenly.”

Connie Francis, on a ten-day concert tour of South Africa, was given the annual gold medal award naming her the top female singer around the world by Germany’s Bravo magazine ... Joe Petralia buzzes that Arlene Casey’s “Bossa Nova Scoria” (Spiral) is a breakthrough in Flin, Mich, and that the lark-comedians will do a guest shot on the Brad Davis TV show from Hartford; Joe also mentioned that the advance reservations for Tony Bennet’s stint at the Town & Country are phenomenal. The Brothers Four departed 3/25 for a month-long concert tour of Europe during which time they’ll plug their upcoming release “The 50 Days of Peking” (Columbia). Swen Svenson of the “We Three” has been signed with Wm. Morris.

London’s Paul Robinson writes that George Brown opened to rave reviews at the Blue Angel where she does a midnight show every night. Brown is the first to play the vaudeville performance, and that the lark will soon have a new single and LP. ... Things are really heating up at the London Diamond desk with what the chart action on Johnny Thunder’s “The Thunder Is Dancin’” ... Charlie Russo’s “Preacherman” and the new LP excitement centered on “Row, Row Your Boat” (Columbia) ... Al Diamond pasted little Julian’s “The Happy Song.” ... The Craft disk Larry for “The Gospel Child” with the upcoming coupling has been dubbed “_refined” ... “T.J.” Johnson droved over the “Emma McRae” chart and the new record “Emma McRae” is a hit in Westchester, and L.L. with Sigma 7 Productions. ... Wanda Jackson, the Fabulous, Nancy Baron, the Conquers, and the Stompers all have new releases tucked away in their vaults ... “For a Dancing Girl” ... The Kiddies ... The Laughing cookies ... The Laughing cookies ... The Laughing cookies ... The Laughing cookies ... The Laughing cookies ... The Laughing cookies ...

Cash Box

RECORD RAMBLINGS

Cash Box

GEORGIA BROWN

ANDRE PREVIN

ANDRE FRANCIS

FRANKIE LAINE

CASH BOX

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NINA SIMONE

JACK LOFARO
Sweeping The Nation From Coast To Coast!

SURFIN' U.S.A.
b/w Shut Down #4932

The Beach Boys

The Album That Started The Surfin' Rage!

(S)T-1808

Cash Box—April 6, 1963
HOLLYWOOD:
Lenny Salidor, National Promotion Director for Decca Records in town for confab with local Decca office and seeing the local disk jockeys...Rusty Warren, Jubilee's female com- pany star opens this Tuesday at Gene Norman's Crescendo...Evel Rob- erts, Redent Records back from a promotion trip on "I Wanna Be Your Lover" by Diane Edmond which is getting chart action..."The Good Life" by Kathy Reagan on the Malibu label getting tremendous airplay up and down the West Coast...Nate Duroff of Monarch Records is an- swering to the name "Graups" these days, Lt. Sanford Duroff and his wife are the proud parents of a baby girl, Deborah Irene...Again in the trade department, Everest General Manager Murray Cohen and wife wel- comed a boy, Steven, Saturday, March 23...Ral Donner plans to move into Holly- wood last Wednesday for a Reprise Records recording session with A & R representative, James Bowen producing the single session...Doe Anderson contender, Andre Pre- vin and his wife Dory Langdon have started composing the score for their first Broadway musical, "Diamond Bikini," which will be produced by the Theatre Guild next season...Bill and Jack Wenzell report their latest Downey production, "Pipeline" by the Chantattes which is wearing for defi- nite top ten everywhere. Dot is hand- ling the national distribution...Patti Page cutting her first album for Columbia Records during her four week engagement at the Flamingo in Las Vegas. Singer has also just been signed for a May 15 guest shot on the Bob Hope TV show...Clint Walker moving into the composer field has completed a song in collabora- tion with wife how titled "I'll Wait For You." Walker introduced the song last week during his appear- ance at a Phoenix rodeo...KMPC's Ira Cook received an award from the Polishian Society for his outstand- ing contribution in popularizing Ha- waiian Music...Warner Bros. has released "Hit Movie Songs From The Exotic Islands," new LP by the Sur- fers, Hawaiian quartet currently starring at Duke Kahanamoku in Honolulu...Reprise Records has signed country and western recording star Del Reeves as part of its planned expansion into country & western music...Frankie Laine recorded his first single record in more than five years for Columbia Records, song was "Don't Make My Baby Blue"...Liberty recording artist, Johnny Mann has been set to provide a mit of Mann singers to backstop Vince Edwards during his Riviera Hotel, Las Vegas date, opening 4/5 for three weeks...Garnering heavy West Coast air- play is the new album, "Hawaii and I," featuring Jack La Forge on the piano and Hammond organ...Jen- nie Smith has been set as the reg- ular female vocalist on "The Steve Allen Show," by producer, Milt Hoff- man...Ford Lile, San Francisco deejay, plans to resume his acting career and has commissioned Russ Garcia to handle production of an album he will record...Andy DiMartino has inked Betty Turner for Coast-based Cresent Records. First release is "Blue Star,"...Fredrick Martin has returned to Capitol Records as a contractor. His first single effort, "Carrot Top," was arranged by Jimmie Haskell...The Arthur Edy Public Relations Agen- cy is handling TV & radio promotion for "Under The Yum Yum Tree" and "Pajama Tops," Zev Bodman-Stan Seiden stage productions...Joanie Sommers, Warner Bros. and night club singing star, was guest on "Bal- lance "Teen Topics" March 21...HERE AND THERE:
Cumeo - Parkway actor-singer Bobby Rydell makes his screen debut in "Doo Girl Birdie" which premiers in New York's Radio City Music Hall this week 4/4, Ted Kellem set that hot Columbia disks here are "Black Bottom" and "Sad Sad Boy" by the Dream Lovers, "Here I Stand" by the Rip Chords, "The Bird" by the Duotones, "Poppa" by Ray Conniff, and "Soda Pop" with Bill Doggett...In the Ed Barsky ballistic the new and exciting entries are "Tears On My Pillow Tonight" by George Martell and "Love" by the Craftys with Bobby Vee's "Charmed" continuing to be a blockbuster...Lots o' luck to Sue Ronson, the Heller distrib's newest promo gal who'll handle the Hickory line...Heller's Ella Robinson info's the hot ones here are "Missing On The Mount" by Tommy Dee (Fike), "After Last Night" by the Ribbons, (Marsh), and "Jazzberry Jam" by Googe Rene (Class).

National Breakout!
"From A Jack To A King"
Ned Miller
Fabor FLP #1001

Hot Singles
"One Among Many" b/w "Burning Desire" b/w "The Man Behind The Gun" by Ned Miller by Wade Ray Fabor #116 Fabor #115

Record Company 2609 W. Olive St. Burbank, Calif. Phone: 846-4744

Cash Box—April 6, 1963
METRO-GOLDWYN-MAYER PRESENTS

IT HAPPENED AT THE

WORLD'S FAIR

A TED RICHMOND PRODUCTION

ELVIS

HIS BRAND-NEW ORIGINAL SOUND TRACK RECORDING

FROM THE MGM MOVIE SOUND TRACK
"IT HAPPENED AT THE WORLD'S FAIR"

LPM/LSP-2697

ORDER BIG...ORDER NOW! RCA VICTOR

The most trusted name in sound
THE ORIGINAL SMASH HIT!

"LITTLE BIRD" IS BY
THE PETE JOLLY TRIO AND FRIENDS
C/W
FALLING IN LOVE WITH LOVE
C-116
AVA RECORDS

ALSO A SMASH HIT ALBUM!
LITTLE BIRD
THE PETE JOLLY TRIO AND FRIENDS
A/AS-22

AVA RECORDS

Ava Records are distributed by MGM Records

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ALBUM PLANS

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

ATLANTIC & ATCO
On Ray Charles & Bobby Darin LP's: 1 free album with each 2 purchased, with 30-60-90 days deferred billing to qualifying dealers. 15% discount on all other LP's. Expires: April 30.

ARGO, CHESS, CHECKER
20% free merchandise deal. Expires: April 30.

CAPITOL
"Greenback Dollar Days"—Consumers get any Capitol Trio album for $1 if they buy another at the regular price. Dealers get one LP free for each one purchased at the regular price. Deferred billing. Expires: May 31.

COLPIX
"Ring Along with Jack Pinn"—Special deal when purchasing 7 albums in plan. Expires: May 16.

DOT
"Billy Vaughn Month"—15% discount on all Vaughn LP's: 30-60-90 dated billing. Expires: April 31.

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

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

LIBERTY
"Follow the Whale Leader"—15% discount take off the face of the invoice on all dealer orders of Liberty & Dolton product; 100% exchange privilege, with merchandise exchangeable after July 1, 1963; payments: 1/4 April 10, 1/4 May 10.

NASHBORO
Buy-3-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

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

PRESTIGE
15% discount on 10 of the label's top-selling LP's; 10% discount on rest of catalog. Expires: May 31. New Lightnin' Hopkins LP on Bluesville at a 15% discount. Deal ends April 10.

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

SELECT
10% discount on "Who Stole the Keekee?" LP by the Mattox Bros. Described as limited time offer.

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

King Re-Inks Lattie Moore

CINCINNATI—King Records has re-signed country chanter Lattie Moore to a new exclusive recording contract. Additionally, the label has released a new Moore single tagged "Just About Them" and "Out Of Control." Standing (left to right) in the above pic are Ray Starr, King country A&R man, Moore, Hal Neely, the label's general manager, and Jimmy Logsdon, King artist and country deejay on WCKY-Cincinnati.
DEALERS: BUY 10 GET 1 FREE!

MAKE BIGGER PROFITS ON DOOTO

Dooto's Current RED HOT HITS!

Sizzling Single! "I FOUND SOMEONE" The Crusaders #472

DOOTO RECORDS 9512 So. Central Ave., L.A. 2, Calif.

EVERYBODY'S SWINGING WITH OUR BIG HOUSE
(THE FLIP SIDE, "I'M NOT ONE OF THEM"
AIN'T BAD EITHER

DURWOOD HADDOCK

Smash Follow-Up to WIGGLE WOBBLE

GARBAGE CAN
LES COOPER
& His Soul Rockers
EVERLAST 5023

2 More Chart Contenders

HOT POTATO
RINKY DINKS
ENJOY 1010

PETER PIPER
LES & GLORIA
ENJOY 1011

DJ's Write For Sample Copies

ENJOY-EVERLAST RECORDS

DURWOOD HADDOCK

NEW ADDITIONS to TOP 100

78—TWO FACES HAVE I
Lou Christie (Roulette 4481)

79—A LOVE SHE CAN COUNT ON
Miracles (Tamla 54078)

80—THE BIRD'S THE WORD
Ravagliani (Liberty 52155)

BATTLE WINNER
"LITTLE LOVED ONE"
KEITH O'CONNOR

#958

STACY RECORDS
CHICAGO 16, ILL.

BLUE
Bill Lindsey (Hillcrest 101)

RUSTY WARREN SINGS
(Jubilee EP 45-2049)

KNOCKERS UP (EP)
Rusty Warren (Jubilee JMG 2029)

CALL ME IRRESPONSIBLE
John Jones (Kapp 3148)

DIANE
Joe Harnell (Kapp 321)

INSULT TO INJURY
Tina Yune (Liberty 55552)

THERE'S NO SUCH THING AS LOVE
She's Just Another Girl
Anthony Newley (London 5019)

HAMBONE
Red Saunders (Okeh 7166)

ISLAND OF DREAMS
Springfields (Philips 40095)

SHE WILL NEVER, NEVER LOVE YOU
(She's Not Like Me)
Tessa Kenn (Philips 40095)

CALL ME IRRESPONSIBLE
Frank Sinatra (Reprise 20,151)

GOING THROUGH THE MOTIONS
Remy Smith (Reprise 20,149)

ANN-MARIE
Belmonts (Decca 563)

THE LOVE OF MY MAN
Theda Kirklor (Seren 2004)

I'M MOVIN' ON
Matt Lucas (Tamla)

HARD HEAD
Louis Jordan (Columbia 936)

EL WATUSI
Ray Barretto (Tico 419)

ONE BOY TOO LATE
Mike Clifford (UA 588)

THEME FROM LAWRENCE OF ARABIA
Ferrante & Teicher (UA 563)

BILL BAILEY
Elke Fitzgerald (Verve 10081)

JUKE BOX OPS' 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
Fronts, Fontanis (ABC 10384)

PARADISE
April Stevens & Nina Tempo (Alto 6248)

CAST YOUR FATE TO THE WINDS
Mel Torme (Atlantic 2183)

THE FOOL
Jesse Brown (Kipit 3159)

MOTHER, PLEASE
Jo Ann Campbell (Comet 249)

REVEREND MR. BLACK
Kingston Trio (Capitol 4951)

PRIMA DONNA
Glen Campbell (Capitol 4925)

GOT YOU ON MY MIND
Cookie & Cupcakes (Chess 1848)

THIS OLE HOUSE
Jimmy Dean (Columbia 42738)

ANDY WILLIAMS (5 PACK)
Cigarettes and Coffee Blues
Marty Robbins (Columbia 42761)

HAPPY BEAT (5 PACK)
Ray Conniff (Columbia 16104)

BABY COME HOME TO ME / ROSES AND ORCHIDS
Burl Ives (Decca 33180)

YES SIREE
Earl Grant (Decca 31548)

MISERLOU
Dick Dale (Dot-Tone 5619)

THE ROSY DANCE
Johnny Thunder (Diamond 132)

HOT PASTRAMI
Driscolls (Dot 16452)

DON'T FENCE ME IN
George Shearing (Epic 9569)

BURNING DESIRE
Wade Ray (Fabor 115)

STRIPPER SUGAR BLUES
Seymour (Heartbeat)

84—I LOVE YOU BECAUSE
Al Martino (Capital 4926)

98—MARCHING THROUGH MADRID
Herb Alpert's Tijuana Brass (A&M 706)

99—SHUTDOWN
Beach Boys (Capitol 4932)

BATTLE WINNER
"AMAZON BOSSA NOVA"
Another Plan For School Mixup
THE CALS
LOADSTONE 1500

OCEAN WAVES
COUNTRY WOMAN
THE CALS
LOADSTONE 5500

LOADSTONE RECORDS
163 Orizaba Ave
San Francisco, Calif.

A Hit For All

Cash Box—April 6, 1963
Write up your orders on these top sellers

... on MARY WELLS' Smash Single

"LAUGHING BOY"
Motown 1039

Billboard #49
Music Vendor #78
Music Reporter #87
Cash Box #98

Motown 607

... on THE MARVELETTES

"LOCKIN' UP MY HEART"
Tamla 54077

HITS ARE OUR BUSINESS
TAMLA / MOTOWN / GORDY 2648 W. Grand Blvd., Detroit, Mich.

Cash Box—April 6, 1963
Record Dealers Fete Columbia's Southard On His Retirement

NEW YORK—A group of metropolitan New York disk dealers came to offer a job-well-done and a happy retirement to Paul Southard, retiring from the disk scene this month as long-time Columbia Records executive-branch manager in the New York-New Jersey area, at the Hotel Pierre on Sunday, March 24.

No doubt, Southard's belief in the small, indie dealer prompted such an unusual fest. The exec has said: "I believe in the small dealer, in supporting the record business in good times and bad, and he deserves all the support that we can give him. Frankly, I do not go along with the thought that he is dying. We sold records to more independent dealers in 1962 than the last year, and in 1961 we sold more dealers than the year before."

A committee of retailers, including Jack Grossman, Akron Wall, Harry Suhlt, Phil King, Lenny Book, Ben Carol and Raoul Acevedo, undertook all the arrangements for the affair.

Columbia label performers Tony Bennett and Lois Hunt with Earl Wrightson were on hand also to perform for the gathering. Diskery's Gene Weiss took over as emcee after Grossman toasted Southard with a plaudit from the N.Y.-N.J. dealers. Southard, who started in the music business as a salesman with the Aeolian Co., makers of pianos and phonos, back in 1916, moving on to stints with the Brunswick Balke Collender Co., phone-disk manufacturers (1924-33) and RCA Victor (1933-39), where he developed a 16 Victor distribs. He came to Columbia in 1939 just after it was purchased by the Columbia Broadcasting Corp., in January of that year.

Starting as sales manager, he was assigned to reorganize methods of dealer and distribs operations.

At Columbia, he set up 40 independent distribs across the country to handle Columbia Records along with radio and television. Southard also organized a complete field force to develop these distribs and he originated a standard system by which distribs and dealers could control their stocks in conformity with existing conditions.

In 1945 Southard was elected vice-president in charge of sales and advertising, and in 1948 was appointed vice-president-in-charge of merchandising, which incorporated sales, distribution, advertising, sales promotion and publicity. It was in this year that Southard made the now-famous initial presentation of the LP record at the 1948 Columbia Sales Convention in Atlantic City, opening the meeting with the announcement, "Ladies and Gentlemen: We bring you the Columbia Long-Playing Microgroove Rec-
IS FOR JAZZ

AFRO BOSSA—DUKE ELLINGTON 6069
THIS TIME BY BASIE 6070
DIZZY GILLESPIE IN EUROPE 6072

KESEL/JAZZ—CONTEMPORARY LATIN RHYTHMS 6073
MAVIS MEETS SHORTY 6074
CHICO HAMILTON—A DIFFERENT JOURNEY 6078
CANO PLAYS MANCINI 6088

THE IMMORTAL DJANGO REINHARDT GUITAR 6075
THE IMMORTAL SIDNEY BECHET 6076
GOOD LITTLE MAN—MARY JENKIN 6077
PORTRAITS IN JAZZ 6084

FOR JAZZ IN DEPTH

reprise

...TO PLAY AND PLAY AGAIN

Cash Box—April 6, 1963
Bach Re-Issues

NEW YORK—Westminster Records is offering 16 classical albums in its spring release, including a re-issue of six albums (mono only) of Bach cantatas.

The new entries, available in mono & stereo, include: "Jan Peerce Sings Handel Arias," by Beethoven; "Christ on the Mount of Olives, with Jan Peerce, Maria Stader, Otto Wiener, Vienna Academy Chorus, Vienna State Opera Orchestra conducted by Hermann Scherchen (first recording of the work); Knappertsbusch Conducts Wagner," Munich Philharmonic Orch.; "Matia And Orchestra Recital," Fiachra; "Famous Overtures, Hermann Scherchen conducting the Vienna State Opera Orch.; "Lifts Plays Lieder," Eugene List, piano, Carroll Glenn, violin, Georgy Lehel conducting the Vienna State Opera Orchestra; Mozart: "The Two Sinfonie Concertanti," Chamber Orchestra of Lausanne, Victor Desarzens conducting; Scarlatti; Sonatas, Fou Ts'ong, piano; "The Gypsy are Singing," The Sandor Lakatos Ensemble, aided by Budapest; "Classy Cymbal", Aladar Racz, cymbal, Iovone Rac, piano.

Harry Fox Office To
Audit Labels In Hong Kong

NEW YORK—The Harry Fox office, in behalf of the publishers it represents, has undertaken the audit of disk manufacturers in the Hong Kong area. An announcement was made that one of the largest of these companies which has licensing agreements with major American labels has already achieved "substantial royalty equity," which is being met pursuant to an agreement which was negotiated late last year by attorneys representing the Fox office.

Joseph Fenton of Prager and Fen-
ton, CPA's representing Fox on audits is leaving on April 11 for Hong Kong to set up necessary auditing procedures in the area. He will also extend the Fox audit to the Philippines where the lifting of currency restrictions now enables royalties to be paid to copyright holders outside the country.

Fenton will also visit JASREC, the Fox reps in Japan, and while there will visit the distribution companies for the manual "Accounting For Music Publishers," which was written by him and recently printed in Japanese for the local publishers.

The standardization of royalty payments in Hong Kong and the Philippines is expected to result in substantial benefits to Fox publishers. The project represents the broadening of policing of fringe areas by the Fox office, which has recently extended its coverage to Mexico.

Atlantic Issues Laff LP

By Writer of "Who's In Charge?"

NEW YORK—Atlantic Records has released a comedy LP written by Gerald Gardner, who created the popular "Who's In Charge Here?" look spotlighting photos of famed personalities who speak Gardner-created laff lines. Album, named "He's In Charge Here," is yet another take-off on the JFK family, and features Martin Adam Williams as the "man in charge." It's available in mono only.

Angel Makes It 6 Albums For Jan.

HOLLYWOOD—A new recording of Mozart's "Così Fan Tutte," starring Elisabeth Schwarzkopf; a posthumous release of one of composer-pianist Francis Poulenc's last recordings; and an on-the-spot recording from pianist Svantiasv Richardson's Italian concert are the major selections in Atlantic Records' release of six albums this month.

With soprano Schwarzkopf in the four-disk stereo performance of the Mozart opera are Christa Ludwig, Alfredo Kraus, Giuseppe Taddei, Walter Berry, and Karl Bohm, conducting the Chicago Symphony Orchestra.

The late Francis Poulenc is joined by Johannes Fester for his four-disk stereo performance of Poulenc's "Concerto in D Minor for Two Pianos And Orchestra" and "Concert Chorale" for Harpsichord and Orchestra." The recording also marks the debut of soprano Schwarzkopf and Swiss conductor Georges Prêtre conducting the Orchestre de la Société des Concerts du Conservatoire.

From Svantiasv Richardson's recent Italian recitals is a program of Schumann works, "Papillons," "Sonata No. 2 in G Minor," and "Carnival of the Animals." Otto Komppner conducts The Philharmonia Orchestra and Chorus in a stereo performance of Mahler's "Symphony No. 2 in C Minor (Resurrection)." Featured soloists are Elisabeth Schwarzkopf and Hilde Rossamajdan.

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From Svantiasv Richardson's recent Italian recitals is a program of Schumann works, "Papillons," "Sonata No. 2 in G Minor," and "Carnival of the Animals." Otto Komppner conducts The Philharmonia Orchestra and Chorus in a stereo performance of Mahler's "Symphony No. 2 in C Minor (Resurrection)." Featured soloists are Elisabeth Schwarzkopf and Hilde Rossamajdan.

Harry Fox Office To
Audit Labels In Hong Kong

NEW YORK—The Harry Fox office, in behalf of the publishers it represents, has undertaken the audit of disk manufacturers in the Hong Kong area. An announcement was made that one of the largest of these companies which has licensing agreements with major American labels has already achieved "substantial royalty equity," which is being met pursuant to an agreement which was negotiated late last year by attorneys representing the Fox office.

Joseph Fenton of Prager and Fen-
ton, CPA's representing Fox on audits is leaving on April 11 for Hong Kong to set up necessary auditing procedures in the area. He will also extend the Fox audit to the Philippines where the lifting of currency restrictions now enables royalties to be paid to copyright holders outside the country.

Fenton will also visit JASREC, the Fox reps in Japan, and while there will visit the distribution companies for the manual "Accounting For Music Publishers," which was written by him and recently printed in Japanese for the local publishers.

The standardization of royalty payments in Hong Kong and the Philippines is expected to result in substantial benefits to Fox publishers. The project represents the broadening of policing of fringe areas by the Fox office, which has recently extended its coverage to Mexico.
PATSY CLINE'S
WALKING AFTER MIDNIGHT
HER MILLION SELLER RE-RELEASED
ON EVEREST #2020

NEW RELEASE
IN MEMORIAM—PATSY CLINE
MONO 5217 • STEREO 1217
INCLUDES: WALKING AFTER MIDNIGHT

SPECIAL
30 DAY OFFER
BUY FIVE, GET TWO FREE OF ANY
PATSY CLINE ALBUM ON EVEREST

OTHER OUTSTANDING ALBUMS BY PATSY CLINE ON EVEREST ARE:
PATSY CLINE'S GOLDEN HITS 5200/1200 • ENCORES—PATSY CLINE 5204/1204

HEADING FOR NO 1
THE ORIGINAL HIT VERSION
JIMMY HOLIDAY’S
"HOW CAN I FORGET?"

EVEREST #2022

EVEREST / THE FIRST IN 35MM SOUND
Bernie Solomon: President • Murray Cohen: Vice President-General Mgr.
Liberty Bash For
N.Y. Branch Opening
& It's A Ball!

NEW YORK—A bash heard "round-the-New-York-music-trade officially opened Liberty Records new branch office here last week (26). Site for the fête, one of the largest trade soirees in years in Gotham, was Toots Shor's, where hundreds of stalwarts, including Liberty personnel and performers, happily saluted the label's new outlet.

Liberty execs on hand included prexy Al Bennett, Don Bohanan, Don Blocker, Gene Block, who's heading the N.Y. operation, Lester Avnet, Dick Glasser, Ken Rivercomb, Joe Zalwski, Bob Skaff, Snuff Garrett, Ed Silvers, Tom of a Northern Victory, Norm Winters, Jane Gibbs and others.

Dickery's artists present were Bob-
by Vee, Nancy Aimes, Molly Bee, Si Zentner, Ed Townsend, Eddie Hey-
ward, Jan of Jan & Dean, Martin Denny, among others.

ABC-Par Disk Family
Gets New Houston Distrub

NEW YORK—ABC Paramount Rec-
ords and its affiliate diskeries have a new distrub outlet in the Houston area with the appointment of H. W. Daily, Inc., according to Larry Newton, sales veep. Besides ABC-Par, the Impulse!, Westminster and Chancellor labels are involved. ABC-Par has just issued its first sides by Hugo Winterhalter, who recently joined the waxery. Tunes are "Snowfall" and "I'll Remember April." The maestro has cut an LP whose release has not been set as yet.

Cover Single Tells
Of Civil War Battle

MEMPHIS—A new singles issue on the Cover label of Memphis is making musical note of a famed Civil War battle. Side is "The Battle of Fort Donelson," as performed by Soda Bryant. The Fort, situated in Tennes-
see and now a National Military Park, was the scene of a Northern victory that brought national attention to the General who directed the battle for the Union forces, Ulysses S. Grant. B. B. Cunningham and Bryant were recently on a 13-city tour of the mid-west and east to plug the disk.

Capitol Buying
6 Stereo Tapes

HOLLYWOOD—Site new four-track stereo tapes from Capitol and Angel are set for April release.

Angel is issuing a tape of its new recording of "The Merry Widow," starring soprano Elisabeth Schwarzkopf, with The Philharmonia Or-
chestra and Chorus under the direc-
tion of Lovro von Matacic. The recording is the stereo successor to Angel's ten-year-old original recording, one of the most popular sets in the Angel catalog.

The new Capitol tapes are "Drift-
ing and Dreaming," Guy Lombardo and His Royal Canadians; "Come Swing With Me," Frank Sinatra; and "Where Did Everyone Go?," Nat King Cole: "Gershwin: Rhapsody in Blue and "An American in Paris," Leonard Pennario, pianist, and The Hollywood Bowl Symphony Orchestra conducted by Felix Slatkin; and "Of-

Carlton Buys Hot
Canadian Master

NEW YORK—Carlton Records has acquired the U.S. distribution rights to a hot Canadian master, "Run, Run, Run," by Orval Prophet, from Spartan Records of Canada. Prophet has come down into the U.S. for on-deck visits in Florida, Nashville, West Va. and At-

lanta. The date is copyrighted by the BMI-Canada Music Publishers stable, which has the big Top 100 item, "Our Winter Love."

In another development at the label, it has inked a new label, Jesse Williams, a former secretary at IBM. Taking came after the label heard a dub by the songstress.

Form Broadcasting Service Firm

LA JOLLA, CALIF.—Brentwood-

Pacific, a firm that will deal in various phases of the radio-TV industry, has been formed in La Jolla by Jack Keiner, vet broadcasting man.

Keiner, currently manager of KFWB-Santa Monica, has signed up with the firm plans to create broadcast audience promo-
tions, devise and conduct sales promo-

events, produce radio and TV pro-

grams and, later on, produce broad-

cast properties. It will also serve as management consultants to station owners. Veep is Geoff Edwards, pres-

ently program director of KFMD.

Traveling For "Things"

NEW YORK—Billy Storm recently traveled around radio stations, record lobs, etc. in Gotham promoting his new Vista single of "Lovely People Do Foolish Things." The chanter (center) is shown with Vista promo man Bob Barron (left) and WMCA's Joe Bogart in the left pic. In the middle photo Storm is pictured with Warner Brothers' Dick and Deedee. Standing (left to right) are a group of Mutual Distributors, Vista's Boston distributorship, and United Artists songer Mike Clifford.
WHAT'S "BIG" AND "LITTLE" AND GROOVY ALL OVER!

"LITTLE ESTHER" PHILLIPS & "BIG AL" DOWNING

Singing

"YOU NEVER MISS YOUR WATER"
(Till The Well Runs Dry)

and

"IF YOU WANT IT"
(I've Got It)

LENOX RECORDS RELEASE #5565
THAT LOWDOWN MOVE
Hank Ballard
King 5719

WANTED
NEW AND ESTABLISHED TALENT FOR PERSONAL MANAGEMENT
ALL MEDI UMS
MAX KING ASSOCIATES
1697 Broadway, Suite 601
CI 5-9943

BIGGEST YET
"I'M GONNA TELL IT ON YOU"
James Davis
Duke 359
DUKE/PEACOCK RECORDS
2809 Erastus, Houston 26, Texas

A Two Sided Hit
ANTHONY NEWLEY
"THERE'S NO SUCH THING AS LOVE"
by
"SHE'S JUST ANOTHER GIRL"
# 5201
LONDON

CRDC Deal On
German-Austrian LP's
HOLLYWOOD—Capitol Records Distributing Corp., is spotlighting the entire "Capitol-of-the-World" German-Austrian catalog in a special sales program offering dealers one free LP for every two purchases at the regular price.

Included in the 37-title catalog are two new releases for April, "Romantic Old Heidelberg" and "Rex Gilde." The catalog represents the largest and most popular language-group in the International series. Among the titles, are such best-sellers as "German Beer-Drinking Music" and "More German Beer-Drinking Music."

Capitol's Rice & Meggs
Honored For Pic Documentary
OKLAHOMA CITY—The documentary flick, "Appaloosa," written, directed, and produced as an extracurricular activity by two Capitol Records executives, has been named "Outstanding Western Documentary Film of 1960" by the National Cowboy Hall of Fame and Western Heritage Center.

Intended to develop a greater appreciation of the Appaloosa breed of horses, the picture, produced at the Rice, Capitol's merchandising development manager; written by Brown Meggs, Capitol's director of eastern operations; and co-directed by the two men.

In a minute, color film features narration by TV star Dale Robertson, the picture, which was sponsored by the Appaloosa Horse Club, Inc., a non-profit organization, was produced on location in northern Idaho during the summer of 1961.

The film will be honored at the annual National Heritage Awards ceremony April 4 in Oklahoma City. As trophies, Rice, Meggs and Robertson will receive replicas of the famous Cassius Marcellus' bronze "The Wrangler," North Dakota's Governor William Guy will preside at the awards ceremony.

All the Western Heritage award-winners will be episodes from two television series, "Death Valley Days" (Outstanding Pictorial TV Program) and "Stoney Burke" (Outstanding Fictional TV Program).

Epics Names Apex/Martin
As Its Distribr In Newark
NEW YORK—Epixc Records has named a new distributor, Apex/Martin, in the Newark, N. J. area. The distrib, which replaces Essex Record Dist., will handle all Epic and Okeh singles and LP product.

Groove Inks Johnny Nash
NEW YORK—Johnny Nash, the newest acquisition of RCA Victor's Groove label, poses happily with A&R producers Hugo (Peretti) and Luigi (Creostere), who brought Nash to the label and are currently mapping plans for the singer's first Groove release.

20th Fox Issues
"Longest Day" Track
NEW YORK—The soundtrack LP of "The Longest Day," the epic flick about D-Day, is finally available, with 20th Fox Records making the release. Although the LP is being marketed several after the release of the flick, it's out just in time to cash-in on the Academy Awards presentations next week (7), since the flick has been nominated for five Oscars. The LP contains a condensed version of the pic, with added narration by Lowell Thomas. It also contains the Paul Anka-arranged title tune, "Flick," produced by Darryl F. Zanuck for 20th Century Fox, the label's parent company.

Cool Helping Hand:
Chi Jazz Concerts To
Benefit Chi Symphony
NEW YORK—Top-name jazz talent will display their art in support of a long-haired music when they gather at the Chicago Civic House April 27 & 28 for evenings of "Jazz Supports the Symphony.

Concerts are being sponsored by the Committee for Economic & Cultural Development of Chicago to raise funds for the Chicago Symphony Orchestra. They'll be taped by CBS-TV for telecast on five outlets over the CBS network (Chicago, May 26, New York, May 21, Philadelphia, April 25, Los Angeles, April 25) under the title of "The International Hour: American Jazz."

Performers will include Stan Getz, Count Basie, Gary McFarland, Jack Teagarden, Carmen McRae, John Coltrane, Teddy Wilson, Lambert, Hendricks & Baruns, Muddy Waters and Lupinah Hunter. Vet Dicky-womper Bob Scobey was originally scheduled to appear, but he's been hospitalized.

Verve Records has planned various promo stunts to plug the representation at the concerts (Getz, Basie, McFarland and Teagarden) and the benefit itself. In all markets, TV and TV'er, window posters, ads in TV Guide and local newspapers will name the various Verve artists and their current LP's. Label has also prepared special promotional placements in the Chicago area, including a full-page ad on the performers in the special souvenir program prepared for the concert.

Although Verve is not going co-op with the various CBS stations showing the concerts, it will place its own ads near those being set by the outlets.

Max King Re-Opens
Mtg. Firm In N.Y.
NEW YORK—Max King, vet enter- tainer, producer and personal manager, has reopened his office for personal management. The name of the firm is Max King Associates, located at 1097 Broadway, Suite 601.

Just signed were fifteen year old recording artist Susan Rafey and the international dancer Yamiel. Also under their direction is pianist Fredric Vonn and hit song writer John McFarland.

Firm is seeking both new and established acts.

BIO
Dick & DeeDee
Dick and DeeDee, who are currently riding the charts with "Young And In Love" on Warner Brothers, have been together as a team about two years.

Everything started when Dick St. John, whose painting talents won him a scholarship to the Los Angeles Art Institute, was working on a sketch one afternoon. It was a mountain scene, but to Dick's critical eye, something was lacking. Suddenly a melody entered his head, and finally grew up and concentrated on the song. With the lyrics and melody down in black and white, Dick took the tune to this grammar school friend, DeeDee. A Liberty recording contract followed and in short order the new duo cut "Young And In Love," which quickly skyrocketed up the charts.

Today, the William Morris Agency keeps them extremely busy, from appearing on top TV shows to personal appearances and magazine interviews. Already the team has branched out to another field, nightclubs. The artists have broken all attendance records in open clubs on the west coast, such as the Cinnamon Cider, Peppermint Stick, Pandora's Box, Castle Club and the Chez Paree.

Perceils

The Perceils, who are presently riding the Top 100 with "What Are Boys Made Of," list of 1300, has Betty Lloyd, 18; Jean Johnson, 17, and Deedee Harris, 16.

Like so many of today's current crop of singers, all of the girls expressed an early interest in music. They received their initial exposure by singing in their church choirs. Three years ago they were all in Hempstead High School and discovered that they shared common interest in show business careers. After a brief period of working out together they joined forces as a team.

For a few years the group's dates were limited to clubs in and around Hempstead, Long Island, as they perfected their style and became more professional they began doing background singing for various Gotham-based labels.

Their first major break came recently when their present managers, John Linde and Steve Harris, discovered them singing in a small club. John Linde and Steve Harris cut the master of "What Are Boys Made Of" and sold it to ABC-Paramount Records. The rest is history.

Cash Box—April 6, 1963
EVERYBODY LOVES
GENE PITNEY'S
LATEST SMASH HIT
"MECCA"

MUSICOR
RECORDS
1650 BROADWAY MUSCOR RECORD CORPORATION NEW YORK 19, N.Y.

MU 1028
NARAS Seminar Takes Up Specialty Lines

NEW YORK—The importance of a strong catalog, of sincerity and simplicity, of direct approach, of dedication, and the unimportance of big names and stereo were some of the many views discussed by panelists Moses Asch, Arthur Shimkin and moderator David Hall during the eighth session of the NYU-NARAS “Art of Recording” seminar last week at the Racquet and Tennis Club.

Although at specialty records, the informal discussion began with record man Hall, now president of Columbia and Columbia Records, that “if you must go into the record business, you must find a niche,” like any of the majors, then come up with something different that fills a need. After noting that the record business is overcrowded, those not interested in majors, he interacted a bit with David Widom, President of Folkways Records, for years a leading figure in the folk and ethnic record field.

Asch proceeded to point out that the popularity of documentary and folk records is “nothing new.” He noted that Columbia’s 1919 catalog contains some. For 20 different ethnic groups, with a separate catalog for each group; that RCA’s catalog in 1926 listed such items as Dickens’ “Scrooge” and “Paul Revere’s Ride.” Shimkin noted what was happening on the vaudeville stage then was happening on records, just like TV today. The current approach is less isolated than that of many years ago, catering to an entire world of life. But though the viewpoints are changing, it’s still the same old record industry.

Asch proceeded to emphasize the importance of catering to the needs of specialty audiences. A one thousand-record sale of most items is considered most important. “We can’t go too broad or else those 1,000 customers would leave us. We can’t compete with them down there doing what we are doing, because then we would have no customers,” he said. He added that he had 900 specialty items in his current catalog, and he stated that he wished he could have at least that much more worthwhile material as it was catered. Everything he records, he averred, has to have a meaning. “I never record a sound just for sound’s sake.”

Shimkin, the founder of Golden Records, former president of his producing arm, Hudson Productions, Inc., continued with two basic problems facing the independent producer: (1) children’s limited pre-knowledge, “so you mustn’t think too small before you start,” and (2) the importance of the words, “so that you don’t sacrifice the best words for mood or intent.

He stated that “children are no better or worse than adults.” Their entertainment level is the same as that of their parents or of adults to whom they have been exposed. The first consideration is preparing for a child’s appeal. Shimkin is of the opinion that the material itself is worth it without the artist.” Shimkin went on to say that names mean very little in children’s records; that only the performances of the well-known performers Golden has used have helped the sales of record, and that, in these cases we used Bing Crosby, we found out he didn’t do very much. But when we released the same hit song, but with Bing Crosby, it outsold his version two to one.”

As a possible solution to the problem, Shimkin stated the reaction of the parents might have been “Crosby for children? No!” But “no” from a sales point of view is alright. Shimkin stated categorically that “the ultimate consumer, the child, cannot be believed.” Hall pointed out the importance of the actual buyer, namely the parent. Shimkin noted that he counted insofar as the original impulse sale was concerned but that the individual record, or the reaction of the child, himself. That’s what triggered his non-betrav- al remark.

After a discussion of the increase in the use of analytic recordings, Shimkin brought up the increasing use of visual-aural-tactual devices which provide for kids actually seeing some of the material while Asch noted that “the home is more part of the class than the school. Since Asch summed up part of his philosophy with “I do not make a record only because. You will have many more kids in music because there is a need for it.” Asch was quoted as saying that “sales are important, but success is in the record business because it is a business and that his is nophilan- thropy, no entrepreneurship questioned. To the intense dedication of both these successful approaches was evident throughout the session.

The class closed with an example of each type. There were folkways recordings in the mono. “We did make a stereo record with nine miles inside a planetarium,” Asch stated proudly. “But you wouldn’t want to buy it! Our customers wanted it in mono.”

Sears Saving “Live” Jazz With “Plain-Pipe-Rock” Acts

NEW YORK—The “plain-pipe-rack” approach may be the only way to save jazz in the clubs, says Les Davis, long-time jazz dj and current helms- man of the weekly Sunday afternoon sessions at the new Five Spot in Greenwich Village.

“We all know that many of the high-priced jazz combos are bombing out these days. The number of contributing factors—the traditional January-February, Lenten-season slump; the expense account hassle, etc., but the basic fact is that all but most clubs must crack these days.”

The big names—and their agents—are getting so much from the clubs that most refuse to jack up their prevailing cover and minimum charges. As a result, the average jazz fan—a budget spender—is looking for someone who will, “Forget it, he says, because there’s no way he’s going to blow 20, 25 bucks on two hours’ worth of jazz when I can listen for free on my record-changer?”

So stay alive for the clubs must win back the hard-core jazz fan. They can do this, I think, by throwing open their doors to the ‘middlemen’ of jazz. Those who have bands, who have good records, who are good, solid names in the middle price range. They can be counted on not to blow well to build and to steadily build a reputation in the legitimate business.

As proof, Davis points to the continuing success of the “off-Broadway” clubs such as the Half Note and Five Spot, which have brought music to a price-premiered material of the New York live jazz world. “They’re successful because they look good young musicians, stay within a tight budget and keep their tabs as minimum as possible. It counts on a steady and loyal clientele. No big spenders, just consistent ones.”

Davis adds, “a club like the Coronet, in Boston, which is making it now by adhering to this middle-of-the-jazz-road philosophy.”

Davis’ own weekly matinees, which he has himself, have also been clicking solidly at the box. “Beginning back in December of last year, we’ve been pulling a couple of hundred people a week. And this was all last year before advertising, either. For a basic $1.50 minimum—with no admission or cover charge—they can come in, enjoy a couple of beers and listen to four hours’ worth of good swinging jazz. That’s how it was in the old days, even in the biggest of clubs and jazz fans approve it. In recent weeks Davis has booked such jazzmen as Steve Lacy, Mel Waldron, Randy Weston and Leo Wright. Each week he scheduled college bands on the card, plus a jazz comic and/or vocalist. All have played to appreciative and sizeable audiences.

WB Names Falanga Its Boston Rep

BURBANK, CALIF.—Frank Falanga, who was briefly in the Warner Bros. Records fold, has been named exclusive promotion rep for Warner Bros. Records in the hub territory. The appointment was announced by Joe Smith, national promotion manager.

Falanga has been associated with Capitol Records branch, Dale Enterprises and Mercury Records, during his eight years in the record business. He will work out of the Dale distributing office and will cover radio-television stations and press relations for Warner Bros. Records throughout most of the New England area.

Smith stated that the addition of Falanga was another step in the company’s eventual goal of maintaining their own promotional staff to major markets. “Boston has been a solid volume market for both singles and LP’s and is now regaining its position as a leader in establishing hits,” Smith said.

Before joining WB, Smith was a deejay in Boston for six years.

Capitol’s Livingston To London For “Succeed” Bow

HOLLYWOOD—A lain Livingston, president of Capitol Records, flew to London last week (27) to attend the opening of the Shaftebury Theatre at home. Prince’s Club, which owns the theatre in partnership with Electric & Musical Industries, Ltd., Broadways producers Cy Feuer and Ernest Martin, and British reality magnate, Charles Clore.

The premier attraction at the re-decorated, re-named Shaftebury will be Feuer and Martin’s “How To Succeed In Business Without Really Trying.”

“Succeed” is Broadway’s longest-running musical and, in its 75th week at the 40th Street Theatre, is still doing capacity business. The national company is succeeding, too, recently setting a house record gross of $70,006 on the Shubert Theatre in Cincinnati.

Capitol and Feuer and Martin are partners in all the Shaftebury’s shows, including “Succeed,” “Little Me,” and the Lunt-Fontanne Theatre. Cast LP’s of both shows are on the Verve label.

After the opening of “Succeed,” and the Shaftebury, Livingston will stay on in London for a week of conferences with Sir Joseph Lockwood, EMI’s Board Chairman and other top executives of the British firm. Livingston was accompanied on the trip by his wife, actress Nancy Olson.

Cash Box—April 6, 1963
VOTED RADIO SONG HIT OF THE YEAR

By the Nation’s Radio and Television Editors*

"WHAT KIND OF FOOL AM I?"
By Leslie Bricusse and Anthony Newley

from the Broadway Hit Musical

"Stop The World—I Want To Get Off"

*BROADCAST MUSIC, INC.
589 Fifth Avenue, New York 17, New York
Chicago, Los Angeles, Nashville, Toronto, Montreal

*21st Annual All-American Poll conducted by Radio-Television Daily
NEW YORK—The 41st annual convention of the National Association of Broadcasters, being held at Chicago's Conrad Hilton Hotel this week (3-5), is shaping up to be the most impressive in the association's history. The four-day convention of broadcasting executives from across the nation has on tap a varied array of programs, exhibits and features.

The convention will get under way with an FM day program on March 3. After the call to order, the delegations will hear a report from the FM radio committee chairman, Ben Streus, of WWDC-FM-Washington. The new item planned on the agenda is a panel session, "Enhancing The Station Profile." Participating executives in the discussion will be Lynn Christianson of KODA-FM-Houston, John Kennedy of WDKR-Greenville, Ohio, Jack Kiefer of KMLA-Los Angeles and James Sandhouse of the QX Network.

Other events during the FM section will include a panel discussion of stereo and an FM forum. While the FM program is in session, other delegations will have an opportunity to attend a TV seminar. Highlight of the television portion will be a panel discussion, "Secondary Market Television Session," moderated by Thomas Bos, of KRTA-TX-Yakima, Washington.

On Monday, April 1, the convention-goers will have an opportunity throughout the day to register and observe the various exhibits. The main business on the morning agenda will be a general assembly presided over by Convention chairman James D. Russell of KDTV-Colorado Springs. After the invocation Otto Kernan, Governor of Illinois will deliver the PABBS luncheon address. Bob Hope will receive NAB's Distinction Award for 1965 as a tribute to his contributions to the entertainer, broadcaster and Americana.

Monday's luncheon period will be given over to a management conference. William M. C. Washington's Ben Strouse, Clair R. Bell, today's host, will introduce the principal speaker, NAB presxy LeRoy Collins. The luncheon speaker will be the presentation of an award to a station manager who has demonstrated high standards of achievement.

TUESDAY morning, April 2, will be devoted to a radio assembly. The delegates will hear the report of the chairman of the radio board, Willard G. Grover of WOOD-Grand Rapids. Other events will include a round-up of radio activities, a discussion concerned with further growth in radio and finally Mitch Leigh, creative director of Music Makers of America, will offer a lecture called "Radio: The Lively Corpse." The morning session is in progress other convention-goers will attend a TV assembly presided over by James D. Russell. The last order of business in the TV session will be a bay presentation: "Computer-Friend Or Foe?" Norman E. Peterson of WPAA-TV-Dallas will then moderate a panel on "The Station Image In Programming And Public Service." The morning session will conclude with a TIO presentation to "The Importance of Radio's Dollar Volume Figures," the representatives association directed by Edward Codel, presxy, and featuring KPMB, Inc., SKPMB, Inc., SKRMB and SKRM. The last day of the Convention, April 3, will kick off with a BPA luncheon (closed session) moderated by the NAB's James D. Russell. The Storer Broadcasting Company, Louis P. Gratz of Time, Inc., Joseph O. Wilson of the Associated Broadcasting Company and David Dougherty of the NAB will participate in the panel discussion. The last order of business in the morning hours, there will be another radio assembly. Highlight of the day's session will be "The Importance of Radio's Dollar Volume Figures," the representatives association directed by Edward Codel, presxy, and featuring KPMB, Inc., SKPMB, Inc., SKRMB and SKRM. The last day of the Convention, April 3, will kick off with a BPA luncheon (closed session) moderated by the NAB's James D. Russell. The Storer Broadcasting Company, Louis P. Gratz of Time, Inc., Joseph O. Wilson of the Associated Broadcasting Company and David Dougherty of the NAB will participate in the panel discussion. 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Stop in at the SESAC Exhibit Booth E to audition a special program series of 60 second show stoppers. 160 selections on 10 Hi-Fi albums . . . $19.95.

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Roy Drusky            Jorge Morel          Guests

Personalities available for taped interviews.

NAB Convention
March 31st - April 3rd
Conrad Hilton, Chicago
Wiswell Exiting Capitol For Indie Disk Chores

NEW YORK—Veteran producer Andy Wiswell leaves Capitol Records' A&R staff this week (1) in order to establish his own independent producing organization. He will produce both albums and singles and will specialize in original-Broadway-cast albums.

Wiswell, who has been an exec A&R producer in Capitol's New York offices for the past eight years, plans to launch his new operation by producing for Warner Brothers Records the original-cast album of the forthcoming musical, "A Hot Spot." The show, which stars Judy Holliday, is scheduled to open at New York's Majestic Theater on April 8.

Among his other activities, Wiswell has produced two sessions per month for Munak, with whom he has been associated since 1945. To date, Wiswell has recorded some 500 Munak tunes. Wiswell is expected that Wiswell will also handle special A&R assignments for Capitol in the East.

Artists handled by Wiswell during his Capitol tenure include Judy Garland, Fred Waring, Joe Loss, Da- kota Staton, Ruth Welcome, Lee Evans, and The Journeymen. In 1962, Wiswell was named "Producer of the Year" by the National Academy of Recording Arts & Sciences (NARAS) for his Capitol album, "Judy At Carnegie Hall."


Wiswell's most recent Capitol album production, to be released April 1, is a crosstalk. The show, which features Robert Morse and Charles Nelson Reilly, is a comedy in songs from a variety of Broadway shows.

Current Capitol singles produced by Wiswell include Jackie Gleason's "La La La La Etc.", and the AJ Martinez chill "I Love You Because."

Mercury Going Where The College Folksters Are (Daytona, Fla.) For Talent

NEW YORK—A Hootenanny Talent Hunt, sponsored by Mercury Records' folk music division, will be the center of attraction during Easter week when some 60,000 college students converge on Daytona Beach, Florida, for their annual spring vacation trek to the sands and sun.

From April 4 through 11, Mercury will conduct talentauditions right on the famed five mile long beach, culminating in a full-scale concert competition the evening of April 12. Winner of this event will be awarded a Mercury recording contract.

The massive talent hunt will be conducted in cooperation with the Daytona Beach Chamber of Commerce, and local radio station WMFJ.

The eight days of auditions will be carried live by WMFJ from 1 to 3 p.m., from the station's remote broadcasting trailer centrally located on the beach. A bandstand will be constructed as a showcase for the young performers. The station's disk jockeys will serve as judges, along with Mercury's David Carroll, recording director, and The Follies of Reading, who will be performing during the week.

Some 500 posters announcing the talent hunt will be strategically placed throughout the Daytona Beach areas frequented by the students. In addition, a special announcement of the talent hunt has been sent to several hundred college newspapers.

Mercury has been constantly on the lookout for new young talent to add to its stable of established folk artists including Josh White, The Smothers Brothers, Anita Carter, The Couriers, Sheldon and James, Immam and Ira, and The Knob Lick Upper 10,000.

According to Lou Reimer, sales manager for the folk department, "Mercury is the first company to capitalize on the growth of this group of enthusiastic college students. We feel the hunt will not only turn up the talent we're looking for, but will focus national attention on Mercury's activities in the folk field. And it's a direct way of reaching 60,000 of the college students who make up a big segment of the record-buying public."

Mercury's all-transistor battery-powered phono will be used throughout the beach area to carry announcements regarding the talent hunt, with the phonon promotion under the direction of Perry Winkler, phonon division sales manager.

ARMADA Chi Meet

(Continued from page 7)

VICTOR BUYS AUTO PLATING PROCESS

NEW YORK—The Audiomatic Process, an all-new packaged nickel plating process, has been purchased by RCA Victor for use in its Rockaway, New Jersey, plant.

The new system, developed and marketed by Audio Matrix, Inc., utilizes specially-treated new equipment and techniques for the automated production of all-nickel masters, moulders and stampers in a single tank to precise specifications.

RCA Victor has acquired an eight-position system which has a capacity of 128 plates per day. This is achieved by combining eight plating systems in which the capacity of each component is designed specifically for results that have been achieved.

Among its principal features is a molded Fiberglas tank engineered with tapered bottom, special baffles and plastic piping to provide continuous filtration and agitation of the solution, including jetting of the solution against the cathode. The custom cathode assembly, with an individual motor at each position, rotates the disc continuously at a 45 degree angle in the tank.

Audio Matrix, Inc., has been a leader in the manufacture of record plates in the United States since 1946. The Audiomatic Process was developed originally for its own use. Other Audiomatic installations are in operation in the United States and abroad.

Victor Buys Auto Plating Process

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ARMADA Chi Meet

(Continued from page 7)

APPEAL TO FTC

(Continued from page 7)

As more attention is being directed to the plant's "fine turnup" and the evidence of cooperation between independent and major manufacturers.


Cash Box—April 6, 1969
3 YEARS IN A ROW!

PICKWICK INTERNATIONAL thanks the N.A.R.M. for the award for the best selling economy priced record line for the third year in a row

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For Sales Information Contact:
PICKWICK INTERNATIONAL • PICKWICK BLDG., L.I.C., N.Y.
Columbia Re-Channels 15 LP’s For Stereo

NEW YORK—Columbia Records will release 15 re-channeled for stereo albums this fall, including the original Broadway cast recordings and 10 popular albums.

The original Broadway cast recordings include Cole Porter’s “Kiss Me Kate” starring Alfie Dolce and Patricia Morison; “Gentlemen Prefer Blondes” starring Carol Channing and Yvonne Adair; “House Of Flowers” with music and lyrics by Truman Capote and Harold Arlen; Frank Loesser’s “The Most Happy Fella,” starring Robert Weede and “Candide” with music by Leonard Bernstein, from Julian Hellman’s version of the book.

The popular LP’s include the re-creation of “Oklahoma,” starring Nelson Eddy and Jeanette MacDonald as a soundtrack of “A Star Is Born” with Judy Garland; the Original Soundtrack of “Love Me Or Leave Me” with Doris Day.

Two albums feature Ken Griffin at the Wurlitzer Organ; “Anniversary Songs” and “Skating Time.” Others include “Greatest Western Hits” and “Greatest Western Hits No. 2;” starring Johnny Horton and “Jerry Vale’s Greatest Hits.”

3 Newcomers Heard On New Capitol Singles

HOLLYWOOD—Newcomers are spotlighted in three new singles coming this week from Capitol Records. Artists are Bill Ramsey, a transplant-ex-GI who has been making hit sides in Germany for several years (his sides are “Mimi Needs A Thirer (When She Goes To Bed)” and “Floret Dapper”); Marvin Hughes, head of Capitol’s Nashville office, and an electro-piano artist who offers “Blast Off” and “Nashville Bossa Nova”; and The Uniques, who read “Blue Skies” and “Loving You.”

New Qtrs. For Music Supp.

BOSTON—Music Suppliers has announced that it has moved its distribution office to 75 West Beacon, Boston 34, Mass., effective Mar. 25. The telephone number is Algonquin 4-1780.

MCA-Decca Earnings

NEW YORK—A consolidated net income of $12,706,849 for the year ending Dec. 1962 has been reported by MCA, Inc. This figure is equal to $2.50 a share after allowing for preferred dividends on the 4,519,603 common shares, at a rate of $1 per share.

There was also a nonrecurring item of $2,118,410, or 47 cents a common share. The foregoing figures include the combined interest of MCA’s and Decca Records net earnings.

Reprise Signs 4 Lads

NEW YORK—The Four Lads, whose singles and LP’s sales over the past years are reported at 16 million, are the latest announced additions to the ever-growing talent roster of Reprise Records. Vocal team’s first Reprise release is due shortly. Crew had its biggest disk sales on the Columbia label. Since leaving the label several years ago, the songsters have been heard on the Kapp and Dot labels.

Regina Label Formed In N.Y.

NEW YORK—Regina Records, this city, has been formed by Regina Romer and Dean Robin. Diskery will recruit various talent in the pop, jazz, and classical fields. Currently under contract is pianist-organist Jack La Forge, pianist Dorothy Donegan and jazz vocalist Frances Faye, all of whom will have disk releases on the label in the near future.

Reggie Press Tags Rep In Philippines

NEW YORK—Reggie Press Records has announced the appointment of Cordell Philippines, Inc., as sole and exclusive rep in that area.
Hal Charm To Eastern Sales Post At Philips

CHICAGO—Hal Charm has been appointed Philips Records’ new eastern regional manager with territory responsibility for Massachusetts, the New England states, down the Eastern seaboard to New York and through to Washington, according to Lou Simon, the label’s sales manager. He will be joining a four-man team that has been put in place to take another post in the corporation’s efforts to increase its presence in the nation’s capital area. Charm, a native of Boston, is an experienced promotion man. As well as representing the label at field capacities, he will be responsible in key dealer sales with each distributor.

C-F’s “Neighbors” Sue Over Sound Of Rock ‘N Roll

PHILADELPHIA—Canoe-Park’s neighbors in the Broad-Locust Building have complained—via a nuisance suit—against what they believe to be a rock ‘n roll concert out of the label’s studios.

Bringing suit against C-F is the law firm of Beasley & Orsman, which lists its business one floor above the studios in the building. A hearing in Common Pleas Court 5, City Hall last week, the plaintiff wanted to have the court determine if the Cones are continuing its recording or distribution activities in the building to release it from its lease.

To prove its point, the firm had some rock ‘n roll disks including Jates by Chubby Checker, played before the court and Judge Leo Wein hit last week.

NARM Committee Appts.

(Cont. from pg. 7)

Mid-Year Meeting Committee: Co-Chairmen: Arnold Goldstein (Ralph Sales, Inc., St. Louis); James J. Tiedens (Musical Isle Record Corp., Woodside, N.Y.).

NARM Study Committee: Chairman: Glenn A. Fisher (Music City Record Racks, Los Angeles).

Membership Committee: Co-Chairmen: Harold Goldman (Ralph Sales, Inc., St. Louis); Ralph T. Anderson (Quality Drug Service Co., Des Moines).

Promotion and Merchandising Aids Committee: Chairman: James J. Tiedens (Musical Isle Record Corp., Milwaukee); Robert B. Baker (Western Pa. Phonograph Wholesalers Co., Pittsburgh).

Product Standardization: Co-Chairmen: Larry M. Rossmarin (Record Distributing Company, Houston); J. R. Siler (Granite Sales Company, Seattle).

Committee and By-Laws Committee: Chairman, Alvin M. Driscoll (Pioneer Distributing Co. of Kansas, Kansas City, Mo.); Robert H. Brimhall (Midwestern Record Co., Chicago); Edward M. Snider (Edge, Ltd., Washington, D.C.); David F. Watson (Dixie/Am. Trent, Oakland). 1964 NARM Convention Committee: Co-Chairmen: George A. Berry (Modern Record Service, New Orleans); Edward M. Snider (Edge, Ltd., Washington, D.C.); Harry H. Washburn (New England Record Distributors, Inc., Woburn), Business Sessions; Don Ayers (Record Wholesaler, Inc., San Francisco), Seminars; Ed Alan (McKee Distributing Co., Los Angeles), NARM Awards Banquet.

NARM Awards Committee: Chairman, Stanley Jaffe (Gordon Sales Co., Seattle); Co-Chairmen, Albert A. Hyman (Almor Playtime Company, Amsterdam), Eastern Region; Barry L. Tarzan (Record Service Company, Miami), Southern Region; Herbert N. Sandel (Rapid Merchandising Co., Minneapolis), Midwestern Region; Guy Wilard (Pioneer Distributing Company of Chicago, Chicago, Ill.), Western Region; Stuart A. Burnat (Music City Record Racks, Los Angeles) West Coast Region.

Miller Sing-Along TV’er: New Producer, New Ideas

NEW YORK—“Sing Along with Mitch” will kick off its third TV season Monday, Sept. 23 (10 to 11 EST) with a new producer and several new format ideas. Gordon Collier, the young producer who has been the writer-producer of the popular NBC-TV show as producer. He’s been with the program since its inception in April, 1960, and has also been associated with Mitch Miller in the performer’s TV and radio enterprises for nearly 10 years, having begun with “The Mitch Miller Show” for CBS during its six-year tenure on the network.

Included among the new Collier Miller efforts for next fall is the development of a weekly segment tentatively tagged “Young America Plays & Sings,” in which talent generally not associated with TV variety programs will be given a showcase. An emphasis in responses to requests, choruses, culled from among various government, civic, business and religious organizations, will be given an opportunity to sing along with the 25- man Miller group.

To be continued are the recently inaugurated “Sing Along Strings” and the use of big name “mystery” guests in the closing portion of the show.

Victor’s Premium Record Dept.

Bows 3-Point Plan In Chi Exposition

NEW YORK—RCA Victor’s two-year-old premium record department will be on display at the 30th Annual Premier Buyers Exposition starting this week (11) in Chicago’s McCormick Place Hall.

The premium record departments exhibit will highlight its three premium record plans—an “Exclusive Record Service,” a “Personal Music Service” and “Name Power Premium.”

The exhibit, which is 20 feet wide by 10 feet deep, features two transparent columns, four feet wide and four feet deep, by 12 feet high, which will contain mobiles of the specially produced LP’s and Exclusive Record Service.”

Offers manufacturers an opportunity to have special records made for them through the facilities of the Victor Record department with as many as 45 rpm disk spotlighting six tunes from “Peter Pan” prepared for Lipkinn Soup.

“Personal Music Service” makes available current Victor releases as incentive merchandising for various national manufacturers; the program offers 144 current LP’s as incentive premium.

“Namepower Premiums” offers a non-exclusive incentive merchandising program consisting of 15 re-recorded LP’s by such artists as Eddie Fisher, Julie Andrews and the Ames Brothers.

Vicor execs said these programs are valuable in both consumer and trade areas, and that packages can be developed from a musical point of view and also fit a desired marketing need.

Del-Fi To Spotlight Its Young Artists At Fair

HOLLYWOOD—Del-Fi Records has arranged an unusual direct promotional tie-up spotlighting the label’s hot artists at America’s second Teen-Age Fair to be held in Burbank, Apr. 5-14.

The diskery’s teen-agers, Johnny Crawford, Lori Martin, Tim Considine, Bobby Crawford and the Lively Ones will make personal appearances at the Fair’s daily autograph sessions, with a predicted total attendance of 300,000 California youngsters. On Apr. 8, 40 teen musical groups will participate in a “Battle of Bands” contest.

Elektra Out With New Specialty Label

NEW YORK—Elektra Records has a new affiliate, the Crestview label, which will release product in an off-beat vein. Such is the first four entries in the new line: “The Snoke Dreams of Fred Engelberg” (mono only), “Drum Fever,” “Saka Acquaye & His African Ensemble,” “The Ban of Lord Buckley”; and “Zacherle’s Monster Gallery.”

The Buyers Read...

Cash Box

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THE LONGEST DAY

(DIOR) MORTY JAY

1721 Broadway New York 19, N.Y.
Bossa Nova News—A strong new album has been released by Philips with twelve Bossa Nova sambas, featuring singer João Mello, accompanied by great Brazilian guitarists. The album was produced by the hot "Samba Em Preludio" (among the best selling records all over the country) with Agostinho Dos Santos and Rosana Toledo.

RCA also released an album titled "Balancão E Bossa Nova," with a rhythm and vocal group named Ristmix da Bossa.

In view of the international penetration of Bossa Nova, Musidisc, in its last releases, has several LPs of BN music, including "Big Band... Big Voices... Bossa Nova" with The Pan American Orchestra & Chorus.

Twelve sambas done by various orchestras with the participation of a vocal group. Good arrangements, too.

Emilini Simonetti—maestro, arranger, composer and TV star—an Italian singer, of the year 100 years old, returned to Italy. Simonetti received a lot of prizes during his Brazilian career and is considered by the citizens and the public as one of the best arrangers of the last forty years. Since his first records made in Brazil, part of the ERE family and his repertoire represents a considerable loss to José Scatena, president of the ERE.

Cash Peixoto—Brazilian singer who has a collection of smash hits (including several records with Paul Weston a few years ago), has another album in the retail stores under the RCA label: "Tudo Lombras Vão." This title is due to the first record ever waxed by Cauby, more than ten years ago.

"Tudo Lombras Vão" is the Brazilian title of "Those Foolish Things," with Portuguese lyrics by the journalist and writer Mario Donato. Another album released recently by RCA is "Itália Moderna" (Modern Italy), featuring the following Italian singers of the new generation: Nino Fidone, Flavio Carreasi, Jimy Fontana, Pierfilippi, Sergio Endrigo e Donatella.

Eleisha Regina, the Brazilian and the Continental, and signed a contract with Columbia, where she waxed her first album with eight local selections and four foreign compositions, including "Tonight," "Bossa Nova (Night Side Story)," "La Virgen De La Macarena," "Italian Tango," and "Again."

Columbia just put in the retail stores six albums, three with Latin-American groups, the other three with Brazilian names, including: Roberto Yanez in Mario Clavel, Maria Grever's songs and boleros of Agustín Lara and Maria Teresa Lara with Cuco Sanchez.

The other three were the New York City Dangdang Dangdang Group with international numbers for dancing: "The 14 Big Hits" with various artists, including Brazilian singers Eleisha Regina, Fernando Costa, Jorge Silva, Emlurina Borges, Alberto Gerardi, and Marta Ribeiro.

The last album is "Fim Filonelnda," with 12 movie themes including: "The Cars," "Nacemento" with Milton Miller And The Gang; "Love Me Back," "Paradise," "Luna," "Italian Smack" with the Ray Conniff Singers; "As Time Goes By" (Canabiana) with Andy Williams; "When The Snowflakes Fall" with Tony Bennett; "Baby Elephant Walk" (Hatari) with Don Costa's Orchestra; "Marjana" with Johnny Mathis; "It Had To Be You" with The Ray Conniff Singers; "I Might As Well Be Singing" (State Fair), with Andy Williams; "The Longest Day" with Milton Miller And The Gang, and "Should I" with Don Costa's Orchestra.

RGE Records released for March-April four LPs: "Crepusculo," with the Billy Vaughan Orchestra; "Quando A Saudade Chegar," with singer Hildon Lopes; "Lamento," with Famous Boleiros; with Agostinho Dos Santos and "Speddy Gonzales," and other hits of Pat Boone.

Brazil's Best Sellers

1. Filmes Tristes—(Sad Movie)—Trio Esperança (ODEON); Yeda Maria (RCA); Demetrios (Continental); Sue Thompson (Co-panacana)
2. Hava Nagila—Chubby Checker—纪录(Ronmar-Fernar; Alina Kazhi (Mocando); Paulo Roberto (Copa Panacana)
3. I Can't Stop Loving You—Ray Charles (Polydor); Carlos Gonzalez (RCA); Paulo Marques (Chantecler); (Published by Vi-ola-Gomes)
4. Samba Em Preludio—Ana Lucia & Geraldo Vandre (Audiob-Fideli-ty); Sue Thompson (Copa Panacana)
5. Amor—Agostinho dos Santos & Rosana Toledo (RGE)
6. Lua Enim Fantasia—Carlos José (Continental); Fernando Torres (Copa Panacana)
7. De Do Luva—Noite Ilustrada—(Philips)
8. I'm In The Mood—Chubby Checker—(Parkway-Fernar)
9. Uma Lagrima Tua—Roberto Lu-cho (RGE); Alinico (Calheiroes) (Copacabana)
10. Indalo— Nelson Goncalves—(Philips) (Copacabana)
11. Bofo De Tía—Oliveira Silva (Continental)
12. Tempero Cima—Noite Ilustrada—(Philips); Carlhinos Mafasoli (Philips); Portinho (Philips); Osny Silva (Copacabana)
13. Ten Bofo Pra Tudo—Alcides Gerardi (CBS)
14. Bolota—Bienvenido Grandal (Philips)
15. Amorinho—Desoladora De Oliveira (Chantecler); Poly-phonics; Desoladora De Oliveira (Chantecler) Rosamey Arion (Continental)
16. Five Te Amo—Francisco Pe-ron (Continental)
17. Brasilian Music

Brazil's Top Ten LP's

1. 'S Voice—Ray Conniff Singers—(RGE)
2. The Jet Black's Again—The Jet Black's (Chantecler)
3. I Can't Stop Loving You—Ray Charles (Polydor)
4. Afrikan Beat—Bert Kaempfert (Polydor)
5. Traumlin—Ed Lincoln—(RCA)
6. Twistin' Round The World—Chubby Checker—(Parkway-Fernar)
7. Pemplo Di Capri No. 2—Pepino Di Capri (ODEON)
8. I Can't Stop Loving You—Ray Charles (Polydor)
9. Looks Like Me—Errol Brown (Polydor)
10. Requiem—Fidone—(RCA)
The winning country in the Eurovision Song Contest Grand Prix 1963 was Norway. Having watched the programme on TV, each jury voted for every song and every entry, selecting the six songs it considered best, awarded a point to each one. Tension mounted as the votes were transmitted to London and registered the contest. Denmark and Switzerland went through to the final and, by the rule of the countries, their entry was decided on by a draw. After the votes were summed up and the result reached London, the voting by National juries, each member, in the six participating countries, was completed.

The new tune was brought to victory by Denmark with 42 points, closely followed by Switzerland with 40 and third, fourth and fifth with 37. The U.S. came in fourth with 28 whilst France and Monaco were fifth and sixth with 20.

More songs were performed, with criticism of the rules by the Norwegian jury the first time round. The second vote was taken and the final results checked to ensure that a fair and honest contest had been conducted.

Among the many performers who took part in the 1962 Eurovision Song Contest were (left to right) Heidi Brühl (Germany), Jorgen Ingmann (Denmark), Mariet Sønderberg (Sweden and Belgium), Anni Palmen (Holland), Emilia Perico (Italy), Anita Thuland (Norway), Lena Hulve (Folke), Ada Barriere (France), Carinella Carvici (Austria), Francoise Hardy (Monaco), Nana Mouskouri (Luxembourg), Jorgen & Grethe Ingmann (Denmark) and Esther Ofarim (Sweden).

GERMANY. 1. "Marcel" (Marcel). Heidi Brühl, Charly Niessen, Willy Berking, Philips, Peter Schagerger.


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Buenos Aires, Arg.
Commemorating a twelve day tour that will take Dolton’s “The Ventures” throughout the western provinces, London’s national field representative, Don Wilson, says it will be the biggest tour ever for the group. The trip will take the artists to Lethbridge, Saskatoon, Brandon, Fort William, Winnipeg, Moose Jaw, Calgary, Lacombe and numerous smaller towns. Don Wilson, is providing his own automobile for transportation on the trip. The car and the rather large group will be equipped with a queen size bed, fridge, icebox and a TV that will be operated by two Fixes, who will act for something of an impressive sight throughout the Canadian west.

Western Canada is also getting set to play host to another group of recording artists. This time, Capitols’ new release, “The Limbo” will be playing a series of road shows with some of the best names in our industry. The tour will take “The Limbo” to some of the smaller towns in the west coast city and Edmonton’s CFRN. Meanwhile back at the office, London’s Gilles Amlin is working hard with a great new series of LP’s for the British Star, Cliff rice. In fact two new singles by the British Star, for Whitey points out that Capitols have released four sides by the group so far this year, and the group are’elle to release four singles in the next six months. Thecriptions include one written by Bob Martin and one by Phil Spector and Whitey. A special mention is reserved for the group’s first single, “Naigret Theme”. Heading the list for the new are CANADA’s in the west coast city and Edmonton’s CFRN. "We have a lot of confidence in the group's ability to deliver," Whitey said. "They are really putting in the effort to make sure that all of our listeners are satisfied."
**Great Britain's Best Sellers**

**Top Ten LP's**

1. *Summer Holiday* - Cliff Richard (Columbia)
2. *Sinatra* - Frank Sinatra, Count Basie (Reprise)
3. *All Star Salute* - Various Artists (Philips)
4. *I'll Remember You* - Frank Ifield (Columbia)
5. *West Side Story* - Soundtrack (Columbia)
6. *Out Of The Shadows* - The Shadows (Columbia)
7. *Samba Girls* - Byrd (RCA)
8. *Bobo* - The Crickets - Bobby Vee (Liberty)
9. *That Was The Week That Was* - TV Cast (Parlophone)
10. *Bobby Harel* - Billy Fury (Decca)

**Best Selling EP's**

1. *Frank Ifield Hits* - Frank Ifield (Columbia)
2. *Kid Galahad* - Elvis Presley (RCA)
3. *Sound Of The Tornadoes* - The Tornados (Decca)
4. *Out Of The Shadows Vol. I* - The Shadows (Columbia)
5. *Telstar* - The Tornados (Decca)
6. *The Boys* - The Shadows (Columbia)
7. *That Dream* - Elvis Presley (RCA)
8. *Back & White Minstrel Show* - George Mitchell (HMV)
9. *Dance On With The Shadows* - The Shadows (Columbia)
10. *Bobby Harel* - Billy Fury (Decca)

**Israel's Best Sellers**

1. *Bachar Boy* - Cliff Richard
2. *Let's Limbo Some More* - Chubby Checker
3. *Up On The Roof* - The Drifters
4. *My Way* - Frank Ifield
5. *I'm In Love Again* - Ricky Nelson
6. *The Next Time* - Cliff Richard
7. *Feel Tapper* - The Shadows
8. *Return To Sender* - Elvis Presley
9. *Globetrotter* - Bud Ashton
10. *Don't Set Me Free* - Ray Charles

**Bobby Cuttin' In Britain**

**Argentina's Best Sellers**

1. *Adios Mundo Cruel* - (Aldon-Fermata) Enrique Parlo (CBS)
2. *Limb Rock* - (Aldon-Fermata) Chubby Checker (Fermata)
3. *Dame Felicidad* - (Aldon-Fermata) Juan Raman (Disc Jockey)
4. *La Pecosa* - (Odeon) Los Pick-Up (Music Hall)
5. *La Loma* - (Philips) Los Panchos (CBS)

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4. *La Pecosa* - (Odeon) Los Pick-Up (Music Hall)
5. *La Loma* - (Philips) Los Panchos (CBS)
Belgium's Best Sellers

FLEMISH
1. En de geraet je (Will You/Tulip)
2. Cœur blessé (Petula Clark/Vogue)
3. Sans toi (Pierre Christiaens/Vogue)
4. Green Eyes (Ray Conniff/CBS)
5. Tous les garçons et les filles (François Hardy/Vogue)

Dutch
1. Eén man zonder jou (Will You/Tulip)
2. Cœur blessé (Petula Clark/Vogue)
3. Alouette (Cilla Black/CBS)
4. Green Eyes (Ray Conniff/CBS)
5. Duivel (Piet Goethals/CBS)

Walloon
1. Voyons de minh voyage (Freddy Fender)
2. Do you love me (The Contours/Oriole)
3. Crying in the wind (Paul Anka/RCA)
4. Don't you like me (The Contours/Oriole)
5. Crying in the wind (Paul Anka/RCA)

Hispanav Fêtes Lieberson

Spain's Best Sellers

1. West Side Story—Soundtrack (CBS)
2. Per Tutte—Tony Enrico (HIMV)
3. Licorne—Francoise Hardy (Hispanav-Vogue)
5. Balada De La Trompeta—Cinco Latinos (CBS)
6. No, I Can't Make It Tonight (Will You/Tulip)
7. Las Habitantes—Gilbert Becaud (HMV)
8. Last Tango—Paul Anka (CBS)
9. She'll Be Coming Around The Mountain (Ray Conniff/CBS)
10. I'll Be Seeing You—Jimmy Dorsey (CBS)

A few weeks ago, Olympia released the original version of "Sakskib Porselein" from the TV-contest Canzonissima. The flip side of this record is another number which appeared in Canzonissima, too, "Zoo". The artist who sang both numbers is Jo Leemans. The reactions of the public seemed to be satisfying and critics are enthusiastic about this record. Sales are good today and the record has probably the most important event of the Spanish musical scene this year. Everybody in the record business is eagerly awaiting it.

Cash Box—April 6, 1963

International Section
Billy Mo is a young Negro from the islands who has been in Germany for many years as a single artist. He has been with CBS since the early 1960s. His first hit was a song written by Joe Dee, who also has a hit on the Charts with "The Slogan." Billy Mo has established himself as a major force in the German music industry.

This week's Chart features several new entries, including "The Slogan" by Joe Dee, "The Slogan is the start of a new trend in German music. It is a simple, catchy tune that is easy to sing along with. It has already become a hit in Germany, and it is expected to continue its success in the coming weeks.

Other new entries include "I Want To Be A Millionaire" by Gert Harder, "The Slogan is a great way to start the week, and I'm looking forward to seeing how it does on the Charts.

Holland's Best Seller List

Week 9

1. "Wacht Auf Wieder, "Klaus Wunder" - The Wacht Auf Wieder is a hit in Germany, and it is expected to continue its success in the coming weeks.

2. "I Want To Be A Millionaire" by Gert Harder - This new entry is expected to be a big hit on the Charts.

3. "The Slogan" by Joe Dee - This new entry is expected to be a big hit on the Charts.

4. "The Slogan is a great way to start the week, and I'm looking forward to seeing how it does on the Charts.

5. "Wacht Auf Wieder, "Klaus Wunder" - The Wacht Auf Wieder is a hit in Germany, and it is expected to continue its success in the coming weeks.

6. "The Slogan is a great way to start the week, and I'm looking forward to seeing how it does on the Charts.

7. "I Want To Be A Millionaire" by Gert Harder - This new entry is expected to be a big hit on the Charts.

8. "The Slogan" by Joe Dee - This new entry is expected to be a big hit on the Charts.

9. "Wacht Auf Wieder, "Klaus Wunder" - The Wacht Auf Wieder is a hit in Germany, and it is expected to continue its success in the coming weeks.

10. "The Slogan is a great way to start the week, and I'm looking forward to seeing how it does on the Charts.

Note: This list was submitted on April 15, 1963 by the International Section.
**Norway's Best Sellers**

1. **A Summer Holiday** (Cliff Richard/Columbia)
   - July 1963 - Week 3

2. **One Broken Heart For Sale** (Elvis Presley/ RCA Victor)
   - July 1963 - Week 1

3. **Hello, Dolly** (Tony Anholt) (Toy Balloon) (Arne Bendiksens/ Triola) Stockholms Musikproduktion
   - July 1963 - Week 4

4. **Midnattsglas** (Tanne mit mir in den Morgen) (Ax Wenzel/ Jan Holland/Columbia) Musik-Huset A/S
   - July 1963 - Week 5

5. **Manu** (Manu) (Aften/Metronome)
   - July 1963 - Week 6

6. **Fjernland (Weltes Land)** (The Key Brothers/Triola) Egel
   - July 1963 - Week 7

7. **Loop The Loop (Frankie Vaughan/Philips)**
   - July 1963 - Week 8

8. **I Walk Right In (The Topnotch Singers/Fontana)**
   - July 1963 - Week 9

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**Sweden's Best Sellers**

1. **I Såväl** (Malena Berg/Ost AS)
   - July 1963 - Week 1

2. **I Love You** (Tony Anholt)
   - July 1963 - Week 2

3. **Make It Last** (Tony Anholt)
   - July 1963 - Week 3

4. **I Was Born To Love You** (Tony Anholt)
   - July 1963 - Week 4

5. **I Love You** (Tony Anholt)
   - July 1963 - Week 5

6. **Make It Last** (Tony Anholt)
   - July 1963 - Week 6

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**Australia's Best Sellers**

1. **Blame It On The Bossa Nova** (Eddy Gorme—CBS)
   - July 1963 - Week 1

2. **From A Jack To A King** (Ned Miller—W & G) J. Albert & Son
   - July 1963 - Week 2

3. **Walk Like A Man** (Bruce & Son—Festival)
   - July 1963 - Week 3

4. **Ruby Baby** (Dean—CBS)Belinda Music
   - July 1963 - Week 4

5. **Hey Paula** (Paul & Paula—Philips) Walrus Music
   - July 1963 - Week 5

6. **Tell Me** (Ricky Nelson—Columbia)
   - July 1963 - Week 6

7. **The Strange One** (Tony Anholt)
   - July 1963 - Week 7

8. **Halfway Home** (Tony Anholt)
   - July 1963 - Week 8

9. **Come The Little Bit Closer** (Belttones—Festival) Belinda Music
   - July 1963 - Week 9

10. **Dance On** (The Shadows—Columbia) J. Albert & Son
    - July 1963 - Week 10

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**Cash Box—April 6, 1963**

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The Minister of Finance of Japan gave instructions to the officials in charge on March 16 to make good the few million dollars presently provided as payments to foreign artists. But it is only for invitations for the public interest. For "cordon sanitaire," 1 million yen only is allowed to pay for one invitation.

1) In the bank account, 200,000 dollars is presently provided as payments to foreign artists. But it is only for invitations for the public interest. For "cordon sanitaire," 1 million yen only is allowed to pay for one invitation.

2) After April 1, the allocations for performances at theatres or public halls should be up to 5,000 dollars for one case, and for those at night clubs or cabaret up to 2,000 dollars for one case.

3) The import fees are to be increased, from 231 films in 1962, up to 278. The new figures of TV films were not shown, but a large relief is expected in these also in dollars.

Jack Mills, president of Mills Music, arrived here on March 15, to stay for a couple of weeks. During the time, he plans to establish a branch of Mills in Japan in order to further promote Mills' songs and to stock Japanese songs.

George Shearing, who was making very successful performances here, attended the opening of "Komey Stock, national blind school, and played some of his hits to encourage pupils suffering from the same handicap as he.

Frank Parker and Walter Fiehler, American artists who are traveling "round the world performing on the ship SS Rotterdam for 80 days tour, stopped here to enjoy sightseings for two days. They left on March 20, for the next port, Honolulu.

Takayasu Yoshikawa, international A & R of Nippon Columbia, left here on March 19, to join CBS International, where he will study the American record business as a trainee for one year.

Since January, we have many visitors from American and European countries who are traveling "round the world" this season, to report payments to visitors this season is that they sing at first class hotels, in Japan, foreign artists used to sing at theatres, public halls or night clubs, but they would not sing if the stage of hotels. Gilbert Becaud, famous chanson singer, sung at the Hotel Okura March 15, and the I Musici from Rome appeared at the Imperial hotel March 26.

# Japan's Best Sellers

INTERNATIONAL:

This \ Week
1. Sherry—Four Seasons (Vee Jay) Pub. Toshiba; Paradise King (Toshiba)
3. The Longest Day—Bitch Miller (Columbia) Pub. EMP; Shigeru Nakamura (Toshiba)
4. Return To Sender—Elvis Presley (Victor) Pub. Aberbach; Three Frankie's (Toshiba)
5. Feel Like a Woman—Johnny Sommers (Warner Bros.) Pub. IMP; Kayoko Moriyama (Toshiba)
6. Goodbye Joe—Alma Cogan (Odion) Pub. Shinko; Q. Sakamoto (Toshiba) Michiyo Azuma (King); Mari Sono (Gramophon)
7. Tonight You Belong To Me—Nancy Sinatra (Repertoire) Mip; Peur (Toshiba)
8. Rambling Rose—Nat King Cole (Capitol) Pub. Tone; Gentaro Tanaka (Toshiba)
9. Beso Beso—Paul Anka (Victor) Pub. Shinko; Michiyo Azuma (King) Kazeichi (Toshiba)
10. Keep On Your Door—Eddie Hodges (Cadence) Pub. Aberbach; Yuki Ho (King)

LOCAL:

This \ Week
1. Hitoriibochi no Futari—Q. Sakamoto (Toshiba) Kiriko Nakagiri (Victor)
2. Isudeno Yume—Yukio Hashi (Victor)
3. Tsun-Tsun Bushi—Q. Sakamoto (Toshiba) Yamasato no Hoshi—Kiyoshi Matsunaga (Toshiba)
4. Sayuri Hosokawa (Victor) Samui Asa—Sayuri Hosokawa (Victor)
5. Shimassadachi—Yukiju Anou (Toshiba) Anouki shiwaso—Hisashiko Hida (Columbia)
6. Susurou no Uta—Michiya Mihashi (King) Kikko Sandozoku—Komadori Sisters (Columbia)
7. Girls Girls Girls (Victor)
8. The Best of King Cole (Capitol)
10. Mantovani Spectaculars (London)
11. Holiday in Japan (Polydor)

LP BEST SELLERS:

This \ Week
2. C'est L'Ameur Auquel Je Pense: F. Hardy, Published firm: Alpha.
3. Nous Querions Que Querions Nous: F. Hardy, Published firm: Alpha.
5. Une Amie Et Une Donne: Maurice Jarre, Published firm: French Music.

Johannesburg—The dashing fella with that look so much like Diamond Jim Brady is actually country charger Jim Reeves. The artist, who is hitting in the States with "Blissful Angel" on Victor, is currently tied in Japan with Toshiba, securing his first hit, a mellow one, titled "Strike It Rich." Reeves co-stars in the film with Madeleine Usher and June Neethling.
COUNTRY ROUND UP

Hank Thompson and his Braze Valley Boys are on a dinner tour in all areas of the United States. Thompson had a close relationship with Thompson's band, including Billy Thompson, replaced by Billy Gary. Thompson had been touring with a close companion, and Gary has been good to Thompson, however, he plans to organize his own group that will play the same venues as Thompson. Curry Chalker, Thompson's lead singer, is recognized as one of the nation's lead singers. Curry Chalker's new material is presented by Boopy Garrett, who leaves the band for health reasons.

Jimmy Logan, on a 50,000 watt channel WAGN-Washington, is signed to an exclusive recording contract with the country music industry of the United States. Curry Chalker, Ray Harr, and immediately started making plans for his first single and LP recording dates on the label. Logan plans to keep active his radio show and to continue in the packaging of special record promotions for radio sale.

Continuing with the growing trend of honoring the late Grand Ole Opry stars, KLER-San Antonio recently presented an hour-long memorial to the late greats. The event dedicated to the memories of Patsy Cline, Cowboy Copas, Hawkshaw Hawkins and Randy Hughes. Narrating the program were station announcers Mickey Bauk and W. F. Hamford, KERs manager, who worked with these artists during the time they were on the air. The program included parts of a long association with these great artists.

Jim Reeves recently wound up his busy schedule of personal appearances and recording sessions and took off for South Africa. Leaving the U.S. from Johannesburg is that the film Jim is starring in is due to be released. Jim is due back in the States for a long tour beginning April 14th. He will have only a couple of days off, and then he returns overseas in May for concerts in England, Ireland and Scotland.

The first Country Music Caravan is winding its way to Denver in celebration of those that have taken part in the recording industry. The Four Seasons night club in Aurora Colorado has graciously rolled out their carpet of Royal Welcome to those that attend the dinner-dance show the main ballroom on Monday, May 4 at the Four Seasons. The purpose is to bring together the artists, deejays, publishers, promoters and distributors in one central location. The Denver area radio stations are being honored for their fine support of country music. The event is being coordinated by the Four Seasons, KODA-Aravada and KERN-Brighton. The master of ceremonies will be Mr. D.J. D.U.S.A, Will Shaner of KPVI-Colorado Springs. Shaner will be at the turntable to review the new releases during the 7 to 9PM dinner hours. KPVI is well known for bringing in the Grand Ole Opry shows to the Springs under the management of Pappy Dave Stone, owner of the outlet.

Just Tubb, exclusive Tree writer, whose Groove bow of "Take A Letter Miss Gray" has received tremendous response in many areas, is scheduled for an extensive promotion tour which will last well into April. Juston plans to visit every major market.

Capitol Records' Roy Clark has been in the Grand Ole Opry House, March 31 through April 7. Roy and his Catalinas have just closed the Golden Nugget in Las Vegas, Nevada and are scheduled to return May 2.

Youth Music's Slim Williamson sends along word that deejay copies are available of the following releases: "The Only Girl I Can't Forget" by Del Reeves on Reprise, "Point Of No Return" by Lewis Pruitt; on Vee Jay, and "Shoes Of A Fool" by Bill Goodwin on Vee Jay. Anyinterested deejays please give him a call at P.O. 425, Louisville, Kentucky.

George Hamilton IV recently made his first visit to Mexico as a guest of Buck Wayne Johnson, production manager of the 50,000 watt WEDB-San Diego. The short trip included a visit to the station's new facilities near Rosarito Beach, California and drive along the coast. . . . A flurry of country music activity recently hit San Diego with personal appearances by such prominent names as Ray Price, Little Jimmy Dickens, Sheb Wooley and Tex Williams.

Ernest Tubb and the Texas Troubadours have been real busy on the New Mexico-Colorado circuit. During the past week the crew played dates throughout the state. They are scheduled to be in Colorado next week.

The current hit on the radio charts has enough good going for him on this high-spirited, chorus-backed pop-flavored item that it has a chart success in no time flat. Watch it for rapid acceptance.

BOBBY LORD (Hickory 1210)
(B+) "CRY, CRY DARLING" (2:35) [Acuff-Rose BMI—Newman, Miller] Lord is always a chart threat and this bright, pop-styled country bluer could well develop into a hit. Tune has some impressive country lyrics and a potent, multi-dance beat.

(B) "SHOPPING CENTER" (2:43) [Acuff-Rose BMI—Bryant] This time out Lord comes up with a catchy chorus-backed all around the end of a romance.

BENNY MARTIN (Starkey 263)
(B+) "ROSEBUDS AND YOU" (2:41) [Starkey BMI—Scott] Benny Martin could grab some quick coin with this top-notch, duel-track, country-styled country music with a warm-hearted while-back sound. Shows some impressive banjo and guitar. Eye it.

(SINFUL CINDERELLA) (2:30) (Starkey BMI—Payne) More fine country sounds. This one's a slow-moving, soulful tear-jerk sold with authority by the charmer.

SMILEY MONROE (Toppa 1083)
(B) "DOTTIE DOLORE (LOVES BILLY BASS)" (2:20) [Mixer BMI—Ruffin; Range BMI—Brown] Smiley Monroe once unleashed his potent vocal and instrumental full-blown on this rousing, bluegrass-blending change-of-pace item. Lead vocals are done with a passion that can't be matched.

(B) "BILLY BLUEGRASS" (1:50) [Mixer BMI—Nee, Roby] Monroe further displays the mastery of the bluegrass idiom on this happy-go-lucky country ditty.
<table>
<thead>
<tr>
<th>Pos.</th>
<th>Last Week of Chart Entry</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
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<td>Porter Wagoner</td>
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</table>
HOTTEST COMBO OF THE YEAR Seeburg's exciting new combination remote selector and speaker unit is actually a miniature stereo phonograph. It does everything but spin records...a perfect companion in style and performance for the new LP Console. It features albums in true stereo sound, and it's personalized. And it has an exclusive new name, too...Seeburg Stereo Consolette.
Editorial

TODAY'S EXPORT MARKET

A $30 MILLION BUSINESS

Last year at this time we wrote an editorial which reported on the fact that the export record had been broken for a twelve month period. The total volume at that time was $28.5 million. In the twelve months ending December 31, 1962 the export volume broke through the $30 million figure. Evidently, it's here to stay, as they say. And the future looks as though we can expect more of the same in the coming years.

In spite of a crippling dock strike which held up business on the east coast for a month, a fading out of interest in certain countries on certain types of equipment, a political situation in South America that has exporters concerned over prospects in this territory, and a disappointing year for vending in some of the overseas markets, the export picture continues to grow and grow.

Competition from European made machines doesn't seem to present too great a problem. If anything, new marketing methods which include leasing arrangements with locations and customers will spur used equipment sales. One thing is certain with each passing year. The firm which sticks to the export business either grows with it or is forced to step down. Tighter inventory controls, sharper buying techniques, more favorable shipping arrangements, and broader sources of supply, are all a part of successful growth. And at the same time of course one must keep a close eye on his bread and butter—domestic wholesaling.

The economic picture in Europe and Asia is very bright today. The people in these countries are living better than ever before. With the better life comes entertainment and that's where the US coin fits into the picture. He can still provide the greatest source of supply for new and late model equipment at the best price. With experience comes know-how and today the American firms are literally planning the location equipment purchases for many firms. The wheat is separated from the chafe. The men grow with the business while the boys are pushed to the side. In some instances export specialty houses are successful in handling the export business for the wholesaler, relieving him of the details and of course a portion of the profit. To many, this is the best way to ship an export market. To others the export market remains a challenge. And the profits are always greater when the risks are greater.

In this year 1963 the risks have been planned to a minimum. The profits are stable. And the export business has arrived, so to speak. $30 million isn't the steel industry's export figure and it doesn't compare with the auto industry's volume to overseas markets. But it represents 86,423 machines. And that's a lot of machines for any industry.
New York—the export business of California Future for the house-coin of coins in this past year. The 1962 volume of $30 million at- tempted to garner a share of this market, and as a result many firms new to the busi- ness are almost always offset by new market openings, lif- ing and standard economic conditions, which have been changing rapidly. This year's volume has totaled more than $30 million. As a result, California Future is here- by derated to 50% of the coinage capacity of the Scopitone—any number of reports, including those in European observ- ers. The new table has had little impact on the foreign location. Whereas in the USA it has taken to being used to eventually re-enter the European market, the original projection started on the export of US coins to Europe.

London’s Cinebox To Release 6 Films Each Month

RYDELL, Dion Available

LONDON—Gelardi of Filmex Box- ing Company Ltd. British importer of the Cinebox and the Cine- cino, reports that the company has never been busier, and that businesses are being conducted throughout Europe and in American outposts.

The company has received a considerable amount of orders forhold- ing, and the first shipment of films have been delivered to the East and West coasts with delivery promised for the near future. Many requests have also been sent in, particularly in locations such as the night clubs.

Scopitone Producing Films In Europe

LONDON—Radio Vision, British dis- tributors of the French manufactured Scopitone, are producing sound films for the machine which was first introduced to the country last Janu- ary of this year. Already some 40 are in operation in this country and are growing in popularity, particularly in locations such as the night clubs.

NORMAN MILLER, a Director of Radio Vision together with a production team headed by independent Producer Joe Meck visited Paris recently where they made three films. Two films were released in the British group. The Tornado, and one was a vocal by a member of B-52, which was released as a promotional piece. Further films are to be made in Paris in the near future. Six more are currently in production here at Elstree Studios, two by Craig Doug- lass, two by The Mudlarks and two by The Avos—these are all artists are managed and supervised by independent producer Ben Lewis, owner of Ritz records, whose disks are released by Decca.

Royal Buy New Building In Cincy

CINCINNATI — Royal Distributing Company is at it again. Moving that is. The firm will re-locate sometime in May and to look at the present quarter- tars this week we would think a twist to the coin machine plant.

Not too long ago, the Royal building was bought by a person who轮廓 out its usefulness, accord- ing to partners Harold Hoffman and Clint Shokey. The present building has been located and the excess will be kept at the chance to buy a new place of their own.

The opportunity presented itself several months ago and the crew will move into new quarters at 1218 Glendale-Milford Road sometime in mid-May. The new plant—a 17,000 square foot building—offers many features that will facilitate shipping and receiving.

A three-tier metal rack in the rear of the building will house three times as much equipment as before and a lift truck will be used. "I got the idea when I read about the Buoyon-Springfield plant in Cane River," said Hoffman. "We have the parking lot space will match the showroom space—another 17,000 square feet. Four loading doors will facilitate front and rear loading.

A separate wing has been con- structed to handle erecting thereby reducing the stilt equipment insurance many firms have been subjected to this year. "We consider it a small miracle that we were not hit by the insurance costs," said Hoffman. "And we are not going to be caught off guard again."

Recalling that the Seymour plant was closed at one time, we ask what the color scheme would be in- side the new plant. "Well," said Hoff- man, "the building itself is a salmon-colored brick and . . ." But we didn't wait to hear the details.
Some people call it a jukebox. Others call it a phonograph. If you want to get fancy, you can call it a music system, coin-operated.

Call the Rowe AMi coin-operated phonograph what you will, its first and last name is MONEY-MAKER.

That's because Rowe has all the features you need to make money in any location—and none of the features that limit play.

For example: Three-in-One (200, 160 or 100 selections) programming; self-contained Stereo Round; full-width personalization panel; Top Talent Tune display that needs no "double" titles; light, color, motion—salesmanship, in other words; easy-to-read, easy-to-select titles; jumbo keyboard.

And, most important, a realistic price.

Your Rowe AMi Distributor can make it mighty easy for you to get your hands on these money-makers right now. See him soon for the full story.

*Pat. pend.
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Cash Box—April 6, 1963
Anka, Sam Cooke
Among 10 New
Seeburgh Little LP's

CHICAGO—Another 10 albums have been added to Seeburgh's Little LP library bringing to 52 the number of albums released since the second edition of the Little LP Catalog was published in January. Albums included in this latest list are: Anka, Paul; Our Man Around the World, RCA; Franci, Sergio, Romantic Italian Songs, RCA; Cooke, Sam, The Beat of Sam Cooke, RCA; Perez, Our Man in Latin America, RCA; Fiedler, Arthur, Our Man in Boston, RCA; Motola, Tony, Spanish Guitar, Command; Lynn, Gloria, The Las Vegas Thunderbird, Everest; Reed, Jimmy, Just Jimmy Reed, Vee-Jay; Snow, Hank/Carter, Anita, Together Again, RCA and Pennino, Leonard, Rhapsody Under the Stars, Capitol.

Howard Johnson
Planning 17 More

NEW YORK—The Howard Johnson Company, a favorite among location outlets for coin machine installations, has advised that it will open 17 new locations during the year. Of these, 13 will be operated by the company and four will be operated by licensees. At the close of the year 1962 it was reported that Howard Johnson owns or franchises 638 locations all of which are restaurants. Three hundred and forty company-operated while the balance of 338 are license operated. 1963 was the best year in Howard Johnson's history with sales of $111,106,275 and a profit of $4,600,000, or $2.09 per share.

INTERSTATE NAMES

Wien V.P. OF
Brass Rail Div.

CHICAGO—Interstate Vending Company, Chicago-based national vending and food service operator, has announced the election of Byron R. Wieland as Vice President in charge of the Brass Rail Division. The announcement was made by Ronald Wolf, President, who said that Wieland was elected at a meeting of the Board of Directors.

As Vice President in charge of the Brass Rail Division, Wieland will headquarters in New York City with responsibility for the Brass Rail restaurant chain in Manhattan as well as the Brass Rail operations at New York International (Idlewild) Airport, Jones Beach and Freedomland. Wieland will be responsible for Brass Rail participation in the 1964-65 New York World's Fair.

In the last year and a half, Wieland has served Interstate as Assistant to the president. Before joining the food service firm, Wieland was a group project leader in the Management Research Division of the Armour Research Foundation of the Illinois Institute of Technology.

Wien, a native Chicagoan, graduated with distinction from Harvard Business School and with honors from Harvard College.

He and his wife, Lois, presently reside at 22 East Division Street, Chicago, and will move to New York City.

FIRST ASSORTED POSTAL SUPPLY VENDOR: First vending machine ever used by the Post Office Department to sell an assortment of postal items in quantities is put in service in the Main St. Louis Post Office at the start of field tests. The machine is a development of Universal Match Corporation's subsidiary, Match-Mark Industries. Here, H. F. Sackett, left, Unimatch's general manager, explains operation of the machine, to Thomas E. Powers, center, and Charles A. Venator, St. Louis Post Office officials. Twenty of the machines will be tested for about nine months in the St. Louis, Boston, Dallas and Los Angeles areas. If the one above, will accept and make change for $1 and $5 bills, as well as coins. The other 19 are coin-only units. They vend books and coils of stamps and packets of stamped envelopes and postal cards. The units combine Wittenborg, U.S.A., vending machines and money-handling equipment of National Rejectors, Inc., both Universal Match subsidiaries.
Export Unit and Dollar Volume Figures For Quarterly Periods
January-December 1962

1st Quarter
Total Dollar Volume $7,361,968
Total Machines 20,259

2nd Quarter
Total Dollar Volume $8,540,161
Total Machines 27,811

3rd Quarter
Total Dollar Volume $6,000,960
Total Machines 15,406

4th Quarter
Total Dollar Volume $8,541,391
Total Machines 22,947

YEARLY COMPARISON

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<td>1948</td>
<td>82,510</td>
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MOVING SOON!

Closeouts While They Last

THESE PRICES WILL NEVER BE OFFERED AGAIN. WE'RE LOSING MONEY ON MANY OF THESE GAMES. MUST BE SOLD!

CROSSWORD 75.00
Scoreboard 60.00
Shingdig 50.00
Sweet Add-A-Line 25.00
Trade Winds 250.00
Tom-Tom 25.00
Ten Spot 190.00
Tinsador 50.00
All-Star Baseball 50.00
Atomic Bowler 75.00
ChicCoin Big Hit 150.00
MAKE OFFER
Bank Ball 100.00
Big Bumper 150.00
Hi-Fly 100.00
Joker Ball 100.00
Jungle Hunt 150.00

CALL US COLLECT
Ask For Harold Or Clint
EL 1-7400

Kiddie Kolor
Kartoon 125.00
Major League
Baseball 225.00
Official Baseball 225.00
Roll-A-Line 225.00
Midway Slasher 225.00
Bally Sharpshooter 225.00
Midway Shooting 150.00
Ski Fun 150.00
Table Hockey 225.00
Target Gallery 50.00
Two-Gun Fun 150.00

MUSIC

F120  $140.00
K200 Stereo  495.00
K100 Halfback  395.00
GT20  175.00
D40  40.00
E80  80.00
J200  350.00
1455  175.00
Fireball 35.00
1400  40.00
1432  75.00
1436  75.00

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Cash Box—April 6, 1963
Rowe AC Appoints Two Distribrs

Auto. Music To Sell In Oklahoma, Parts Of Arkansas

Mel Rapp Will Remain As Continental Consultant

L&M To Launch 'Lark' Cig With New Filter

New Bill Changer

US Vending Names Frawley
Export Exec Views European Leasing

Morris Nahum is Sales Director For R. H. Belam Company. Upon returning from a European trip last month, Mr. Nahum consented to do an article for Cash Box on leasing in Europe. The article follows.

The jukebox leasing system has taken such forward steps in several countries that, I believe the time is ripe to take a close look at this system.

Several factors are taken into consideration in location owners who are now looking upon jukebox leasing with a more favorable eye. First, they do not have to depend on operators established in their areas. Secondly, they can change the jukebox leased depending on how business outlooks.

On the other hand, this is how the leasing company operates:

1. The location owner decides himself the type of jukebox he wants. Almost any type and any vintage is offered by large leasing company at different rates.

2. The location owner signs a lease for 3 or 4 years at a certain monthly rate. This rate varies depending on the model of the phonograph. Moreover, the rate increases gradually, the second, the third and the fourth year.

3. The location owner has the option at any time during his lease, to purchase the jukebox in his location at set prices pre-established by the leasing company, and which vary for each model.

4. The location owner has the option at anytime during his lease, to request a change of jukebox, either to a better machine or an older model, for which rates are pre-established by the leasing company. Only a small service charge applies for this substitution.

This is a tremendous opportunity for a location owner who, depending on the volume of the business he has, may switch to a costlier or less costlier machine. For even, if he makes enough to raise sufficient cash, he can purchase the leased machine outright.

The leasing rates extremely low. In England for instance, it varies for us say a three or four year old machine, between 15 or 20 dollars a week the first year, and the rate is subsequently lower for the following years.

The leasing company usually services the machines at no additional cost, or charges very little. Furthermore, they usually turn over the leases to a finance company who takes over the collections of monthly rents, for a small charge.

Some of the leasing companies who were slightly worried at the beginning of such venture, realized that, with the years passing by, business increased, leased machines reached the hundreds; so that, with a reduced overhead expense percentage, they are enjoying now the monthly flow of cash, from leased machines, as well as cash from outright sales of machines, which they immediately replace by direct imports from the U.S.A.

Could this system work in the United States? I leave this point open for discussion among my local distributors friends... I handle only export.
**ANALYSIS OF 1962 ANNUAL COIN MACHINE EXPORT VOLUME REPORT**

**GENERAL**
The coin machine export business topped $30 million during 1962, a two and one-half million dollar gain over '61 with more than 68 thousand machines being shipped to foreign lands. Phonographs accounted for 40% of the volume, as did amusement machines, with vending coming through with 20% of the total. Vending was the only disappointment but to the specialists it was almost expected. Good things take time and this is the case with vending. The Latin countries and the island countries were more dispose to look what they did previous to this year and the shippers were almost as happy, many of them still awaiting payment from earlier orders. Late model music accounts for most of the juke box business with more and more of the new machines being manufactured in the foreign countries to overcome the totals. The phonos were the steadiest figures and while games fell off on the totals there were some surprises, biggest of all was So. America where money and units doubled. France and the UK were strongest gainers in Europe for games. Africa just pulled out of the vending altogether after a week try earlier. Again S.A. was way down on the merchandise machines and Australia almost tripled vending imports. The year was a good one and so was the equipment. That appears to be the main reason for the overall increases each year—the equipment gets better and the prices become more stable.

**PHONOGRAPH**
The totals compared for the last two years are almost identical—$12 million plus each year. No. America, Europe, Asia, and many of the individual countries were recorded at about the exact volume in '62 as was set for '61. So. America's music dipped to less than half of '61. Big increases in Austria, Belgium, Finland, and a fair increase in the UK offset losses in Denmark, Ireland, Italy, Netherlands, Norway, Sweden, Switzerland and even West Germany where the domestic machines might be eating into US sales. Asia came down even though Japan kept abreast of previous sales. Malaya, Hong Kong, Lebanon, and Philippines made up the dips for the Continent's volume. Australia bought 288 juke boxes and made a gain. Liberia's 5200 machines didn't keep the total was falling off in Africa.

The year to year analysis of the music business shows that the manufacturers shipped registrations 50% more machines this year than last year's almost non-existent total of 6 machines. Jamaica was a sad awakening dropping from $200 thousand market to less than $50 thousand. Mexico increased business in phonos as did in games, taking 400 phonographs from US plants. Nicaragua showed a steady increase, Panama dropped, and Trinidad almost fell off the board.

It was a good year for music machines and as the demand for late model phonographs continues, the juke box should stay on as the bread and butter machine of the market.

**AMUSEMENT**
The dollar volume on games increased by almost $2.5 million but the unit volume stayed about at the same thereby accounting for the higher prices on games due to the new and later model demand for fast-moving equipment. No. America was up almost $300 thousand with the Bahamas, Canada, Greenland, Panama, and Trinidad accounting for gains but with Mexico zooming from a piddling 80 machines in '61 to more than 1000 units last year.

With the gains come the losers and they were Dom. Republic, Haiti, Iceland, and Jamaica. They move around so fast you can't tell the importers without a scorecard these days.

So. America registered a resounding increase with double the business for '62. Argentina, Columbia, Ecuador, Suriname, Uruguay and Venezuela more than made up for losses registered on music. The games pulled this market through the bad months. Europe, the mainstay of the games export business took the same number of machines as last year but again the prices were up. Individual gains were made in France—from $2 to $3 million—Greece—a 100% increase—Ireland—who took 155 machines—Spain—who doubled—Switzerland—50% increase—and the UK who topped the $2.6 million figure. West Germany, Netherlands, and Belgium were all down in numbers of games.

As this games volume dipped as did Japan's. Almost in half was the unit and dollar volume report. Among the losers: Hong Kong, Korea, Singapore, big loser Thailand, made up the losses. Big increases were posted in Lebanon, Nansel Is., and Vietnam, a small user but in any event one which doubled its take to $8 thousand taking 10 machines.

Africa was a letdown after '61. The year brought only 356 machines into the Continent and Ethiopia bought 280 of them. Every other country of any consequence showed a loss for the year.

**VENDING**
Vending didn't quite make the $6 million mark in '61: In '62 it couldn't hold on and dropped to $5.5 million. But the experts continue to say "wait 'til next year" and they're probably right. Our pipelines into Europe advise that the vending market must grow slowly. It's a different business over there and until the combined European technical know-how and American merchandising savvy jibe we can await improved conditions. The model did represent 20% of the total however and here's the way it looked at year's end:

No. and Central America stayed the same. So. America fell off almost to a halt. Europe, the proving ground for vending, stayed constant. Asia took more machines but the prices were lower—older models. Australia failed. Africa dropped out of the picture entirely.

Continental Asia (not included in No. of units this year) emerged (in No. of units) down to a stand-still, and were they carrying the Continent. Belgium took mostly new machines, fewer than last year. Finland showed gains as did across the board. Italy fell in half. Netherlands stayed the same. Norway took fifty machines for a try. The Swiss held their own and the UK, dipped about 25%. West Germany was off to half the previous marks but they were of new and later models. Asia was steady with Japan taking about two-thirds of the volume. Thailand showed interest and as in games registered a good improvement. The vending picture was spotty but promising. Perhaps we'll take the experts advice and wait 'til '63 reports in.
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KIDDIE MODEL

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C. C. RAY GUN $375
C. C. BULLSEye DROP BALL 75
Bally HEAVY HITTER, Baseball 175
Bally DERBY GUN 150
Wms. OFFICIAL BASEBALL 375
Midway SHOOTING GALLERY 149
Midway RIFLE GALLERY 295

SHUFFLE ALLEYS
UNITED
ATLAS $185
NIAGARA 195
CYCLONE 195
EAGLE 175
HANDICAP 125

BALLY

ABC 95
CONGRESS 115
DLX. CONGRESS 135
LUCKY 175
CLUB BOWLER 195
DLX. CLUB BOWLER 245
OFFICIAL JUMBO 295

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Lt. Governor Attends Sparks S.C. Party

COLUMBIA, S. C.—The Columbia segment of the Sparks Specialty Company Open House was held here last Saturday, March 17, and it made official the appointment of Sparks, by Rowe AC Services, to distribute the Rowe AMI phonograph. Riviera cigarette vendor and the Rowe candy machine (see Cash Box, March 24, page 8).

Among the many VIP's to attend the Sparks-Columbia party was Lieut. Governor Robert E. McNair, who had addressed the S.C. Operators Association earlier. Here are some snapshots taken during the festivities at which everyone had a grand time.

The photo, left, L. G. Robert E. McNair, of South Carolina, poses with a "Rowe AMI" phonograph.

Top right, Mrs. Flora S. Kenney, Executive Vice President, Sparks Specialty Co., Columbia, S. C., with Bob Fike, of Sparks Specialty Co., Columbia, S. C., pose with John Hickman, Rowe AC Services, New Orleans.


Center right, L. G. to r.: Henry Price and Janet Williams, and Mr. and Mrs. Billy Oberst, all of Winuga Amusement Co., Georgetown, S. C. Below left, L. G. to r.: Bob Richards, Richards Amusement Co., Charleston; Lt. Gov. Robert E. McNair of South Carolina; George Klerken, President, Rowe AC Services; and H. L. Mims, Mims Amusement Co., Charleston.

Bottom right, L. G. to r.: Flora S. Kenney, Executive Vice President, Sparks Specialty Company; Johnny Casola, representative of United Mfg. Co.; and C. W. McKevelcy, Manager of the Rowe AC Atlanta office.

London Ops View Kenney’s “Venus”

LONDON—Mar-Matic Sales Ltd. recently hosted a small reception to introduce the latest Kenney Bingo Pin Table “Venus” seen here. The first consignment has arrived and the machines are available only through Mar-Matic Sales and their distributors, Ruffler & Walker, Coastkeepers, Pusey Simper and Perrett.

The machines, which accept either a sixpenny piece or a token, make no pay out. There are six cards on the illuminated panel, each one costing sixpence to bring it into play. In line combinations may be scored horizontally, vertically or diagonally. Four corners scores the same as five in a line. Extra playing features include a green button giving “regular” pay; a red button play “feature” for double or nothing, while a third button starts “Search” which scans all six cards for possible in-line awards. “Venus” also has a slug rejector and swing-out letterbox.

CMMA Elections

(Continued from page 64)

the past eight years and has proven to be most satisfactory and helpful to the membership, their employees and dependents. It has been a stimulating project and has helped to a great degree in obtaining memberships for the California Music Merchants Association.

“California will face many tax problems and license problems in the next few years, but the members of the California Music Merchants Association feel quite confident that their organization will be able to cope with any situation that is presented to them. Legal counsel is retained for the operators in the Los Angeles Area, the Oakland Area and the Northern California Area,” said Murillo.

The above named officers and directors will promote a public relations program and will recommend that the members of the association serve in political offices, be active in various charitable organizations, and do everything they can in their communities to promote a constructive public relations program.

“A good example of this is the fact that Bud Patton of Modesto, one of the largest operators and distributors in California, is a member of the City Council and is highly respected in his area,” said Murillo.

Gordon H. Garland, the former Speaker of the California legislative Assembly, is the public relations representative in Sacramento for the California Music Merchants Association.

“Our State President and Managing Director, George A. Miller, has served on the Planning Commission in Oakland, California, for approximately three and one-half years and is now a member of the Commission on Small Business Administration, appointed by the SBA Fed. Adm. Administer.

“We find that all of these activities add dignity and respect to the amusement device industry on an overall basis.

“We know that there are many good associations all over the United States and we salute them and wish them success in their endeavors. Should we, the California Music Merchants Association, be able to assist any state or local association through the exchange of ideas, we will co-operate one hundred per cent,” said Murillo.

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Special chutes—“AS IS” or RECONDITIONED—Special packing

We service what we sell—WRITE FOR PARTS CATALOG

PHONES—FIVE BALLS—GUNS—BOWLERS & SHUFFLES

CALL—WRITE—CABLE

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“World’s largest Distributor of Coin Machine Parts & Supplies”

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1703 Linwood Blvd.

Kansas City, Mo. 64116

Mid-West Distributors Corp.

1460 W. 39th Street

Denver 346-5-200

Mid-West Distributors

112 West SACRED Street

Des Moines, Iowa

New distributors are being added daily—If one is not listed above for your locality, contact the factory immediately for latest distributor assignments in your area.

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523 South Hindry • Inglewood, California

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Any prospects—Just about every customer you're now servicing

Guaranteed income—You bet—you're working on a contract basis—no dimes and quarters

How about service?—A lot less than you have to give now (this is a professional system—no cartridges)

Where do I sign up?—Call your local Tape-Athon distributor listed below—

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6-13-119

Cold Distributing Company

612 West Avondale Avenue

Columbus, Ohio 8-1285

Cold Distributing Co.

1950 East 9th Street

Cleveland, Ohio 2-8411

Cold Distributing Co.

2099 West 32nd Street

Dakota, Iowa 3-6-5000

Bruce Sales Company

2003 West Alameda

Denver 23, Colorado

Bilotta 1-1575

Mid-West Distributors

1703 Linwood Blvd.

Kansas City, Mo. 64116

Mid-West Distributors Corp.

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Denver 346-5-200

Mid-West Distributors

112 West SACRED Street

Des Moines, Iowa

Newfords

107 Broadway

Albany, New York

1-1-1415

Central Distributing Co.

12000 Arounson Street

Downing, Nebraska 2-8084

Central Distributing Co.

1020 East 32nd Street

Shakopee, Minnesota 7-224

Central Distributing Co.

112 West SACRED Street

Des Moines, Iowa

Cold Distributing Co.

800 West 34th Street

Wichita, Kansas

Bill Williams Distributing Co.

116 W. 16th Street

Hobart, Indiana

Bill Williams Distributing Co.

553 West Central Avenue

Columbus, Ohio 3-1541

Bill Williams Distributing Co.

1410 West 34th Street

Kansas City, Kansas

Bill Williams Distributing Co.

1219 West 34th Street

San Antonio, Texas

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MAR-MATIC showed its uprights and slot machines under the Keeny and Jennings banners to pub owners.

LONDON—The success of the first Licensed Victuellers Trade Fair held recently at Earls Court, London can be gauged by the fact that more than 25,000 visitors attended the five-day event.

Close on one hundred firms associated in some way with this vitally important consumer industry exhibited a wide variety of items connected with and allied to the trade and of interest to the Licensed Victuellers.

Amongst these could be found the names of several coin machine firms including Mar-Matic Sales Ltd, Ruffler & Walker, Seeburg (Gt. Britain) Ltd, Symplay Ltd, Automatic Canvas Co. (Gt. Britain) Ltd, Bell Fruit Ltd.

The traditional “pub” or inn (there are an estimated 70,000 in England and Wales alone) continues to occupy a unique position in the social structure of the nation and is still very much a part of the British way of life.

In recent years, however, television in the home has brought about a change of drinking habits to the detriment of the licensee who has been forced to look for added and new attractions to keep his establishment appealing.

Some installed TV sets. Others, slowly at first but in ever increasing numbers, turned to phonographs with gratifying results both for themselves and for the phonograph industry.

The latest trend is for Fruit machines, which under the new Betting and Gaming Act may be installed in pubs, bars and cafes, providing they are set for disc play and that winnings are exchanged for goods and not cash.

Reports from the firms exhibiting Fruit machines at the Victuellers Fair indicate that licensees are rapidly overcoming their initial prejudice against these machines as their legal status becomes more and more apparent.

Ruffler & Walker featured the Jennings “El Dorado” and “Governor” 6d play Fruit machines specially converted to take token discs. On show for the first time were the firm’s own manufactured Fruit machine stands in either Formica or wood.

Prominent too were the Game’s “Casino” Treble up and the Keeny “Hold and Draw.”

The Rock-Ola “Caper” De Luxe 100 Selection phonograph and “Rhapsody 160” also proved popular with the visitors.

Mar-Matic Sales Ltd General Manager Geoff Grange reported terrific interest in the Jennings range of Fruit machine and the only machines manufactured to accept either a sixpenny piece or a token but paying out only tokens.

Mar-Matics also featured the Keeny Penny Whirl and the Hold and Draw. On the stand of Seeburg (Gt. Britain) Ltd, General Manager John Henson reported that at least four major brewery firms had agreed in principle to the installation of the Seeburg Console and Consoles which were featured on the stand.

The centre piece of the Symplay Ltd stand was the Symphonique S 100 Console and Wall Box, manufactured by Th: Bergmann of Germany.

General Manager Rae Seabrook was delighted with the demand for the Derby, Joker and Monte Carlo 1d play wall machines and for the 6d play machines and Consoles to be brought out shortly by Seeburg & Company, first seen at the recent A.T.E.

Automatic Canteen (Gt. Britain) Ltd) featuring a stand with two of their London Distributors A.C. Automatic Services Ltd and Jake Box Distributors highlighted the Rowe A.M.I. Stereo 200 and Hideaway System.

Bell Fruit Ltd of Nottingham exhibited their all British manufactured 6d, 3d and 1d play Fruit machines, all equipped with barrier proof mechanisms and token operated in line with the demands of the law. Of interest to licensees were the specially designed reeds of Brewery Playing 6d instead of the usual fruit motifs.

25,000 Attend London’s First Pub Owners Show, Coinfirms Exhibit

England Claims 70,000 Licenses

MAR-MATIC SALES LTD

LONDON W1

CASH BOX—April 6, 1963

WE CARRY THE WORLD’S LARGEST INVENTORY

WE ONLY ADVERTISE WHAT WE HAVE IN STOCK

AND GUARANTEE SATISFACTION ON EVERY SALE!

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Rowe-AMI • All-Tech • Chicago Coin • Williams

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Also The Following Labels

ABC Paramount • Argo • Chanceller • Chess Checker • Fleetwood

Kopp • Regal • Warner Bros • Sure • Westminster

Command • Grand Award

Send For Complete Coin Machine Lists

DAMN ROSEN

Exclusive Coin Machine Distributor

855 North Broad Street


ATLAS

EXPORT EXPERTISE,
RELIABLE EQUIPMENT AND PROMPT
SERVICE SAVES YOU TIME AND
MONEY!

VENDING

ROWE L-1500, 4 Flavors $575

ROWE BV-250 (Free Drink) $465

DURBRENER K-12 Cp. (50c) $140

SEEBURG E-7 Cp. $195

CONSAR (20-Cp.) $165

VENDO ICE CREAM 210, P.S. $395

VENDO MILK 210, P.S. $395

STONE CANDY, Mod 140, 6/M 175

NATIONAL 11-1L (Cp.) $135

NATIONAL CANDY, 10 Col. 150 265

MUSIC

ROWE-OIA 1438 $150

A.M.I. CONTINENTAL 1-200 (50c) $75

A.M.I. 1-200N (50c) $350

ROWE-OIA 1448 $325

ROWE-OIA 1455 $325

UNITED UPA-100 $175

WESTERN TRIO 2100 (25c) $225

GAMES

Immediately Delivery

On the Sensational New

Bally

SPINNER

and

MOON SHOT

Cable: “ATMUSIC” — Chicago

Distributors for

AMI-ROWE-BALLY

NO LARGEST INVENTORY

EVERY SALE!

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Gottlieb SEVEN SEAS $175

Bally SUPER S.L. $545

Game STATE FAIR GUN $175

United NIAGARA S.A. $150

ATLAS MUSIC COMPANY

2122 N. WESTERN AVE., CHICAGO 47, ILL. Armitage 6-5005

EXPORT SALES TO INDIVIDUAL COUNTRIES

APPEARS ON PAGES 66 AND 67

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YOUR SECURITY IS OUR BUSINESS

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Used Phonographs Needed for IMMEDIATE EXPORT!

Seeburg
Wurlitzer
HF 100R
KD 200
and other models

Get used good machine price allowances through Davis Distributing. Call or write today!

John and Jimmy Blotta down from upstate to visit with us and they can't say enough about that “Golden Oldie” program Blotta has put together. Jimmy operates and will back up the fact that the Glenn Miller-Tommy Dorsey-Harry James music when programmed ten tunes for the bring-back guys who haven't played a joke box in fifteen years. Blotta is offering a “Free — 1 Wallboxes plus Power-Pak with every Wurlitzer Model 2700” sale. Want to know the other deal? The coin hopper is called a “jewel” because its tiny but makes lotsa money (all half-dollars).

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Rusty Derby, Jack Bess’s salesman, took a trip into Columbia and attended the Sparks Specialty party last week in honor of the Rowe AC line which is now headquartered in the South Carolina showrooms. Governor Bob McNair attended the party having addressed the So. Carolina ops meeting earlier.

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The new “Smokeeshop” cigarette machine will be on the street via Lipinsky Distributing within the month. Samples expected any day now. . . . The record firms continue to work on the 33 LP idea as interest from the other end of the business grows. Seeburg started it and until the labels see enough of a volume they hesitate pressing more than the guarantee. However, with catch-up machines now going out with the 33-45 feature and now the Rowe AC is in the 33 LP business, the market is increasing.

Eastern Flashes

Spring temperatures along Tenth Avenue (upper 50's, 60's) put us in mind of the coming hype to business which we just naturally expect each year at this time. The locations ought to start attracting larger crowds, the shoppers, the quick-cold beverages and the hibernians (those who hibernate for the winter). Thank goodness that the warm weather arrives when it does. What do they do in the Arctic? (Maybe they never leave the locations!) According to the Internal Revenue Service, firms holding outings, annuals, or parties are usually the ones who are taxable under the new regulations. Have your CPA check it out for you before canceling any annual outing invites you may have had in mind. They’re all tax-free.

Sam Weidman, State Sales & Service, and Dave Koenigsberg, partners in the games distributing business for several years now, are finding it a new challenge to sell music. The boys took on the Wurlitzer line last month—officially—and according to Sam—are doing a fine job with Lou Wilner, formerly with Hub Enterprises here, and Sam Donata, Charlie Winter’s sales chief, have teamed up for the road work and Sam joins ‘em from time to time.

Irv Fenichel, Captain, 67th Precinct, Auxiliary, Police, NYC, works closely with Lieutenant Murray Saidman, guarding the City in the many areas where the 67th Precinct Dept. are just as organized. They’re running a raffle to raise funds for uniforms and equipment. You can send your donation to: Fenichel at 35 Snyder Avenue, Babylon, New York, BU 2-7500. Fenichel is with Regal Music. Saidman works with George Holtzman and Willie Levey, Supreme Automatic Music.

Mickey Anderson back on the job after an operation on his shoulder. A cab driver and an infectious had the lad laid up for a few weeks. He’s back busy as a one-armed coin distributor machine.

Morris Rood, Ruyon’s NYC salesman, spends most of his time on the telephone, but following a recent Rialt Byth week-end he reported that the president of the South Orange Mountain Lodge asked Morris to write a chalk-type column about the trip including all of the events and the other new activities that Rood may have noticed. The result appeared last week in the Lodge’s Bulletin and runs on for page after page. And you wanna know something? This kid has talent. We wish’d had talent.

Bert Betti and his wife back from 10-days in the Caribbean where Bert managed to loo-sen up from the rigors of selling pool tables and supplies. The Eastern Novelties boys have traded suits which tapers up this interest-free year’s figs at this time and here’s the usual part—replacement sales are taking almost 90% of the business because locations are active with pool tables. They have achieved Their goal and do want the most model. If the table is shorter than the regulation size they asked the boys to order the largest table. They’re doing wonders in their business ops are doing with homeowners. They get close to 2/3 the sale price back on a game-room-sale to a house thereby eliminating the depreciation.

John and Jimmy Blotta down from upstate to visit with us and they can’t say enough about that “Golden Oldie” program Blotta has put together. Jimmy operates and will back up the fact that the Glenn Miller-Tommy Dorsey-Harry James music when programmed ten tunes for the bring-back guys who haven't played a joke box in fifteen years. Blotta is offering a “Free — 1 Wallboxes plus Power-Pak with every Wurlitzer Model 2700” sale. Want to know the other deal? The coin hopper is called a “jewel” because its tiny but makes lotsa money (all half-dollars).

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Chicago Chatter

Everyone connected with Rowe AC Services—at 18 South Michigan, the Chicago Mart offices, and in Grand Rapids—was stunned by the sudden, tragic death late Tuesday afternoon, March 26, of Fleming W. Johnston, one of the firm's production executives. "Plum" died while working at his desk in the Mart offices of Automatic Canteen. We consider his demise a great personal loss. This unhappy sentiment was also voiced by Rowe AC president Bill O'Donnell when he was informed. Dean McMurdie, executive vice president, crowned, "We're all broken up here. It is so sad. Fleming's death is a great loss to the entire industry." Vice presidents Tom Sams and Fred Pulk in charge of sales visibly shaken, and so stunned that they were unable to express their profound grief.

A great shock permeated through the vast Seeburg factory when word of Fleming Johnston's death was known. Expressions of sorrow and regret were made by board chairman Delbert Coleman, executive vice president Jack C. Gordon, senior consultant Bruce Jagger, vice presidents Tom Herrick, Bill Adair and Marion Gregory. And assistant v.p. Joe Barrett, and many others in the company were stunned. Roy Jarocki, Jr., who knew "Plum" for several years, when he was a member of the Seeburg staff, voiced a general feeling of the sorrow felt when he said: "Men of Fleming's ability are rare indeed in this or any other industry. This industry will surely miss him."

The word from Howard Ellis in Omaha is that the Music Guild of Nebraska regional and trade show is set for Sat. & Sun., April 20-21, at the Paxton Hotel. Operators from Iowa, S. Dakota, Kansas, Missouri and Nebraska will be in attendance during the weekend sessions. Bob Humberd, managing director of MOA will be on hand. There will be a huge display of the latest in amusement and music equipment, as well as vending machines in the main hall and in the rooms.

We chatted briefly with Earl Feddick, of Valley Sales Co., in Bay City, Michigan. Earl sees Valley's in a huge expansion program. The need is for much more production and shipping space.

While Joe Robbins is trampin' around Europe with his Marian the action girl at Empire Coin, where Empire Coin owner Gil Kitt, Jack Burns, Bill Herbord and Bill Miller are busy as bees getting the domestic and export orders out.

"Moonshot" is in orbit! Anyway, that's the information we're getting from Sally Mfg.'s Bill O'Donnell, Herb Jones, Ray Monley and Don Monley, according to reports reaching big figures are "Fun-Phone," "Spinner's" and "Table Hockey." Joe Kline, proxy first Coin Machine Etch, aply reports consistent increases over the past year in export sales to all markets coupled with terrific sales of Warfitter phones, is certainly busy keeping Joe, Sam Kolber, Fred Kline and Cliff Mueller hopping.

Production and sales record are falling by the wayside at D. Gottlieb & Co., due to unexpected increase of Gottlieb's current 4-player "Gaucho" inhalo amusement game, according to Alvin Gottlieb, Nate Gottlieb and William Gottlieb. Success being enjoyed by the latest arrangement at World Wide Distrato is quite logical when you consider the vast experience there is in between the principals—Nate Feinblatt, Ira Griz, Fred Shor and Harold Schwartz. For good measure other stalwarts include Howie Freer and Kurt Luver.

Sam Stern, proxy of Williams Electronic Mfg., and Art Weinand, vice president for licensing in Chicago. This, Art sez, is quite an achievement. Eddie Ginsburg is elated over all the Spring activity and sales at Atlas Music Co. The music and games action is in the capable hands of Paul Phillips and Chuck Harter. Rowe Vending sales and field work is directed by Bernie Shapiro, Bob Fabian and Joe Klykun (who incidentally is "The Wall Changer" machine also). Harper, Fabian, Klykun and Hillips greeted the newly arrived Spring Season by hitting the road calling at Atlas Music's customers out in the field.

Business is booming at Chicago Dynamic Industries, as far as export as well as domestic sales are concerned, according to Mort Secore. Much in demand amusement games available through OhiCoin's vast distributor network include "Grand Prize" big ball bowling, "All-Star" baseball and the "Citation" jack bawler.

Reports from Hank Ross and Marcine "Iggy" Wolverton, heads of Midway Mfg. Co., indicate that they have a "300 plus" biter in Midway's "Slugger," regarded as being the "Big score" feature with kick ramps on the playfield... Johny Franzy, proxy of J. F. Frantz Mfg. Co., is moving into high gear organizing his distributing setup, which—he says—is no small task. His employees are working several "Little Leaguers—Double Header" (2-player) baseball game, "Save Our Business" (SOB), "U.S. Marshal" and "Kicker & Catcher."

Edward G. Doris, executive vice president of Rock-Ola Mfg. Corp., jetted out to the West Coast on business. In after a whirlwind nationwide tour is a brief trip to the West Coast. As vice president in the vending division. Other Rock-Olas at hand are David Rockola, president; Donald Rockola, Sr., David Rockola, Jr., Leo Rieck, George Hincker, Jack Barabash, Art Ehrl, Art Jamsiek and young (and wade Irish) Hugh Gorman.

A brief visit to United Mfg. Co., indicated that the production and shipping schedule is being strained to the rafters due to heavy sales of "Factory Caravelle" shuffle alley bowling and "Sabre" big ball bowling which are new to most of us. Stated Bill Bieckem. Herb Gutterson tells us acceptance throughout his country and in the European markets is phenomenal.

The production wheels are beginning to turn (in fact spin) at J. H. Kenney Co., where the accent on export business is moving along, as is domestic activity. Proxy Roy McGinnis, vice proxy Dick Tennes and Clayton Nemeroff took to a fine Spring Season.

Cash Box—April 6, 1963
SIX (6) OFFICES TO SERVE OPERATORS IN AMERICA and THROUGHOUT THE WORLD FASTER—BETTER and MORE ECONOMICALLY

Headquarters For Phonographs — Vending Equipment — Kiddie Rides Shuffle Alleys — Bowling Alleys — Skee Balls Pinball Games — BINGO — Arcade Equipment Write, Cable, or Call for the most extensive inventory of thoroughly reconditioned Coin-Operated equipment in America.

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DE LUXE 6-POCKET

DESIGNED FOR PROFITABLE PLAY

New Styling! New Operating Mechanism! Formica Burn-Proof Rails! Exclusive Valley "Easy-Count" Score! Regulation 216 Balls! 3 Popular Sizes: 75x42, 84x47, 90x50. Many other features.

Ask your distributor for a demonstration, or write or phone direct for information.

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A DIVISION OF
VALLEY MFG. CO.
Twinbrook 5-8587

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835 E. 31 St., Los Angeles 11, Calif.

Cash Box—April 6, 1963

European Trade Organizations

AUSTRIA
Verband des Österreichischen Automaten-Gewerbes, Brucknerstrasse 4/8
Wien IV, Dr. Rudolph Rampf.

BELGIUM
U.B.A. UNIE VAN DE BELGISCHE AUTOMATENBRANCHE—UNION BELGE DE L’AUTOMATIQUE,
146 Rue Merodestraat, Bruxelles, Mr. Alex Van de Wege.

DENMARK
Foræning AF Fabrikanten Og Opstilleure AF Musikautomater I Danmark.
Lykkaer, S. Herlev-Copenhagen. Mr. Edwin Jensen.

FRANCE
SYNDICAT NATIONAL DES FABRICANTS D’ELECTROPHONES AUTOMATIQUES
72, Boulevard De Montparnasse, Paris, Mr. Bouzanquet,
Fédération Francaise Des Exploitants et Commerçants de L’Automatique.
836, Rue Vivienne, Paris (2e). Mr. Jean Faraut.
Syndicate National Des Professionnels De L’Automatique
104, Boulevard De Clichy, Paris, Mr. Charlot,
1, Quai de Grenelle, Paris 15e. Mr. Gaillard.

GERMANY
V.D.A.I. Verband der Deutschen Automatenindustrie e.V., Kohn-Lindenthal, Aachner Strasse 199, Cologne, and W 15, Lietzenburger Strasse 36,
Berlin. Contact Dr. Jutzl, Bad Kreuznach. First Chairman; Herr Gunter Wulff, Vice-Chairman, Berlin. (Assoc. of German manufacturers of automatic machines)
President: Mr. Hasso Loeffler, Cologne
(Central Organization for German operators with association in the 11 countries of the German Federal Republic).
DAGV Deutscher Automaten-Grosshandels-Verband e.V Hamburg 1, Große Bäckerstrasse 3
President: Mr. Heinz Kaeptner, Rothhelmshausen. Mr. Kasel (Association of the German wholesalers of automatic machines)
Große Bäckerstrasse, 3, Hamburg 1, Mr. Helmut Neuberg. Verband der Automatenbetriebe e.V.
Eichenstrasse 53, Hamburg 19, 1st President: Mr. Lars K. Skriver (The German Amusement Arcade Owners’ Association).

GREAT BRITAIN
AMUSEMENT CATERER’S ASSOCIATION
Gloucester House 19, Charing Cross Road, London W.C.2. Mr. John Singleton,
Amusement Trades Association
72a, Walton Road, East Molesey, Surrey.
T.O.A. The Phonograph Operators Association

ITALY
S.A.P.R. Associazione nazionale Sezioni Apparati Pubbliche Attrazioni Ricreative Via Gc Villa Patrizi, 10 ROMA
President Mr. Avv. Albo Moraschi.

NETHERLANDS
2e Westwageningh k, St. Laurensruis, Rotterdam. Mr. P.H.M. Hoogenbergh.
Music Co-Operation Rechthuisstraat 8, Rotterdam. Mr. H. J. de Groot.

SWITZERLAND
V.S.A. Verband Der Schweizerischen Automatenbranche Kasinostrasse 12, Zurich 32, Mr. J. Troxler.

SWEDEN
Sveriges Automatagare Riksforbund
Vanadisplan 5, Stockholm 21, Mr. Van Gyllenpalm.
ANNOUNCING THE ADDITION OF ANOTHER TOP-FLIGHT LINE TO THE ROWE AC CELEBRITY FULL-LINE FULL-LINE VENDING DISTRIBUTOR ROWE AC SERVICES

RUNYON SALES CO. IS NOW THE IMPRESSIVE LIST OF RUNYON FACTORY LINES!

To The Impressive List Of Runyon Factory Lines!

Throughout The State Of New Jersey

RUNYON

Cash Box — April 6, 1963

Cable: Runyonex-Springfield, New Jersey

Runyon International, Inc.

EXPERT SERVICE TO THE EXPORT MARKET THROUGH

COMPLETE SELECTION OF RECONDITIONED EQUIPMENT.

A MachinE FOR EVERY VENDORS NEEDS:

The Rowe Ac Celebrity Full-Line

NOW AVAILABLE FOR IMMEDIATE DELIVERY

FULL-LINE VENDING DISTRIBUTOR

ROWE AC SERVICES

Runyon Sales Co. is Now

Announcing The Addition Of Another Top-Flight Line To The Impressive List Of Runyon Factory Lines!
The main topic of conversation the past few weeks has centered around baseball, with many of the distributors and operators looking forward with great anticipation to the approaching season. The first two shipments of Wurlitzer 'Major League' baseball balls are being delivered at C. A. Roland & Co., and with the many advance orders, were gone as fast as they came in. Jean's 'Sluggers' is again the street, and met with tremendous success. Hank Trenchie remarked, all in all it looks as though it will be a great baseball season this year.

At the local Wurlitzer Factory Branch they are still enjoying the continued success of the new Wurlitzer 2700. Leonard Hicks is in Las Vegas holding service school on the new phonograph and plans to conduct a series of schools in various locations. Clayton Ballard & Family spent the week end at their cabin in the mountains and Mildred, the daughter, is entertaining her two nephews from Scottsdale, Arizona. Royce Garris returned from a trip to Denver and Cliff Nugent is covering the Desert area calling on Ope's. The new Bally 'Moon Shot' 5 ball is on display at the R. F. Jones Co., creating interest among the operators, with it's many attractive features. Chuck Klein said he talked to John Montgomery at the Denver office and reports exceptional sales, especially in the vending market. When Jones was visiting at the local office this week before returning to San Francisco, Beverly McKeen, former Jones girl, will substitute in the office during Virginia Sargent's three weeks vacation. Bill Gray's wife, Bernita, attended the Calif. Medical Association Convention, held at the Ambassador Hotel last week end.

Another large shipment of the 'Champion Fast Draw' was received at American Coin Machine, Inc. Sales have remained very steady with deliveries going out to various parts of the state. Mr. and Mrs. Chick Onglend spent a few days in Las Vegas visiting the California Music Co. promoting his latest release on Dot, "Diamond Head."

The export business continues to move well at Duarte International Sales, with orders being prepared for shipment to Australia, Japan and the Philippines. According to Sonny Leopold, used phonographs are on an increase, with orders being prepared for shipment to various arcades throughout So. Calif. . . . Les DeChene of G. O. Music is in Philadelphia, in town buying equipment following a business trip to Portland, Oregon. . . . Jim York and Frank McKeley of Ewa Records stopped by the Leonenberg office with a box of phonographs to speak with Marv "The Forty" by the Great Heiners" by the Forty. Halmore attended a visit and informed the sale girls that he is now appearing in Long Beach. . . . At AMCO Music & Vending, Inc. Marshall Ames reports the Seeburg LP console continuing to gain in popularity, resulting in an acceleration in sales. Bill Haplo returned from the branch office in Phoenix conforming with Paul Marlow, on sales policies and plans for future expansion, in the territory, Lee Simons, division mgr. of the West Coast for Seeburg, in town and spending a few days at AMCO.

Some of the visiting operators seen on Pico Blvd. this week were: Jim Petrowski, Balboa; Larry Hamford, Lompoc; Bill Bradley, Covina; Lloyd Cross, Sherman Oaks; Bill Black, Bakersfield; Les DeChene, Riverside; Tex Miller, Blythe.

Midwest Musings

Congratulations to Mr. & Mrs. I. Bernstein, Minneapolis, on the engagement of their daughter Susan. No date for the wedding has been set yet. Susan is attending the University of St. Paul, Minn. So. Dakota, are vacationing in Arizona. Gordon visiting many of the major league baseball teams in Spring training. Gordon who heads the Pierce Baseball Factory Branch, is always on the lookout for coming up with. . . . John McMahon, Eau Claire, Wis., in town over the week end visiting his daughter who lives in Minneapolis. . . . Bob Cross, Jackson, Minn., in town for the day picking up his records and parts order. . . . Vince Jorgenson, Mason City, Iowa, returned last week on a three week vacation in Honolulu. . . . Vernon Thomas spent a few days last week in St. Louis. . . . Mr. & Mrs. Lawrence Schilling, in town for a few hours, Mrs. Schilling getting over a severe case of Asian Flu. . . . Mr. & Mrs. Mason, in town for the week end and in Chicago visiting Morrie's brother. . . . Stan Woznack, Little Falls, Minn. in town for the day making the rounds, as was Morris Berger from Duluth. . . . Nik Bob, and John Desjeaux, Ironwood, Mich., in town for the day picking up their parts and records. . . . Gene Clemmons, Austin, Minn. in town for the day picking up records and parts.

Happy Birthday This Week To:

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

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

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

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

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

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

New “Keep or Kickout” Play Appeal!

Rapidly revolving Rotor propels 30 multi-color marbles into scoring pockets. Each player skill-controls a bank of 5 pockets, pressing Kickout Buttons to kickout marbles not desired, constantly clearing pockets for marbles which improve score. “Keep or Kickout” is the first really new style of skill play in years . . . refreshingly simple, exciting and packed with “beat you next game” repeat play appeal that insures top earnings, long life on location.
NEW 4-PLAYER MAGIC! ALL NEW
GAUCHO

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,
DISTRIBUTOR  PROFIT-MAKING FEATURES:

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

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1140-50 N. Kostner Avenue  Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!

APRIL SPECIAL
FREE!
3
Model
5010 WALL-BOXES
PLUS
1
POWER PACK
PLUS
INSTALLATION
With every purchase of Wurlitzer Model 2700 during the month of April!

The famed Wurlitzer Wallbox, the "Jewel" itself, plays Ten Top Tunes at the drop of a half-dollar.
Rapid profit from the fabulous combination.
Model 5010 Wall-boxes hooked into a Wurlitzer Model 2700.
Picture with the famous Golden Bar. The best money-making installation you have in take box history!

SPECIAL! We'll show you how to program the Golden Odds on the Top Tunes feature and attract the nostalgic crowd. Ask about our plan!

BILOTTA ENTERPRISES
NEWARK; 224 N. Main Street
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REX-BILOTTA CORP. SYRACUSE; 821 S. Salina St.

Imperial

Featuring: Totally new, cantilevered scoreboard.
New built-in light in scoreboard. New end lamps for beauty and illumination.
New! For the first time—Horse-Collar Play Control
New! Drop coin mechanism built into center leg.

NEW! Available with temp-proof PIN GATE CONTROL; even when machines are off! With exclusive MAGNO-PLAY CONTROL.

The ULTIMATE in shuffleboards
Watch your profits soar when you operate the

ALL NEW IMPERIAL!

American
SHUFFLEBOARD COMPANY
210 Peterson Place South, Union City, N. J., Union 3-6633

Mondial Execs Will Tour Europe

NEW YORK—Suren D. Fesjian, President of Mondial Commercial Corporation, leading manufacturer's representatives on new equipment in worldwide markets, will leave for Europe in May on an extended tour of the Continent.

Fesjian will visit the firm's offices in England, France and Italy and will call on the company's agents in various European countries.

Upon his return to the firm's Empire State Building offices in New York, Export Manager A. L. Varten will leave for Europe and complete details of the company's sales program. He will leave in late June and remain for about five weeks.

VISITORS: When Sparks Specialty held its Columbia Rowe AC open house (see separate story) they arrived from near and far. Among the visitors were Rusty Derby (above right) who came in from Charlotte, N.C. With him were Mr. and Mrs. Bill Cleer of Columbia. Derby's firm Roanoke Vending Exchange also distributes the Rowe AC line.
An automatic phonograph is built for one purpose and one purpose only — TO MAKE MONEY. It must have the finest styling . . . the finest sound . . . the best features . . . the most service-free mechanism to make the MOST money. Mr. Operator, we offer you . . . THE WURLITZER 2700 . . . THE ONLY PHONOGRAPH WITH THE TEN TOP TUNES FEATURE—proven beyond a shadow of a doubt to be THE YEAR'S BIG MONEY MAKER.

SEE YOUR WURLITZER DISTRIBUTOR

WURLITZER 2700

THE WURLITZER COMPANY
NORTH TONAWANDA, NEW YORK
107 Years of Musical Experience
UNITED’S SABRE BOWLING ALLEY

New READ-OUT Feature

Instantly indicates each player’s frame score as it is made in CHANGING LIGHTS in Magic Square…then transfers to total score.

PLAYER’S CHOICE OF

FLASH—DUAL-FLASH
REGULATION WAYS TO PLAY
Plus
Handicap Feature
EASY STRIKE OR NORMAL STRIKE

1 to 6 Can Play

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

HIGHHEST RESALE VALUE

Available in 13 FT. and 16 FT. Standard Lengths
4 FT. and 8 FT. Sections are available to increase lengths as desired

13 Ft. Shipping Weight (Crated) 740 lbs.
16 Ft. Shipping Weight (Crated) 775 lbs.

SEE YOUR UNITED DISTRIBUTOR TODAY!

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO
Only the Rock-Ola Model 1401-S assures you of the greatest possible extraction of every pound of coffee, the result of an exclusive new single-cup brewing chamber. Proved cup after cup...it means every pound is extracted and every coffee throw practiced is counted grain...no waste.

Brewing time is adjustable, assuring exact extraction whatever the “brand.” This is important for two reasons: First, hot water is allowed to pass through the bean to accurately measure every vended cup...saturates every coffee grain...No waste...More cups of coffee per pound than any other coffee vendor...More Profit! Extraction will not be insufficient. Secondly, if brewing time is too slow, water "overwork" the bean...draw the undesirable "flavor" out of it. Through expert design, optimum time is 11 seconds.

As water "pours" up and into the brewing chamber, it is deflected by a brew screen support creating a water tunnel which evenly saturates the coffee grounds during the brewing process. Correct extraction of all coffee beans is assured.

The exclusive single-cup brewing chamber is only one of the many operative features that help the operator achieve top profits! The Model 1401-S is easier to service, too. All ingredient dispensing systems and components requiring sanitizing/servicing are easily removed, facilitated by quick-disconnect Jones Plugs and slide out/swing out components. The Model 1401-S serves rich, flavorful coffee four ways; black, black with sugar, with creme, with sugar and creme. It also serves delicious hot whipped chocolate and hot whipped soup.

Rock-Ola also offers the Model 1401, which is identical to the 1401-S, excluding the offering of hot whipped soup. A modular cap and skirt conversion kit is available for Model 1401 and 1401-S when used in full line vending bank.

Model 1401-S...single cup, fresh-brew coffee and hot drink vendor...PUT THIS PROFIT PRODUCER TO WORK FOR YOU NOW.