Always a top attraction at theaters, clubs and concerts, Jackie Wilson returned to the charmed circle on the record scene with a huge hit in his "Baby Workout" smash for Brunswick. His single is currently enjoying Top Ten status and his hot new LP, also dubbed "Baby Workout," seems to be headed in a similar direction. Seen with Jackie at one of the sessions for the LP are Nat Tarnapol (left) executive v.p. of Brunswick and Jackie's personal manager; Alan Lorber, who arranged some of the sides for the LP; and Dick Jacobs, Brunswick v.p. who also arranged numbers for the album and co-produced the LP with Tarnapol. Wilson, who recently did the Sullivan TVer, heads out on a tour of 90 one-nighters beginning June 1.
EVERYTHING'S COMING-UP ROSES

The first quarter of '63 has had it! And from the sum total of tears shed within the record industry during this period, not too many people are sorry to see it go.

Although a number of specific companies flourished during this "soft" and very cold winter quarter, most disk people will look back on the beginning of 1963 as just one big bad dream.

But crying in one's beer never improves a situation. So let's look ahead and see what the potential is for the remainder of '63. We won't attempt to predict the future for the record business nor can we hope to answer the question, "What's gonna happen to the record business?" What we would like to do is point to a number of economic barometers that could perhaps give us an idea of what we may expect for the remainder of the year. Since record sales have a great deal to do with the state of the economy—being a luxury item during a recession period and a necessity during a prosperous period—let's look at the economists' comments about the year 1963.

In general the feeling is greatly optimistic. They note that with the arrival of Spring has come evidence that the status quo which had existed for the past six months has come to an end and that there are clear indicators of a definite upturn. Included in these indicators is a rise in manufacturers' new orders and sales, industrial production, personal income, retail sales and capital spending, all considered the most important barometers of a healthier economy.

No one is claiming a boom. But there seems to be a unanimous feeling that the remainder of '63 looks bright.

Last year around this time, talk about a forthcoming recession was common. And in May the stock market showed the results of this fear. But when '62 had run its course, it turned out to be a normal business year, for the record industry as well as the general economy. And although no recession was expected this year, the first months of 1963 just hung. However, recent weeks have spelled out an endless chain of encouraging statistics.

The stock market has made considerable gains. Personal income has been rising steadily, and when income increases, consumer spending increases. And the March retail sales results indicate that consumers are in a spending mood, this figure having reached an all time high in March of $20,700,000,000. Government spending is up. Auto production for the first quarter of '63 is up almost 10% over the same period last year. We could go on and on. Every barometer seems to be encouraging. There's no reason why the record industry shouldn't benefit from the economy's improvement.
How many of your all-time favorites have been recorded by Mantovani

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MAY IS MANTOVANI MONTH 1963

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3 NEW “MONTY” LP’s

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- 100% EXCHANGE • DATING
- 4-COLOR STREAMERS

Contact your distributor now for his program terms
Norm Weiser Named Head Of 20th Fox Label

NEW YORK—Norm Weiser has been named to head-up the operation of 20th Fox Records, according to Seymour Pooe, exec-vice-president of 20th Century Fox Pictures, the parent company.

Weiser, who officially takes over the post, which at this time has no formal title, on April 29, thus exits his present position as director of records, where for the past two years he has served as a marketing, ad and promo vice-president. Label had been directed by Basil Bovin, who is no-longer with the label. Weiser is the third such executive to direct the records department.

Weiser initiates the implementation of plans to give the disarrayed stronger footing in the disk market. It's understood that in weeks to come appointments will be made concerning further additions of other vet diskmen.

Before his association with UA, Weiser was associated with Billboard in the handling of numbers and artists. A native of Chicago, Weiser played with the bathrooms and has written four books on the music world.

Mercury Orbits "Sellstar 85" Program, 12 New LP's, 73 Best-Sellers Featured

CHICAGO—Mercury Records goes into orbit on its April 15 album release and sales plan dubbed "Sellstar 85," which features a total of 85 albums.

The two-part plan is composed of nine new pop and jazz albums and three new classical LPs, and 73 best selling albums from the Mercury catalog. For these 88 albums, Mercury will provide a bonus, 15 free for each 100 purchased.

Mercury's new pop and jazz includes: "This Is Farow" by Farow Young, a collection of Young's former hits and new dates; "The Golden Hits of Billy Eckstine," with the performer re-recording his hits with fresh, contemporary arrangements; "Loser's Lullabies" by Gisele MacKenzie; "The Novelty Side of George Jones;" "Patti Page Golden Hits Volume 2;" "Bold Conceptions" by the Bob James Trio, winners of the fourth annual Collegiate Jazz Festival; "Songs of Delight" by the First Church of Deliverance Choir; and "Stu Rannay Loves Dobro, Banjo, Guitar and Harmonica.

Rounding out the pop and jazz group is a special seasonal album "Spring Is Here" featuring 12 interpretations of springtime by David Carroll, Billy Eckstine and Sarah Vaughan, The Platters, Cleon Hess, Della Reese, Brenda Lee, Eddie Money, Xavier Cugat, Hal Mooney, Frank D'Ore and Jan Mark.

Three new classical albums are Antal Dorati conducting the London Symphony in "Tschaikowsky Symphony No. 6 (Pathetique);" Stanislav Skorynin conducting the Minneapolis Symphony in Prokofiev's "Romeo and Juliet Ballet, Suites 1 and 2;" and Paul Paray conducting the Detroit Symphony in "Rapsodie Espagnole La Valse et Pavane Pour Une Infante Defunte."

CMA Board To Meet In Hollywood

NASHVILLE—The second quarterly meeting of the officers and directors of the Country Music Association will be held on April 29 and 30 at the Coliseum Hotel in Hollywood.

The major item on the agenda will be discussion of final plans of the Sales Executives Club show for New York which every member will attend. The show will include Hall of Fame ballots, radio kit distribution, Country Music Festival, National Country Music Week, Anniversary Banquet and Show, Country Music Arts Oversee, building for Hall of Fame, and Museum, and a proposed album.

CMA president Gene Autry will host the group. Early reports indicate that most of the Officers and Directors will be on hand for the meeting. Jo Walker, exec director, reported a new membership in 1967, addition of one state from ASCAP, which recently opened branch offices in Nashville. She said Hill and Range Songs, Inc. and United Artists Records have indicated they will be submitting applications very soon.

Lenny Lewis Named Impulse Sales Mgr.

NEW YORK—Larry Newton, vice president of ABC-Paramount Records, last week announced the appointment of Lenny Lewis as National Sales Manager of Impulse Records, ABC's jazz subsidiary.

Lewis formerly was with Time Records and had been with Capitol earlier in his career. In his new post he will report to Newton.

One-Stops (ROSA) To Meet In Miami During ARMDA Week

NEW YORK—ROSA, the one-stop organization, has selected Miami Beach as the site of its first annual convention, and the dates—June 23-25—will coincide with the yearly meet of ARMDA, the distrub group, at the Eden Roc Hotel.

Invitations have been mailed to Robert Kennedy, U.S. Attorney General, Amos Hellerich, head of ARMDA, and Cecil Steen, topper of NARM, the record-jocker association, to attend the meet.

Reason for the Attorney General's appearance, Perelman writes, is to "honor you as The Man of the Year . . . for the outstanding work you have done for the music business, and the entertainment industry and the music business since you have been in the service of the United States Government."

Perelman hopes that both Hellerich and Steen will be present to address ROSA and attend its meets and panel discussions. To Hellerich: "We feel that the only way many of the ills of the industry can be straightened out will be by talks between the various organizations within the record industry," To Steen: "This is the first in a series of meetings that will be taken to get the record industry back to a sensible and sane position that it once held. I also believe that if you come and join our discussion it will make the distributors and manufacturers that are present realize that both of our organizations are a very important part of the industry."

An announcement said that a "dynamic program" is being arranged to include discussion about the problems of record artists, panel discussions including discussions and labels, and events for the families of those attending.

Convention registration will begin on Sunday, June 23 at noon, with elections of officers to be held at 3 pm.

UA Ups Berger To Sales Head, Jacob To Merchandising Topper

NEW YORK—United Artists Records has upped Joe Berger to national sales manager and Jay Jacobs to director of sales merchandising, according to Art Talmadge, president.

Both appointments become effective immediately, Talmadge stated, and are in line with the firm's policy of advancing personnel experienced with the company's activities to positions of more responsibility.

Formerly succeeds Morris S. Price, who moved over to MGM Records, has had a wide background in the disk field, having formerly been associated with several manufacturers and distribures before joining UA as manager of its New York distributorship last year. When Big Town was sold, Berger moved to the home office assisting Price.

Jacobs joined UA last October as regional sales manager after having served with Dot as eastern sales manager for two years. Prior to that he was involved in record distribution in the New England area. In his new capacity as national sales manager, he will continue to work closely with the UA distributors and with Berger in the sales functions as well as directing the merchandising activities.

Newport To Host Jazz Fest For 10th Summer

NEW YORK—The 10th annual Newport Jazz Festival has been set for July 4, 5 and 6 at Freebody Park, its perennial site, in Newport, R.I., and will go on air for the first time on ABC, the network that will broadcast, however, Weir said, are Duke Ellington, Stan Kenton, Dave Brubeck, Artie Shaw, Gershwin, Horace Silver, the Honorable Monk Cannonball Adderley, Jimmy Smith, Pee Wee Russell and Bud Freeman, all of whom are scheduled to perform.

There will be four major evening concerts Thurs. (4), Fri. (5), Sat. (6) and Sun. (7), and two afternoon concerts on Fri. and Sat.

A statement of policy from the fete states in part: "... There is a strong belief in the strength and durability of jazz as a national concern is not with fads nor whether jazz is considered 'in' or 'out' within the year. The experience of the years since 1944 have shown that jazz does not need a Fringe media in order to survive. Real success in jazz both commercially and artistically can be achieved by appealing directly to the true jazz fans."

"The Newport Jazz Festival's faith in jazz grows deeper. Label's such as 'trumpet', 'guitar' and 'funky' have nova,' Dixieland,' New Orleans,' and 'swing,' are of little concern at Newport. All jazz is 'modern' and 'contemporary' . . . ."

Victor Building New Indiana Facility

Termed Largest Disk Distrib

The building, which will be completed by approximately March 1, 1968, will house warehousing, shipping and distribution operations as well as the inspection and packing facilities for all disk pressed at RCA Victor's 501 North LaSalle Street Rec.

(Continued on page 40)
Seeburg Returning To MOA Meet As Exhibitor

NEW YORK—Pointing-up a bright showing at this year's meet of the Music Operators of America (Chicago, Sept. 4-6), the Seeburg Corp., after a three year absence from the gathering, has announced plans to participate in the event.

Said William F. Adair, sales veep at Seeburg, who announced the move: “We would like it known that our full cooperation is behind the current efforts to breathe new life into MOA. As a former distributor in Philadelphia for many years, I am personally very familiar with operators' problems and have always felt that our industry needs an active and strong trade association. I would like to demonstrate this personal conviction and, at the same time, give tangible evidence that every phase of our good will will be toward MOA's new management.”

Seeburg will show its present "LP Console" and "Consoles" with a special display illustrating the company's merchandising philosophy and results generated by its "Breakthrough" program. It will also exhibit such vending equipment as is "appropriate" to the show.

As reported in last week's Cash Box, MOA, under a new exec line-up, is planning to recruit all important labels to take part in the convention, which will be held at the Morrison Hotel.

Philips "Spring Is Sprung" LP Program Springs Mulligan Bow

CHICAGO— "Spring Is Sprung" is the theme for Philips Records' April 15 album release and sales plan—drawing its name from Gerry Mulligan's first waxing for the label, titled "Spring Is Sprung." An LP plan includes a 10% discount on all the new releases plus the rest of the catalog. It ends May 31.

In connection with the release Lou Simon, Philips national sales manager pointed out that "the strength of the April 15 release package reflects the tremendous growth that Philips has made in its first year. Of the latest side, our jazz roster is now one of the best: Mulligan, Dizzy Gillespie, Wardell Gray, George Auld and Lou Levy. Polly Bergen and Teresa Brewer give us two of the greatest pop female vocalists. And we've done very well in developing our own new pin and others, and the "World's Greatest Love Songs," in which Marlene Dietrich and Mario del Monaco joins the Mantovani orchestra in a program sung in Italian and English.

The new items bring the Mantovani catalog to 36 individual LPs and 23 singles.

Highlighting incentives on the entire catalog is extensive 100% paid newspaper ads for participating dealers. Other deals include extra discount, delayed billing, exchange privileges, toll-free streamers and display racks.
GISELE MAC KENZIE (Mercury 72113)
(B+) “LOSEEEE LULLABY” (2:43) [(B) “Mama’s Blues” (Moore, Wayne)] Popular lark joins the Mercury roster with a plaintive country twist and a Nashville-based orch-chorus setting. Date is from an [L] label.

(B) “BY MYSELF” (2:16) [De-Sylva, Brown & Henderson] ASCAP PASS"—also that of the。“The
instrumentalist.
(C+) “HEARTBREAKING IN (2:33) [Bregman, Voco & ASCAP Ballad Rodbee] This on that the end Lee Jordan waxes a crying
chorus, bow ballad romancer.

MONICA KIRBY (Coral 25388)
(B+) “SLOW MOVIN’” (2:16) [West’m ASCAP—White] The lark can be in for a chart-go-round with this remarkable rock-a-cha-cha beat novelty that sports a Bella Lu-
gosi voice in the opener. Catchy ditty that's a winner. (2:10)
(B+) “JOHNNY TROUBLE” (2:30) [Four Star Sales BMI —Kendall] Also keep close tabs on that emotional cha cha beat ballad romancer. Monica waxes with sin-
cretly. Strong Dick Jacobs-led choral-
ork support on both ends.

ERINE & THE HALO’S (Gayden 2658)
(B+) “GAL GIRL FROM ACROSS THE SEA (Angel Marie)” (2:17) [Dandelion BMI—Finiz The song features Sonny & Cher's inimitable bright-red blend—recalling early rock-n-roll hits—on the tuneful song. Worth tense-time attention.

(B) “DONLN! DON’T MAKE ME CRY” (2:20) [Dandelion BMI—Finiz] A slow-beat romantic affair about a guy who can’t quite accept the fact that his gal has called it a day.

DIANE RENAY (Atco 3620)
(B+) “A DIME A DOOZEN” (2:30) [Saturday ASCAP—Cree—L’Heureux] Donna feels that one guy in her life is not of the dime-a-
doozCN type. In this good-naturedly sprightly rock-n-roll market presentation from the lark and her combo-chorus backs. Kids will dig the happy sound.

(B) “TENDER” (2:26) [Saturday ASCAP—Creev—L’Heureux] This inviting wistful date includes both a narrative-like and straight warbling rendition of the songstress.

MARK AND THE TWO-TIMERS (Folkways 45001)
(B+) “WALKING AROUND TOWN” (1:55) [Trinity BMI —Springfield label] Some singles field with this easy-going-lyr-
cal that is justishing the greening-
plished vocal and instrumental talents of Mark Spoelstra and the Two-Tim-
ers. Also features his persnickity
Twistable beat. Odes and deejays should dig.

(B) “CORINNA” (2:10) [Storming BMI — Spoelstra] This side’s a rousing, low-key folk-blues essayed with verve and polish.

CAROL LAWRENCE (Ava 60)
(B+) “LITTLE BIRD” (2:10) [(E) BMI ASCAP—O’Shea, John] Vocal
adjective is making noise for the label in an instrumental setting. Some
Jolly. The famed Broadway personal-
ity does a solid leg vocal against a rich-sounding accompaniment from Harry Betty-directed orch-chorus. Can hit the nerve center.

(B) “GOODBYE IS A GREEN-
SOME SOUND” (1:55) [Em-
press ASCAP, Tergen & Karr] Haunting slow waltts is in touching hands here.

DANA TAYLOR (London Int’l 10022)
(B) “ATTINA” (White Rose of Athens) (2:30) [F. Schaeffer BMI] A very-voiced lark offers a Greek-lyric version of the back-beat-international hit. This one is extremely suited. Worth wry turn is well talen.

(B) “SAN SPIRISIS THIS FORES” (2:50) [Biem ASCAP—Hadjidakis, Krattke] Some-what brighter sound on another tune-
nered hit. Singers, writer of the Oscar-winning song, “Never on Sunday.”

LES DJINNS SINGERS (Bemidji 10439)
(B+) “MONSIEUR” (2:40) [Biem ASCAP—Kane] Laurens, Deyo, Horie, Horie is a bright and happy sounding choral version of the hit. Can pull the next hit fwick, “Lafayette,” by France’s Les Djinns Singers. The girls sparkle here and the tune is being highlighted by some very marital band切。First-rate pro-
gramming entry.

(P) PLUS LOIN QUE LA TRENTE (2:10) [Poluder, Sal-
vet, Morisse] Here the girls give a very lyrical reading of a folk ditty about the bravest man in the world.

BONNY BROOKS (Musico 1029)
(B) “SIX MONTHS WITH MY WIFE” (2:15) [BMI—Thurston Mathew’s Dad] A fine performance by Bonnie Brooks that is a genuine hit. A drop is employed to relate a tale about a girl who has no choice but to go abroad. A judge finds that her parents are reunited after a legal separation. Theme is sung by the Girls down exposure.

(B) “EVEN KNOWING WHAT I DRUms” (2:26) [Lopous ASCAP—Tobins, Carr] Pretty south-of-the-boarder back drop for the lark’s multi-
program handling of a pretty teen opus.

NANCY LAMARR & OSCAR MCCOLLIE (Shanara 100)
(B+) “TAKE A PULL OF THE LITTLE GAME” (1:59) [Kavlin BMI —Venetio] Lamarr and McCollie team up in a manner that could put them on the road to chartville. Side’s a fetching cha cha beat romancer that’s chock full of hitting vocal and instrumental punch. LaMarr brings out a good drop. Could get around on many outlets.

(B) “TONIGHT YOU BELONG TO ME” (2:13) [Mills ASCAP —Thobis, Carr] Pretty south-of-the-boarder backdrop for the lark’s multi-
strategy handling of a pretty teen opus.
GORDY STARTS THE SEASON WITH 2 SWINGING HITS!

“COME & GET THESE MEMORIES”

Gordy 7014

MARTHA & THE VANDELLAS

“DON’T LET HER BE YOUR BABY”

Gordy 7016

THE CONTOURS

GORDY RECORDS

“Next Hit On Deck!

“İ WANT A LOVE I CAN SEE””

THE TEMPTATIONS

Gordy 7015

Cash Box—April 27, 1963
**Cash Box**

**RECORD REVIEWS**

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| **Pick of the Week** |

**Newcomers**

- **LITTLE LATIN LUPE LU**
- **HIDEAWAY**

| **Pick of the Week** |

**Best Bets**

- **DINAH WASHINGTON**
- **DON GARDNER & DEE DEE FORD**

| **Cash Box** — April 27, 1963 |
MORE, THE THEME FROM

'MONDO CANE'

MARTIN DENNY

THE YEAR'S MOST INTRIGUING MOVIE THEME
FROM THE SEASON'S MOST ARGUED-ABOUT FILM

*LITERAL TRANSLATION OF "MONDO CANE": A WORLD GONE TO THE DOGS

LIBERTY RECORDS
BILLY STEWART (Chess 1952)

"OH MY WHAT CAN THE MATTER BE" (2:30) [Chevis BMI—David Stewart, who clicked a short while-back with "Reap What You Sow," can make it a repeat chart success with this drowsy album-track, beat-cha-cha up-dating of the oldie. Strong combo-chords assist on this contender for charttopper.

TOBIN MATTHEWS (Columbia 1377)

"PLEASE KEEP ME IN MIND" (3:00) [Spankys & Tybee BMI — Kash, Weiss] Touching teen statements are expressed by the songster, who tells a tale about a guy who's willing to take a gal on the rebound. Youngsters will find the setting sound extremely attractive. A tender plea—this isn't too much.

BUDDY GRECO (Epix 5870)

"MAKE UP YOUR MIND" (2:36) [Harriet ASCAP—Greco] Performer once more forges smart supper-club warbling for a teen-market stand. This is one of the currently hot Nashville ballad vein. Worth checking out.

FRANKIE AVAISON (Chancellor 1135)

"CLOEPATRA" (2:35) [Debmar ASCAP—Di Istria, Faith, Marcus BMI—Avalon, Caruso] A wonderful, melodic, melodic, really moving charm. That can be over a lot of years.

"HEARTBEATS" (2:35) [Mar- Nick BMI — Avalon, Caruso] Don't overlook the inviting tempo on this end. It can also make noise.

THE INTRUDERS (Sahara 101)

"WILD GOOSE" (1:45) [RCA Viva, Ann] The Intruders, who clicked awhile back with "Fried Eggs," can have another chart opus on their hands. This infectious accordion-driven handclap has this lid handled by Masters Releasing of Buffalo. It's a driving, raunchy rock version of the year-back Frankie Laine triumph. Could make the grade once again.

BILLY STEWART (Chess 1952)

"IT'S COMING TO ME" (2:03) [Tunesville & Lynn-Lou BMI—Bruce] Electric string vamp that Bruce opens a wild belt stand.

RONNIE CARROLL (Philips 40110)

"SAY WONDERFUL THINGS" (2:57) [Hill & Range BMI—Newell, Green] Deck is one of the finely played oldies. This is a well-smoked ballad, it can make a real go of it. Tune is a warm-hearted folksy walker, England's entry in the recent Eurovision contest, and is treated to a fine leg show from the songster and his chart. Could come through in the States, too.

BILLY STEWART (Chess 1952)

"PLEASE TELL ME YOUR NAME" (1:53) [Jack, Carroll, Brennan BMI—Avalon, Caruso] Multi-tracked in an American-sounding lively rock-a-string ballad date.

THE CORVELLS (Cub 9122)

"ONE (Is Such a Lonely Girl)" (1:54) [BMI—Elgin, Maurer] Good teen-ballad item is nicely relaxed by the kids, who work it with a popular Nova-rock creation by Alan Lorber, including trombone remarks. Deck could top 100 business.

JUDY BATES (May 139)

"THE JOKE'S ON Me" (2:08) [White Castle BMI—Feldman, Goldenste, Getchrier, Elgin] More emotional doings by the songstress. Interesting backbeat sound is the setting. Potent cooes.

THE TORKAYS (Stacy 960)

"I DON'T LIKE IT (But What Can I Do)!" (1:53) [Gayla ASCAP—Angus, O'Neil] Song was a hit for Gabor, Top 100 sound in this infectious plaintive, slow-paced portrayal. Backing fors sitters' deat stand, there's a folk-going guitar sound to keep the kids very interested in what's going on. Eye catching.

"KARATE" (2:15) [Gayley, Angus, O'Neil] Solid quick-beat backdrop in this tale about the Japanese art of self defense.

JOHN BARRY (United Artists 581)

"THE JAMES BOND THEME" (1:57) [Unart BMI—Norman] Guitars & brass effectively create the "007" fantasy. Harry Nilsson feld to play "Dr. No," centering around 5:00. For James Bond, Strong jazz-boiled bass, Deck made noise in England.

MARTY ZUOFF (F.D. Arnold 1806)

"MOONLIGHT IN VERMONT" (2:04) [Chappell — ASCAP-Swaw, Blacker] This fine old greenery gets a blues treatment in the folk-vet manner but not too convincingly. The songster has a feeling for the jazz idiom but misses the mark here.

BUDDY ACE (Duke 361)

"SHE WILL LOVE You" (2:10) [BMI—Kasha, Alex] The vet r&b singer is in top-flight form on this rousing, dual-chorus, clock-beat affair with an emotional, danceable repetitive riff. This is a beat whopper.

CAROL SIOANE (Columbia 4277)

"DON'T WORRY 'BOUT ME" (2:33) [Mills ASCAP—Kocher, Brown] Dickery's talented jazz-directed stylings does a top-notch job of the great perennial against a lush orchestra setting, getting their tune written for teen-market acceptance. Could be lots of airtime for this commanding line half leg, half rock positioning. Performer also has another chart worthy of note. Meets teen-market exposure.

JOHNNY EECHEER (CRC Charter 6)

"REVERIES" (2:28) [Probe BMI—McLoughlin] The former making his noise on the Warner Bros.- label with "Sax Fifth Ave.," head a potential chart-topper for the MGM-handled disc. A very inviting after-hours cut.

DICK JENSEN (Mahalo 1032)

"SURFIN' IN HAWAII" (2:28) [Stax BMI—Moffett, Jensen] The Hawaiian-based label offers a tune that notes the fine surfin' conditions in the Hawaiian states.

JODY JONES (Cub 2055)

"THE TAMURE" (2:03) [BMI—Stax BMI—Jensen, Moffat] A teen melody that is particularly popular in his area.

JIMMY CLARKE (Cub 9152)

"WHY NOT DURANGO" (2:21) [Breezy Willow ASCAP—Van Winkle, Darian] Dramatic "western" warbling. Strong sound is continued.
OKeh SINGLES—SIZZLING HOT!

TED TAYLOR
“Be Ever Wonderful” 4-7171

SANDY BECKER “Hambone” 4-7166

THE BELGIANETTS
“My Blue Heaven” 4-7172

ROY LEE JOHNSON
“Black Pepper Will Make You Sneeze” 4-7160

THE SHERRY SISTERS
“Stay Away From Bobby” 4-7169

Cosh Box—April 27, 1963
THE SPOTNICKS (Ato 6561)
- "HAVA NAIGILA" (2:17) [Leeds ASCAP — Arr. Winberg] This is a strong, teen-oriented rendition of the famous Israeli melody and a successful sound abroad. Light, light- ing the presentation are gimmick guitar sounds. Could happen here.
- "ORANGE BLOSSOM SPECIAL" (2:11) [Leeds ASCAP — Rose] Wild train-like stilt from the guitars.

JERRY KENNEDY (Smash 1915)
- "WILLIE & THE HAND JIVE Part 1" (1:58) [El Dorado BMI — Otis] Guitars are the big big-big factor in this new version of the old Johnny Otis clock instrument. Quite a rockin' workout.

SONNY PARKS (Warner Bros. 5358)
- "US KIDS HAVE GOTTA MAKE UP OUR MINDS" (2:10) [Circe Seven BMI — Hooven, Winn] A new boy in town takes over a guy's gig in this down-and-out, unhurried stand.

BOB MOORE (Monument 814)
- "KENTUCKY" (2:42) [Gower BMI — Prichard] Moore trends his instrumentalists over another en- gaging popular tune, shuffling under a hillbilly-style entry from the vocalist and his support. Could happen.
- "NEW BOY IN TOWN" (2:48) [Circe Seven BMI — Hooven, Winn] A new boy in town takes over a guy's gig in this down-and-out, unhurried stand.

JAY MILLER (Capitol 4969)
- "CAN'T YOU TELL HIM NO" (2:10) [Eden BMI — Miller, Otis] A new boy in town takes over a guy's gig in this down-and-out, unhurried stand.
- "ITS JUST A WASTE OF TIME" (2:37) [Eden BMI — Miller, Otis] There's an inviting Brook Benton flavor on this easy-paced blue hit.

JIMMY MILLER (May 142)
- "Q, K." (2:08) [Gower BMI — Watts, Miditten] The kids should dig this one. Miller plays his case feelingly and gets some bright choral-ork backing from Luchi De Jesus. There's a lovely, handsclaimer that could pull lots of coin for the label.
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This is the one...a Pick Hit from Coast to Coast!

A Stranger In Your Town
THE SHACKLEFORDS

Produced by
Lee Hazlewood
& Marty Cooper

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Time 2:09

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Available in Canada through
Quality Records Limited

Cash Box—April 27, 1963
<table>
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<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
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<th>LABEL</th>
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<tbody>
<tr>
<td>55%</td>
<td>Da Doo Ron Ron—Crystals—Philles</td>
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<tr>
<td>50%</td>
<td>Let's Go Steady Again—Neil Sedaka—RCA Victor</td>
<td>50%</td>
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<tr>
<td>45%</td>
<td>Ain't That A Shame—4 Seasons—Vee Jay</td>
<td>63%</td>
<td></td>
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<tr>
<td>38%</td>
<td>This Little Girl—Dion—Columbia</td>
<td>65%</td>
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<tr>
<td>30%</td>
<td>Little Latin Lu—Righteous Bros.—Moonglow</td>
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<tr>
<td>28%</td>
<td>Sweet Dreams—Patsy Cline—Decca</td>
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<tr>
<td>26%</td>
<td>Take These Chains From My Heart—Ray Charles—ABC Par.</td>
<td>82%</td>
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<td>25%</td>
<td>You Can't Sit Down—Dovells—Cameo</td>
<td>65%</td>
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<td>25%</td>
<td>Saturday—Sherrys—Guyden</td>
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<td>23%</td>
<td>Teenage Letter—Jerrry Lee Lewis—Sun</td>
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<td>22%</td>
<td>Another Saturday Night—Sam Cooke—RCA Victor</td>
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<td>21%</td>
<td>Still—Bill Anderson—Decca</td>
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<td>Prisoner Of Love—James Brown—King</td>
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<td>20%</td>
<td>Please, Please Me—Beatles—Vee Jay</td>
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<tr>
<td>19%</td>
<td>Soon (I'll Be Home Again)—4 Seasons—Vee Jay</td>
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<td>19%</td>
<td>Tra La La—Majors—Imperial</td>
<td>41%</td>
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<td>18%</td>
<td>El Watusi—Ray Barrette—Tico</td>
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<td>18%</td>
<td>It's My Party—Lesley Gore—Mercury</td>
<td>18%</td>
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<tr>
<td>18%</td>
<td>Rockin' Crickets—Rockin' Rebels—Swan</td>
<td>26%</td>
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<tr>
<td>17%</td>
<td>Shame, Shame, Shame—Jimmy Reed—Vee Jay</td>
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<td>16%</td>
<td>The Love Of My Man—Theola Kilgore—Sarock</td>
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<td>16%</td>
<td>If You Need Me—Solomon Burke—Atlantic</td>
<td>33%</td>
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<tr>
<td>14%</td>
<td>If You Need Me—Wilson Pickett—Double L</td>
<td>30%</td>
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<td>14%</td>
<td>Ten Commandments Of Love—James MacArthur—Scepter</td>
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<td>Old Enough To Love—Rick Nelson—Imperial</td>
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<td>13%</td>
<td>Rev. Mr. Black—Kingston Trio—Capital</td>
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<td>12%</td>
<td>Losing You—Brenda Lee—Capitol</td>
<td>70%</td>
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<tr>
<td>12%</td>
<td>Today I Met The Boy I'm Gonna Marry—Darlene Love—Philles</td>
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<td>11%</td>
<td>These Tears—Jan Bradley—Chess</td>
<td>11%</td>
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<tr>
<td>10%</td>
<td>Danger—Vic Dana—Dolton</td>
<td>10%</td>
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**LESS THAN 10% BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
<th>TOTAL % TO DATE</th>
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<tbody>
<tr>
<td>Two Kinds Of Teardrops Del Shannon (Bigtop)</td>
<td>60%</td>
<td>A Lifetime Of Loneliness Steve Alaimo (Chess)</td>
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<tr>
<td>Del Shannon (Bigtop)</td>
<td>34%</td>
<td>Don't Make My Baby Blue Frankie Laine (Columbia)</td>
</tr>
<tr>
<td>Memory Lane Hippies (Parkway)</td>
<td>51%</td>
<td>Little Bird Pete, Jolly Trio (Avo)</td>
</tr>
<tr>
<td>Shy Girl Cascades (Vocans)</td>
<td>23%</td>
<td>Come &amp; Get These Memories Marty &amp; Vandellas (Gordy)</td>
</tr>
<tr>
<td>Hot Pastrami &amp; Mashed Potatoes Joey Dee (Roulette)</td>
<td>23%</td>
<td>A Lifetime Of Loneliness Steve Alaimo (Chess)</td>
</tr>
<tr>
<td>Del Shannon (Bigtop)</td>
<td>60%</td>
<td>Don't Make My Baby Blue Frankie Laine (Columbia)</td>
</tr>
<tr>
<td>Memory Lane Hippies (Parkway)</td>
<td>34%</td>
<td>Little Bird Pete, Jolly Trio (Avo)</td>
</tr>
<tr>
<td>Shy Girl Cascades (Vocans)</td>
<td>51%</td>
<td>Come &amp; Get These Memories Marty &amp; Vandellas (Gordy)</td>
</tr>
</tbody>
</table>
Now, At Your Service.
The Columbia Recording Studios

For complete information and rates, contact:
NEW YORK — 709 Seventh Avenue; CI 5-7300; Leroy Friedman, Manager. HOLLYWOOD — 6121 Sunset Boulevard; HO 6-2481; Harold Chapman, Manager.
CHICAGO — 630 North McClurg Court; WH 4-6000; James Felix, Manager. NASHVILLE — (Bradley Studios) 804 16th Avenue South; AL 4-5578; Bill Denny, Manager.
Looking Ahead

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

1. I'M MOVIN' ON
Matt Lucas (Smash 1813)
2. BO DIDDLEY/TRUE LOVE WAYS
Buddy Holly (Coral 63552)
3. GRAVY WALTZ
Steve Allen (Dot 16457)
4. LITTLE BIRD
Pete Kelly Trio (Ara 116)
5. PATTY BABY
Freddy Cannon (Swan 4139)
6. SINCE I DON'T HAVE YOU
Four Seasons (Yee Joy 992)
7. YOU SHOULD HAVE BEEN THERE
Fleetwoods (Dalton 74)
8. SEAGREEN
Vico Boys (Bebelchon 3045)
9. THIS EMPTY PLACE
Dianne Warwick (Scepter 1247)
10. ISLAND OF DREAMS
Springfields (Philips 40099)
11. RONNIE, CALL ME WHEN YOU GET A CHANCE
Shelley Fabares (Columbia 682)
12. ONE BOY TOO LATE
Mike Clifford (United Artists 588)
13. SANDRA
Volumes (Jubilee 5446)
14. ONE AMONG THE MANY
Red Miller (Fabor 116)
15. TAKE THESE ARMS OF MINE
Otis Redding (Volt 103)
16. THE DOG
Rufus Thomas (Stax 130)
17. THE FOOL
Jamie Dee (Bigtop 3139)
18. GOT YOU ON MY MIND
Cookie & Cupcakes (Chess 1848)
19. THE FOLK SINGER
Tommy Rowe (ABC-Paramount 10433)
20. LAST LEAF
Cascades (Valiant 6028)
21. CU C U RU LA PALOMA
Nancy Ames (Liberty 55548)
22. BILL BAILEY
Elvis Fitzgerald (Veere 10388)
23. ARABIA
Delores (Showcase 2501)
24. CRAZY ARMS
Marion Worth (Columbia 42703)
25. TRA LA LA
Majors (Imperial 5996)
26. TEENAGE HEAVEN
Johnny Cymbal (Kapp 524)
27. THIS OLE HOUSE
Jimmy Dean (Columbia 42738)
28. HE'S A BAD BOY
Carol King (Dimension 1009)
29. HAMBONE
Red Saunders (Okeh 7366)
30. ROCKIN' CRICKETS
Rockin' Rebels (Scepter 4180)
31. DON'T MAKE MY BABY BLUE
Frankie Laine (Columbia 42747)
32. HOTCAKES—1st SERVING
Dave 'Baby' Cortez (1858)
33. THESE TEARS
Jan Bradley (Chess 5033)
34. PORTOBELLO SUNSET
Bob Marley Orch. (Columbia 42770)
35. PLAY THOSE OLDIES, MR. D., J., ANTHONY & SUSAN
(Mercury 73103)
36. A STRANGER IN YOUR TOWN
Shack-O-Lords (Mercury 73113)
37. THEY SHOULD HAVE GIVEN YOU THE OSCAR
James Darren (Columbia 680)
38. ETERNALLY
Chantels (Lufle 101)
39. THIS IS ALL I ASK
Gordon Jenkins (Columbia 42608)
40. RPM
Four Speeds (Challenge 9187)
41. CRYING IN THE CHAPEL
Little Richard (Atlantic 2181)
42. LONESOME 7-7203
Hawkshaw Hawkins (King 5712)
43. DEAR
Tom James (Smash 1814)
44. GARBAGE CAN
Les Cooper (Enfield 5023)
45. IT'S MY PARTY
Lesley Gore (Mercury 72119)
46. SUKIYAKA
Kyo Sakamoto (Capitol 4945)
47. SAX 5th AVE.
Johnny Beecher (Warner Bros 5341)
48. WHAT A DREAM
U.S. Bonds (LiGrind 1027)
49. LITTLE LATIN LUPE LU
Righteous Bros. (Mambo 215)
50. MY FATHER'S VOICE
Jody Lynn (United Artists 571)

Cash Box—April 27, 1963
BY DEMAND FROM HIS HIT ALBUM: HIS NEW HIT SINGLE

"TEENAGE HEAVEN"

JOHNNY CYMBAL

Produced by Allen Stanton

exclusively on KAPP RECORDS

Cash Box—April 27, 1963
BREAKOUT!
THESE ARMS OF MINE
VOLT 103
OTIS REDDING

VOLT RECORDS
distributed by
ATCO RECORDS

10th COMMEMORATIVE ANNIVERSARY
APRIL 23rd-30th 1963
Peter De Rose Memorial Week

Outstanding Song Favorites
by PETER DE ROSE

In grateful appreciation to Radio and TV Stations, Producers, Performers, Record Companies, Our friends and colleagues in Tin Pan Alley, ASCAP, his Music Publishers and the Press for their continued support in perpetuating his name and his contribution to American Music. He was a real Trouper.

May 1963

APPLES
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 other LP's. Expires: April 30.

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

BLUESVILLE
Johannes Hopkins LP, "Last Night Blues," available at the special price of $3.05 plus 10% discount. Expires: April 14.

CAMEO-PARKWAY
15% discount on entire catalog. Expires: May 31.

CAPITOL
"Greenback Dollar Days"—Consumers get any Kingston Trio album for $1 if they buy another at the regular price. Dealers get one LP for $2 for each one purchased at the regular price. Deferred billing. Expires: April 30; dealers also get 2 free LP's for every 10 they purchase on Dickie Dale's "Horror's Choice" LP. Deal applies only to initial orders; on the label's "Capitol-of-the-world series" German-Austrian catalog, dealers get 1 free LP for every 2 purchased at the regular price.

COTTONTOWN JUBILEE
15% discount on complete catalog. Expires: May 15.

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

DECCA-CORAL
Special dealer incentive plans on labels' dance LP line. Contact local distrib for details. Expires: April 20.

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

EPIC
15% discount on 11 new LP's & 3 of specially selected catalog items. Program will run for an indefinite period.

FIRE/FURY
All labels marketed by the firm are available on a buy-6-get-1-free basis. No expiration date has been set.

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

LIBERTY
"Sales Leader"—15% discount on nine new releases and Bobby Vee-Ventures catalog; 100% exchange privilege with merchandise exchangeable anytime after Sept. 1, Payments: 1/3, 1/3, 1/3, 1/3 Aug., 1/3 Sept. Expires: May 31.

MERGENCY
Consumers can buy 1 PPS album for $1 if they buy another at the regular price. Dealers can buy 1 LP for $2 if they buy another at the regular price. Expires: May 14.

NASHBORO
Buy-5-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

NEW JAZZ
15% discount on all LP's. Expires: May 1.

ORIGINAL SOUND
Catalog available on a buy-10-get-1-free basis. No expiration date set.

PHILIPS
15% discount on all LP's. Expires: May 31.

PRESTIGE
15% discount on 10 of the label's top-selling LP's; 10% discount on the rest of the catalog. Expires: May 1.

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

SELECT
15% discount on "Who Stole the Keeshaha?" LP by the Matys Bros. Described as limited time offer.

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

STARDAY
"The Music Industry Saluting Cowboy Cops"! Dealers get 2-free-on-10 on all LP's and 12% on the late performer. Expires: May 31.

Cash Box—April 27, 1963
Darryl F. Zanuck's
The Longest Day
Original Film Soundtrack
WITH MANY ARMADAS.

WHEN HISTORY HELD ITS BREATH.

WATCH FOR THE ORIGINAL FILM SOUNDTRACK CONTAINING A CONDENSED VERSION OF THE ORIGINAL FILM STORY WITH THE ACTUAL STARS.

THE ORIGINAL FILM SOUNDTRACK ON

20TH FOX RECORDS

D-DAY JUNE 6th, 1944... THE DAY THAT CHANGED THE WORLD... WHEN THE THOUSAND THOUSANDS SWEPT THE BEACHES, WHEN THE SEA SWELLED TO OVERFLOWING WITH MANY ARMADAS... WHEN HISTORY HELD ITS BREATH.

NARRATION BY LOWELL THOMAS

NOMINATED FOR "5" ACADEMY AWARDS INCLUDING "BEST PICTURE OF THE YEAR"

DARRYL F. ZANUCK'S THE LONGEST DAY

MONO FXG 5007
STEREO SXG 5007

D-DAY JUNE 6th, 1944... THE DAY THAT CHANGED THE WORLD... WHEN THE THOUSAND THOUSANDS SWEPT THE BEACHES, WHEN THE SEA SWELLED TO OVERFLOWING WITH MANY ARMADAS... WHEN HISTORY HELD ITS BREATH.

NARRATION BY LOWELL THOMAS

THE ORIGINAL FILM SOUNDTRACK CONTAINING A CONDENSED VERSION OF THE ORIGINAL FILM STORY WITH THE ACTUAL STARS.
<table>
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<tr>
<th>Cash Box</th>
<th>TOP 100 Albums</th>
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<tr>
<td>MONOURAL</td>
<td>APRIL 27, 1963</td>
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<tr>
<th>Pos. Last Week</th>
<th>Pos. Last Week</th>
<th>Pos. Last Week</th>
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<tbody>
<tr>
<td>MOVIN'</td>
<td>37</td>
<td>THE BARBRA STREISAND ALBUM</td>
</tr>
<tr>
<td>WEST SIDE STORY</td>
<td>3</td>
<td>ROY ORBISON'S GREATEST HITS</td>
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<tr>
<td>SONGS I SING ON THE JACKIE GLEASON SHOW</td>
<td>3</td>
<td>HAPPY BEAT</td>
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<tr>
<td>KINGSTON TRIO #16</td>
<td>3</td>
<td>FOLLOW THE BOYS</td>
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<tr>
<td>MOON RIVER</td>
<td>4</td>
<td>10</td>
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<tr>
<td>I WANNA BE AROUND</td>
<td>5</td>
<td>ALLEY CAT</td>
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<td>JAZZ SAMBA</td>
<td>6</td>
<td>OLIVER</td>
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<tr>
<td>DAYS OF WINE AND ROSES</td>
<td>7</td>
<td>BIG GIRLS DON'T CRY</td>
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<tr>
<td>STEVE LAWRENCE WINNERS</td>
<td>8</td>
<td>THINK ETHNIC</td>
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<tr>
<td>MY SON THE CELEBRITY</td>
<td>9</td>
<td>SHIRLIES GREATEST HITS</td>
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<tr>
<td>ELAMAY IT ON THE BOSSA NOVA</td>
<td>10</td>
<td>LOVE FOR SALE</td>
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<td>HOW YOUR NEWEST HITS</td>
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<td>WARM &amp; WILLING</td>
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<td>HOW THE WEST WAS WON</td>
<td>12</td>
<td>BROADWAY—MY WAY</td>
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<td>LAWRENCE WALK (Dot DLP 1310)</td>
<td>13</td>
<td>ARRIVEDERCI ROMA</td>
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<td>OUR MAN IN HOLLYWOOD</td>
<td>14</td>
<td>THE NEW CHRISTY MISTRESSES IN PERSON</td>
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<td>I LEFT MY HEART IN SAN FRANCISCO</td>
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<td>VENTURES PLAY TELSTAR &amp; LONELY BULL</td>
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<td>THE WIRELESS FAIR</td>
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<td>GYPSY</td>
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<td>BOSSA NOVA U.S.A.</td>
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<td>VIva BOSSA NOVA</td>
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<td>ALL ALONE AM</td>
<td>18</td>
<td>OUR MAN IN BOSTON</td>
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<tr>
<td>OUR WINTER LOVE</td>
<td>19</td>
<td>CASCADING VOICES</td>
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<tr>
<td>FUNNY FONE CALLS</td>
<td>20</td>
<td>ROSS</td>
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<tr>
<td>OUR WINTER LOVE</td>
<td>21</td>
<td>FELIX SALTERS</td>
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<td>JOAN BAEZ IN CONCERT</td>
<td>22</td>
<td>SURFER'S CHOICE</td>
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<td>SINATRA-BASIE</td>
<td>23</td>
<td>COLLEGE STANDARDS</td>
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<td>YOU'RE THE REASON I'M LIVING</td>
<td>24</td>
<td>WALTZ TIME</td>
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<tr>
<td>NEW FRONTIER</td>
<td>25</td>
<td>WILD WEEKEND</td>
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<tr>
<td>PETER, PAUL &amp; MARY</td>
<td>26</td>
<td>LONELY BULL</td>
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<tr>
<td>JALOUSIE</td>
<td>27</td>
<td>ROGER WILLIAMS COUNTRY STYLE</td>
</tr>
<tr>
<td>I'M A WOMAN</td>
<td>28</td>
<td>BACK AT THE CHICKEN SHACK</td>
</tr>
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</table>

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

- Indicates Strong Upward Move

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<table>
<thead>
<tr>
<th>TOP 50 STEREO</th>
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</table>

1. West Side Story (Columbia 05-2706)
2. Movin' (Columbia 05-2706)
3. Lawrence of Arabia (Columbia 55-314)
4. Songs I Sing (Dot DLP 3551)
5. Kingston Trio #16 (Columbia ST 1471)

1. Wanna Be Around (Warner Bros. CP 3800)
2. Jazzy Samba (Dot Y 4547)
3. Hail the Conquering Hero (Columbia CS 8609)
4. Roy Bennett (Columbia ST 1831)
5. Richard Chamberlain Sings (MG 59048)

1. How the West Was Won (Dot DLP 25497)
2. Fly me to the Moon (Kapp KS 3318)
3. Richard Chamberlain Sings (MG 59048)
4. How the West Was Won (Columbia CL 6598)
5. Our Man in Hollywood (RCA Victor LS 2904)

1. Sinatra-Basie (RCA Victor LS 2509)
2. Johnny Mathis (Columbia CS 8418)
3. Pink Martini (Columbia CS 8315)
4. Cascading Voices (RCA Victor LSC 2641)
5. Bossa Nova! (Columbia CL 8978)

1. Oliver! (RCA Victor LSC 2004)
2. 1963's Early Hits (Lawrence Welk (Dot DLP 35510)
3. New Frontier (RCA Victor LSC 2657)
4. Jolson (RCA Victor LSC 2509)
5. The Conquering Hero (Columbia CS 8419)

1. Sincerely Yours (Robert Goulet (Columbia CS 8731)
2. Pink Martini (Columbia CS 8315)
3. The Wonder of You (RCA Victor LSC 2636)
4. The Wonderful World of J热爱祖国我的家乡,故乡吴的故乡 (Columbia CL 8972)
5. Our Man in Hollywood (RCA Victor LS 2904)

1. Ol' Man River (RCA Victor LS 2509)
2. Pink Martini (Columbia CS 8315)
3. Casablanca (RCA Victor LSC 2509)
4. Jolson (RCA Victor LSC 2657)
5. The Conquering Hero (Columbia CS 8419)
“JUDY HENSKIE” — Elektra EK 1, 231
Once in a great while a new singer comes along with a thoroughly distinctive style. Judy Henske is an artist. Judy Henske. The lark has a deep, rich, throaty voice which is aptly suited to the folk, blues and jazz idioms. Judy communicates boundless energy as she turns in top-flight readings of “Empty Bed Blues” and “Every Night When The Sun Goes In.” Additionally, the singer displays a fine, professional sense of comedy on this cut “live” set. A gal to watch.

“BEST FOOT FORWARD” — Original Cast — Cadence 6CLP 12
The 1940 show “Best Foot Forward,” currently getting an off-Broadway revival, is a light, lifting showcase vehicle for the vocal-thenian talents of Lisa Minnelli, daughter of Judy Garland. The young songstress deftly covers a lack of experience with vivaciousness and a natural vocal talent. The Martin and Blaine lyrics and music have successfully withstood the test of time and the entire production comes off as a pleasant listening experience. Memorable tracks here are “What Do You Think I Am?”, “I Am For Loving” and “Buckle Down Winsocki.”

“LITTLE BIRD” — Pete Jolly Trio — AYA A 22
The Pete Jolly Trio makes its debut on this Avex album single releases with “Little Bird.” The West Coast jazz 88er has a distinctive keyboard style and an obvious feeling for the finer idioms as he and his partners romp through such tunes as “My Favorite Things,” “Farewell, My Love With Love” and “To Kill A Mockingbird.” Eye this one for early sales activity.

“ALOHA FROM NORMAN LUBOFF” — Norman Luboff Choir — RCA Victor LPL 2062
Norman Luboff’s previous album packages have yielded plenty of excitement as first-rate ex-samples of choral artistry and this new session perfectly captures all the color and nostalgia of the Polynesian islands. The group dishes up standout readings of such favorites as “Hawaiian War Chant,” “Sweet Leilani” and “Song Of The Islands” in their usual professional manner. Superior entertainment throughout.

“HUMOROUS FOLK SONGS BY EDDIE GREENSLEEVE” — Cameo C 1631
Take a page from the author’s book, Eddie Greensleeves has come up with an extremely funny set of new folk songs with standard melodies. Greensleeves, who’s been a voice aptly suited to folk idiom. While backed by a chorus, the chanter delivers humorous readings of such diverse items as “The Big Jack Kennedy Mansion,” “John Glenn, II” and “Matt Dillon.” These should find plenty of spinnable material here.

“COTTON FIELDS” — Arthur Lyman — HFP 1109
The Arthur Lyman group takes off on some unusual musical tangents on this HFP LP outing. The versatile instrumentalists launch the session with the pulsating sounds of “Jungo Drums” and then subtly slip into the softer strains of “Greenleeves.” Also included are first-rate arrangements of “Limbo Rock” and “Scarlet Ribbons.” Plenty of other numbers are sure to be heard this year as Lyman explores the bossa nova, a hard rock bent and others. A potent session.

“The Bird and Other Golden Dancing Grooves” — Dreamlovers — Columbia CL 1028
The Dreamlovers lend their vocal and instrumental artistry to a host of teen-oriented dance crazes that are sure to bring the youngsters out in strength for this new Columbia set. All the big dances are here, from the Bird to the Mashed Potato, done with a driving beat. Best bets here are “Black Bottom,” “Ballin’ The Jack,” “South Street” and “Charleston.” Watch this one for rapid teen acceptance.
In the tradition of the "Yellow Rose of Texas" and "Bridge on the River Kwai", now A HIT IN THE MAKING!

LAFAYETTE*
CP 689
STU PHILLIPS
his orchestra and chorus

Breaking out again!

I WANNA BE A LEADER
CP 687
THE MARCELS

Here comes a chart buster!

I DON'T WANT TO SET THE WORLD ON FIRE
MAY 140
SAMMY HAWKINS

*from the Moca Film Production, "LAFAYETTE"

COLPIX RECORDS A Division of Columbia Pictures, Corp. 711 FIFTH AVE., N.Y.
ALBUM REVIEWS

JAZZ PICKS OF THE WEEK

"HOBRO FLATS"—Jimmy Smith—Verve V 5541

In the past few years, Jimmy Smith has made a significant contribution to jazz with his distinctive, keyboard-driven, soulful, and driving stylings. On this new Verve session Smith proves that his vital, fresh style is still present by refusing to carbon-copy even himself. Oliver Nelson has put together first-rate arrangements this time out and, while heavily-based in his live, big band organ sound, the whole comes together on "Hobo Flats," "Walk Right In" and "The Preacher." Disk should score in both the jazz and pop markets.

"THE NEW SOUNDS OF MAYNARD PERGUSON"—Cameo C 1016

Maynard Ferguson kicks off this Cameo bow with a spirited, swinging reading of "Take The 'A' Train" and sets a polished pace which he maintains throughout the set. As on his previous sessions the trumpeter uses his 12-piece band but the individual musicians get a chance to wail in the spotlight. And something for everyone in this varied jazz program from bossa nova to easy-listening. Among the best bets here are "Gravy Walk," "At The Sound Of The Trumpet" and "Danny Boy." Disk should move quickly.

"UP & DOWN"—Horace Parlan—Blue Note 4062

In today's competitive jazz world, musicians are inclined to be sloppy under the banner of soulful sounds. Fortunately, Horace Parlan is a delightful exception to the rule. The talented 22-year-old possesses the ability to communicate in straight-forward, captivating composing statements. Parlan is in-downer form on this new Blue Note set which is an impressive offering. Best bets here include "Up And Down," "The Other Part Of Town" and "Lonely One." A splendid jazz offering.

"THE GROUP"—RCA Victor LSP 2663

Here is the premier LP on Victor by The Group, a trio of vocalists with a fresh approach and a cohesiveness that marks them as an important addition to the world of jazz singing. Lyrically ballad readings and rhythmically strong deliveries are included on this top-notch session. Slick side here are "Joey, Joey, Joey," "Somethings Comin'" and "The Second Time Around." Watch this one for early acceptance.

"BOLA SETE BOSSA NOVA"—Fantasy 8349

That special, elite group of bossa nova experts from Brazil and this country must include the name Bola Sete, an authoritative exponent of the Brazilian beat, and a first-rate guitarist. The artist makes his LP debut on Fantasy this program of bossa nova stylings that reflect his sensitivity for the music. The guitarist plays his own compositions as well as those of Tom Jobim and Bonfa on this set which includes "Sweet Thing," "Manha De Carnaval" and "The Day Before You." The disk is a distinctive bossa nova offering.

CLASSICAL

HAYDN: Six Cantolettes, Peter Pears, Benjamin Britten—London OSL 2321

Six short songs by Haydn and six piano fragments by Johann Christian Holdeir are deftly performed by Peter Pears (tenor) and Benjamin Britten (pianist) on this fine classical offering from London. The classical purity of Haydn and the lyrical line of Holdeir's works add up to a bit of pleasant old world esoterica. Both artists here reflect sensitivity and understanding of the respective compositions. The disk is a first-rate classical entry.

Cash Box—April 27, 1963
"I'M SAVING MY LOVE"
SKEETER DAVIS

8167

C/W "SOMEBODY ELSE ON YOUR MIND"
ANOTHER HIT YOU CAN BANK ON FROM RCA VICTOR

Cash Box—April 27, 1963
Among Erwin Mickey Charlie (And Don’t RCA concert rent Hawaii week making "I’m Just A Pawn in Their Game" by Les Cooper (Everest). The Bossa Tres, Brazilian bossa nova LP, is the first LP for A&R Audio Fidelity tagged after "I’ve Changed." New York nery debut at the Village Vanguard last week (4/16).

CHICAGO:

A group of newcomers, Gary & The Knight Lites, reportedly scored some local battle of sound honors with their initial efforts on the Kilden label, if “I’m Lonely Tomorrow” b/w “Take Me Back.” Both tunes were penned by group’s leader, 17 yr. old Lindbloom High senior Gary Loizzo. Hot off the press from Stacey Records LP is bowing "I Don’t Care (But What Can I Do)” by The Tore- kays; and upcoming is an instrumenta- l master “Theme For A Lonely Man” by Moe Bke on a first single for Bill Mure productions in New York, and follow-up item “Indian Love Call” by Gary Peterson on a first single for aid to Chi Symphony Orchestra, are slated for the Owms label 2259. Line-up includes Stan Getz, Jack Teagarden, Teddy Wilson, John Coltrane, Carmen McRae, Learttan Hunter, Muddy Waters and Lambert, Hendricks & Bevan on the 2259 joined by the Count Basie band on the 28th.

Among the crop of hit sellers from Smash are "Fame" by Bill Justis (5/182), “I’m Movin’ On” by Matt Lucas, “Dear” by Tami Jones (on the 164) and plenty of sales activity on “La La Love” by What I Wanted” (Mercury) opens at Harlem Street 4/29, “Fat of Pat’s One Stop in Richmond, Va. sex action is great for "Close To You” by Les Cooper (Everest). The Bossa Tres, Brazilian bossa nova LP, is the first LP for A&R Audio Fidelity tagged after "I’ve Changed." New York nery debut at the Village Vanguard last week (4/16).

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THE MOST EXCITING SOUND AROUND!
JIMMY SMITH

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HOBO FLATS (Parts I & II)
JIMMY SMITH

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now available in colorful sleeve

CHART-BUSTING ALBUM!
V/V6-8544

STILL GOING STRONG!
BASHIN'
The hit album with "Walk On The Wild Side"
V/V6-8474

THE JAZZ AND WIT OF AMERICA ARE ON
Verve Records is a division of Metro-Goldwyn-Mayer, Inc.
HENRY Mancini featured on the Marching Band LP, "Mancini Marches". Sixteen-year-old Wendy Turner, Walt Disney's newest singing discovery has been signed to an exclusive recording contract by Capitol Records. Wendy, who was born in London and appears in motion pictures and television will make her debut in this country in Disney's "Summer Magic," Due to the action created by WRAL, Milwaukee Era Records is re-releasing Dorse Burnette's "Hey Little One." Producer Michael Wayne has closed a deal with The Limelights and RCA-Victor for the folk-singing trio to record their first motion picture theme from the movie "McClintock." Actor Doug McClure now recording for Reprise Records. Frank Fontaine, hot on the charts, has been set to star with Donald O'Connor for four weeks at the Sahara Hotel in Las Vegas starting June 4. Dianne Edmond's "I Wanna Be Your Lover" on Redcoat Records hit the play list on KFWB and is now breaking nationally. Bobby Pickett makes his debut as a dramatic actor on a segment of the Dr. Kildare TV series. The Hi-Ball Record Co., boys on the coast with "Crop Celery" by R. D. Stokes. Congratulations to Dick Glasser of Metro Music (Liberty's publisher) for coming in second in the office neatness contest. The McGuire Sisters have signed to record for Frank Sinatra's Reprise Records. The trio expect to make their first disc for Reprise sometime this month. Columbia Records new rhythm duo The Rip Cords, made their first local television debut on the Lloyd Thaxton Show. Patti Page has been signed for a one-week engagement at the Vapors Club in Hot Springs, Ark., beginning May 1. Page will be under contract to see to film a new pilot for Johnny Crawford, late of "Ralphie," Johnny Del-Fi recording artist who made the new show. Tommy Atkins complete 20-drl at Liberty Records, has recorded an "in person" album with Tex Williams at the Minnie Pearl Club in Las Vegas.

Cash Box—April 27, 1963
A POP Smash Coast To Coast!

"STILL"

(PUBLISHED BY MOSS ROSE PUBL. INC.)

WRITTEN & SUNG BY

BILL ANDERSON

DECCA RECORDS

Naturally
Ten million match books will set off lots of fire due to Dade and Broward counties in south Florida in the next four months, WQAM-Miami announced. General manager Jack L. Sandler figures. But it'll be a blase of dough which the station is turning into its unique "money matching" promo stunt. Sandler bought the million match books, had them serial numbered, and has distributed them through 4,600 cigarette vending machines in the two counties. Meaning, every hour on the hour, every day of the week, each outlet announces a money match number. The radio listener holding the match book with that number earns $50 if he calls within the hour. If nobody calls, each hour WQAM adds another $5.00 (it's 50c an dime) to the original $66-back start, so theoretically the money in the kitty can build up into thousands.

More than 150 Baltimore ad agency representatives attended a special WJZ-TV-Baltimore luncheon and afternoon seminar last week. The presentation, at Baltimore's One West, was highlighted by the TVAR (Television Advertising Representative) presentation, "Twenty's Plenty," pinpointing the results of a TVAR commercial study.

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BUDDY ACE
SHE WILL LOVE
DUKE 361

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THE LITTLE BLACK TRAIN
BY REV. ROBERT BALLINGER
PEACOCK LP 110

DUKE/PEACOCK RECORDS
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PLATTER SPINNER PATTER

PLATTER SPINNER PATTER

In order to give their personnel even greater exposure, KHJ-Hollywood's TV promos for its spinners and personalities, using KJLJ-AM's "Hi-Jack" personality, Steve Jaffe, have been aired daily over the sister station. Decays Joe McCanley, Tom Brown, Med Powders and Jim Tate made their theatrical appearances in the roles of the British marines who escort Great Britain's latest outlet to the WIP listeners to be their guests during the special performance.

WINS-New York last week received a public service award from the New York Clinic for Mental Health in recognition of the station's hour-long documentary "The XiXi-Vinches" which outlined the problems of schizophrenia. A plaque was presented to Mark Olic, WINS' general manager, by Milton J. Goodman, president of the New York Clinic for Mental Health.

On April 1st Jack Klassey, WINS-TV's news writer, and his stunt, Trent, announce and children's show personality, got their heads together and came up with a "Candid Camera" type April Fool's gag. Trent, host on the "Morning Edition," Tom Johnson has a job as manager of KTOK-Oklahoma City.

VITAL STATISTICS:
Glen Cooper now spinning 'em on WBAB-Babylon... Bobby Brock has been hosting the 12-3 PM air slot... Tom Johnson has been named as manager of KTOK-Oklahoma City...

Robert P. Remus gives the green light as public relations manager of KDKA-Pittsburgh.
Watch For His New Album Release

"JAMES BROWN LIVE AT THE APPOLO THEATER"
King LP 826

Cash Box—April 27, 1963

Bookings: UNIVERSAL ATTRACTIONS
Bill Anderson, who is currently hitting with his runaway best-selling Decca pop-country hit of "Still," was born in Columbia, S. C. and bred in Decatur, Ga. The charter graduated his B. A. in Journalism from the School of Journalism of the University of Georgia. His first success in the music business was early in his high school career, when, as leader of his own band, he won the Avondale High School Talent Show, the band of which played a song that Bill had written.

He had considerable amount of radio contacts on such stations as WBGE-Atlanta, WEAS-Decatur and WQXI-TV-Atlanta. He has played many one night stands and dances throughout the country and has been met everywhere with tremendous enthusiasm.

His success as a songwriter was cemented when four different recording artists all had notable success with a Bill Anderson original, "City Lights." He also won the BMI award as the top country tunesmith for 1962. As a recording artist, he has been enjoying hit after hit, starting with his first Decca release, "That's What It's Like To Be Lonesome."

Barbara Streisand

The route to Barbara Streisand's first LP was a curious one. She first appeared at Columbia's caws last spring to repeat her showstopping portrayal of Miss Marmelstein for the original Broadway cast album, "I Can Get It For You Wholesale." Following this LP of Harold Rome's hit musical, came a recording that re-created "Pins And Needles," the 25-year-old revue which had made composer Rome famous. Rome, who sings one of the leads in the album, chose Barbara as his co-star.

The lark's successful recorded performances in these two show albums won her a contract with Columbia Records. "The Barbara Streisand" album, released last month by the label, is currently moving rapidly up the Cash Box best-selling chart.

Barbara is presently occupied with a heavy schedule of nightclub and TV appearances including regular guesting on the Tonight Show.
IT ALL ADDS UP TO

THE MAYOR'S COMMITTEE FOR THE ECONOMIC & CULTURAL DEVELOPMENT OF CHICAGO PRESENTS

JAZZ SUPPORTS THE SYMPHONY

STARRING

*Stan Getz

Count Basie

*Gary McFarland

Jack Teagarden

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SAT, APR. 27 - 8:30 PM SUN, APR. 28 - 2:30 PM

THE RESULT: RED HOT PROMOTION FOR THESE FOUR GREAT VERVE ARTISTS AND THEIR CURRENT HIT ALBUMS

JAZZ SAMBA ENCORE! STAN GETZ with Luiz Bonfa and Maria Toledo, Getz's superb follow-up to JAZZ SAMBA (V/V6-8452) with Charlie Byrd. V/V6-8523

ON MY WAY & SHOUTIN' AGAIN COUNT BASIE with Neal Hefti. Newest performance by today's greatest big band! ... V/V6-8517

ON MY WAY & SHOUTIN' AGAIN COUNT BASIE with Neal Hefti. Newest performance by today's greatest big band! ... V/V6-8517

THE GARY McFARLAND ORCHESTRA With Bill Evans. A jazz experience—the brilliant Evans piano set against the muscular McFarland orchestra. V/V6-8518

JACK TEAGARDEN With Bobby Hackett, Bud Freeman, others. A swinging romp by a band of jazz giants. V/V6-8495

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THE ANNUAL CASH BOX DIRECTORY

Make your plans now to be a part of this vital industry SPECIAL.
Mercury’s Folk Talent Goes Over, Label Makes It An Annual Event

CHICAGO — A crowd of over 7,000 college students turned out to cheer their favorite candidates in the finals of Mercury’s "Hootenanny Talent Hunt," held April 4 through 12 in Daytona Beach, Florida. It’s success has tabbed it an annual event, the label said.

Thirty-six collegiate folk singing groups competed in the contest, with the first prize of a Mercury recording contract awarded to The Rum Runners of the University of Texas in Houston. In addition to the contest, a surprise prize for the group was announced: they had been invited to make their first professional appearance at Jimmy Lyons’ Monterey Folk Festival May 17-19 in Monterey, California.

Second place was won by Jim Rogers of Winter Park, Florida, and third by The Rabble Rousers of Daytona Beach.

David Carroll, Mercury A & R director, judged the contest and reports The Rum Runners as being “one of the best new groups I’ve heard in years.” The group is composed of David Boise, banjo; Ron Stephenson, guitar; and Mike Butler, slapping bass.

The contest culminated eight days of auditions conducted live on WMFJ, who with the Daytona Beach Chamber of Commerce co-sponsored the contest with Mercury. The contest was supported with lively promotional activities all over Daytona’s famed five-mile beach and amongst the estimated 50,000 college students who invaded the city for their Easter vacation.

Flat-bed trucks filled with professional folk singers, including Mercury’s Folksters, drove up and down the beach performing and stirring up enthusiasm among the students. Over 500 posters were displayed around the beach area directing would-be contest entrants to the WMFJ truck from which auditions were conducted. Mercury’s Eddie Lambert, who directed the promotion, drew good crowds of college students to the auditions by riding atop a sound truck and broadcasting bulletin.

Local clothing and record stores tied in to the event with special window displays featuring Mercury albums during the week.

The promotional effort put behind Mercury’s popular transistor portable phonos (Model AG 4002) provided colorful activity on the beach. Mercury hired a number of young college men, dubbed “Beachcomber Flatter Spinners,” and set them up at intervals along the beach under huge beach umbrellas. Each spinner arranged displays of Mercury album covers in the sand around his umbrella and played albums on the portable phonograph. The spinners drew large crowds and became dance centers for the students.

According to Carroll, “The talent hunt and its promotion was received even more enthusiastically than we had hoped, and we’re planning to make it an annual event. It was really amazing to see how wrapped up the collegians are in folk music. And aside from finding ourselves a really top new group in The Rum Runners, I’m sure that the 50,000 college students who were in Daytona will never forget the name ‘Mercury Records!’”

The beaming faces in the top pic attest to the success of Mercury’s "Hootenanny Talent Hunt" conducted among the college students and won by The Rum Runners. From left to right (in the back row) are Mike Butler, bass player; Dick Clark, program director of radio station WMFJ, co-sponsor of the talent hunt; David Carroll, Mercury recording director and judge of the contest; David Boise, banjoist for The Rum Runners, and Ron Stephenson, group’s guitarist. Kneeling in front are Eddie Lambert of Florida Music Sales, Miami, who handled promotion of the event for Mercury, and Don Skylar, WMFJ disc jockey who emceed the finals of the competition.

In the bottom pic the label’s Folksters lure a huge crowd away from the water as they perform live from a truck.
Atlantic-Atco Sees Life in Three Old Singles, Starts New Push For Them

NEW YORK—Three singles, two first-marketing months ago, the other in July of 1961, are getting new reissue treatment from Atlantic & Atco. The “One in a Million” 78 rpm by Bree is back on the market; another “Do You Believe In Love” and its flip side, “When Your Hair Has Turned to Silver” are being re-released by Atlantic's widow—May Singh Breen—will have something new, a “souvenir” 45 rpm disk from the Purpledove label of New York. It features a solo by Deflonce on his most famous melody, “Deep Purple,” and an informal medley of other Deflonce favorites by the writer and his wife. Latter side includes “I'm Only Lonely,” “When Your Hair Has Turned to Silver” and “Somebody Loves You.”

Atlantic entry dating back will receive the cover of Mary Wright, “You'd Better Run” and the usual monogram. Copies to radio station program directors. Via this activity “attention in all parts of the country will be focused on a market which has not yet realized their full potential,” said Jack Fine, Atlantic's national promotion manager.

It's “Peter DeRose Memorial Square” This Week

NEW YORK—Once again New York's Duffy Square, Broadway & 46th St., will be re-named “Peter DeRose Memorial Square” as part of the 10th anniversary of the death of the songwriter.

This year's “Peter DeRose Memorial Week”—April 23-29—handed by DeRose's widow—May Singh Breen—will have something new, a “souvenir” 45 rpm disk from the Purpledove label of New York. It features a solo by Deflonce on his most famous melody, “Deep Purple,” and an informal medley of other Deflonce favorites by the writer and his wife. Later side includes “I'm Only Lonely,” “When Your Hair Has Turned to Silver” and “Somebody Loves You.”

Being the sentimental changeover of Duffy Square, “Peter DeRose Lane” will be the sign over Carlton Lane in New Rochelle, where the DeRose's reside. The Mayor of the town has proclaimed this week also as “Peter DeRose Memorial Week.”

Jim Lowe Wins Verve's Ella Fitzgerald Contest

NEW YORK—Jim Lowe, decay at WRE-Dallas, has been judged the winner of the Verve Ella Fitzgerald contest, the announcement was made by the disk. The contest, which asked listeners to write, “Ella Fitzgerald Sings Bill Bailey” as many times as possible, drew 5,500 entries from 650 spinners. Each jockey judged his own local contest and awarded transistor radios, Ella Fitzgerald LP's, and theater tickets to area winners.

The grand prize winner, Jim Lowe, won an all expense paid weekend for two in London. One of his listeners was able to fit Ella Fitzgerald Sings Bill Bailey” 1900 times on a post card.

Leinnie Schneidemesser singles sales manager for MGM/Decca and his assistants judged the contest and had to use jeweler's glasses to count the minutely written lines.

Hostler Joins London As Eastern District Mgr.

NEW YORK—London Records has announced the appointment of Harry L. Hostler as eastern district manager. Hostler, a 17-year veteran of the record business, has formerly been associated with Columbia Records in the midwest and south and his most recent record duties were with MGM and Verve as both national sales manager and regional sales manager. Hostler will answer to Herb Goldfarb, London's national distribution manager, and will be responsible for all labels distributed by London from Boston, Mass., to Charlotte, N. Carolina.

Cohen Setting Indie Distribts For Todd

NASHVILLE—Paul Cohen has moved to setup indie distribution for his Todd label. Discrery was previously handled by Jay-Gee Distributors and Comnat.

Along with his present discrery, Cohen is now negotiating in several open areas to lineup distribution for the discrery. New distribution setup will include Brin International Records, which is releasing 12 new albums next month. First releases Todd through its new channels will be Johnny Winter's “Road Runner” and the “Gacy You Left Behind” and Joe Henderson's “My Hands and Tied” and “Love Me Sweet.” The Five Royals have just recorded for a Todd release sometime this month.

Braves' Outsider Bows On Disks

NEW YORK—Milwaukee Braves' outfielder Lee Maye, recently signed with the Lenox division of Ad-Lib Records, has cut his first disk for the label.

Lee's “Halfway Out Of Love,” b/w “I Can't Please You” was released last week.

The Alabama-born Braves star was brought up to the major league's in 1959 after four years with Milwaukee's farm teams. Between his chores on the diamond, he took vocal lessons, and spent his between-games time singing with teammates.

Capitol Pactee

NEW YORK—Capitol Records has just signed British vocalist Wendy Turner (seen on left with star Hayley Mills) to an exclusive recording contract. The young artist makes her debut in the Walt Disney film “Summer Magic” which stars Miss Mills. Miss Mills records under the Vista banner.

Burgess Meredith Inks Vocal Pact With Colpix

NEW YORK—Burgess Meredith, the noted actor-director, is now signing for hisapper. Colpix Records has just inked the vet performer, and has released his first disk, a rendition of “Home on the Morden” and a new version of “Green Leaves” as heard in the epic flick, “How the West Was Once.” Label tested the side in several areas, and says that there's been enthusiastic deejay-distributor response.

Capital To Put "Mr. Universe" on Wax

HOLLYWOOD—George Eiferman, "Mr. Universe" and "Mr. America" title holder, has been signed by Capital Records for a special album of exercises.

A&R Producer Bill Miller recorded the album at the Capitol Tower last month. He was assisted by Terry Robinson, another "Mr. America" title holder.

Tentatively titled "Family Fitness," the LP is aimed at everybody interested in general fitness through a system of light exercises, Miller said the album is not intended to create "Mr. Universe" muscles. "One side of the disk consists entirely of exercises which can be done sitting down," Miller said.

One of the best-known of all physical culturists, Eiferman was named "Mr. Universe" in 1962. He was the A&AU "Mr. America" of 1948, as well as "Mr. California." Since winning the national title in 1948, Eiferman has visited some 6000 schools throughout the country discussing physical fitness and has authored numerous articles and books on weight-lifting and exercising.

In 1954 he organized Mac West's famous much muscled chorus line. He has trained such show business personalities as Mario Lanza, Ricardo Montalban, Fabian, Pat Boone and Linda Christian.

Eiferman will illustrate the exercises narrated in the Capital LP with a series of multiple exposure photographs on the deluxe album liner.

Mother of Hartstones Dies

NEW YORK—Bertha G. Hartstone, the mother of music men Lee & George Hartstono, died last week. She was 70. She had been suffering from a heart condition. Her husband, Robert S. Hartstone, is considered the dean of music store operations in Boston.

Jack Andrews Dies

HOLLYWOOD—Jack Andrews, well-known in the Southern Calif, disk business, died here last week after a lengthy illness. Andrews was for seven years associated with Central Record Sales, and most recently was with Buckeye Distributors in Los An-

Cash Box—April 27, 1963

CHESS IS LOADED WITH HITS!!

"PUSH OVER" ETTA JAMES
ARGO 5437

"HOT CAKES" (FIRST SERVING)
DAVE BABY COTZET
CHESS 1850

"I'M TALKING ABOUT YOU"
BILLY STEWART
CHESS 1852

"BABY, WHAT CAN I DO"
JAN BRADLEY
CHESS 1851

"A LIFETIME OF LONELINESS"
STEVE ALAIMO
CHECKER 1042

"IT'S A LONG, LONG WAY TO HAPPINESS"
NEW RELEASE!
BILLY STEWART
CHESS 1853

NEW RELEASE!
JAN BRADLEY
CHESS 1851

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Don Costa Adds Label To His Activities

NEW YORK—Don Costa, arranger, producer, A & E man and artist, who has a chain of successes to his credit in various fields, has his own label, Cass Box learned last week.

The multi-talented record personality who was involved in the arranging, production and recording of such hits as “Pepino, The Italian Mouse,” Sandy Stewart’s “My Coloring Book” and Shirley Mathis’ “Gina,” will continue to devote the majority of his efforts to arranging and production for the many people with whom he has independent production arrangements, however, the new label will afford him an opportunity to issue more of the strong product that crosses his desk each week.

He, of course, is still very much a Capitol Capitalist, his latest start concepting “Tamoure” with Losing Yogi.

Costa is currently discussing the distribution of his label, as yet unnamed, with independent distributors throughout the country.

Clebanoff Featured On VOA Program

CHICAGO—Clebanoff and his “trash strings” have been selected as the subject of a half-hour radio program to be heard throughout the world by the “Voice of America.”

The program is one of a series called “The Land and Its Music,” dealing with the life of various nations in the near and far States during the second half of the 20th Century.

Clebanoff was chosen for his “unique contribution of applying a symphonic foundation to popular music.” The program will give full coverage to Clebanoff’s story, as well as a complete discussion of his unusual approach to the music of America.

Included in the program are examples of the Clebanoff style taken from two of his best-selling Mercury albums, “Moods” and “Strings Afire in Spain.”

Clebanoff’s newest Mercury album, “Today’s Best Hits,” includes full written dialogue so listeners can sing along with Clebanoff’s orchestral versions of their favorite hits.

A Four Freshman To Cut LP On Trombone

HOLLYWOOD—Bob Flanagan of The Four Freshmen will get star billing as a non-singing jazz trombonist for the first time on 15 songs for VOA’s forthcoming Capitol LP featuring guitarist John Gray.

Flanagan for some time has played trombone in Freshman concerts and on various Freshman recordings for Capitol. Critics and fans have often singled out his trombone solos for accolades.

Flanagan was featured with the John Gray Quartet in sessions last week at the Capitol Tower in Hollywood. A&R Producer Bill Miller, who directs Freshmen sessions, produced the dates.

Gray’s first Capitol disc, a March “Jazz and Swing Style” tune titled “The New Wave,” is showing action on the jazz circuit.

LP Deal From Cotton Town Jubilee

WEST MEMPHIS, Ark.—The Cotton Town Jubilee label is offering dealers a 15% discount on its complete catalog, according to Gene Williams, pres. Deal expires May 15.

It Took 10 Years, But Top 10 Hit From Japan Is Seen

NEW YORK—Japan, which has not contributed forcefully to the American best seller charts, where Richard & The Rowers’ Columbia hit with “Gomen-Nasil” in 1953, may be the origin of a Top 10 deck in the near future, this time under the Capitol banner.

Capitol Records has a “wax-on” order for a Sukiya record made by a Japan artist, described as a “sleeper” of “Sukiya.” Recorded in Japan by an artist called Kyu Sakamoto, it’s stiring up a much bigger fuss than ever the company could have hoped for.

Sakamoto, described as the Bobby Darin of Japan, cut the record for the Capitol’s parent company, in Japan. The disk started to make good noise in Hawaii. But this was no surprise to Capitol because of the large record showed activity in Seattle, the company attributed this also to the Japanese population there. But during the past week or so, the number broke out in Kansas City, St. Louis, Los Angeles and Des Moines, Iowa, and Capitol is following through with an all-out push in behalf of the disk.

The singer presented himself in a black suit with a teenage feel so that the language barrier presented by the lyrics is almost nil. It has the feel of a pop number.

To further assist the song's progress, Capitol has just recorded an instrumental version of the Beechwood published time, with The Curtis playing a rare instrument called the Saxello, a combination between a soprano and alto sax. The sessions features 20 men.

Philips “Spring” Prom Is Continued from page 7

—Continued from page 7—

talent—such as Paul and Paula and The Springfields—as well as picking up a number of hot masters.

Also in the new release is a “Hit Town Down South” six-disc package in which the Johnny Hamlin Quintet and the Hal Dickinson Singers combine forces to present a collection of pop material with a jazz feeling.

Jack Bascik, guitarist, is featured in “Jazz Guitarist.”

The Barriers, Brothers, who have been one of Phillips’ top selling groups, sing best-loved country gospel songs in “Gospel Songs Bluegrass Style.” “Folk Music and Songs From The Middle East” is performed by Phillips’ Arab singers, with selections highlighting the music of the entire Middle East.

On the classical side, three new albums are included in the release, including two with the London Symphony Orchestra, plays “Mozart Violin Concertos Nos. 3 and 5,” light and cheerful music especially appropriate for early spring and summer listening. Amsterdam’s famed Concertgebouw Orchestra, conducted by Wolfgang Sawallisch, offers “Beethoven: Symphony No. 9” with Maestro Lott and King Stephen Overture.”

Claudio Arrau narrated pianist, who performed five Beethoven concerts at Carnegie Hall this spring and summer makes his first appearance on Phillips with “Beethoven: Three Piano Sonatas.”

Mechandising aids include a new 10-page Philadelphia gift catalog, as well as die-cut easel jackets.

Atlantic-Atco Reports $12 Million Sales So Far In Charles-Darin Program

NEW YORK—Atlantic & Atco Records released registered sales of $250,000 in the first 10 days of a combined April is Ray Charles-Booby Darin month, according to the diskery.

Under the terms of the program, the 25 Charles albums on Atlantic, the 11 Darin albums on Atco are being offered on a buy-two-get-one-free basis. Plan is being backed by extensive trade-consumer advertising, window and counter displays. In addition to the push on the two artists, no less associated with each label, the firm is offering a 10% discount on the balance of the LP’s available in long form.

As for Charles-Darin product, Len Sachs, director of album sales, said that “every single LP in our catalogs by these artists is selling in depth.” Label is paying particular promotion attention to other albums by Shel Silverstein (“Inside Folk Songs”) and Carl Gardner (“He’s in Charge Here!”)

Pitney Due For N.Y. Nitery Bow

NEW YORK—Gene Pitney, who has scored with five straight hit singles on the musicier label, will make his New York debut as the headliner of the International Club’s “Promtime” on April 11 starting May 15 for three weeks.

Pitney has just returned from a west coast tour and personal appearances in Hawaii. Last year, he made his first tour in Europe, appearing in Norway, Sweden, and France. He also starred on the 1962 Academy Award show. In addition, he has crossed the Japanese country making personal appearances throughout the country with the various record companies, including his current hit, “Meeza.”

Prior to his International Club appearance Pitney will appear today at the Casino Royal in Washington, D.C. for a week starting April 25.

Brenda Lee Disk To Get Play On Network TV'er

NEW YORK—Ivan Mogull has announced that Brenda Lee’s new Decca disk, produced by Don Shmith, will be aired on the Tonight Show, the NBC New York Network TV’s ASCAP firm, BNP Music, is a French original with English lyrics by Carl Sigman.

Wax Contab

NEW YORK—Chuck Jackson (signed) discusses a tune he just recorded for Seypet Records with Ed Townsend, who leads a double life as a singer on Liberty and recording director recreating. Looking on are Marvin Schlacter and label topper Florence Greenberg.
Columbia Pic's Finalizes Nevins-Kirshner Deal

(Continued from page 7)

blood on the cloning level. He's eager to give his stable of writers the opportunity to apply their talents in this area.

The Aldon Music firm, in operation as an independent firm for just four years prior to the sale to Columbia, has established itself as the hottest Top 100 poppy around. During the four years, it has placed more than 300 songs on the charts. In 1961 and 1962, it had 12 and 10 discs in the top 10, respectively. In getting BMI awards for top 10 showings, it set a record for its total of 12 (the previous record was held by the EMI Parlophone firm). At the press conference it was reported that the Nevins-Kirshner Aldon poppy and Dimension record operation grossed in excess of $2 million dollars during the past year.

Schneider said that Aldon's achievements on the charts and its development of young talent has been "unmatched in the entertainment industry."

Also present at the press conference was owner of the Kirshner were Lee Jaffe, exec veep of Columbia, and Jerome Hyams, exec veep of Screen Gems.

Registration for legal matters during negotiations was New York attorney Asher Moelis.

Integration of the new record-music setup at Columbia is not expected to effect personnel of the companies involved.

Liberty's New LP Plan

(Continued from page 7)

from May 14 through the 23rd. Label's ad manager Bill Neiman has created a series of merchandising materials including a special Ve-Ven factories floor unit which can stock 50 LP's.

Section 11 of the program revolves around a half-dozen albums geared for diversification. Bossa Nova, current hit vocals, surfing and jazz packages are all part of the release. July 4 edition, via "The End Of The World," spotlighting the hit title tune, "Our Day Will Come," "I Left My Heart In San Francisco," "The Good Life" and other current hits.

For jazz enthusiasts, there are two albums; "The Dave Pell Octet Plays Today's Hits In Jazz" and "Jazz Montage," an all-star album of great jazz performances.

For the teenagers, "Jan & Dean Take Linda Surfin'" and "The Markets make "The Surfing Scene," a re-packaged entry. Finally a unique LP titled "Bossa Nova With Strings Attached" showcases the tenor sax of Bill Perkins.

Stereoaddities LP's Receive Ad Club Awards

FORT LAUDERDALE, Fla.—Stereoaddities Records has received a total of plaudits here for two of its album jackets.

First Place award in point of sale material went to the Eli Basse album "Basse Ackwards." It was awarded by the Fort Lauderdale Advertising Club and marks the 4th District of the Advertising Federation of America.

Honorable Mention in the same category was given for the Stereoaddities' album cover, "Gold Rush Daze."

ASCAP Opens In Nashville

NASHVILLE—ASCAP writer-director Mickey McHarg WSM decayse Ralph Emory and Jimmy Rule, who are public affairs are shown above at the official opening of the performing right society's new Nashville office.

Form 3 Labels In H'wood

HOLLYWOOD—Two pop labels and two country labels in Hollywood by Gordon S. Wolf, president of the firm. The pop outlets are, Titanwolf and Whiff Whoff while Big Al is the country venture. Serving as vp of Big Al is Al Natterson. Properly, the outfit's first showing is "A Very Close Friend of Mine" by Debbie Worth and "Quicksand" by Karl Osborn. The initial country entry is "Slippin'" by Georgia Lynn.

Stan Walker Leaves Promo Post At Victor

NEW YORK—Stan Walker has left his post as admin. preparer and research, primarily concerned with capital and Indie LP's. For the past 10 months, he was expected to announce an affiliation in a similar capacity in a few weeks.

Alegre Names Marin

NEW YORK—Richard Marin, formerly of the Fiestas and Mardi Grass labels, has joined the sales of Alegre Records, the popular Latin label. In another Alegre development, MJPOP Record Distributors of Newark, New Jersey has been named the diskyed's new outlet in the area.

Falcone Forms

INDIE PROD. FIRM

NEW YORK—Tommy Falcone, former A & E director for Julia-Plamino Records, has formed an independent record producing firm, Falcon Productions. Initial LP's have been recorded for 4 Mason Dr. Hadet, N. J. until major recording fluc are established in New York. The firm is presently producing for an instrumental combo, The Centuries, with a current release on Columbia Records with "Theme of the Centuries," b/w "The Anniversary Hour." The company recently parted Joe Templeton from Newark, N. J., and Pat a Bunny from Union, N. J. Sessions are in progress for both talents.

Eden Bows Indie LP Firm

NEW YORK—Ronnie Eden, formerly with Sim-Ron Productions, has formed an indie LP production firm to produce "Oldies But Goodies"—type LP's. The new firm will have its first LP under the Coral banner and will be released within the next few weeks. Headquarters for the new indie producer are at 1619 Broadway, Suite 1012.

Dovells LP, Int'l Dates From C-P

NEW YORK—Taking advantage of a click single, Cames-Parkway Records is circulating out an LP by The Dovells named after their Top 100 date, "You Can't Sit Down." In other LP release activity, the label has four new International LP's in its catalog, LP's in the style of Swiss, Czech, German and piano hits and feature the orchestra of Dimitri Spyros on the Greek motif. The label's four new LP's include the major hit records, "I'm Movin' On" and "Amazing Grace." The LP's are available for response from teen fans in Detroit, then winged to Chicago for a meeting with Charlie Fasch, Smash topper. The changer is pictures above an autograph for a Wind City fan.

Defend Connie Francis' So. African Tour

NEW YORK—A defense of a recent tour by Connie Francis to South Africa, which got unfavorable publicity for the star there, came last week from Eddie Elport, Ent. which looks foreign trek for talent.

The New York-based firm said that the promoters of the tour, Famous Artists Ent. Ltd. of Johannesburg, which is bringing court action against the songstress, had added performances that had not been agree upon beforehand. Elport said prior OK for such extra p.a.'s were part of the agreement.

Elport also noted that the promoter had taken sick during an open court. The case is set in Johannesburg, and after the suit, the South African p.a. will file a suit in Pretoria.

The fact she did not appear at a Johannesburg house playing her latest hit, "Follow the Boys," was explained by Elport as being a situation whereby the theatre had advertised her p.a. there without her approval.

Laine To Dedicate

NEW KSMA STUDIOS

HOLLYWOOD—Columbia's Frankie Laine and West Coast operations veep Ivy Townsend will participate in dedication ceremonies honoring KSMA's new studios in Santa Maria, California, May 20.

The appearance of the two record company reps will highlight the station's formal ceremonies as it moves its operation to downtown Santa Maria. Laine will represent Columbia artists by performing during the broadcast and Townsend will speak for the executive branch of the company.

The community in which the diskyed is building its new West Coast presence is due for completion this summer.

Chi Stop-Over

MONROE DOCTRINE

Baltimore—Larry Monroe (not in uniform), WCAC-Baltimore program director, recently stepped out from behind the mike to indoctrinate a class of officers and enlisted Army personnel at Fort Rosalie in public service techniques. The session was part of a series of training lectures at the military base for Army personnel from a 5-state area.

Dale & Crew Set For Benefit Gala

HOLLYWOOD—Dick Dale and his Del-Tones will headline the 11th Annual Festival of Fun and Fashion at the 12,000-seat Long Beach California Arena this Wednesday (24) at $8 prize.

Dale, who in the last year has come from obscurity to a strong teenage disk and ballroom attraction in Southern California, heads a benefit which includes Jane Powell, Jayne Mansfield, Bobby Burgess and Barbara Boylan, Stanny Van Doorn (Miss International Beauty of 1962) and Pamela Mason.

The fashion and entertainment gala is being sponsored by downtown Long Beach merchants for local Community Chest charities.

Dale and his seven-piece band will play for dancing in the arena following the variety show.

A Smash DOUBLE HEADER!

"SATURDAY NIGHT"

The Sherrys

GUADEN #2084

"EVERYBODY SOUTH STREET"

The Four Evers

JAMIE #1247

Cash Box—April 27, 1963

39
The modern, without Christy and the pate will be.

When Allan Sherman is isolated to the group: before something can be utilized as a vehicle for satire there must first be a public consciousness. And it was the Weavers who, before any other act, made the masses aware of folk music.

The Weavers were singing fifteen years ago, there were no established patterns or styles for the music, its derivative combination of individual talents, to create a new sound, a new meaning, an entire new perspective about folk singing. Their fresh sound would eventually become the basis for a whole generation of offshoots and derivatives. The time began to march for the Weavers during Christmas in 1949 when they opened up at the Village Vanguard for a two-week run. Their musical magic clicked with sophisticated New Yorkers and their engagement was extended into a six-month stay. During this period, ork- strumentalist Gordon Jenkins happened into Max Gerden's cellar club and was entranced by the group. Jenkins facilitated a recording contract with Decca (they're now exclusively on Vanguard) by convincing the label's executives that the Weavers could successfully combine artistic integrity with commercial acceptance. Jenkins was a shrewd appraiser of talent. A few months later the Weavers' first hit, "Goodnight Irene" b/w "Tzena, Tzena," was a national best-seller. A string of hits followed; "On Top Of Old Smokey," "The John B. Sails," "(So Long I've Been Good To Know You)," etc. followed in rapid-fire succession. The Weavers had the Tin Pan Alley set up and tabloid notice and popular American music would never be quite the same again.

Through the years the Weavers have experienced personnel changes (Sara Ross was replaced by Erle Durbin, who was replaced by Frank Hamilton) but their level of artistic endeavors has remained unaltered. With their driving energy and spirit as a prime, the Weavers have grown into a closely-knit nucleus which has transformed ethnic folk music into a form that readily communicable to vast audiences. And now, after a decade and a half, they're still growing.

New Victor Indiana Distribut Plant

Continued from page 6.

The warehousing and distribution facility for Victor will be transferred to the new facility from its current location at 1145 East 22nd Street, which is the shipping center for all Victor operations, including the RCA Victor Records Club. The inspection and record packing facilities will be shifted from the current location which warehouse is the nation's largest, producing from 60 to 65 million records per year.

Racine, who attended the groundbreaking ceremony, indicated that the new building is the second phase of a long-range program designed to consolidate and modernize Victor activities and services. Previously, a record division raw materials warehouse comprising 120,000 square feet of floor space, and a modern, temperature-controlled humidity and electronic data processing activity and offices comprising 8,000 square feet, was completed.

The new modern, one-story structure will contain approximately 310,000 square feet of space and be a substantial addition to the Victor's expanding industrial complex in the 9000 South and Shadeland Avenue area. The building will be adjacent to the warehouse constructed under Phase I. Upon completion of the new facility, the total raw material warehouse will have an expanded location approximately 500,000 square feet—almost 12 acres—of floor area which could be increased to at least a million square feet with the additional acreage available for expansion. Included in this building is about 15,000 square feet of air-conditioned office and cafeteria space.

The new building will be connected, via a bridge containing a mechanical conveyor and personnel walk-way, to the RCA magnetic tape and recording plant next door. This plant, which began operations at 6800 East 30th Street in 1960, contains 50,000 square feet of space and produces all of RCA's recording tape, used commercially and professionally all over the world. All finished goods are distributed and then shipped from one location.

Approximately 500 employees will be working at the combined Victor record division facilities in this area, according to Racine.

"Indianapolis is our key manufacturing and merchandising center," Racine stated, "and we are pleased to continue expanding our operations here as well as at our Rockaway, N.J., and Hollywood, California locations. "Our new facility will enable us to give more efficient service to our record customers in the United States and elsewhere."

"This new facility will place our most closely related production, warehousing and distribution operations under the same roof," he continued. "This will enable us to give more efficient service to our record customers in the United States and elsewhere."

Racine recalled that the RCA home instruments division has greatly expanded its Indianapolis operations in recent years, transferring divisional headquarters and the RCA Sales Corporation here in 1961, from Cherry Hill, New Jersey. All production of RCA Victor radios, "Victrola" phonographs, and record tape recorders was also transferred to the huge home instruments manufacturing plant at 501 North LaSalle Street at that time.

Elsewhere in the state of Indiana, RCA operations extend to Bloomington, Monticello and Marion. All RCA color as well as black and white television sets are manufactured in Bloomington, including two television sets and phonograph manufacture in Monticello, and RCA television tubes, both black and white and color, are manufactured in Marion.

The Indianapolis complex at East 30th Street was developed for RCA Victor, by the economics of Leon Construction Company of Atlanta, Georgia.
Columbia Bows Single By Teen Talent Winner

NEW YORK— Columbia Records has issued the debut single by Virginia Lee, first artist to be discovered at Teen Talent Auditions, according to Dave Kapralik, the label's pop A&R director. Tagged "Lonely Girl," the single is coupled with "Don't Lie, Don't Try." The session was arranged and conducted by Bob Mersey, pop A&R man.

The Teen Talent Auditions, which began at Columbia last month, were initiated by Kapralik who signed the young lark after she had sung only two numbers. Virginia is 14 and a student at George Washington High in New York and had no prior professional experience.

Columbia will continue with the auditions, and interested applicants should address their letters to Tom Scott, Auditions Director, 799 Seventh Ave., New York. The display has requested that no phone calls be made, only mail will be answered.

GREENGROASS PUGGY GET A NEW FICK

NEW YORK—Maxax Music has warned Davie Witherspoon, E. Le- vey's Embassy Picture Corporation to publish the sequel of the film, "Light Fantastic," according to Ken Greengrass, president of the publishing firm, and manager of Steve Lawrence and Eydie Gorme and the High-waymen. The picture is scheduled for release in the middle of June.

Miss Gorme has recorded the title song, "Light Fantastic, My Secret World," for Columbia Records, and the record will be issued to coincide with the distribution of the film. Arrangements are now being made for other artists to record the songs of the score.

Joe Lieberman wrote the music and Doris Menkes is the lyricist.

PRESTIGE INKS WITHERSPOON, HAYNES & MULDAUR

NEW YORK— Prestige Records, including its Blue Notes, New Jazz and Prestige International labels, has added three new artists to its roster. Going to Blueville is famed blues singer and guitarist Davie Witherspoon, while drummer Ray Haynes and folk singer Geoff Muldaur are new pactees to the New Jazz and Prestige Int'l labels, respectively.

Haynes, who has appeared on many Prestige and New Jazz albums as a sideman and, in one instance, as a soloist, just cut his first LP for release in about a month. Geoff's first album will be cut shortly and is due for release in about two months.

ITALIAN SONGFEST DUE AT CARNEGIE

NEW YORK—Italian-songs of the past and present, from traditional tunes to current hits, is being presented by producer Erberto Landi at Carnegie Hall on Sat., May 4. Singer Enrico, often on TV's "Tonight" show, will be the singing emcee of the evening. In addition to Enrico, there will be warbling by Tulio Pane, Wanda Romanelli, both heard on the Venture singles, the De Di Mara Sisters (Roulette), Andriana Dalmarre, are Mimmo Del Suda.

LEN SACHS' DEATH

NEW YORK— Jack Sachs, father of Len Sachs, director of LP sales at Atlantic & A
c, died here last week after a long illness. The elder Sachs is survived by his widow, Len Sachs and another son.

Mercury Honors Pittsburgh Distributors

PIPPSUG— Bill Lawrence of Bill Lawrence & Co., the label, has been named to receive Mercury Records' first "King For A Month" award established to honor outstanding distributors and their salesmen. The award was first presented to Lipman on the basis of an unusual achievement or contribution "above and beyond the call of duty." The recipient of the award received not only an individual trophy, but a traveling plaque which the winner keeps one month and then passes on to the next individual so honored. In addition, the winner receives a shower of surprise gifts from the label for the entire month for which he is proclaimed king. The award may be presented to any individual associated with promotion, sales, administration or merchandising of Mercury product, or as a group award to an entire distributorship whose personnel worked together on the winning achievement.

Lawrence is pictured above displaying the traveling "King For A Month" trophy presented to him by Xavier Gugat, Shrubs (left to right) at the presentation are Fred Katz, the label's regional sales and promotion manager; Lawrence; Cugat; and Dick Bruce, Mercury's national sales manager. Presentation was made at Pitts-

burgh's Holiday House during a performance by Cugat and Abbe Lane.
Gilmore To New York
For Damone, Martino Dates

HOLLYWOOD—Capitol A & R man Voyle Gilmore flew to New York last Sunday (21) to supervise album taping sessions for Vic Damone and Al Martino.

The Damone LP will be cut live at Manhattan’s Basin Street East where the singer is currently doing SERO business. Session is set for the 26th.

On April 25 and 26, Gilmore moves into Capitol’s New York studios where he will produce a new LP by Al Martino, currently hot, in the singles field with “I Love You Because.”

Gilmore, who also heads up Capitol’s single-record operations, will meet with the label’s singles sales and promo team, Vito Sarnela, Manny Kellem, and Brown Meggs.

Liberty’s Block
Gets Assistant

LOS ANGELES—Bernie Block, general manager of LRDC of N.Y., Liberty Records’ company owned branch which services the five boroughs as well as upstate N.Y., has appointed Mel Furman as his assistant. Furman, who will headquarter at the branch, has spent the past five years in the disc sales field.

“Jack The Ripper”
Link Wray & His Raymen

SWAN 4137

SWAN RECORDS
N.W. Corner 8th & Fitzwater St.
Phila., Pa. 19130

“HEART”
Kenny Chandler

Laurie 3158

UA Issuing “Divorce,” “Mondo Cane” Tracks

NEW YORK—United Artists Records is releasing two soundtrack LP’s of two major Italian films. They are “Divorce-Italian Style,” which won an Academy Award this year as the best original screen play, and “Mondo Cane,” the unusual documentary, theme from the latter pie is beginning to pick-up lots of disc versions.

Court Nixes Ruling
Giving N.Y. Playboy Club
A Cabaret License

NEW YORK—The New York Playboy Club has appealed a decision to cover before it can receive a cabaret license, which will permit the Club to present all arts and musical groups consisting of more than three people.

The Appellate Division of the N.Y. State Supreme Court, in a 2-2 major, reversed a decision by a Supreme Court Justice to allow the Club to acquire a cabaret license from NYC License Commissioner Bernard J. O’Connell. The court held that O’Connell was correct in barring the Club from such a license on the grounds that the scantly clad “Playboy Gigolo” is an abomination of improper behavior on their part.

A city code prohibits mingling of female employees with customers, and the Court held that the Club’s promo literature hinted that such practices took place.

Light Taking Crew To
Pittsburgh For Dates With
Steinberg-Pitts. Symph.

NEW YORK — Command Records’ chief, Ennio Light, together with his associate producers Julie King and Robert Byrne and an artistic director, headed by Robert Fine, leave for Pitts- burgh tomorrow. In three days, they will record William Steinberg and the Pittsburgh Symphony Orchestra.

In his first appearance in the city to last three days, Light will supervise the recording of Tchaikovsky’s Sym- phony No. 6 in F minor, opus 74, Beethoven’s Symphony No. 3 in E flat, opus 55, and, in London, Schubert’s ear- ner overtures: “The Flying Dutch- man,” “Brient,” “Faust,” “Die Muta- terungen” and “Erlking” and conduct a new fourth symphony.

Steinberg and the Pittsburgh Sym- phony have previously recorded seven albums on the Command label.

“Man In The Moon”
New LP

NEW YORK — Verve comedy star, Jackie Mason, serenades TWA host- esses before taking off on a flight for Paris for a series of personal ap- pearances. He is also booked to appear at London’s Palladium. Trip is on be- half of his current Verve LP, “I Want To Leave You With The Words Of Great Comedian.”

Golden Issues Cast LP
Of “Man In The Moon”

NEW YORK — The original-cast al- bum of “Man In The Moon,” a kiddie musical now playing on Broadway, has been released by Golden Records. With five songs by Jerry Beck & golden Records, the LP—retailing at $1.88—features Bill & Cora Baird, Frank Sullivan, Francis Paskazas, Ger- ald Friedman, Eric Carlston and Rosemary Jun. The Biltmore Marionettes are also featured in a highlight of the show, appearing at the Biltmore Theatre.
HOLLYWOOD — Reprise Records' newest young singers recently met and posed for a pic in the label's new hands-on logo, a picture of the firm's proxy, Frank Sinatra, and his latest chart-rising LP, "Sinatra-Basie." (Showed, left to right) in the above pic are Jimmy Griffin, Dorsey Burnett, Hal Donner and Pat Powdrill.

Music Clubs Meet In Pitts. ASCAP's There

NEW YORK—ASCAP is represented at the 32d Biennial Convention of the National Federation of Music Clubs in Pittsburgh this week (12-23). Headed by ASCAP President Stanley Adams, who will receive a citation for the society from President Dorothy Bullock of the Federation, ASCAP directors Adolph Vogel (President of Elkan-Vogel Co.) and Edmund H. Creston will attend the convention.

In addition, Dick Frohlich, director of ASCAP Public Relations, participated last Friday (19) in a panel discussion on public relations. He will be accompanied by Jim Rule, coordinator of public affairs, and Gene Baeck, consultant of concert and symphonic repertory.

The citation, to be presented by Mrs. Bullock at the Federation's Honorees Luncheon on Monday, April 22, reads in part: "To the American Society of Composers, Authors and Publishers: In recognition of its fifty years devotion to the welfare of America's talented men and women who create and publish our nation's music; for its continuing fight to win recognition of the contribution these people have made to the cultural values of America; for the Society's unceasing fight to secure proper compensation to these creative people for the public performance for profit of their copyrighted works ..."

Epic Names Display Contest Winners

NEW YORK—Epic Records has announced the winning dealers of its bi-monthly contest, held in Jan., and Feb. of this year.

The grand prize, a four day, all-expenses paid vacation for two in the winner's choice of Miami Beach, Flemington, N. J., New York City, or White Sulphur Springs, Virginia was awarded to Mr. and Mrs. Phillip Pugh, ow- ner of the Mayfair Drive-In at Akron, Ohio.

First place was awarded on determination of the best use of window display material made available by Epic in conjunction with this contest, as well as catalog product. "We received photographs from a total of 355 dealers, and virtually all of the displays had been executed with unusual care and imagination," said Len Levy, the label's general manager.

In addition to the grand prize, additional awards of a Botany 500 suit and four Arrow shirts were awarded to each of five buyers for those dealers whose best displays in Epic's national sales regions. Winning buyers were: Gerald Coleman, buyer for the grand prize winner, Pioneer Music, Inc., Ohio; Carl Feldman, G & O Music Box, Fall River, Mass.; Sonny Strauss, Melody Music City, Minneapolis, Minn.; Mrs. Esther Davis, San Antonio Music Co., San Antonio, Texas; and Remington Warehouse of Music, Inc., Seattle, Wash.

A Botany 500 suit and four Arrow shirts were also awarded to the following salesmen responsible for winning the selling dealers: John Clark, Damut Distributors, Boston, Mass.; William Shaw, Ridgmont Record Distributors, Inc., Cincinnati, Ohio; Sim Yarosh, Hollicher Bros., Inc., Minneapolis, Minn.; Bill Shuler, Columbia Record Distributors, Inc., Dallas, Texas and Ken Crawford, Huffman Distributing Co., Seattle, Wash. A Remington electric shaver was awarded to each of five distributor Sales Managers: Howard Ring, Dumont; Bill Kelly, Columbia Record Distributors, Inc., Cincinnati; Mel Cardinali, Herbert, Davis, Ladd; Cutting Record Distributors, Inc., Dallas and Andy Huffman, Huffman Distributors.

Livert Leaves Treasure

NEW YORK—Paul Livert has severed his connection with Treasure Productions of Mount Vernon, where he was veep and general manager and responsible for all disk product. During the last four years he created and developed some 150 albums in the firm's MVM and Goosy Cander lines of pop and kiddie LP's. He came to Treasure from ABC-Paramount, where he was head of a disk division and presided over a staff of 250. He will set up his own division and start to build a budget line. Prior to that, he was with Seeco and cut a number of the latest of those standards. He was recently cutting low-priced album product back in 1948.

Livert said he was looking to disc- cuss with a firm the possibility of further developing its own budget lines on a consultant basis. He can be reached at 3421 Ocean Ave., in Oceanside, L. I. Telephone number is: Area code 516 RO 6-7098.

Sets Poe Poems To Music

NEW YORK—The well-known writings of Edgar Allan Poe, such as "The Raven," "Fall of the House Of Usher," "Annabel Lee" and "The Cask of Amontillado" have been set to music by lyricist Edna Lewis and will be released May 15 in a Reprise album tagged "The Ivy League Trio Ring Edgar Allan Poe."

According to Miss Lewis the new album presents twelve of Poe's famous stories and poems in folk-song form. The material was specially adapted to the talents of The Ivy League Trio whose members are Bob Rider, Norrie O'Neil and Ron Langford. Ray Ellis arranged and conducted the session.

Prior songs to Miss Lewis' credit are "Lipstick On Your Collar," "Concentration," "I Wish You Well," "The Telephone," "The Hi-Lites," "Is It Better To Have Loved Than Lost?" "Nat King Cole, "Faith," "Dion (a la Lemmling For Dolly)" and "Tomorrow Never Came."" Gene Brooker handled the current release on Rust; her latest release is "Cry Baby."—Mary Miller on the new LP. Miss Lewis has also written for DeSane Martin, Roy Hamilton and Fats Domino.

Name Date For Next Meet Of Int'l Disc Club

NEW YORK—The International Record and Music Men's Club will hold its bi-monthly luncheon meeting this Friday, April 30, at the Taft Hotel in New York with Dr. S. M. Stewart, director-general of the Federation of the Phonographic Industry of London, England, scheduled as the speaker.

Walter Hofer, IRMMC chairman, said that the 15th meeting had been adopted by leading European countries to protect the rights of artists, publishers, record companies (and their agents).

Meeting, with luncheon, is scheduled for 1 p.m. in the Village Room at the Taft.

It Took Some Doing, But The Show Went On

NEW YORK—Tommy Roe, young ABC-Paramount singer currently touring Europe, learned by experience recently the meaning of the age-old show business axiom he must go on.

Scheduled for a personal appearance in Blackpool, England, Roe was making the 150-mile trip in a chauffeured automobile furnished by his impresario. A small dog darted in front of the car, causing the chauffeur to avoid an accident. However, the driver lost control and the limousine careened off the road. The dog was killed, and Roe and the driver climbed out. Tommy hitchhiked a ride with a bus carrying a soccer team, arrived in Blackpool on time.

Epic Releases New Florraine Darlin Disc

NEW YORK—Epic Records has announced the release of a new single by Florraine Darlin dubbed "Spring In Comin' In." The lark, a protege of Bobby Vinton, scored last year with her first single, "Long As The Rose Is Red," an answer to Vinton's hit, "Rose Are Red."
A Drink With Helen

PARIS—EMI songstress Helen Shapiro was recently the guest of honor at a party at the Club de l’Etoile during Musicorama in which she appeared. Pictured (from left to right) are Henri Marchal of Editions Pathe Marconi, Helen Shapiro, J. De Boeck of the Editions Ardmore and Beechwood in Belgium and Michel Berson, chief of the export service of Pathe Marconi.

English Dealers Name Pericoli’s
"Al Di La" Top Non-English Disk

BURBANK, CALIF. — Emilio Pericoli’s "Al Di La," released by Warner Bros. Records, has been voted "The Best Non-English Record" in the National Record Awards in England. This presentation is awarded jointly by the Gramophone Record Retailers’ Association and the Record Retailer and Music Industry News. Balloting was open to English record shop owners and covered all recordings issued in 1962.

The award to Pericoli will be presented at the annual dinner of the Gramophone Record Retailers Association this week (22) in London. Bobby Weiss, WB’s international director, will accept the award for Pericoli.
Instead of regular news, here's information about a very interesting study analyzing the market for Cash Box records. This study was conducted by...

Awards

The record brand you sell best? A great majority reported that CBS albums were the number one choice. Which is the speed preferred by your customers? The 33 1/3 record won this part.

Asian music is the up-and-coming trend in music today. It's being played more and more on radio stations.

One of the most enthusiastic listeners to this music is a young man named Johnny Griffin. He's been selling CBS albums for almost a year now and his profits of the sales are all for the benefit of the Council of Oceanothical Nations, of which the Rev. H. van Andel is the Secretary in the Netherlands.

Some young people in South America have created a new form of music that combines electronic instruments with traditional songs. This form is called "kwai." The kwai became internationally popular thanks to a special item of their electronic repertoire on the Philips label.

The album "The Fascinating World of the Kwai" was produced by a team of enthusiasts who wished to make a contribution to the work. Among the compositions is "Intermission," a fantasy for electronic sounds and jazz-orchestra.

American hit "Adios" by Los Trovadores hit the top of the charts in this country, also on the Philips label.

Two outstanding American Riverside-productions, released by L. C. Phono...
Montreal is currently experiencing an influx of big name record talent. Dick Haymes just wound up a most successful stand at the Lakeside's EdgeWater Beach, while Sophie Tucker is due shortly at a downtown club, and Bing Crosby is on tap for a series of dates this week at the MontreAl./stretch>

Other recent CKWS/Kingston promotion in cooperation with Quality's Bill Smithers on the Paul & Paula Smash package, "Young Lovers." Entries to the album giveaway on the station's sister outlet, CKGM, Montreal, with "Hello Faithfulness" by Idae Hall finally breaking through in several important areas, notably Toronto (CHUM), Hamilton (CKOC) and Ottawa (CJOT) in the last Fall, giving the station a signal that will cover all of Eastern Ontario, a goodly portion of Western Quebec, plus a healthy chunk of northern New York.

At the same hearing, Montreal broadcaster, Geoff Stirling was granted permission to increase the power of his CKSB station from 500 watts to 2,000. The new format for this eastern Ontario outlet, CFTL, Toronto (CFPL), Toronto (CHUM), Kingston (CKWS) and Montreal (CKSB). Another Station distributed items that is getting numerous picks and plays in "Bony Maronie" by The Appalachians with the CJSF "Good Guys" and Bill Neibb at Oshawa's CKL8 leading the way. Other sounds shooting out in its orbit are "You Wanta Be Happy?" by Jimmy Soul, Quality; "The Young Years," Floyd Cramer; "If You Don't Know Me By Now," Armande Musique; "(I Don't Want To See You Crying," Boudleaux; "Nighttime," Boudleaux; the talent songwriter and his writing partner with "Up In The Morning," Boudleaux; "The Wonderer Black," Kingstone Trio, Capitol; "Summer Holiday," Frank Sinatra; "Can't Help Myself," Martha and the Vandellas; "Patti Boy," Freddy Cannon, Quality.

Lee Farley at Quality is undertaking a gigantic promotional campaign on the "You Wanta Be Happy?" and "The Young Years," editions in the French-English brochures announcing the release of the disk, "En Suiou Mon Coeur" (Farrell). The ad shows a Greta Garbo type on a set of drum cymbals, all were mailed to leading Canadian deejays, especially those broadcasting in French language areas, and to all dealers and jake box operators in the entire country. The promotion will run to March 15th. "You Wanta Be Happy?" is sure to be yet another outstanding sales item for her in Canada. Lee goes on to add that "The Young Years," edition is being handled in Quebec City.


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According to the publicity departments of recording companies in Japan, the best sellers in 1962 of each recording company were announced as follows:

**Record Company** | **Composition** | **Artist**
--- | --- | ---
**NIPPON** | **Columbia**
1. *Pretty Little Baby* | Too Many Rules | Connie Francis
2. *Someone Else's Boy* | The Longest Day | Mitch Miller and his Orch.
3. *What the Winds Blow* | Doctor John | Connie Francis
4. *Sunny Afternoon* | Maria Theresa | Richard Beymer & Natalie Wood
5. *Night Time* | | Richard Beymer & Natalie Wood

**VICTOR** | *Johnny Angel* | Sherry Fabares, Summer Sinatra
2. *Where the Four Winds Blow* | | Rick and Lance
3. *Love's Not a Game* | | Pat Boone
4. *I'll Remember You* | | Rick Nelson
5. *White Christmas* | | Emilio Pericoli

**TOYOSHI** | *Pepe* | Ugo Blasco y'Arpa
2. *Ballata Della Tromba* | | Vinija
3. *Johnny Guitar* | | Werner Muller
5. *You'll Never Know* | | Joseito Romero e su Conunto

Lionel Hampton started his tour here in Tokyo on April 9 at Koseinenkin Kaikan and received an enthusiastic welcome from his Japanese fans. Further big news on the performance is the appearance of Japanese songstress Yuki Iso, whom Hampton scouted at the audition held at Club Hanabasa on April 4. This happy young singer had been quite unknown until that time. She sang "I'll Say I Say" with the Hampton and Bobby Gonzales bands. According to the promoter, Renko Shokai Co., headed by Eddie Senoo, she might go to America after this performance. Hampton stays in Japan about a month.

James Staples, director of Viking Records of Australia and New Zealand, arrived here on April 11 on a four-day tour of East and Southeast Asia including Hongkong and Manilla. He has negotiated with music concerns here to research local recorded materials marketabilities and the Japanese tunes introduced to the southern countries.

**JAPAN'S BEST SELLERS**

**LOCAL**

1. (9) *Kiriko no Tango*—Victor
2. (6) *Tsun-Tsun Bushi*—Q. Sakamoto (Toshiba)
3. *Shimadashi—a Kiyutuka Asakura* (Toshiba)
4. *Hikaritori no Futariki*—Q. Sakamoto (Toshiba)
5. *Yanaka*—Victor
6. *Shiawase no Hischo Tanasete*—Shigeru Katsumi (Toshiba)
7. *Hana no Hoshino*—Shigeru Katsumi (Toshiba)
8. *AKAI KANKASHI*—Yuyu Ishihara (Toschi)
9. *Naniwa no Hoshio*—Taka Ishinomori (Toshiba)
10. (5) *Sayuri*—Yasuyoshi Nomura (Toshiba)

**LP BEST SELLER**

1. (1) *Girls Girls Girls*—Victor
2. *Mano no Spectaculo*—Shoko (London)
4. (5) *All Star Festival—U.N.*
5. (4) *Ray Charles Story Vol. I—Atlantic*

**INTERNATIONAL**

1. (3) *The Longest Day*—Mitch Miller (Columbia) EMP; Shigeru Katsumi (Toshiba)
2. (1) *Penny*—Vee Jay; Toshiba; Paradise King
3. (2) *Booby's Girl*—Marcie Blane (London) Shinko; Mari Umecki Toshiba
4. (4) *Goodbye Jon*—Alma Cogan (Decca) Shinko; Q. Sakamoto (Toshiba)
5. *Knock On Your Door*—Eddie Hodges (Cadence) Aberbach
6. (6) *Johnny Get Angry*—Joanne Sommers (Warner Bros.) EMP; Kazuko Moriyama (Toshiba)
7. *Christmas Tornadoes*—Vee Jay
8. (9) *Tonight you Belong To Me*—Nancy Sinatra (Reprise);
9. Shimbun Rose—Taka Chiko Baiko (King)
10. *Return to Sender*—Elvin Price (Victor) Aberbach; Three Frankie (Toshiba)

**WINNIPEG**—At a recent one niter in the Manitoba capital two of the stars got together with Quality's Roy Ayres (left) and CKY disc jockey Bill Gogan (from right). Checking on their most recent Mercury releases in the area are Faron Young (from left) and Leroy Van Dyke.

**GERMANY'S BEST SELLERS**

**This Week**

**Week** | **No.** | **Chart** | **Artist**
--- | --- | --- | ---
1. | 2. | 5. | Hansi Wink—Taschil Tumamu—Polydor—Nero/Gerd
diering | 1. | 9. | "Ich Kauf Mir Lieber Einen Tivolihut, (I'd Rather Buy a Tivolihut)"—Billy Mo Deee—Karolien Busse
2. | 4. | 17. | "Junge, komm her zu Sonn, come home soon)—Freddy—Polydor—Sikorski/Esplanade
3. | 7. | 5. | "Vom Erst Der Abend Kommt (I'm Yours)—Peter Alexander—Polydor
4. | 6. | 4. | "Pepino (The Italian Mouse)—Vico Torrini/Fredy Bronen/Herbert Atrach/Polydor
5. | 8. | 12. | "Garcha Mescalero (Jalisco)—Beneke & Werner Leis
mann—Ariola—Melodie der Welt
6. | 10. | 1. | "Hochzeit in Louisiana—(Wedding in Louisiana)—Werner Verch

**BEHIND THE FOOTLIGHTS**

1963—International Section

Cash Box—April 27, 1963
The latest British group to hit the Number 1 slot is Gerry & The Pacemakers with "How Do You Do It" on Columbia. Within three weeks of release sales have already reached 300,000. Published by Dick James Music the disc gets an American airing on Laurie.

Groups, both vocal and instrumental, have never had it so good and this week's number one single is an example. The Pacemakers' "How Do You Do It," with its exception of four Cascades with "Rhythm Of The Rain" (Warner Bros.) and The Four Seasons with "Walk Like A Man" (Stateside) all are British. The peppers are thus looking to touring America with successful week with "Island Of Dreams," are now shooting to the top with their follow-up "Say I Won't Be There" on Philips.

Publisher Jimmy Phillips of KPM and Peter Maurice, back from New York where he set up a new publishing outlet with Ali Galileo, first British number handled by the new company (Ali Galileo Music Corp.) in "Cannibales" by Kenny Ball.

While in the States, Phillips acquired "She's New To You," from the Jimkin catalog, recorded here by Susan Maughan on Phillips and Vern Rogers on Oriole. The KPM Group are currently riding the charts with the new Frank Ifield "Nobody's Darlin' But Mine" on Columbia, "Walk Like A Man" by The Four Seasons on Stateside and "Charmaine" by The Bachelors on Decca. It also has The Chucks Darrin recording of "The Mulberry Bush" incidentally, the Dave Clark version on Columbia is controlled by Ivor Music and the KPM will probably not be able to break through to American radio airplay on this particular single. The Dave Clark version is controlled by the Dave Clark Organization.

Besides the acquisition of American material, Dick James will also be exporting British talent. In this respect Stan Applebaum's recording of "A Touch Of Greenery" is currently reaching its peak. Also in America, Dick James' composition is based on the Zack Lawrence arrangement of "Greenleaves.

The Swedish independent Oriole Records, currently on an extensive four-week tour of Europe; its itinerary includes Spain, France, Italy, Holland, Belgium, Luxembourg, Switzerland, Germany and Denmark.

Harry Juns, later in the year, has signed a contract with Oriole, which will become his group, The Shadows, who will also record an EP of Spanish material. Another Columbia star Frank Ifield will be handled by EMI A & R Manager, Norrie Paramor, at the Barcelona studios of compagnia del Granfondo- Odeon.

CBS artist Andy Williams makes a welcome appearance in the British Top 20 with "Can't Get Used To Losing You" published by Manos Music. Williams is almost certain to top the charts with "Lucky Live On Air At Peking" from which comes the vocal "So Little Time." Williams has recorded this number in five languages, English, French, German, Spanish and Italian and Verity will be closely following his every move. Also here for the opening The Brothers Four whose recording of "The March From 55 Days At Peking" is also released on CBS.

"There's No Such Thing As Love" recorded by Anthony Newley and released in the States a few weeks ago is issued here on the Decca label. His latest film "Small World Of Samoa," is now also available in London.

Radio Luxembourg d.j. Barry Alldis makes his disk debut with Decca as a pianist with "Like Lazy." Jet Harris and Tony Meehan follow their chart topping "Diamond" with yet another Album title in Spanish for Decca which has a large disk following in this country. Radio and TV dates include "Thank Your Lucky Stars" for ABC on April 26. In mid-May he will be touring with the Jimmy Little Band.

Quickies: First album by Skeeter Davis tagged after her single "The End Of The World" is issued here by Decca. American vocal group The Grandsons, now a quartet, have been expanded on RCA Victor "All Right." Ford and Mimi Hines opened at the Talk Of The Town April 15 and are reported as being very successful. Sony have "Over Again" on May 5. Original cast LP of "Kipper" starring Tommy Steele issued on Decca. Other Records issued "Sixty Best Sellers Of Evergreens and Goldens," for Decca. "original Cast Of Barrie To Succeed..." on Columbia. American TV personality Dorothy Baker signed recording contract with Parlophone. American TV star of Audio Enterprise Ltd. Joins the A & R Department of Decca Records.

**SUBSCRIPTION TO CASH BOX**

$30 FIRST CLASS — $45 AIR MAIL

Cash Box — April 27, 1963 — International Section
6 Months on the French Charts

“L’IDOLE DES JEUNES”

Mills France—Paris

Cash Box—April 27, 1963—International Section

After the success of Nana Mouskouri at the Eurovision song festival this year, French singer Patricia Gallais is making a maximum effort for this artist in whom she has full confidence. Don’t forget he discovered Nana and wishes to make her just as popular in France as she is in the UK.

President Cahn on his side, is backing the youngsters and this permitted him to discover Johnny Hallyday.

He started a new operation called Contact. Let’s remind you that this series permits Vogue to put out on the market simultaneously several artists and let’s talk again about the music from the film “La Gaemelle.” Next one, a young man, a musician as a matter of fact, and the title that sounds of “Amour Sur Le Sable.” Last, but not least, to terminate this batch, is Alain Dumas a singer, who comes from the South of France, where he made a small name for himself, not very small, because he was selected by Monlédj for his tour on the Riviera, Asniéres, where a day he decided to come to Paris, and met Jacques Wolfson the latter giving Alain his chance. The result of this is release of an excellent disk called “Blue Star.” It seems that Alain Dumas has an element of value and we can surely place bets on this singer as a sure winner of tomorrow.

In different occasions mentioned the success of the song tagged “Minnie Petite Souri” by Henri Salvador, but to be just we must also point out that it is also a success in its original version called “Pepino the Italian Mouse by Lou Monte” on the Reprise label. While on this label mention we also need a very excellent record by Sam Davis first of all a solo, then accompanied by Frank Sinatra and ending up with Dean Martin on duo.

On the Warner Bros. label we have a recording by Bob Luman called “Hey Joe.” To end up this area we let’s talk about the Fantomes’ version of “Loop De Loop.” This French Caper is the opUS of artists with Philips and is hoping for the forure of this group.

At the beginning of this article we spoke about the Eurovision song contest. Let’s say that “Dansevisa” on the original Metronome label will be released in France by Festival, and whilst we are on the subject of this label let’s say that we have just received a very good news: Festival Verchuren. More and more the idea of vulgarising the association of artists and editor is cropping up not only on the simple royalty basis, but also the split up on profits as well.

We have in our preceding columns you to understand that the rapports between stars and editors are actually undergoing an evolution rendered much more rapidly by the affair Johnny Hallyday. This is not for us to judge if this is going to be his case but it is certain that this evolution charges the balance, and it will not be very easy to find another solution of the problem. Above all, this situation will not only affect France, but certainly with greater effect most of continental Europe.

We find Charles Aznavour on the Columbia label (not to be confused with the C.R.S. label), which is very surprising, but we can assure you that these new titles are related to his old songs previously on the Decca and Philips label, and in complete accord with Eddie Barclay.

We find a new Fortes Marias evocating and in particular his first LP with principle titles like “Un Soir D’ete’ and “Mon Ami Mon Frere.”

And also French di Rienzo, who is trying to find another success like his “J’ai Compris” in the way of his “Mon Reve Est Casse” and “L’amour que tu donnes.”

Henri Genes in his particular style has given us “Coplas De Caracas” and “Fame,” but for the latter title but the original title, and the C.R.S. label, which is very surprising, but we can assure you that these new titles are related to his old songs previously on the Decca and Philips label, and in complete accord with Eddie Barclay.

On the Y.S.M. label Tony Renis has supplied us with new titles like “Une Per Tutte” and others such as “Amor Amor Amor.”

In the music of the film “Laurence of Arabia” that seems to be coming out in Paris on the Liberty label, we have the version by Peter Balvin, also the original soundtrack by Maurice Fleipoin the label distributed by Barclay and Raymond Lefevre on Barclay as well as many others in view. Manhattan Music is the lucky publisher, Gene Vincent has just come out “Crazy Boat” and “Gene Gone.” Still with Genevines have just given us “Johnny Booker” and “Losadin’ coal.” We end up this article by wishing luck to Pathe Marconi.

France’s Best Sellers


Sweden’s Best Sellers

1. Hey Paula (Paul & Paula/Philip) Sonora Musikförlags AB
2. Greenback Dollar (The Kingston Trio/Capitol) Palatce—Sweden Music
3. De tus sanger land (Ray Adams/Fontana) Geirhams AB
4. Blame It On The Bossa Nova (Eddie Gorme/CBS) No Publisher
5. From A Jack To A King (Neil Miller/Karussell) Palatce—Sweden Music
6. Lotta Lovin’ (Gene Vincent/Capitol) No Publisher
7. Kiss Me Quick (Erlis/Presley/RCA Victor) Belinda (Scandinavia) AB
8. Guile dej (Playin’ Games) (Siv Malmaquis/Metronome) Edland Ogade AB
9. One Broken Heart For Sale (Erlis/Presley/RCA Victor) Belinda (Scandinavia) AB

Great Britain’s Best Sellers

This Week
Last No. Weeks On Chart
1. (1) "How Do You Do It—Gerry & The Pacemakers (Columbia) 1
2. (2) "From A Jack To A King—Ned Miller (London) 6
3. (3) "Foot Tapper—The Shadows (Columbia) Elstree
4. (4) "Rhythm Of The Rain—The Cascades (Warner Bros.) Morris
5. (5) "Brown Eyed Handsome Man—Buddy Holly (Coral) Jewel
6. (6) "Summer Holiday—Cliff Richard (Columbia) Elstree
7. (7) "Say Wonderful Things—Ronnie Carroll (Philips) (Chappell) 1
8. (8) "I’ve Never Been Gone—Billy Fury (Decca) Shapiro Bernstein
9. (9) "Charmaine—The Bachelors (Decca) Keith Prowse
10. (10) "I Thank You—The Shadows (Philips) Chappell
11. (11) "The Folksinger—Tommy Roe (H.M.V.) Shapiro Bernstein
12. (12) "Let’s Do Turkey Trot—Little Eva (London) Aldon
13. (13) "In Dreams—Roy Orbison (London) Chappell
14. (14) "Island Of Dreams—The Shadows (Philips) Chappell
15. (15) "Walk Like A Man—Four Seasons (Stateside) Peter Maurice
16. (16) "That’s What Love Will Do—Joe Brown (Piccadilly) Good
17. (17) "Robot—The Tornados (Decca) Ivy
18. (20) "Nobody’s Darlin’ But Mine—Frank Ifield (Columbia) Peter Maurice
19. (20) "Can’t Get Used To Losing You—Andy Williams (CBS) Manor
20. (13) "Please Me—The Beatles (Parlophone) Dick James
21. Local Copyright

Top Ten LP’s

1. (1) Summer Holiday—Cliff Richard (Columbia)
2. (2) Reminiscing—Buddy Holly (Coral)
3. (3) Sinatra-Basie—Frank Sinatra, Count Basie (Reprise)
4. (4) All-Star Festival—Various Artists (Philips)
5. (5) Girls Girls Girls—Elvis Presley (RCA)
6. (6) Please Please Me—The Beatles (Parlophone)
7. (7) Jazz Samba—Stan Getz, Charlie Byrd (Verve)
8. (8) I’ll Remember You—Frank Ifield (Columbia)
9. (9) West Side Story—Soundtrack (CBS)
10. (10) Out Of The Shadows—The Shadows (Columbia)

Top Ten EP’s

1. (1) Summer Holiday—Cliff Richard (Columbia)
2. (2) Reminiscing—Buddy Holly (Coral)
3. (3) Sinatra-Basie—Frank Sinatra, Count Basie (Reprise)
4. (4) All-Star Festival—Various Artists (Philips)
5. (5) Girls Girls Girls—Elvis Presley (RCA)
6. (6) Please Please Me—The Beatles (Parlophone)
7. (7) Jazz Samba—Stan Getz, Charlie Byrd (Verve)
8. (8) I’ll Remember You—Frank Ifield (Columbia)
9. (9) West Side Story—Soundtrack (CBS)
10. (10) Out Of The Shadows—The Shadows (Columbia)
Cash Box met Bobby B. Weiss, international manager for Warner Bros. records, in Brussels. We talked to him and also to M. Guy Kasenbach, managing director of Polydor France and also of the French version of the WB label over here. Principal subject of course was the recent recent hits of the label, the WB hit "Rhythm of the rain" by The Cascades is earning itself a worldwide bestseller reputation. The Cascades quartette were practically unknown in the States but they scored over here with their version of "The rain in Spain" and that The Contours have also produced an excellent LP. The Everly Brothers in the meantime are still going strong, world over and everyone looks forward to recordings of their recent hits.

Lorne Green, alias Ben Cartwright, one of the principal characters of the "Bonanza" TV-series, which enjoys an enormous popularity over here is coming to Brussels. When this column has gone to press, he will probably have appeared on Flemish TV in the Sunday evening program called "Wie weet wie" (Who knows whom) which is quite possibly the only American TV-series that has been shown here for almost 10 years. He has also come here from Paris by the Belgian capital and will then proceed to Scandinavia to see for himself how WB records are faring up North. We have also learned that an LP done by The Cascades is to appear soon in the United States and the U.K. market and that The Contours have also produced an excellent LP. The Everly Brothers in the meantime are still going strong, world over and everyone looks forward to recordings of their recent hits.

Mr. De Beeck, director of Ardmore and Beechwood Belgium, had a meeting with J. Van Schalkwijk, from the Editions N. V. Anagon Songs Music of Holland, which publishes "Don't cry for me Argentina" by the famous Argentinean singer Admo with his assistant in charge of the publishing rights in Belgium, who also takes care of distribution of the WB label over here. Principal subject of course was the pressing need for the label to produce more WB hits for the Belgian market, a wish which this 100% certain as two dates had been scheduled: April 29 or April 27. A few months ago, the "Bonanza" LP (RCA) appeared on the market over here with the complete cast seen regularly on TV. This will certainly enhance the popularity of the show and constitute a boost for the sale of this record.

The Trade in many overseas countries (America in particular) will be interested to learn that legislation will be introduced in Federal Parliament later this year to provide for a switch to decimal currency in Australia. The actual date of the changeover has not as yet been finalised but it is not expected to be in operation until 1966. No coinage names have been selected as yet but the new names will be in line with Australia's present dollar and cent dollar. It seems likely that the new currency will simplify accounting and billing difficulties between Australia and American Records (in Denmark), "That's What Love Will Do" and "Sallyday" from Kenny Ball & His Jazzmen, Festival Records has now released "He's So Fine" by The Chiffons, which was a recent No. 1 hit on Cash Box Top 100 chart. It is on Laurie records in the U.S. Festival also put out with an album that should do nothing but sell for the label. The set entitled "Siov's Greatest Hits" and features the vocalist with his past hits. "Dion is hot right now with "Ruby Baby" and "Sandy" both of which are receiving solid airplay in all Australian states.

APRA (Australasian Performing Right Association) has moved into its new building on 8th Street, Sydney, Australia. The New building is an attractive one and provides better operating facilities for the expanding functions of APRA. The Australian Record Company has released "Our Day Will Come" on the Kapp label by Ruby & The Romantics, which was No. 1 a short while ago on the Top 100. Other newies from ABC are "Young And In Love" by Dick & Stevie this year to provide for a switch to decimal currency in Australia. It is on Laurie records in the U.S. Festival also put out with an album that should do nothing but sell for the label. The set entitled "Siov's Greatest Hits" and features the vocalist with his past hits. "Dion is hot right now with "Ruby Baby" and "Sandy" both of which are receiving solid airplay in all Australian states.

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Australia's Best Sellers

1. Pipeline (The Chantays--London) J. Albert & Son
2. Blame It On The Bossa Nova (Dave Grusin--CBS) Ta-Con Music
3. From A Jack To A King (Ned Miller--EMI) J. Albert & Son
4. Little Band Of Gold (James Gilreath--EMI) J. Albert & Son
5. Baby It's Cold Outside (Boy Roy--EMI) J. Albert & Son
7. Tell Him (The Eastern Band--Robert Mellen, EMI)
8. Walk Like A Man (The Four Seasons--Festival)
9. Come A Little Bit Closer (The Deltones--Festival Belpina Music
10. Ruby Baby (Patsy Ann Noble--EMI)

Belgium's Best Sellers

1. Eenzaam zonder jou (Will Tura/Palette)
2. Valse Pas De Deux (Lionel El-Rhythm)
3. Sans-toi maimie (Adamo/Pathé)
4. Coeur Blessé (Petula Clark/Vogue)
5. Donnie-moi ma chance (Aign Neven/Zeny/Grammy/Limousin)
6. Rhythm of the rain (The Cascades/Warner Bros.)
7. Je me sens très seul (Robert Cogol/Philips)
8. El Parador (Rosy Armis/Vogue)
9. Rentrer chez toi et pleurer (Charles Anzaouw/Barclay)
10. Hey Paula (Paul and Paula/Philips)

Israel's Best Sellers

1. Summer Holiday—Cliff Richard
2. You Gave Me Love—In The Roppof Singers
3. Hey Paula—Paula & Paula
4. Call Me—Betty Hays/Rhythm
5. Let's Imbo Some More—Chubby Chels
6. One Broken Heart For Sale—Eli
7. Foot Tapper—The Shadows
8. Like I Do—John Evans
9. Chariot—Petula Clark
10. Follow The Boys—Connie Francis
11. Lee “Joe”—Billy Wade
12. If Mary's There—Brian Hyland
13. South Street—The Orioles
15. Bass Guitar—Duane Eddy
16. In Wonderland—Neil Sedaka
17. Sandy—Dion
18. End Of The World—Jackie Lee
19. You Are So Fine—The Chiffons
20. The Gift—Mel Torme

Cash Box—April 27, 1963—International Section
The Johnny Cash crew are on the road again playing to the best of one-nighters. This time out Johnny has been set for appearances in Rockford, Illinois, at Coral Forks, North Dakota, Fargo, North Dakota, Dubuque, Minnesota, Milwaukee, Wisconsin and Chicago.

Yet country air personality Eddie Matherly is now associated with WDON-Wheaton, Maryland hosting a weekly stamnza. Just before coming to WDON Matherly was general manager of WCKW-Washington.

Hard-working Lomax & Oscar are on the road again. This time out the boys are playing dates through California including appearances in Edinburg, Fresno, Modesto, Boston, Long Beach, Huntington, Gardenia, North Hollywood, San Diego, Artesia, Burbank and Oakland.

Neal Merritt, program director of KOPY-Allen, voices in on the road having first-rate country artists in future weeks. The station will bring in such luminaries as Don Gibson, Gordon Terry, Tex Ritter and Sonny Burns.

Dick Schuler reports he has just completed a busy schedule. Ed McLemore has set Ernie Tubb and the Texas Troubadours for an upcoming show. On the road at the moment is Little Jimmy Dickens and Don Helms.

Continuing in his policy of attracting names for his Big Top, Ed McLemore has set Ernie Tubb and the Texas Troubadours for an upcoming show. On the road at the moment is Little Jimmy Dickens and Don Helms.
ONLY THESE STARS CAN CALL THEMSELVES
GRAND OLE OPRY

and people will pay to see and hear them!!!

GRAND OLE OPRY stars pack houses all over the North American continent (to mention just one of six). It is a magic name for a fabulous group of artists. If you're looking for a show, look to GRAND OLE OPRY. But before you book or advertise any GRAND OLE OPRY act, be sure it is GRAND OLE OPRY. If you have any doubts, check with Ott Devine, Manager of WSM's GRAND OLE OPRY. It is easier to avoid misunderstandings and embarrassment than it is to erase them!

DEL WOOD  GEORGE HAMILTON IV  HANK SNOW  LOUVIN BROTHERS  CHET ATKINS  DON WILLIAMS  JACK JACKSON  RAY PRICE  WILBURN BROTHERS  KITTY WELLS  BILLY GRAHAM

GEORGE MORGAN  LEROY VAN DYKE  DON GIBSON  HARRION NORTH  HANK LOCKLIN  JIM REEVES  NARVE BOWIT  PORTER WAGONER  SONNY JAMES  HARRY ROBBINS

FERLIN HUSKY  STRINGBEAN  JIMMY DRAFITWOOD  CHUCK FOX  WILLIS BROTHERS  CONWAY JORDY  LONZO & OCAP  ROY ACUSH  JOHNNY WRIGHT  ERNEST TUBB

MINNIE PEARL  BILL ANDERSON  RANDY YOUNG  JEAN SHEPARD  CARL BUTLER  ANNIE CAMPBELL  JUAN TUBB  GLASER BROTHERS  ROY ROCKET  SKEETER DAVIS

WILMA LEE AND SISTER COOPER  BILL CARLISLE  BOBBY LASSO  JUNE CARTER  CARTER FAMILY  JORDNAHES  CHILL WALKER  BILL HAMOE  LORETTA LYNCH  JUNICE NEWMAN  LEDET FLATT AND EARL SCRUGGS

OWNED AND OPERATED BY THE NATIONAL
WSM
CLEAR CHANNEL 650

CASH BOX—APRIL 27, 1963

Cash Box—April 27, 1963

53
And the music-hungry public loves it! Never before has a half-dollar delivered such tip-top entertainment... a best-selling 33 1/3 stereo album equal to one complete side of a 12-inch stereo LP. And it's music not available on singles. Only Seeburg's exclusive new 'Little LP' records give you 50c play that's truly worth it to the public. On the revolutionary new Seeburg LP Console
Hardly a week goes by when we don't read of vending's $3 billion volume and its expected $4 billion gross predicted for next year. We are concerned however, with the enormity of this figure. Its ramifications are vast and oftentimes complex. There is a great deal of potential, for vending machine manufacturers and product suppliers, to be found in the coin industry—the independent operators who specialize in music and amusement. To cultivate this market the vending industry should not boast of potentials in the billions but instead concentrate on the profits to be had from single machine installations. We're afraid that the problems which face major operations today such as commissaries, hot food, central feeding and million dollar installations, will scare away the newcomers to the business.

Actually, the newcomers represent two separate markets—the giant industrialist who wishes to get into vending on a grand scale from the start, and the independent operator who has been studying the vending machine business as a means of diversification for added income.

Once we get away from the major full-line feeding installation, we can talk of cigarettes, candy and drinks, the hard core of vending's annual volume which continues to reap the largest share of vending's $3 billion gross.

Too many operators refer to vending propositions as specialized businesses to be handled only by the feeding expert. This is true if you expect to provide lunch for the city's leading industrial plants. But there are other ways of making money from vending and we point to the so-called fringe, the cigarette-candy-snack approach which, after all, is the foundation of today's billion dollar industry.

It is not difficult to visualize the possibilities of a new route of coffee machines, a candy-snack operation in conjunction with an already existing coin machine route, or a cigarette operation which may lead to other equipment. Here lies the down-to-earth business on which vending was founded. Here is the road that has been tested and proven profitable. There is little guesswork to a candy or cigarette route. Basically it is a matter of dollars and cents. What isn't known can be learned through the experience of others. The suppliers are willing and able to support the entry of a new customer for their products. Field representatives have answered every question that can be asked concerning their operation. Profits are pinpointed and controls are used with great efficiency. Again, there is little guesswork to this type of vending. Probably the biggest problem is the building of a new route since locations have always been a number one problem. But even here, new ones seem always available to the operator who searches for them.

The vending industry's ultimate goal will not be achieved until all America dines each day on hot meals vended from full-line automatic cafeterias. These installations must however, be operated by the feeding specialist. There will always be profit potential in the single machine installation which grosses proportionately smaller income from the single sale of refreshments. It is this fringe factor, which must take a back seat to the feeding plants, that offers the coin machine operator his opportunity to get into vending. Possibly at a later date he too will grow to where his feeding potential is great enough to fall into the larger classification. But unless the suppliers of equipment include the small operator in their sales promotion plans they will miss this all-important market.
Seeburg Will Exhibit At MOA
After 2-Year Absence; Approves
New Leaders, Calls For Strength

CHICAGO—The big one obstacle standing in the way of MOA’s return to life was overcome last week when William F. Adair, Seeburg vice-president, sales division, announced that the firm will participate in the annual Music Operators Association of America Convention, to be held September 4-6 at the Morrison Hotel in this city. The news came on the heels of rumors that the freeze which has circumscribed the MOA convention was beginning to thaw. Seeburg hasn’t exhibited at an MOA show for almost three years. The manufacturer’s new move indicates the entry of other factories leading to a solid comeback for the trade association which has already benefited from the ERA leadership which took over last year after an unsuccessful convention in Chicago. Harry Snodgrass, President of MOA, and Bob Blundell, Managing Director, two of MOA’s top execs who have exerted much effort during these past months to pump life into a dying trade association, were ecstatic upon hearing that Seeburg’s entry was official. “We would like it known that our full cooperation is behind the current effort to breathe new life into MOA,” said Adair. “As a former distributor in Philadelphia for many years, I am personally very familiar with opera-
ners’ problems and have always felt that our industry needs an active and strong trade association. I would like to demonstrate this personal conviction and, at the same time, give tangible evidence to our industry of the extent of our goodwill towards MOA’s new management,” continued Adair.

Seeburg will show its present “LP Console” and “Coinsette” with a special display illustrating the company’s merchandising philosophy and results generated by its “breakthrough” program. The company will also exhibit such vending equipment as “appropriate” to the show.

Bally’s ‘Super 8’ Makes 7-10 Split A Novel Skill Shot

CHICAGO—Announcing delivery this week, Bally’s Bill O’Donnell, general sales manager of Bally Manufacturing Company, Chicago, pointed out that, for the first time in bowling history, players are actually shooting for 7-10 “railroad” leaves.

“The 7-10 ‘railroad’ leaves,” O’Donnell, said, has been transformed into ‘Super 8 Shuffle’ from the bane of the bowler’s life to the trickiest skill-shot ever built into a shuffle alley. The idea is to shoot straight through the center of the pins, shaving the shot close to miss a Strike and score a 7-10 leave for a juicy 90 points. Either a 7 or 10 split is good for 90, while a Strike chalks up a mere 30. The popularity of ‘Railroad’ scoring on test locations indicates that this is the ‘new age’ players have been waiting for.

“Of course, they are not limited to ‘railroad’ scoring, because ‘Super 8 Shuffle’ offers players’ choice of 8 exciting ways to score, including Official for A.B.C. fans; Handicap in which any number of players may be allowed ‘easy’ Strikes for as many frames as agreed; the ever-popular Jumbo speed-control scoring; Flash-Matic and Match-Matic shuffle control skill-appeal; All-Strike and Mystery scoring.”

“Bally ‘Super 8 Shuffle’ offers the biggest play variety in shuffle-alley history, insuring top earning power and extra long life on location.”

Industry Reps Prime For Copyright Battle As Request For Postponement Of Cellar Bill Hearings Denied

WASHINGTON, D.C.—Opponents of the new Celler Bill (H.B. 5174) made a last ditch effort last week to have the May 2-3 hearings postponed until a later date but in vain.

The bill which is designed to remove the performance royalty exemption from juke box operators from the 1909 Copyright Act, was introduced by Rep. William B. Berkley (D-Va.) and calls for an annual payment of $5 per machine per year as a royalty paid for the privilege of programming machines owned by members of the licensing firms. Celler has introduced similar legislation in previous sessions for many years.

Payments would be made directly to a Performing Rights Administration Office in the U.S. Copyright Office. The cost of setting up and conducting this new revenue-generating agency would be borne out of juke box payments before the money was then assigned and distributed to ASCAP, BMI, SESAC, the major copyright firms.

The Performing Rights Administrator would make annual financial and administrative reports to Congress and the Senate. The two houses would therefore be in a position to approve or veto annual juke box rate changes.

The Berkley Bill, if passed, operators would file, beginning January 1 and December 30, applications stating the number of music machines on location. Operators not filing would be subject to penalty because filing would determine how much would amount to a change in the U.S. Copyright Act of 1976.

According to highly placed authorities in the nation’s Capital there is little chance of a postponement, whereas in years past, postponements were approved upon submission of substantial evidence that a delay was necessary. Last week all pleas were rejected. It was understood that MOA counsel personally requested postponement in view of a conflict in dates but this request was also rejected.

1965 is not an election year and the Congression session is still in its early stages. No formal word was forthcoming from the Music Operators of America in Chicago but it was known that the industry, which associated was geared for what will more than likely be the toughest performance rights battle in its history.

Vending Highlighted At Tokyo Fair

NEW YORK—The U.S. vending machine industry will be highlighted in the U.S. Exhibition at the Fifth Tokyo International Trade Fair, April 16-May 6, it was announced by Eugene M. Braferman, Director, Bureau of International Commerce, U.S. Department of Commerce.

This will be the fifth official U.S. exhibition held in Tokyo. The first, in 1955, attracted about 50,000 visitors to the American Pavilion. In 1961 attendance was more than double that figure.

Theme of the American Pavilion this year is “Automatic Merchandising” and will feature 45 of the latest model U.S. machines that dispense hot or cold food and beverages, dry goods, and services at the drop of a coin. All the machines, except a dollar bill changer, will be modified to accept Japanese coins.

Along with the demonstrations, a pictorial history of vending will carry fair visitors back to 216 B.C. when the first known vending machine dispensed holy water. The story of the growth of the vending industry in this country is shown and materia
tions on how merchandising creates jobs, lowers product cost, speeds sales, and bene
tifits all. Other displays illustrate the five major coin mechanisms basic to all vending machines, and will show the types of places where machines have been installed most successfully.

As an added attraction, the brochure of the U.S. exhibition will be distributed as a question and answer sheet that is the touch of a button. This machine, too, was specially modified for the show.

The U.S. Exhibition at Tokyo will be the 130th presented by BIC’s Office of International Trade Promotion since the United States began its trade promotion program in 1901. By the end of 1965 there were more than 80 million persons in 39 countries on both sides of the Iron Curtain had visited the U.S. shows and viewed displays and demonstrations of American products and technology.

To The Shores Of Tripoli
Libyans Find Rowe-AMI Phono Easy To Operate

TRIPOLI—A young Libyan (right) indicates his choice from a selection of 200 tunes on a modern stereophonic juke box, supplied for the U.S. Exhibition at the Tripoli International Trade Fair by Rowe AC Services, Chicago.

The Fair opened 22 and was scheduled to close March 28. The American Pavilion in which the juke box was operated continuously is sponsored by the U.S. Department of Commerce and was the most popular of more than thirty pavilions at the Fair, attracting up to 37,000 visitors a day.

In Libya, as at Fairs in many countries at which the Rowe AMI phonograph has been shown, the instrument is set up by Fair personnel who have no prior experience in the operation of music equipment, a convincing demonstration of the engineering and manufacturing achievements of the American people under a free enterprise system.

As Firm Takes On One-Stop Look

MEMPHIS—Two handshakes denote major moves in the expansion of Southern Amusement Company, Memphis, Tennessee, into Rowe full-line vending distributors for west Tennessee, north Mississippi, and the entire state of Arkansas.

Mrs. Celia G. Hodge (above), president of Southern, receives the congratulations of Dean McMarland, Rowe executive vice-president, on the appointment announcement. In the photograph, at right, Charles McDowell, Southern general manager, left, welcomes veteran vending salesman, Allen C. Smith, to Southern as its sales manager, vending division.

Smith, who has been in charge of vending sales for another Mid-South coin concern the last four years, came with Southern on April 1 and has been burning the tires and his lungs getting the news to his many customers that he is now with Southern and has a full line of quality merchandise to offer.

"The enthusiasm for the full-line of Rowe vending equipment is noteworthy," Smith explains. "Never before in the Southern area has there been as much display as we have at Southern's showroom floor. Everyone I've talked with is just as enthused about the availability of Rowe vending equipment as we are at Southern in having it."

McDowell explains the addition of Mar-Matic Strengthens Distrib Network

NEW YORK—Jim Cherry, oversees sales manager for Mar-Matic, Baltimore coin machine outlet and international representatives for Jennings and Kneeny equipment, returned from Europe two weeks ago after visiting Mar-Matic distributors in Italy, France, Belgium, Germany, Switzerland and England and reported that a newly organized and stronger Mar-Matic distributor network is in the making.

Kneeny's "Go-Cart," a flipper, up-rights coming off the production lines, and the firm's "Venus" bingo game are just some of the reasons why Kneeny will be stronger than usual in the overseas market this year, according to Cherry, Jennings, of course, has the full line of slot machines available to the export areas.

Cherry will return to Europe in two weeks after meeting with Mar-Matic head Maury Sykes.

Smith to the Southern staff as "just another step to provide the area's operators, both vending and music, with the finest personnel that Southern can muster."

"We've heard of one-stops in the phonograph record distribution line," McDowell continued. "SOUTHERN'S 625 Madison Avenue, will be a one-stop for everything coin-operated. We will have a full line of inventory of parts and trained servicemen to augment sales, and will warehouse equipment for prompt delivery."

Southern recently completed a $10,000 warehouse addition to its facilities, adding over 3,000 square feet of 14-foot high space.

Amusement Machine Operators Association of Pennslyvania last week launched its annual nominating drive to find the two members of the industry who best deserve awards for greatest contribution to the industry. The first award goes to an operator, not necessarily a member of AMOA, but who resides within the State of Pennsylvania, and who has taken an active role in industry affairs or contributed to some worthy religious or civic welfare group. The second award is presented each year to a manufacturer, distributor or jobber who fulfills this qualification. Last year Paul Huebner won the award in the manufacturer category.

Nominations should be mailed to AMOA of Penna., P.O. Box 2427, Harrisburg, Penna.

Maryland Bans Slots

ANNAPOLIS, Md.—Slot machines, legal here in four counties, were ruled illegal following a bill supported by Governor J. Millard Tawes. The machines are to be removed over a five-year period in order to give operators an opportunity to replace income through gradual installation of other type equipment. The four counties where the machines were located were Anne Arundel, Calvert, St. Charles, and St. Mary's. The law will ban the slots entirely after July 1, 1968, and make them illegal in decreasing numbers on any given location during the next five years.
Continental’s Conservator Announces Normal Sales, Production, Delivery

Roth, Gans, Hoffman, Hirsch Resign

WESTBURY, N. Y.—John P. Campbell, appointed Conservator of Continental Vending Machine Corp. last week (CB, April 20) and empowered by the Federal Court to stay present creditors in order to enable the firm to work out financial arrangements to maintain normal operations, addressed the company’s workforce last week by bulletin.

"It is our intention that Continental take its rightful place as a leading manufacturer to vending operators by providing the best equipment, sales and service," stated the announcement.

"Continental’s famed Soda Shoppe, Coffee Shoppe, Hot Food Shoppe, Ice Cream Shoppe and the Continental "30" cigarette vendor are available on a normal sales and shipment basis. The appointment of a Conservator has given us an opportunity needed to establish our finances and to maintain full operating schedules."

Campbell declared that he does not envision many changes in the personnel presently operating the company.

He did announce that Harrold Roth, former Chairman and President, had resigned as an employee of the company. Other resignations included Claire Gans, David Hoffman and Robert Hoffman. The three had been Vice President in charge of Vending and Hirsch had been Assistant Treasurer for the company.

Appraising the action of his first few days as Conservator, Campbell said, "the Court appointed a Conservator to keep Continental in business and to make it profitable. I hope to do exactly that and; with the assistance of the present employees, to make this company a credit to the vending industry and a source of satisfaction for customers, employees, creditors and shareholders."

Continental’s Conservator announces normal sales, production, delivery.

NAMA Reports On Busiest Year

CHICAGO—National Automatic Merchandising Association reports one of its busiest and most successful years in 1962. Finalized Director Thomas H. Hungerford in a just-published NAMA Annual Report. The report documents all NAMA activities and services during the year, but Hungerford cites four 1962 Association accomplishments as the most important.

"He describes enactment of the NAMA-sponsored amendment to the Federal Anti-Trust Law in 1962 as "the greatest single legislative victory in the Association’s history." The new law prohibits the "use" of slugs and counterfeit or foreign paper money and coins in vending machines.

Other major 1962 accomplishments, according to Hungerford, were the successful development of a Hot Beverage Machine Program; initiation of a vital program to effectively alert cigarette operators to the smoking-health controversy and its possible effect on vending, and completion of preparatory work for the country’s first college-level school for Vending Machine Repair in Los Angeles.

The 1962 Annual Report is the second issued by the national trade association of the Automatic Vending Industry.

Copies are available by writing to NAMA, 7 South Dearborn Street, Chicago 3, Illinois.

What Do Macke Execs Do to Relax? ...

THEY FISH—Charles Rossell, Sr. VP, with his 150 lb. grouper.

AND FISH: Bob Degeberg, VP and his prize winning 150 lb. salmon.

New Nat’l. Lock Execs

LOD CASTELLI

ROCKFORD, ILL. — David Lord, Penndel, Pa., has been named eastern regional sales manager for the Industrial Sales division of National Lock Co., Rockford, Ill., hardware manufacturer. Creation of the regional management was announced by Bert Grenberg, director of sales.

Anthony J. Castelli will replace Lord as field sales representative in the Philadelphia area. Mr. Lord will direct the work of field salesmen in New England and the middle Atlantic states. A 17-year veteran with National Lock, Lord served six years in the Rockford office and three years in the eastern Ohio territory before taking the Philadelphia territory in 1955. A veteran of world war II naval service, Lord attended the University of Illinois.

He is married and the father of three children.

Castelli has had six years of sales experience. He formerly was in the Rockford office. Also a naval veteran, he attended college in Chicago. He is married and has two children.
Chicago Coin and Seeburg Equipment
Subjects of World Wide Sessions

Skor Hosts ‘Grand Prize’ and ‘All-Star’ Schools

Schwartz Heads Seeburg Classes In Quincy, Ill.

CHICAGO—Fred Skor, head of the Coin-Op Division of World Wide Distributing Company, distributors throughout this wide area for Chicago Dynamic Industries, Inc., operate—producers of Chicago Coin Machine coin-operated games—announced last week that he hosted a service school session Wednesday evening. April 16, in the firm's amusement games showrooms, featuring simple maintenance and servicing of Chicago's new "Strike Ball" shuffle alley, "Grand Prize" big ball bowler, and "All Star" baseball game.

He stated that more than 30 operators and their service personnel were on hand as guests of World Wide.

As is the normal procedure in most World Wide service school sessions, a question and answer period followed the actual service school discussions. This, Skor said, is very much appreciated by the guests in attendance, for it gives them an opportunity to have their own personal servicing problems aired and threshed out on the spot by the instructors.

Representing World Wide Distributing in addition to Skor were Nate Feinstein, Irv Ovitz and Howie Freer. World Wide's service personnel on hand were: Bob Craig, Bill Johnson, Larry Immel and Paul George.

John Gore of Chicago Dynamic Industries engineering department conducted the classes. Other Chicago personnel were: Moe Lowen, director of sales; and Al Peters.

Some of the operators and their servicemen who attended the session included: Bernard J. Christofle, N. Harold Schuler, Edward Morrell, Sid Bleiman and Stanley Mack, all of Chicago, III.; Ben Himmel and Paul George, Aurora, III.; R. H. Hammond, of Courtesy Vending Co., Waukesha, II.; Ray Chinleyewski and Bob Bell, of Phonographs Service Co.; Del Rosario and Bruce Benson, Jericho Service Co.; Bob Henrickson and party, Vogue Amusement Co., Kenosha, Wisconsin; Chet Pauloni and Mark Spitzer, North Shore Novelty Co., Wilmette.


CHICAGO—Harold Schwartz, of World Wide Distributing Company, this city, just returned to this city, from a service school class covering the Seeburg "LP Console" and "DS-150" coin-operated phonographs, which was held Wednesday, April 16, at the Lincoln-Douglas Hotel in Quincy, Illinois.

Preventive maintenance and "trouble shooting" were the themes discussed and applied in the school sessions. With particular emphasis placed on speaker hookups (it was pointed out that almost any type speaker can be properly utilized with Seeburg phonographs, following a simple procedure pre-determining volume distance between the phone and internal speaker, wattage, monaural, stereo, etc.).

Schwartz stated that anyone in attendance at the Quincy session agreed that "preventive maintenance" is the most practical singular element in the service phase since it obviously eliminates the particular servicing problem before it occurs.

Schwartz said "Quincy is one of the 22 cities to merit the 'All-American City' title, and it is well deserved. The reason is that a very definite civic spirit and pride prevails that one can almost feel."

He explained that the attendance of area-wide column and servicemen to his Seeburg service session was "certainly impressive and very much rewarding."

Among the operators on hand (those who were signed in on the registry) included: Bernard Lansdowne and Harold Hillert, of L. M. Music Co.; Don Heed and Robert D. Watson, G & W Novelty Co.; William Carroll, Quincy Music; and Charles Hoyt, also, Harold Kelly, of Clayton, Ill.; L. B. Carr, Wendell Frugal Galley Dieley and Nelson Hooks, all of McComb, Ill.; and A. M. Dunn, of Dunn's Amusement Co., Quincy, Ill.

Bob Smiek, Liberty Sales; George Bernard, Ideal Coin; and John Gubins and Dave Strock, of Decatur, Ill.

There will be a service school session, April 17, on the Seeburg "Ice-O-Vend" cold vending machine, which will be hosted by Irv Ovitz. An announcement will shortly be sent out to operators notifying them.
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Cash Box—April 27, 1963

Eastern Flashes

The officers of MONY met last Tuesday at a closed meeting and the Board members heard the various operating reports for the Districts of New York City and New York State. The problems in the main are mutual, but hear to operate throughout the area from city and state discuss them, one would think that they had a monopoly. Yet, this meeting nor do we know specifically what was discussed. But from past performances, and observing the progress made in other states, any relief effort is exerted (Virginia, West Virginia, Nebraska, California) one would think that members of the coin machine industry in New York State would have a solid statewide specifically from J. H. Keeney. Reports from the Capital indicate that the Lerner Bill stand a fair chance of going through if it hadn’t been stopped in the final minutes. Another whooper was introduced recently a ruling with the Board’s objections and therefore ops. And the end is nowhere in sight. We’ll have to leave it to the courts to decide whether to accept or decline the delivery whose budget hit the all-time high of $3 billion this fiscal, as whether to want representation to curtail future legislative rulings, which are detriments and costs.

The big news this week of course was Seeburg’s announcement that the firm would return to the MOA Convention—with bills on. Bill Darin anounced from Washington that he is working on a set of conditions under which the firm will open wider with each successive year. Better get together and join MOA. They can use your support more than ever, now. The bill appears to stand a better chance than ever before, according to high authority.

Chris Christianson, Diamond Coin Machine head, expects to make some reservations in the state’s $78,000 Chicago Police Department funds and will annouce plans later. . . We miss Fran and Al Bodkin along the avenue. Time was when the Senator could be seen each Tuesday up and down the street smiling, talking and smiling. We hope the delivery of Federal’s new coffee machine. His snack machines are gaining sales momentum and exports continue. Also expects the new Smokeshop machine on the floor any day now.

The Ditchburn Organization in London—Seeburg distributors—have a booklet avaliable to the LP trade entitles “How To Become A Successful Phonograph Dealer” which is a must. Read the authoritative text on a respectable level, outlining costs, etc., all of which is useful in dealing with localities. Good idea for a distict to tackle over here.

Guilder Publications, a class magazine uprate, uses the Davis Distributing LP Album Poll in its new pages each week and is read by 75,000 people. . .

When we spoke to Weil, president of the Company, we advised him today with some comments on local interest in associations around the country. (After 31 years in the business Seymour, you had better get used to it(D).)

Al Gasser, Yorkville up, entered the World’s Pocket Billiards Championship at the Arlington Hotel. He is looking to expand his business and increase the interest in both the pool and the table’s pool business. A similar turnout—billed as the Little World’s Pool Championships, began last week in Amityville, promoted by John E. Holzman and Nat Suhin, owner of a chain of pool parlors called “Mr. and Mrs. Cue Ball.”

UJA-Coin Machine Division will honor Nassau DA Bill Cahm on Tuesday, June 15th. Alert! Re: the Coin Show. Summit Hotel for final briefing on how to handle the anti-smoking attacks.

Looks like Keeney will be back in the manufacturing picture judging from reports out of Chicago. Roy McGinns has a five-ball coming out any edition now.

Jim Cherry, Mar-Matic representative in Europe, back to Jersey for three weeks before departing again to strengthen Maury Sykes’ distribution in Eastern Pennsylvania.

Members of the AMOA of Pennsylvania are holding nominations for the Annual AMOA Public Relations Awards—one to an operator and a second to a manufacturer for a contribution to the industry. Pennsylvania.

Last year Paul Hueschein clinched the latter. Awards will be made some time in the spring.

Mille McCarthy in town to call on a few distributors and some of the top leading ops before leaving for a Kingston meet on Wednesday. Millie has her hands full with what MOA in Chicago and political deals in Albany, to say nothing of her routes in Burleyville and Binghamton. She has offered Harry Smoeghard and Bob Blundred her complete support in strengthening MOA. Millie devotes endless hours to this cause.

Mike Munves was so busy last week shipping the arcade owners that he had to make an appointment to meet with Millie McCarthy. When he ran into Bev Hillerman in the Holmes’ office, he ran into a new shuffle alley to sell—“Crest”—by United. And we can hear the comics gassing out with the new TV game, a variation of the same, etc., etc., etc. (Actually, you get a higher score if you brush regularly.)

Harold Kaufman, trying his best to keep a sizable inventory of used music and games to fill export orders, thinks that Wurlitzer’s tender is “a real winner.” He went on to say that the best year of his career will be the best year of the year. “When I tell you this I am talking with my operator’s hat on,” claims the Wurlitzer distributor.

Atlantic shipping Seeburgs and following up the factory’s LP programs with ten new Little LP’s each week.

Al Simon and Al D’Inzillo away from the shop when we call but from all indications that didn’t slow them down on the Rock-Ola phonos. Simon is partners with Al Levine in the Boston Rock-Ola outlet and they expect to duplicate New York’s success.

Barney Sagerman never loses the touch of the business because he never stops talking to the small operators. As we stop by he discusses new equipment with an operator who would be classified as an average operator. Barney sits down in Shugy’s office and gives a yarn about the success of Muzak (Runyon’s background service), and the location today as a source of income for the operator. He feels that the new distribution and operating firms at his fingertips, Shugy keeps in touch with the bread and butter end of the business—the operator, the equipment and the location.
This is a week for decisions—happy decisions and occurrences. In the first place, we heard the report of the Chicago Coinop Trade Convention, officially announced Seeburg's active participation last week in the fortnightly trade magazine. This is indeed a healthy situation for NAMA, and for Seeburg. In another area, the national campaign for the Cofn-Mfg. Co. launched last week, April 16, with the final spring thaw of the heavy ice blockage in northern Illinois. This is particularly true for coinmen in all phases of coin machines business.

While in a blissfully happy mood, I will ask you to consider the June 1965 announcement of the Free Press. The three most prominent executives, according to these, were: NAMA's opinion amendment to the Federal Anti-Slip Law. Also, the successful development of a Hot Beverage Machine Safety Program; and, initiation of a vital program to control cigarette smoking in the area. I won't make a speech on the subject, but its possible effect on vending. Another step forward was the completion of prep on the Coinmen's first college-level course for vending machine servicing in Los Angeles.

New amusement equipment continues to flow from the constantly busy Bally plant. This week general sales manager "Smiling Bill" Dinnott intruded a revolutionary new bowling feature—shooting for the 7-10 "railroad"—in Bally's "Super 8 Shuffle" amusement game. A frightening bowling play has, in the past, become an exciting skill shot, according to Bill and vice president Herb Jones.

Spring is bustin' out all over—and especially at First Coin Machine Exchange, where prexy Joe Kline, Sam Kolber and Fred Kline are burning the telephone wires trying to acquire good used music and games for overseas shipments.

Our best to Jack Davis, ex-Vend stuffer, who was recently appointed general manager of Coin Mfg. Co., makers of U-Select-It vending machines, in Madison, Wisconsin.

United Mfg. continues to make the new equipment lists. This week it's the new "illegal" big ball bowler, according to Bill DeSelm, Herb Oettinger so busy these days it's almost impossible to catch him on the fly.

Now that the big Easter Holiday period is over, the folks at Rowe AC Service rolled out their sleeves preparing for a very healthy business season. Prexy Jack Harper and executive vice prez Dean Mccurdie look to this activity with great interest. Vice prez Fred Pollak was nursing a cold when he returned with his lovely wife and little Fred, Jr. from a brief Easter holiday jaunt. Jim Newlander hied himself to Detroit on business, and Don Lunday at the factory visit his head into the April-Census and May-NAMA show.

"Couldn't possibly be any busier than we are right now," said Art Weinand, vice president of Williams Electronic Mfg. Corp., last week, right after the Easter Holiday. Art assured us the factory is operating at peak production on this year's "15" machine as well as the "15" major League baseball game these balmy Spring days. Prexy Sam Stern is naturally elated over the wide acceptance of Williams Mfg.'s amusement games.

Ed Celand, sales manager of Seeburg's Background Music Division, tells us more and more operators are becoming interested in Seeburg's big unit.

The traffic is very heavy at Atlas Music where operators are keeping such stalwart co-men as Eddie Ginsburg, Paul Huebsch, Bernie Shapiro, Chuck Harper, Bob Fabian and Joe Klykun on their toes.

Dave Gottlieb and his lovely Dorothy are due back to the homefront after a splendid sabbatical in sunny Miami Beach. When Dave returns he'll certainly flip happy over the tremendous acceptance D. Gottlieb & Co. is enjoying with the 4-player "Gauchito" pinball amusement game. Anyway, Alvin and Junior Gottlieb and Judy Weingberg have amply expressed their delight.

Another sales service school was conducted at World Wide Distributors. This one, featuring the "Ice Machine," was held last Wednesday evening, April 17, at the showroom. On hand for World Wide were: Nate Feinstein, Irving Ortiz, Fred Skor, Harold Schwartz, Howe Frerer and Kurt Kluver. Some 35 or more operators were due in for the session.

There's no time at Wico Corp. for Spring Fever, according to Milt Wiezer and Ed Ruber. The reason is that everyone at Wico is tooting Wico's "Spring Festive," a collection of highly amusing, with literally thousands of coin machine parts and other items. Seen along coonaw last week were young cointet Al Vel Del Giro, of Chicago and Ovitz Marc, owner of West Bend Amusement Co., in West Bend, Wisconsin.

It's amusing, but Mort Secore, sales chief of Chicago Dynamic Industries, was actually trying to tone down his platitudes for Chico's new "Strike Rite" shuffle alleys. It's going well in all markets. Right on the heels is Chicago's "All Star" baseball amusement game. A very popular as our "national passtime" itself, according to Mort and Jerry Koci.

The mail at J. F. Frantz Mfg. Co., which consists of distributor demands to handle its line of amusement games, is practically mounting Johnny Frantz's door. We see he likes it, so keep 'em coming! . . . Our luggage is packed and ready for the flight to Omaha, and the Music Guild of Nebraska (to be held in the Bally's Shuffle Alley) and Eddie Nichols, et al have lined up a very exciting show and meeting schedule for the visiting operator-members. See you in Omaha, fellows.

After chatting with Hank Ross and Marvin "Igg" (I like that moniker) Weiden's of Midway Mfg., we came to NAMA's opinion they have one of the most popular amusement games ever created at Midway in "Sluggers" baseball game . . . Clayton Nemeroff, of J. H. Kenny, jetted down to Omaha last week. Meanwhile, Kenny president Roy McGehee and general manager Joe Shields were mighty busy in preparation of a rapid-paced amusement game selling race. Kenny's Distributors will hear more about this shortly.

One of the busiest factories we managed to visit last week was easily Rock-Ola Mfg. Corp., where exec vice prez Ed Doris reports tremendously heavy production on new games such as "Rhapsody" and "Capi's" phones, and Rock-Ola "TV" vending machines.

Cash Box—April 27, 1963
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California Clippings

With the arcades now open and in full swing, a boost in sales activity has resulted at the present time. Jack Gordon, executive vice pres. of Sew- burg, Chicago, in town and visiting at AMCO Music & Vending, Inc. Jack's son, Bobby Gordon, said he has cut his first album for Decca, and another in the near future. Arnold Silverman reports fantastic sales action on Chicago Coin's new "Grand Prize" bowler. Sherry Arsne absent from the parts department the past few days due to a siege of the flu.

At C. A. Robinson & Co. they are anxiously awaiting shipment of United's new "Regal" bowler. Hank Tronik informs Midway's "Slugger" baseball is proving to be the hottest game of the year, resulting in great success. Chuck and Marion Conland of American Coin Machine, Inc. have been making quite a few trips out of the local area recently, and just returned from San Diego. Bill Lanzy said he is in the process of redecorating his bunz, which has kept him hopping the past few weeks. Gabe Orland of California Music Co. on a combination business and pleasure trip for a few weeks to Hawaii.

Export orders are being readied in the shop at Duarte International Sales Co. for shipment to Hong Kong and Port Sweetman. Lillian Schreder proudly announced that her niece & husband, Mr. and Mrs. Robert Reinhart, welcomed a son, Michael, in Com City, Utah outside Chicago.

Photographs and arcade equipment have been moving at a good clip at Paul Laymon, Inc. Two shipments of the Rock-Ola and Rhapsody phonographs arrived this week.

Charlie Daniels mentioned that Tom Wall, local operator, flew to Augusta, Georgia to attend the Masters Golf Tournament, then on to North Carolina to visit with relations. Ted Palmer of Diamond Distributing stopped by the Leukenhart "record bar" presenting "El Watusi" by Ray Barretto on the Tico label. The Solle girls received a note from Al Martinez expressing excitement about his new release "I Love You Because," which is due in the L.A. area.

Photographs and arcade equipment have been moving at a good clip at Paul Laymon, Inc. Two shipments of the Rock-Ola and Rhapsody phonographs arrived this week.

At Simcon Distributing Co. John Freeman reports business in general continuous and steady, with a little less chance from arcades. The shop is busy preparing export orders for shipment to Australia and the Philippines.

Chuck Klein of R. F. Jones & Co. announced that Rowe has added new color to its AMI phonograph, enhancing its style with the new oak and coral color combination. Johnny Holmes accompanied by his wife, Jean, is in Las Vegas conducting service school for Warren Vending and Music Systems Co. Bob Martin, district rep. of the vending div. for Rowe, is visiting San Francisco, L.A. and Seattle. Knotts Berry Farm recently purchased another complete, new Tele-Norm system according to Don McLaughlin, mgr. of communications div. Ralph Carey was involved in an auto accident at the corner of Colorado & Pacific Ave. Ralph was released from the hospital following an emergency check-up resulting in a tapped back, and from all reports the car was badly damaged. Don Lundy, of Rowe AC Services background div., Chicago, on the Coast and spending a week at the Jones Co.

Some of the visiting operators seen on Pico Blvd. this week were: S. L. Griffin, Pomona; Les DeChene, Riverside; Walt Hennes, Santa Ana; Cliff Jones, Long Beach; Earl Fast, Harry Graham and John Ketcheris, Santa Ana; Bill Worthy, San Diego.

Midwest Musings

John Carlson, Nashwauk, Minn., in town for the day to pick up his record and parts orders. Happy birthday to Earl Berkovitz, Superior, Wis. Mr. & Mrs. Russell Gherty, Baldwin, Wis., in town for the day to pick up parts and accessories.

Bill Hen, Austin, Minn., in town for a few hours making the rounds as was Bob LeCher, of Chippewa Falls. L. L. Harris, Endicott, No. Dakota in town for the Passover Holiday. Clem Pinewski, Big Lake, Minn., in town for a few hours. Clem recently released from the hospital. Spent two weeks in the hospital because of bleeding ulcers. Watching his diet very carefully and seems to be getting along nicely. Mr. & Mrs. John Czerwinski, Duluth, Minn., in town for the day to pick up parts and their records, also visiting their children living in town.

Mr. & Mrs. Harold Theisen, are leaving this week end for Cleveland to attend a wedding. Will be gone for a few days. Joe Weber and son Dennis in town for a few hours to pick up parts and their records. For the day were Hazel Malgonne, Baldwin, Wis., Ray Gelineau, Two Harbors, Lloyd Williamson, Wimauna.

Happy Birthday This Week To:


Cash Box — April 27, 1963
Reflections Of An Exporter:
Robbins Sees Export Business As A Specialty For Qualified Firms

CHICAGO—Joe Robbins, general sales manager of Empire Coin Machine Exchange, in this city, commented in an exclusive interview with Cash Box last week on his recent sales exploration trip across the European Continent. In his summation he had some quite pointed comments regarding the enterprise widely noted among European importers. It is his belief that the export markets should be specifically limited to those American firms who can, to a great degree, specialize in this complex activity.

"Actually," he declared, "experience and financial considerations make it seem feasible that only those companies in this country become involved who are capable of handling the particular requirements inherent in the vastly complex export business.

"The exporting of coin machine equipment to overseas markets is a business in itself, and cannot be handled merely as a supplemental sideline to chiefly a domestic enterprise.

"Consequently," Robbins added, "those firms who specifically set up export divisions with trained personnel can logically be geared to this type of enterprise—and to survive as such.

"Also, this division’s efforts should be equipped to handle the specific requirements of the experienced, well trained overseas importer."

He added a dire prediction when he further stated: "The coin machine business in this country will naturally be drastically affected when the Common Market becomes a reality. This is easily understandable when one considers the fact that international trade between the nations without restricted tariffs, and without limiting barriers of any sort, will create a crippling blow to American exports in most categories.

"Therefore, in some way the United States must, of necessity, work out an equitable agreement with the rapidly developing Common Market. This, at the moment, doesn’t appear to be impossible. Although it will be an extremely difficult task to accomplish as long as President Charles de Gaulle remains in power in France."

Joe Robbins

Vending Big At Tokyo Intl. Fair

(Continued from page 56)


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