

Cash Box

JANUARY 19, 1963



Columbia's Steve Lawrence, #1 man in the nation on the *Cash Box* Best Seller list with his smash "Go Away Little Girl," assists the Wurlitzer Company in the introduction of the 1963 Wurlitzer Phonograph Model 2700. The new juke box, being premiered to the nation's music operators this week, features a Golden Bar which activates the Wurlitzer Ten Top Tunes at the drop of a half-dollar. Steve, with his wife Eydie, continues to be one of the hottest night club attractions in the country. His latest LP, dubbed "Steve Lawrence Winners," and which includes his #1 hit, has just been released by Columbia.

JOHNNY MATHIS HAS DONE IT AGAIN!

“WHAT WILL MARY SAY”

4-42666

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COLUMBIA  SINGLES SELL!





Cash Box

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FOUNDED BY BILL GERSH

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SWINGIN' TIME

It's Swingin' Time for the record industry!

While most other luxury businesses take an involuntary post-Christmas breather, the record industry heads into its hottest season. And from all indications, 1963 is coming in like a lion.

Everyone seems to be commenting on the great sounds on singles making it big on the charts now. Almost every manufacturer has fired his big guns, unleashing the artists who were held back to avoid confusion during the holiday programming period. And the charts are now showing this excitement and activity.

Radio, which was sounding a bit dull because of the worn titles which had to be programmed over and over until new issues were released, again has that swinging sound. Battle of the Sounds shows during the past week have been sounding like week-end final competitions every day with all the good new singles hitting the market simultaneously.

In the area of LP product, there is tremendous enthusiasm everywhere. Many labels have just con-

cluded national distributor meetings during which some exciting new product was introduced. These hot new LP's coupled with some tempting incentive plans and dated-billing offers, will no doubt breathe new life into the post-Christmas album scene.

And once again, as has been the case in recent years, phonograph sales have enjoyed a tremendous season just concluded. And who could be more anxious to build a record collection than a new phono owner.

The party season is now behind us. The five day week is back in style and everyone seems to be gearing himself for "my biggest year ever." Add a little cold weather, which we've been having quite a bit of all across the U.S., and you have a wonderful setting for more time spent indoors. Since this also means more money spent on records, we must conclude that if there is money to be made in the record industry, now is the time to make it.

1963 could and should be the biggest year for the industry.



Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—JANUARY 19, 1963

	Position	1/12	1/5		Position	1/12	1/5		Position	1/12	1/5			
1	GO AWAY LITTLE GIRL	★STEVE LAWRENCE-Columbia-42601	2	3	36	RELEASE ME	★(LITTLE) ESTHER PHILIPS-Lenox-5555	19	14	69	WALK LIKE A MAN	★4 SEASONS-VeeJay-485	—	—
2	TELSTAR	★TORNADOES-London-9S61	1	1	37	SEE SEE RIDER	★LAVERN BAKER-Atlantic-2167 BILLY STORM-Vista-413	42	44	70	CHICKEN FEED	★BENT FABRIC-Atco-6245	77	86
3	LIMBO ROCK	★CHUBBY CHECKER-Parkway-849 DAVE PIKE-Prestige-242	3	2	38	CHAINS	★COOKIES-Dimension-1002	32	32	71	SEND ME SOME LOVIN'	★SAM COOKE-RCA-8129	—	—
4	THE NIGHT HAS A THOUSAND EYES	★BOBBY VEE-Liberty-S5521	11	18	39	LOVE CAME TO ME	★DION-Laurie-3145	33	21	72	MY WIFE CAN'T COOK	★LONNIE RUSS-4-J-501	66	75
5	TELL HIM	★EXCITERS-United Artists-544 ED TOWNSEND-Liberty-S5516	9	11	40	DON'T HANG UP	★ORLONS-Cameo-231	24	15	73	WOULD IT MAKE ANY DIFFERENCE TO YOU	★ETTA JAMES-Argo-S430	83	91
6	MY DAD	★PAUL PETERSEN-Colpix-663	10	13	41	TROUBLE IS MY MIDDLE NAME	★BOBBY VINTON-Epic-9561	37	39	74	POPEYE WADDLE	★DON COVAY-Columbia-7239	81	92
7	HOTEL HAPPINESS	★BROOK BENTON-Mercury-72055	6	8	42	FLY ME TO THE MOON	★JOE HARNELL-Kapp-497 EYDIE GORME-ABC-10383 FELICIA SANDERS-Decca-31335 APRIL STEVENS-Imperial-5907 MARK MURPHY-Riverside-4526	63	72	75	CALL ON ME	★BOBBY BLAND-Duke-360	82	100
8	WALK RIGHT IN	★ROOFTOP SINGERS-Vanguard-35017 MOMENTS-Era-3099	22	70	43	DEAR LONELY HEARTS	★NAT "KING" COLE-Capitol-4870	27	20	76	RUBY ANN	★MARTY ROBBINS-Columbia-42614	44	42
9	UP ON THE ROOF	★DRIFTERS-Atlantic-2162	15	19	44	PROUD	★JOHNNY CRAWFORD-Del-Fi-4193	64	76	77	YOU'RE THE REASON I'M LIVING	★BOBBY DARIN-Capitol-4897	—	—
10	TWO LOVERS	★MARY WELLS-Motown-1035	14	17	45	(DANCE WITH) THE GUITAR MAN	★DUANE EDDY-RCA-8087	35	25	78	WHAT TO DO WITH LAURIE	★MIKE CLIFFORD-United Artists-557	86	93
11	BOBBY'S GIRL	★MARCIE BLANE-Seville-120	4	4	46	KEEP YOUR HANDS OFF MY BABY	★LITTLE EVA-Dimension-1003	36	16	79	ALL ABOUT MY GIRL	★JIMMY McGRUFF-Sue-777	85	—
12	IT'S UP TO YOU	★RICK NELSON-Imperial-S901	16	23	47	LET'S GO (PONY)	★ROUTERS-Warner Bros.-5283	53	47	80	LOVE (MAKES THE WORLD GO ROUND)	★PAUL ANKA-RCA-8115	—	—
13	I SAW LINDA YESTERDAY	★DICKY LEE-Smash-1791	18	30	48	THE BALLAD OF JED CLAMPETT	★FLATT & SCRUGGS-Columbia-42606 NELSON RIDDLE-Capitol-4896	50	52	81	END OF THE WORLD	★SKEETER DAVIS-RCA-8098	—	—
14	PEPINO THE ITALIAN MOUSE	★LOU MONTE-Reprise-20106	7	7	49	SOME KINDA FUN	★CHRIS MONTEZ-Monogram-507	43	50	82	I'M A WOMAN	★PEGGY LEE-Capitol-4880	84	—
15	HALF HEAVEN, HALF HEARTACHE	★GENE PITNEY-Musicor-1026	23	33	50	LOVESICK BLUES	★FRANK IFIELD-VeeJay-477	54	61	83	I WANNA BE AROUND	★TONY BENNETT-Columbia-42634	—	—
16	ZIP-A-DEE-DOO-DAH	★BOB B. SOXX & BLUE JEANS-Phillys-107	12	9	51	WILD WEEKEND	★ROCKIN' REBELS-Swan-4125	74	88	84	BLAME IT ON THE BOSSA NOVA	★EYDIE GORME-Columbia-42661	—	—
17	EVERYBODY LOVES A LOVER	★SHIRELLES-Scepter-1243	21	22	52	DESAFINADO	★STAN GETZ & CHARLES BYRD-Verve-10260 SI ZENTNER-Liberty-55499 LLOYD MAYER-United Artists-509 PAT THOMAS-MGM-13102 FREDA PAYNE-ABC-10366 JULIE LONDON-Liberty-55512 MAVIS RIVERS-Reprise-20115 ELLA FITZGERALD-Verve-10274 BOB GALLO-Assault-1844	45	43	85	LET ME GO THE RIGHT WAY	★SUPREMES-Motown-1034	96	94
18	DON'T MAKE ME OVER	★DIONNE WARWICK-Scepter-1239	26	36	53	RHYTHM OF THE RAIN	★CASCADES-Valiant-6026	91	—	86	PUDDIN' N' TAIN	★ALLEY CATS-Phillys-108	—	—
19	LOOP DE LOOP	★JOHNNY THUNDER-Diamond-129	31	46	54	CAST YOUR FATE TO THE WIND	★VINCE GUARALDI TRIO-Fantasy-563 ★ MARTIN DENNY-Liberty-SSS14	61	69	87	LITTLE TIN SOLDIER	★TOY DOLLS-Era-3093	80	87
20	I'M GONNA BE WARM THIS WINTER	★CONNIE FRANCIS-MGM-13116	25	35	55	SHAKE SHERRY	★CONTOURS-Gordy-7012	57	60	88	OO-LA-LA-LIMBO	★DANNY & JUNIORS-Guyden-1240	—	—
21	MY COLORING BOOK	★KITTY KALLEN-RCA-8124 ★SANDY STEWART-Colpix-669 BARBRA STREISAND-Columbia-42648 GEORGE CHAKIRIS-Capitol-4892	29	41	56	THE LOVE OF A BOY	★TIMI YURO-Liberty-SSS19	46	49	89	JELLY BREAD	★BOOKER T. & M.G.'S-Stax-131	92	—
22	RETURN TO SENDER	★ELVIS PRESLEY-RCA-8100	5	5	57	STRANGE I KNOW	★MARVELETTES-Tamla-S4072	62	67	90	I WILL LIVE MY LIFE FOR YOU	★TONY BENNETT-Columbia-42634	—	—
23	HEY PAULA	★PAUL & PAULA-Philips-40084	41	85	58	THAT'S LIFE	★GABRIEL & ANGELS-Swan-4118	49	53	91	DARKEST STREET IN TOWN	★JIMMY CLANTON-Ace-8005	88	96
24	BIG GIRLS DON'T CRY	★4 SEASONS-VeeJay-465 DAVID CARROLL-Mercury-72070	8	6	59	RIDE	★DEE DEE SHARP-Cameo-230	39	26	92	HOW MUCH IS THAT DOGGIE IN THE WINDOW	★BABY JANE & ROCKABYES-UA-560	97	—
25	YOU REALLY GOT A HOLD ON ME	★MIRACLES-Tamla-S4073	38	48	60	MAMA DIDN'T LIE	★JAN BRADLEY-Chess-1845 ★ FASCINATIONS-ABC-10387	93	—	93	TEN LITTLE INDIANS	★BEACH BOYS-Capitol-4880	55	51
26	REMEMBER THEN	★EARLS-Old Town-1130	30	31	61	MOLLY	★BOBBY GOLDSBORO-Laurie-3148	69	77	94	I'D RATHER BE HERE IN YOUR ARMS	★DUPREES-Coed-S74	—	—
27	FROM A JACK TO A KING	★NED MILLER-Fabor-114	47	68	62	A GYPSY CRIED	★LOU CHRISTIE-Roulette-4457	89	—	95	EVERYDAY I HAVE TO CRY	★STEVE ALAIMO-Checker-1032	100	—
28	YOU ARE MY SUNSHINE	★RAY CHARLES-ABC-10375	13	10	63	SHAKE ME, I RATTLE, SQUEEZE ME I CRY	★MARION WORTH-Columbia-42640	72	81	96	PEPPERMINT MAN	★DICK DALE & DELTONES-Del-Tone-5020 TIMMY WELCH-Reprise-20137	100	—
29	LITTLE TOWN FLIRT	★DEL SHANNON-Bigtop-3131	48	65	64	JAVA	★FLOYD CRAMER-RCA Victor-8116	71	80	97	BOSSA NOVA, U.S.A.	★DAVE BRUBECK-Columbia-42651	98	—
30	CINNAMON CINDER	★PASTEL SIX-Zen-102 CINDERS-Warner Bros.-5326	40	55	65	ECHO	★EMOTIONS-Kapp-490	68	64	98	WHO STOLE THE KEESHKA	★MATYS BROS.-Select-719	—	—
31	SHUTTERS & BOARDS	★JERRY WALLACE-Challenge-9171	20	24	66	RUBY BABY	★DION-Columbia-42662	—	—	99	THAT'S THE WAY LOVE IS	★BOBBY BLAND-Duke-360	—	—
32	HE'S SURE THE BOY I LOVE	★CRYSTALS-Phillys-109	56	74	67	CONEY ISLAND BABY	★EXCELLENTS-Blast-205	65	63	100	WILLIE CAN	★SUE THOMPSON-Hickory-1196	—	—
33	LET'S KISS AND MAKE UP	★BOBBY VINTON-Epic-9561	34	34	68	YOUR USED TO BE	★PATSY CLINE-Decca-31454	—	—	100	MAYBE YOU'LL BE THERE	★BILLY & ESSENTIALS-Jamie-1239	90	—
34	WIGGLE WOBBLE	★LES COOPER-Everlast-5019	28	27										
35	THE LONELY BULL	★TIJUANA BRASS-A&M-703	17	12										

1963: Another **HIT** packed year from **THE AMERICAN LONDON GROUP**

4 NEW RELEASES LAUNCHED IN '63

Lilly Russell
PAPER DOLL

3306

S.P.Q.R.
RECORDS

The Pyramids
PYRAMID'S STOMP

13001

BEST
RECORDS

The Flares
DO IT WITH ME

2807

PRESS
RECORDS

Tony Farrar
BLAST FROM THE PAST

14001

TRANS-ATLAS
RECORDS

Recent releases...on the move...

Frank Slay's Orchestra
EAST OF ISTANBUL

18002

SCA
RECORDS

Mike Settle
SETTLE DOWN

1002

FOLKSING
RECORDS

Buck Ram's Ramrocks
BENFICA

2806

PRESS
RECORDS

The Five Superiors
BIG SHOT

44170

GARPAX
RECORDS

Nick Junior
BETTY-O

4702

GREAT
RECORDS

**INSTRUMENTAL SMASH...
REALLY BREAKING**

Willie Mitchell
SUNRISE SERENADE

2058

Hi RECORDS

Decca Signs Nelson To 20-Year Pact



RICK NELSON

NEW YORK—Rick Nelson's new label affiliation is with Decca Records, and the pact the star songster has inked with the diskery calls for the label to record him for the next 20 years.

Nelson comes to Decca after a six year association with Imperial Records, during which time the performer, a member of the famed "Ozzie & Harriet" family, established himself as a leading international disk artist.

Nelson's dates for Decca will be handled by Sonny Burke, the label's A&R director on the coast. According to Burke, the artist's initial sides are due for release during the middle of Feb.

Nelson's first disk triumph, a million-seller, was in 1957 with a side called "Teenager's Romance" on the Verve label. That same year he moved over to Imperial, and during his tenure with label he had at least six singles that topped the million mark (some were two-sided million-sellers). His big Imperial numbers included "Stood Up," "Be Bop Baby," "Poor Little Fool," "Lonesome Town," "Believe What I Say," "It's Late," "Never Be Anyone Else But You," "Travelin' Man" and "Hello Mary Lou." Nelson's pact with Imperial terminated last Dec. 31, and months before its expiration a number of labels scrambled for his services.

Phil Everly Marries Archie Blyer's Daughter

NEW YORK—Phil Everly, half of the Everly Bros. team and Jackie Ertel, daughter of Archie & Janet Blyer—he's head of Cadence Records—were married last Sat. (12) at the Little Church Around the Corner.

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ENGLAND'S PURCHASE TAX CUT 20%, DISK-PHONO PRICES ARE DOWN

LONDON—A happy new year for the record industry as the Chancellor of the Exchequer slashed by 20% the purchase tax on televisions and radio sets, record players and last but not least, records.

Until Jan. 1, 1963 all these products were in the now abolished 45% luxury tax bracket—the highest in Europe.

The cuts which come into force immediately reduce the price to the consumer by 10% bringing singles down 6/11d (97¢) to 6/3d (87¢) and a £2 (\$5.59¢) long player to 36/- (\$5.5¢).

Manufacturers welcome this timely shot in the arm for the industry and have, in all cases, passed the full benefit on to the consumer. At the same time they feel that purchase tax on records should be abolished completely bringing them in line with the book trade on which no purchase tax is levied.

For many dealers, however, the cuts will mean a considerable loss of profits on present stock. This is the second cut they have had to take in less than 12 months—the last was in the April Budget of 1962 when there was a 10% reduction. However, it is hoped that the resultant increase in both singles and LP sales will quickly compensate for this.

C/P Intros LP Deal, 9 New Albums

NEW YORK—Cameo/Parkway Records has kicked off an LP discount deal on its entire catalog, including nine new releases.

Plan calls for a 12½% discount plus incentives on all LP's, with dating in Feb., Mar. and April. It will be in effect for a "limited time only," according to C/P.

The new album product: "An Era

'62 Was Camden's Best Year, 5 New Albums

NEW YORK—After concluding its "most successful year" in 1962, RCA Camden Records begins its '63 business with the release of five new pop albums for Jan. Label adds to its "Living" ork series with a crew called Living Guitars.

These include "Living Strings & Living Voices in the Greatest Music Ever Sung," "Living Guitars Play," "Give Us This Day," The Blackwood Bros., "Grand Ole Country Hits," Eddy Arnold, Don Gibson, Pee Wee King, Hank Snow and Jim Reeves, and "Original Rhythm & Blues Hits by Rhythm & Blues Stars," Big Maceo, Mickey & Sylvia & Arthur "Big Boy" Crudup.

Atlantic & Atco Make Initial '63 LP Moves With New Products, Discounts

NEW YORK—The Atlantic and Atco labels are launching 1963 with an all-out album sales program involving 11 new releases, as well as the entire LP catalogs of the two labels. The program, which has been tagged "The Sales Beat of Great Entertainment," considers every aspect of the selling and merchandising of LP's albums in terms of distributors, salesmen, rack jobbers and dealers.

The Atlantic-Atco program commences Jan. 15 and continues through Feb. 28, featuring a trade discount in the form of one free record with every seven purchased (12½%), a special distributors' salesmen incentive, a 30-60-90 days delayed billing arrangement available to qualifying dealers, and an extensive dealer, radio and newspaper advertising program. Atlantic is extending the advertising aspect of the program through Mar. 31st, with local schedules available to all retailers.

Two key Bossa Nova albums have been released by Atlantic in conjunction with the program, "Do The Bossa Nova With Herbie Mann" and Joao Gilberto's "The Boss Of The Bossa Nova." Dealers in many cities

Skaff: More Than \$1 Million In Orders From N.Y. Sales Meet

NEW YORK—Kapp Records will write more than \$1 million in new release and catalog orders as a result of its recent distrib sales meet in New York, thus making the program under which the orders were made the most successful in the history of the label.

Word of the response to the plan, which features a 15% discount on 15 new albums and catalog product, comes from sales veep Phil Skaff. The exec added that the standout albums in the order spree included Roger Williams' new LP, "Country Style," "Fly Me To The Moon," Joe Harnel, "Our Secret Weapon," Jose Jimenez, "Chad Mitchell Trio in Action" and "More Kenny Ball."

Site of the sales meet was the Savoy-Hilton Hotel on Sun., Jan. 6. More than 150 reps of Kapp distributors all over the world were on hand.

have been calling Atlantic's distributors to place orders on these albums before they were actually released, the label reports, and already has orders in the house four times the label's proposed allocation of the LPs.

Other albums which will be released by Atlantic during the program are LaVern Baker's "See See Rider"; a comedy package by Shel Silverstein; Mose Allison's "Swingin' Machines"; a big band LP by Kenny Clarke and Francy Boland, "Jazz Is Universal"; as well as jazz releases by Dave Newman and Charles Bell.

New albums scheduled for release on Atco label include Acker Bilk's "Only You" LP and a blues package by John Lee Hooker.

New merchandising aids with strong consumer appeal have been created especially for the program. They include easel back displays and Kleen Stik lithos. An unusual window streamer has been designed for the Herbie Mann album, utilizing the jacket's type design, "Do The Bossa Nova With Herbie Mann." An oversize card divider with a Da-Glo picture of the jacket will be supplied to retailers.

Atlantic is offering each dealer that prominently displays the divider card with the Herbie Mann LPs one album at no charge. A special form is going out to each dealer, asking him to use the divider card in his store. When he signs and returns the card, he will then be sent a free album.

Atlantic and Atco are issuing new two-color catalogs, which will include complete information about each LP release, as well as illustrations of all album covers.

ABC-Par & Impulse! Bow Album Deals

NEW YORK—ABC-Paramount Records & jazz affiliate, Impulse! are offering LP discount deals on new and catalog product.

ABC-Par has a 12% discount on 13

Reborn," Helen O'Connell; "All The Hits By Bobby Rydell," "All The Hits By Dee Dee Sharp," "All The Hits," Vol. 2, Jo Ann Campbell, Chubby Checker, Bobby Rydell, The Dovells and others; "Piano Party Favorites," Beethoven Ben, "Songs That Will Live Forever," Int'l Pops Orch., "The Organ of the Philadelphia Academy Of Music," "American Folk Songs," Raun MacKinnon, and "Sunny's Gallery of Folk Ballads," Sunny Schwartz.

Talmadge Tells UA Distributors '63 Start Is Label's Strongest

NEW YORK—United Artists Records starts off the New Year with its "strongest array of singles and album product in its five-year history," Art Talmadge, president, told assembled distributors at the UA national sales meeting in New York on Fri., Jan. 4 at the Americana Hotel.

As the new year dawned, Talmadge noted, UA had four singles on the chart. Included were "Tell Him" by the Exciters, "Half Heaven Half Heartache" by Gene Pitney on the Musicor label, "What To Do With Laurie" by Mike Clifford. Moving into the charts was "How Much Is That Doggie In The Window" by Baby Jane.

To start off 1963, Talmadge said, U was releasing a new Ferrante and Teicher single, "Theme From Lawrence of Arabia" and was scheduling product by such other leading artists as Al Caiola, Ralph Marterie, Jay and The Americans and The Highwaymen for release in the immediate future.

In addition to unveiling 27 new albums as the feature of the "63 Jamboree" program including five new Tale-Spinners For Children packages; five new jazz and 17 pop albums, Talmadge pointed out that UA was continuing to maintain its pace as a strong album line with such items as Ferrante and Teicher's "Snowbound" album, "Brazil, Bossa Nova and Blues" by Herbie Mann and "Only Love Can Break A Heart" by Gene Pitney.

The new albums included such artists as Ferrante and Teicher, The Highwaymen, Al Caiola, LeRoy Holmes, Tito Rodriguez, George Jones, Jan Peerce and others.

The meeting was conducted by Morris S. Price, national sales director of UA, and was attended by all distributors from the United States, Canada and Hawaii.

An added attraction at the UA sales meet was the announcement of four special awards to distributors for outstanding performances during 1962.

The awards went to Marnel Distributing, Philadelphia, for the eastern region; John O'Brien Distributing Co., Los Angeles, western region, and Tone Distributing Co., Miami, southern region.

Awards were made by Price for UA, and were accepted by Marshall Verbit, John O'Brien, Al Sherman and Henry Stone, respectively.

Decca Looks At "Marquee '63" In New LP Program; 17 Albums Make Bow

NEW YORK—"Marquee '63" is the promotional tag of a Jan. program, including the release of 17 new albums, from the Decca-Coral-Brunswick set-up.

The program carries a dealer incentive on the new merchandise and the entire catalogs of all three labels. Dealers are to contact their local distributors on details of the plan, which ends Feb. 28.

Decca's classical Gold Label series is offering four new albums for Jan.

The pop albums include: "The World's Greatest Melodies" by Jackie Wilson; "The Red Foley Show"; "Bikinis & Bongos," Irving Fields Trio; "I've Got A New Heartache," Webb Pierce; "But Beautiful," Andre Previn; "Trumpet Spectacular," Rafael Mendez; "Lady Of Spain," Ethel

Smith; "Strings In Dixieland," Henry Jerome; "Guitars Around The World," Axel Stordahl; "Around The Island In 80 Shakes," Benny Kalama; "Christ Ibinez Trio, Jumpin' At The Executive Suite"; "Rains In The Tropics," Gene Rains Group; "The Magic Of The Mandolin," Dave Apollon.

The long-hair entries feature Andre Segovia on a disk of eight lessons by D. Aguado, the 19th century guitar master; New York Pro Musica's readings of Renaissance Festival Music, Monteverdi's Madrigali Guerrieri conducted by Frederick Waldman; and the works of Bocherini, Sacchini & Vivaldi as performed by the Orchestra San Pietro under Renato Ruotolo's direction (ork's debut on Decca).

Epic LP Deal, Display Contest

NEW YORK—Epic Records is offering a 15% discount on distrib purchases for all LP and tape product through Feb. 28.

In conjunction with the sales program, Len Levy, sales head, announced the inception of a dealer window display contest. To the retailer making the best use of Epic's extensive display material, the label will award an all-expense-paid four day vacation trip for two. If the dealer is located east of the Mississippi, he can choose a vacation in Miami, New York City or White Sulphur Springs, Virginia. If the winning dealer is located west of the Mississippi, he can choose Las Vegas, Palm Springs and Sun Valley.

In addition, Epic will award a Botany 500 suit and four Arrow shirts to each of five winning dealers in Epic's five national sales regions. Similar prizes will be awarded to Epic sales representatives responsible for servicing winning retailers. Contest winners will be determined on the basis of photographs of window displays submitted by distributors to Epic's national sales department. Arrangements for the contest were made by E. F. MacDonald Company.

Display kits to be employed for the contest include counter, wall and floor displays, mounted covers, streamers

CRDC Names Sales Mgrs. In New York, Detroit

HOLLYWOOD—William B. Tallant, vice president and national sales manager of Capitol Records Distributing Corp., has announced the appointment of two new branch sales managers in CRDC's field force.

Ben Savoia, a CRDC sales rep. in Boston since 1960, has been named sales manager of the firm's New York City branch. Savoia has been with CRDC in Boston since 1948. He joined the company as a warehouseman and was successively promoted to office manager and operations manager before joining the sales force three years ago. He succeeds Joe Brown, who has resigned.

James C. Blackwood has been appointed sales manager of the Detroit branch, succeeding Dick Bushey, who also resigned. In becoming CRDC's sales chief in Detroit, Blackwood rejoins Capitol after fifteen months with Columbia. Before that he was with CRDC in St. Louis as sales rep. and branch sales manager.

and consumer brochures. In addition, Epic is making available newspaper mats, disc jockey sample records and revised catalogs.

In making the announcement, Levy stated: "In 1962, Epic achieved the highest sales volume in its nine-year history. We have prepared display kits and initiated a contest as only a part of our plans to perpetuate the momentum created in 1962 with such artists as George Maharis, Bobby Vinton, Lester Lanin, Buddy Greco, Adam Wade and The Cleveland Orchestra."

Levy said that artists new to the label (e.g. Ames Bros., Easy Riders, Jim & Jesse McReynolds) plus the current roster would "guarantee greater success" in '63.

Demand For U.S. Diskings Abroad Off 50%; Hofer Tells Int'l Club

NEW YORK—The introduction of new tax laws in the U. S. and in other nations, the surge of nationalism and the increase of competition in various territories have hurt the establishment of tie-ins between American music firms and their foreign counterparts.

This is the opinion of music business lawyer Walter Hofer, who covered the international music scene as it relates to U.S. firms in a speech before the International Record & Music Men's Club last week (10) at a luncheon in the Hotel Warwick.

"If I were to take my office as a basis of comparison, since 1959 the demand for American recordings has diminished by more than 50% . . ." declared Hofer.

Hofer feels American firms must do one of several things. These include the introduction of their own artists in the indigenous language of the territories or acquire local artists in such territories to perform for them.

In his address, tagged "Jointly Owned Music & Record Firms Abroad—Their Advantages & Pitfalls," Hofer touched on many other present day problems that have arisen in recent years.

These include the problem of licensing recordings exclusively to foreign companies, which can run into anti-

O'Brien Elected Metro Prexy; Vogel Becomes Chairman

NEW YORK—Robert H. O'Brien has been elected president and chief executive officer at Metro-Goldwyn-Mayer, the flick firm and parent company of MGM Records.

O'Brien, previously the operation's executive veep and treasurer, succeeds Joseph R. Vogel, president since 1958 who has become chairman of MGM. Vogel in turn succeeds George L. Killion, who was elected to MGM's executive committee, replacing Vogel.

It is felt that the firm's bad fiscal '62 showing prompted the move. For the period, 12 months ended last Aug. 31, MGM's earnings dropped to \$2.5 million from \$12.6 million the previous year. During that time, the firm brought in \$136.9 million as compared to \$140.5 million during the previous period.

Losses were due to unsuccessful box-office earnings of film product and the gigantic, over-the-budget cost (more than \$30 million) of shooting "Mutiny On The Bounty."

O'Brien, who has the financial & legal background that the major flick companies are catering to these days, joined MGM in 1957 in the post he held before taking over the presidency.

A lawyer, he was a member of the Securities & Exchange Commission (SEC) from Feb. '42 through Dec., '44, and for a time was treasurer and member of the board of United Paramount Theaters, the movie-house chain. With the acquisition of the American Broadcasting Co. by United Paramount, he became executive veep of ABC, later becoming financial veep and director of American Broadcasting-Paramount Theaters, Inc.

Lasker To Del-Fi As Exec-Veep, Label Sets Expansion For 1963

HOLLYWOOD—Jay Lasker, who recently left his post as president of Reprise Sales Co., has been appointed executive veep of Del-Fi Records, a move that spearheads an expansion of the label.

In addition to sales functions, Lasker will head production, planning and merchandising, according to label prexy Bob Keene.

The diskery is planning its first big LP program for Feb. 1. In conjunction with the LP release, Del-Fi is declaring Feb. as National Ritchie Valens Month in honor of the late rock star who died in a plane crash, along with other teen favorites Buddy Holly and J. P. (Big Bopper) Richardson, on Feb. 3, 1958. Extensive deejay promotion as well as in-store merchandising is planned.

Artist-wise, the label recently added Lori Martin of TV's "National Velvet" and Bobby Crawford, brother of the label's star Johnny Crawford, to its roster.

Prior to his 2½ year stint at Reprise, Lasker was veep at Kapp Records Distributing for four years, and, before that, spent 10 years with Decca Records.

Philips Signs Gerry Mulligan



GERRY MULLIGAN

NEW YORK—Philips Records has further enhanced its ever-growing jazz roster with the inking of leading jazz baritone saxist Gerry Mulligan to a long-term pact.

Pact negotiations were conducted and concluded by Mulligan and Quincy Jones, A&R director for Philips, who has already cut a Mulligan LP for release Feb. 20.

Mulligan just received the 1962 Downbeat Reader's Poll award for baritone sax, an award he has won every year since 1953.

He currently is playing at Birdland in New York, and will appear at the Minneapolis Winter Carnival starting Feb. 3. Famous world-wide, Mulligan will tour England in April, Japan in May.

Mulligan's other jazz labelmates include Dizzy Gillespie, Woody Herman and Georgie Auld.

Andy Williams' TV'er A Hit

NEW YORK—"The Andy Williams Show," the Columbia Records singer's own TV'er, is proving a sleeper of the season.

As a result of a rise in rating and audience interest, NBC-TV has picked up Williams' option for the balance of the current season, and his Barnaby Productions has unofficially been notified that the musical show will be picked up for next season.



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 AS LONG AS SHE NEEDS ME
Sammy Davis, Jr. (Reprise 20,138) | 13 AL DI LA
Connie Francis (MGM 13116) | 26 COMES LOVE
Skyliners (Viscount 104) | 38 THE LONE TEEN RANGER
Jerry Landis (Amy 875) |
| 2 ACAPULCO 1922
Tijuana Brass (A & M 703) | 14 LOOK AT ME
Dobie Gray (Cor-Dak 1602) | 27 AIN'T GONNA KISS YA
Ribbons (Marsh 202) | 39 LET ME ENTERTAIN YOU
Ray Anthony (Capitol 4876) |
| 3 RED PEPPER
Roosevelt Fountaln & Pens
(Prince-Adams 447) | 15 MAMA-OOM-MOW-MOW
(THE BIRD)
Rivingtons (Liberty 55528) | 28 GONNA TAKE A CHANCE/
DON'T CRY DONNA
Tommy Roe (ABC 10389) | 40 GOOD GOLLY MISS MOLLY
Jerry Lee Lewis (Sun 382) |
| 4 HITCH HIKE
Marvin Gaye (Tamla 5407S) | 16 ZERO ZERO
Lawrence Welk (Dot 16420) | 29 SPANISH TWIST
Roller Coasters (Holiday Inn 110) | 41 KISS TOMORROW GOODBYE
Danny White (Frisco) |
| 5 MISERLOU
Dick Dale (Deltone 5019) | 17 SHE'LL NEVER KNOW
Brenda Lee (Decca 31454) | 30 2,000 POUND BEE
Ventures (Liberty 67) | 42 ZING! WENT THE STRINGS
OF MY HEART
Furys (Mark IV 112) |
| 6 THE SAME OLD HURT
Burl Ives (Decca 31453) | 18 BIG NOISE FROM WINNETKA
Cozy Cole (Coral 62339) | 31 BABY BABY BABY
Sam Cooke (RCA Victor 8129) | 43 BABY YOU'RE DRIVIN' ME
CRAZY
Joey Dee (Roulette 4467) |
| 7 OUR WINTER LOVE
Bill Purcell (Columbia) | 19 BOSS
Rumblers (Dot 16421) | 32 JOEY'S SONG
Bill Black's Combo (Hi 2059) | 44 WHITE LEVIS
Majorettes (Troy) |
| 8 BIG WIDE WORLD
Teddy Randezzo (Colpix 662) | 20 GO HOME GIRL
Arthur Alexander (Dot 1642S) | 33 HULA HULA DANCIN' DOLL
Trade Martin (Coed 573) | 45 CARRYIN' THE LOAD
Ray Charles (Atlantic 2174) |
| 9 LEAVIN' ON YOUR MIND/
LA LE LA LE TRIANGLE
Patsy Cline (Decca 3145) | 21 NOBODY BUT ME
Isley Bros. (Wand 131) | 34 YOU'RE GONNA NEED ME
Barbara Lynn (Jamie 124) | 46 GOOD BUDDIES
Crawford Bros. (Del Fi 4191) |
| 10 WALK RIGHT IN
Moments (Era 3099) | 22 SAILOR BOY
Cathy Carr (Laurie 3147) | 35 TELL HIM I'M NOT HOME
Chuck Jackson (Wand 132) | 47 I BELIEVE
Dick Stewart (Penthouse) |
| 11 LITTLE WHITE LIES
Kenjolairs (A & M 704) | 23 MAGIC STAR
Margie Singleton (Mercury 72079) | 36 THE IN-BETWEEN YEARS
James McArthur (Scepter 1241) | 48 FIRST STAR
Frankie Love (LaRosa 101) |
| 12 GUILTY
Crests (Selma 311) | 24 LET THE FOUR WINDS BLOW/
BE BOP BABY
Sandy Nelson (Imperial 5904) | 37 SOMEONE, SOMEWHERE
Junior Parker (Duke 357) | 49 BONNIE DO
Johnny Cooper (Ermine 42) |
| | 25 FLAPJACKS
Googie Rene (Class) | | 50 TROUBLE IN MIND
Aretha Franklin (Columbia 42622S) |



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DANA 45-2112

3
In a
Row

"You Belong To Me"

"My Own True Love"

And Now

... Another **SMASH** for



THE
DUPREES

"I'D RATHER BE
IN YOUR ARMS"

COED 574

COED
RECORDS



RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

"WALK LIKE A MAN" (2:11)

[Saturday, Gavadema ASCAP—Crewe, Gaudio]

"LUCKY LADYBUG" (2:41) [Conley ASCAP—Crewe, Slay]

THE 4 SEASONS (Vee Jay 485)

The 4 Seasons are in for another tremendous chart run. The group, now with three biggies under their VeeJay belt, come thru with a feelingful, cha cha beat stomper, tagged "Walk Like A Man," that again sports the falsetto gimmick. Ultra-commercial arrangement by Charles Calello on a side that's already busting wide open. The while-back Billie & Lilly click gets a similar Seasons treatment on the strong underlid.

"WHAT WILL MARY SAY" (3:10)

[Elm Drive ASCAP—Vance, Snyder]

"QUIET GIRL" (2:56) [Nomat ASCAP—Fisher, Segal]

JOHNNY MATHIS (Columbia 42666)

Songster, who got back on the right Top 100 track with "Gina," should easily make-the-grade again in a big way with "What Will Mary Say," an item with much folksy appeal, and handled by Mathis and his full ork-chorus backdrop with an ambling, Nashville-flavored sound. Looks like a hot side. Flip displays Mathis in his more familiar ballad style. Tune is very pretty.

"FOUR LETTER MAN" (2:04)

Roosevelt BMI—Feldman, Goldstein, Gottehrer]

"COME ON AND LOVE ME"

(2:21)
[Claridge ASCAP—Davidson, Slay]

FREDDY CANNON (Swan 4132)

Cannon's a cinch to explode on the wax scene in no time flat with these two pieces of sales dynamite. On one half, a sizzlin' twister, he notes that when it comes to love he's a "Four Letter Man." On the driving jumpier "Come On And Love Me," he mentions a host of top teen dances. The bright ork-choral back drops are handled by Frank Slay.

"SETTLE DOWN" (2:30) [Essex ASCAP—Settle]

"500 MILES" (2:46) [Friendship BMI—West]

PETER, PAUL & MARY (Warner Bros. 5334)

The folk-songsters are sure to add further laurels in the singles dept. as they enter the "Settle Down (Goin' Down That Highway)" sweepstakes. Artists' distinctive style and their pulsating, fast moving instrumentation should soon send the tune on its merry hit way. Side's culled from their current LP triumph, "Movin'." The touching, easy goin' "500 Miles" is from their initial LP smash.

"PIN A MEDAL ON JOEY" (2:27) [Gower BMI—Smith, Montello]

"DIAMOND HEAD" (2:45) [Columbia Pictures ASCAP—Winterhalter]

JAMES DARREN (Colpix 672)

Darren's return to Top 100 chart status should be hastened by his new Colpix release. On it, a sock rock-a-twist'er tagged "Pin A Medal On Joey," he tells, with mixed emotions, that he lost his heart-breaking gal to the other guy. Terrific instrumental backdrop on this hot contender. The Hawaiian-flavored coupler's the title-tune of the up-coming pic, "Diamond Head." Watch it too!

"HALF TIME" (1:57) [Wrist, Giant BMI—Duncan]

"MAKE IT SNAPPY" (2:05)

[Wrist, Marathon BMI—Saraceno, Gordon]

THE ROUTERS (Warner Bros. 5332)

Teenagers oughta flip over the Routers instrumental follow-up to their still red-hot WB bow, "Let's Go (Pony)." It's tricky, up beat stomper, tabbed "Half Time," that opens with a chorus of cheers, presumably marking the mid-point at a football game-where the marching bands take over. More of the exciting pounding, instrumental sounds on the flip.

"ANYTHING YOU CAN DO"

(2:25)

[Irving Berlin ASCAP—Berlin]

"WHAT IN THE WORLD" (2:20)

[Travis, Rittenhouse BMI—Meade, Starr]

THE MAJORS (Imperial 5914)

The Majors, who stepped into the limelight with "A Wonderful Dream" and followed with a click two-sider in "She's A Troublemaker," appear to have another twin hit on their 'vocal' hands in "Anything You Can Do" and "What In The World." Former's the Irving Berlin-"Annie Get Your Gun Favorite" done up in the popular funky, slow cha cha "Zip-A-Dee-Do-Dah" manner while the latter's a tantalizing cha cha twist newcomer. Powerful pairing.

"BRINGA-BRANGA-BROUGHT" (2:40)

[Sunbeam BMI—Barrett, Maugeri, Jay]

"OUR SCHOOL DAYS" (1:57) [Sure-Fire BMI—Dowell]

JOE DOWELL (Smash 1799)

Dowell serves up another one that has that hit sound notched into every groove. It's a cha cha beat tabbed "Bringa-Branga-Brought," that sports an unusual twist ending. Ear-pleasing Dowell vocal and choral-instrumental support. On the lower lid Joe eases over a shuffle beat charmer.

THE ACCENTS (VeeJay 484)

(B+) "A HUNDRED WAILIN' CATS" (2:30) [Turban BMI—Cari] Strong partytime rockin' from the male song crew, which, along with the musicians, tears up the place. Kinetic teen paces that could make it.

(B+) "OUR WONDERFUL LOVE"

(2:28) [Turban BMI—Cari]

Boys deftly relay a plaintive ballad. A solid big-sounding romantic for the teenagers.

THE DIAL TONES (Lawn 203)

(B+) "CHICAGO BIRD" (1:48)

Florentine & Platshon BMI—Valentine] Here's a locale item that could be a rockin' success all over the U.S. It's wild twist-styled effort from the mixed song crew and its instrumental accompaniment. Watch this workout.

(B) "SO YOUNG" (1:50) [Chicory, Florentine & Platshon BMI—Hawkins]

Gals play a major part in another no-let-up sock outing.

LESTER YOUNG (Chase 1200)

(B+) "WOBBLE TIME" (2:37)

[Bob-Dan BMI—Young]

Songster instructs the listener on how to do the popular step. He does it with a sing-a-narrative stint while the combo supplies a reliable wobble beat. Enjoy Records of N.Y. handles the diskery.

(B) "YOU'LL MISS ME" (2:28)

[Bob-Dan BMI—Young]

Wail-type wistful for the blues trade. On both ends, Young is supported by a crew called The California Playboys.

EDDIE FISHER (Ramrod 100)

(B+) "THIS NEARLY WAS MINE" (2:20) [Williamson ASCAP-Rodgers & Hammerstein]

This swingin' version of the lovely R&H song from "South Pacific" was culled from the 2-LP set of Fisher's recent Winter Garden appearance, which is being distributed by MGM. Jocks can really go for this bright display.

(B) "DON'T LET IT GET YOU DOWN" (2:10) [Chappell ASCAP-Lane, Harburg]

You don't hear this delightful oldie too often, and Fisher's reading, also from the package, is a fine easy-swing affair.

RICHARD ANTHONY (Kapp 504)

(B+) "I HEAR THE WHISTLE OF THE TRAIN" (2:29) [BIEM—Plante]

The popular French songster renders a lovely ballad in his native tongue against a very pretty ork backdrop. About half-way-down, an English narrative explains the storyline, about lovers who must part. Might prove a left-field smash.

(B) "LOIN (Greensleeves)" (2:36) [Pathe—Marconi—Anthony, Chambers]

The familiar "Greensleeves" is heard in a French version ("Loin" is pronounced "Lu-Ann"). Inviting rendition.

THE ZANIES (Dore 658)

(B+) "RUSSIAN ROULETTE"

[Meadowlark ASCAP—Hemrick, Bideu, Styner]

The "Volga Boatman" is the apt theme for this rapid-fire twister from the instrumental crew. Also true-to-the-title are now-and-then clicks of a gun-barrel. Can make noise.

(B) "CAUGHT IN A RINGER"

(2:24) [Meadowlark ASCAP—Hemrick, Styner]

More sunny movement that will make it with the young set and the general twist crowd. Tune here is "London Bridge Is Falling Down."

THE QUOTATIONS (Liberty 55527)

(B) "SPEAK SOFTLY & CARRY A BIG HORN" (2:02) [Circle Seven BMI—Hooven, Winn] Teeners get a philosophy on life in this blend by the song crew, which is accompanied by an off-beat Afro-Cuban-rock sound from the combo.

(B) "LISTEN MY CHILDREN & YOU SHALL HEAR" (2:15)

[Circle Seven BMI—Hooven, Winn]

Here, the listener hears not about Paul Revere but "about love" in a somewhat similar-sounding pose.

DON DEAL (Capitol 4901)

(B) "HOW DO YOU LIE TO A HEART" (2:30) [Central Songs BMI—Williams, Bare]

Touching Nashville-flavored take by singer Deal, who relays a theme about a guy who knows he's just fooling himself when thinking of his lost-love as just a passing fancy. Performance will get to the hearts of the kids.

(B) "AIN'T GONNA TRY ANY MORE" (2:35) [Bourne ASCAP—Ballard]

There's a similar approach here.

CHARLES BLACKWELL ORCH.

(Bethlehem 3058)

(B+) "TABOO" (2:31) [Southern ASCAP—Lecuona]

This is a potent rock-market reading of the old instrumental. Primitive idea is carried by exciting statements by percussions, strings and vocal chants. Should be eyed closely.

(B) "MIDNIGHT IN LUXEMBOURG" (2:20) [Ivy ASCAP—Duke]

Ork presents a Bossa Nova-like treat here.

RHYTHM KINGS (Challenge 9178)

(B+) "BORDER TOWN" (2:16)

[Guild BMI—Rogers] New instrumental outfit has lots to say to the kids in this bright "Mexico"-Tijuana Brass"-styled session. Like the latter efforts, this track could have a big chart career.

(B) "THE SOUL" (2:13) [Anthony ASCAP—Hafner, Hilder]

Crew delivers a contagious blues-rock sound in this corner.

B. B. KING (ABC-Paramount 10390)

(B+) "BY MYSELF" (2:20) [Music Products BMI—McCracklin, Otis]

The vet r&b chanter opens his talented guns full-blast on this pretty, lyrical, tradition-oriented lament. Top-flight ork-chorus backing. Deck could score.

(B) "GUESS WHO?" (2:12) [Michele BMI—Belvin]

On this end King offers an impressive reading of the slow-moving, while-back late Jesse Belvin hit.

THE TRIUMPHS (Swan 4130)

(B+) "JOUST ABOUT" (1:53)

[Claridge ASCAP—Noss]

Saxes do an interesting job on a catchy theme while being supported by a beat that resembles the one on the old "Tequila" hit by The Champs. Date can move.

(B) "CREDIT CARD" (2:14)

[Claridge ASCAP—Menichini, Lang, Yinger, D'Addono]

Twist time, and a performance that's good-sounding all-the-way.

THURSTON HARRIS (Dot 16427)

(B+) "POOP-A-LOOP" (2:17)

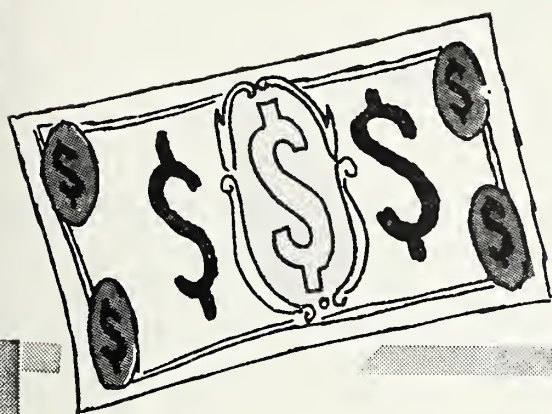
[Spendo BMI—Harris]

Vet vocalist tops a cute-sounding, good-natured blues novelty romantic. He's backed brightly by the shuffle-beat combo & chorus. Fine merry-making.

(B) "SHE'S THE ONE" (2:20)

[Jay & Cee BMI—Ballard]

Earthy tribute to the loved-one.



2 FOR THE MONEY



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“LET ME GO THE RIGHT WAY”

THE SUPREMES

Motown 1034



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RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

"MAMA, OOM, MOW, MOW (THE BIRD)" (2:27)
[Beechwood BMI—Frazier, Wilson, Jr., Harris, White]

"WAITING" (2:27)
[Beechwood BMI—Frazier, Wilson, Jr., Harris, White]
THE RIVINGTONS (Liberty 55528)

The Rivingtons, who scored heavily with their zany waxing of "Papa-Oom-Mow-Mow," are well on their way towards another chart triumph with this sequel. Tagged "Mama, Oom, Mow, Mow (The Bird)," it's a wild, jet-speed novelty that's already breaking loose 'round the country. Money-in-the-bank for all concerned. Coupler's a complete change-of-pace beat-ballad entry.

"DON'T WAIT TOO LONG" (2:20) [Lloyd & Logan BMI—Franklin]
"TIME AFTER TIME" (2:56) [Sands ASCAP—Cahn, Styne]
ERMA FRANKLIN (Epic 9559)

The fine talent can have her biggest deck to date in this electrifying new Epic stand. Erma's soulful delivery of the fast moving "Don't Wait Too Long" comes across with telling effect. Sammy Lowe's crew is responsible for the fabulous blues rock-a-twist showcase. Great all-around performance. The pulsating beat-ballad revival of the oldie, on the flip, is from "Her Name Is Erma" LP.

"PARADISE" (2:28) [Leo Feist ASCAP—Brown, Clifford]
"INDIAN LOVE CALL" (2:30)
[Harms ASCAP—Harbach, Hammerstein, Friml]
APRIL STEVENS & NINO TEMPO (Atco 6248)

Stevens and Tempo, who teamed up in successful fashion on their previous Atco outing, "Sweet And Lovely," can make it two-in-a-row with this new stand. It's the Russ Columbo classic, "Paradise," that the duo wraps up intriguingly. Delectable shuffle beat cha cha arrangement by Jimmie Haskell. Backing's another strong teen beat cha evergreen cha up-dating.

"SHIRLEY" (2:15) [MKT-ASCAP—Kaye]
"JOANIE" (2:25) [Aldon BMI—Goffin, Sherman, Orlando]
TONY ORLANDO (Epic 9570)

Chances are "Shirly" will be Tony Orlando's next big chart romance. The songster's soft, ear-pleasing delivery, backed by a most attractive Garry Sherman cha cha beat, ork-choral arrangement, should send the lid soaring up the hit ladder in the weeks to come. "Joanie" is the gal he warmly devotes the potent cha cha undercut to.

"YAKETY SAX" (2:00) [Tree BMI—Randolph, Rich]
"I REALLY DON'T WANT TO KNOW" (4:17)
[Hill & Range BMI—Barnes, Robertson]
BOOTS RANDOLPH (Monument 804)

Randolph's sensational sax work on "Yakety Sax" could send the Monument release zooming up the sales ladder. Side opens with a catchy multi-harpsichord effect that leads into a staggered, quick beat happy-go-lucky affair by Boots and his instrumental buddies. Artist's sax sounds are a treat on the moody, slow beat-ballad revival companion piece.

"COOL WATER" (2:24) [American BMI—Nolan]
"WHEN JOHNNY COMES MARCHING HOME" (3:30)
[BMI—Martin, Baily]
THE BLUE BELLES (Newtown 5009)

The gals, who made a solid chart impression a short-while-back with the oldie, "I Sold My Heart To The Junkman," can take another 'evergreen' ride to hitsville with this new Newtown offering. It's "Cool Water" that get the sparkling teen rock-a-twist up-dating and the vocal-instrumental performance rates an immediate sales response. More of the same top teen stuff on the oldie companion piece.

"DON'T MENTION MY NAME" (2:44) [BoBob ASCAP—Crewe, Gaudio]
"WHAT MAKES LITTLE GIRLS CRY" (2:41)
[BoBob ASCAP—Crewe, Gaudio]
THE SHEPHERD SISTERS (Atlantic 2176)

The Shepherd Sisters, of the while-back "Alone" fame, can head back to chartsville with their VeeJay bow, "Don't Mention My Name." The potent stompin', handclappin' arrangement by Charles Calello is from the Four Seasons' school. Side's chock full of hit ingredients. Undercut's a very romantic shuffler that the gals carve out in oh-so-smooth style.

Jim Reeve's "Is This Me" looks like the chanter's next big pop-country chart-rider. See country reviews.

LUE CAZZ (VeeJay 483)

(B+) "THE WALK" (2:30) [Arch BMI—McCracklin] Jimmy McCracklin's own one-time hit vehicle is back in a good busy-beat blues setting. In fact, McCracklin himself arranged the date and directs the combo chore.

(B) "DREAMING" (2:20) [Carolyn BMI—McCracklin] Another McCracklin composition—a fine blues plaintive—is heard on this end.

ANN-MARGRET (RCA Victor 8130)

(B+) "NO MORE" (2:30) [Eastern BMI—Worth] Lark-actress' sound here resembles the funky blues approach of her initial singles click, "I Just Don't Understand," including a bluesy harmonica. Might get some action.

(B) "SO DID I" (2:02) [Aldon BMI—King, Goffin] Harmonica is also present in this lightly bouncing romantic.

RAY ARTIS (Bundy 222)

(B+) "DEAR LIZ" (2:20) [Mickey Carr BMI—Artis] A gal named Liz is the one this guy would like to get better treatment from in this pro rock-a-cha (with strings & chorus) outing featuring singer Artis. Well-worth teen airtime.

(B) "WELLA-WELLA" (2:21) [Mickey Carr BMI—Artis] Speedy tale of a romance that's on the right track.

THE PRIVATES FIRST CLASS (Jamco 103)

(B+) "INSTANT CHOPS PT. 1" [Lady Grace BMI—Lynn] After the tinkle of "Chopsticks," combo moves in hard-driving twist style, with keyboard, guitars and sax contributing strong comments throughout. Could be an active portion for the Jamaica, N.Y. label.

(B) "INSTANT CHOPS PT. 2" [Lady Grace BMI—Lynn] More all-out rockin' by the musicians.

PETER CRAWFORD (Sandy 1039)

(B) "DANCIN' WITH MY LOVER" (1:55) [Burnt Oak BMI—Crawford] Good-sounding rock-a-cha stint by the songster and his busy-beat combo-chorus setting. Side speaks a worthy teen lingo.

(B) "THERE GOES A YOUNG LOVE" (2:25) [Burnt Oak BMI—Crawford] Interesting unhurried romantic entry for the kids.

THE FAGAN BROS. (Swan 4131)

(B+) "MR. JAMES" (2:20) [Claridge ASCAP—Fagan, Fagan] The song duo, which has an Everly Bros.-type blend, offers a catchy folksy ditty about a fella who's confronted with the father of gal he kept out late. A good funky guitar beat backs-up. Can get some action.

(B) "JAIL BREAK" (2:09) [Claridge ASCAP—Fagan, Fagan] Colorful folk-field stint by the team.

JAY (Michele 504)

(B) "BILLY JOHN" (2:58) [Pem-Greco BMI—La Greco, Pemberton] This is hearty rockin'—featuring the songster—with a sound that harks back to earlier teen-beat days. Waxery is situated in New York.

(C) "ACE OF HEARTS" (2:28) [Pem-Greco BMI—La Greco, Pemberton] Another stint—this time in beat-ballad tempo—that has the feel of yesterday's teen decks.

JAN & DEAN (Liberty 55531)

(B+) "LINDA" (2:32) [Warock ASCAP—Lawrence] The delightful oldie is done to an arrangement that's close to the one on the Four Seasons' smash, "Big Girls Don't Cry." Popular song duo delivers the number in good gimmick style.

(B) "WHEN I LEARN HOW TO CRY" (1:50) [Aldon BMI—Berry, Altfeld] Infectious backing for the team's warbling of a tuneful plaintive.

ANNETTE (Vista 414)

(B+) "TEENAGE WEDDING" (2:11) [Walt Disney ASCAP—Manning, Twomey] Cheerful rock stint from the lark-actress who relays a tale of a teen gal who dreams that she and her guy are walking down the aisle, with her ex-boyfriends the ushers and his former flames the bride's maids. Stint is from an LP called "Teen Street."

(B) "WALKIN' & TALKIN'" (1:53) [Walt Disney ASCAP—Manning, Twomey] The LP also includes this good-natured rock date.

THE CENTRAL HIGH SCHOOL CAFETERIA BAND (Amy 870)

(B+) "FIRST RHAPSODY FOR KNIVES, FORKS & SPOONS—Part 1" (1:51) [Sweeten BMI—Crean] Number is a first alright, and it's kinda zany. The actual clamor of cutlery is heard against a good rockin' beat. As the label copy says, this first movement (see below) is played "Allegro Con Beat."

(B) "FIRST RHAPSODY FOR KNIVES, FORKS & SPOONS—Part 2" (2:05) [Sweeten BMI—Crean] "Andante Con Cha Cha" is the approach here. Setting sound is more rhapsodic.

ROY ETZEL ORCH. (Hickory 1197)

(B+) "I CANT STOP LOVING YOU" (2:21) [Acuff-Rose BMI—Gibson] Don Gibson's old favorite—recently a smash vehicle for Ray Charles—gets a fine legit ork reading, topped by a solo trumpet. Classy cut on the ever-popular opus.

(B) "I HATE TO LOVE YOU" (2:00) [Acuff-Rose BMI—Strasser, Siegel] Bright bouncy swinger with the chorus playing an important sans-lyric role.

LILL JORGEN'S ORCH. (Capitol 4904)

(B) "THE BOULEVARD OF BROKEN DREAMS" (3:16) [Remick ASCAP—Warren, Dubin] The popular Scandinavian trumpeter-maestro's ork-chorus offers a pretty survey of the fine ancient, with Jorgen's trumpet heading the showing. A femme chorus and triplets sound are part of the setting.

(B) "ANGELIQUE" (2:30) [Skandivaviska Grammophon Aktieboklaget—Rasmussen] Inviting Latinish treatment of an attractive tune.

RALPH MARGERIE ORCH. (United Artists 554)

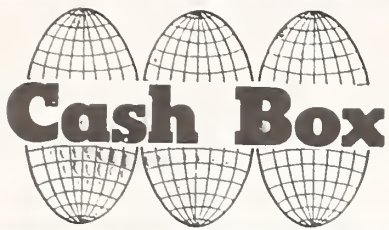
(B+) "MY ROMANCE" (1:57) [T. B. Harms ASCAP—Rodgers & Hart] The great oldie is treated to a standout swing run through from the Margerie crew. Choice of the tune (and the flip one) stems from the fact that their from the "Jumbo" score, MGM's big new musical flick.

(B) "LITTLE GIRL BLUE" (2:58) [T. B. Harms ASCAP—Rodgers & Hart] Solo trumpet leads the way in this very attractive reading of another lovely item from "Jumbo."

To Kapp Distributors, Disc Jockeys,
Dealers and all those who made it possible
for me to sell 6,000,000 albums
and earn my sixth gold record award...

**thanks
a million!**
(six times)

Roger Williams exclusively on Kapp Records.



RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

Newcomers

In an effort to call D.J. attention to Pick records by "Newcomers" (artists never before on the Top 100) the editorial staff of Cash Box will list such records under this special heading.

"MR. BASS MAN" (2:35) [Jalo BMI—Cymbal]

"SACRED LOVERS VOW" (2:26) [Regent BMI—Kusik, Frisch]

JOHNNY CYMBAL (Kapp 503)

This one, "Mr. Bass Man," by Johnny Cymbal and a deep-voiced companion, should make the teeners sit up and take notice. It's a chant-high-lited novelty that salutes the hidden 'king of rock 'n roll'—the bass voice, who often puts over a whacky rock date. Eye it closely. Backing is a very pretty rock-a-ballad affectionate that can also get somewhere.

"KISS TOMORROW GOODBYE" (2:47)
[Frisco & Chervalin BMI—Reed]

"THE LITTLE BITTY THINGS" (2:15) [Jarb BMI—Neville]

DANNY WHITE (Frisco 104)

This one's been attracting territorial attention. It's a slow blues-ballad, labeled "Kiss Tomorrow Goodbye," that the chorus-backed Danny White decks out with loads of feeling. Could be a big dual-mart item. Coupler's a fetching twist beat lover's item. Strong Larry Martin arrangements. Label's distributed nationally by Arlen (of Philadelphia).

"ANY OTHER WAY" (2:25) [East-Bias BMI—Bell]

"STICKS AND STONES" (2:00) [Tangerine BMI—Turner]

JACKIE SHANE (Sue 776)

Jackie Shane can come thru with first-time-out on Sue chart honors here. Lark puts her heart into her delivery of a touching slow beat cha cha ballad labeled "Any Other Way." Striking instrumental backdrop, with effective persuasive bits, supplied by Frank Motley & his Crew. Jackie Shane can come thru with first-time-out on Sue chart honors style.

"IT'S HAPPENING AGAIN" (2:28) [Acuff-Rose BMI—B. & F. Bryant]

"LITTLE LIPS (TELL BIG LIES)" (2:05) [Acuff-Rose BMI—Sinks]

LARRY HENLEY (Hickory 1198)

Newcomer Henley has what looks like a Hickory debut chart smash. It's stompin' rock-a-twist opus on which he tearfully cries out "It's Happening Again." Stellar ork-choral showcase on a lid loaded with hit potential. Backing's a heartfelt beat-ballad waltzer that also has the chart goods.

Best Bets

THE HIDEAWAYS (Duel 521)

(B+) "YOU'RE SO HARD TO SAY
GOODNIGHT TO" (2:50)

[Picadilly & Saxon BMI—Rain] A pretty romantic that will please both the kids and adults is surveyed in pro style by the fellas, who are supported by a big-sounding ork-chorus sound. This one could get around and develop into a chart item. Diskery is based in New York.

(B) "LOVIN' TIME" (2:50)

[Picadilly & Saxon BMI—Rain] Strictly rockin' stuff from the outfit.

JACKIE DeSHANNON
(Liberty 55526)

(B+) "FADED LOVE" (3:00) [Hill & Range BMI—Wills, Wills] Thrush presents a tender reading of the inviting tune that's making some noise as an instrumental via Leon McAuliff (Cimarron). Fine wistful warbling.

(B) "DANCING SILHOUETTES"

(2:17) [Metric BMI—Sheeley, deShannon] Some striking touches in the big-sounding rock-a-string setting for the performer's handling of a number about a gal who comes upon her guy dancing with another chick in the moonlight.

THE ARTHUR LYMAN GROUP
(HiFi 5066)

(B+) "LOVE FOR SALE" (2:56)

[Harms ASCAP—Porter] The popular primitive-sounding crew could have its biggest success since "Yellow Bird" with this swingin' jazz view of the great Cole Porter oldie. Keep close tabs on the track.

(B) "LOVE" (1:56) [Leo Feist

ASCAP—Blane, Martin] Outfit goes into the evergreen catalog again for an exciting showing, which includes wild Afro-Cuban percussion work.

PRENTICE MORELAND
(Challenge 9181)

(B+) "LIMBO PARTY" (2:21)

[Twist & 4-Star Sales BMI—Rocha, Mantz] Diskery, which received big Limbo coin last year with The Champs' "Limbo Rock," could keep up its Limbo activity with this joyful rock view of the novelty step. Moreland's multi-tracked stint is backed by solid upbeat sounds from the musicians.

(B+) "COME ON PRETTY

BABY" (2:13) [Twist & 4-Star Sales BMI—McKelvey, York] All concerned should also keep close tabs on this infectious Dee Clark-styled session.

LINDA HOPKINS (Brunswick 55238)

(B+) "MEMORIES & A BROKEN
HEART" (2:15) [Pearl BMI—McCorkle, Pemberton, Williams] Blues thrush effectively puts over the big-sounding number, which will recall "Save the Last Dance for Me." A strong backbeat sound from the full ork-chorus is a backdrop highlight. Could make a stir.

(B) "I CAN'T STAND ANOTHER

HURT (In My Heart)" (2:34) [Merrimac BMI—Wilson, Tucker] Performer is close to the style of Dinah Washington in this semi-wailer.

DENNY RANDELL ORCH.
(Jamie 1241)

(B+) "LIMBO LOW" (2:15) [Shapiro, Bernstein ASCAP-Kohler]

The hot novelty step is neatly combined with a South-of-the-Border sound in this sunny instrumental display. Both teeners and adults will enjoy the cut.

(B) "LONELY MELODY"

[Painted Desert BMI—Testa, Mash, Toney] A lazy approach to a catchy tune, featuring a tinkling keyboard & a male chorus.

FREDDIE ELLIS (Coral 62345)

(B) "MY ROMANCE" (2:45)

[Harms ASCAP-Rodgers & Hart] The durable Rodgers & Hart number from the "Jumbo" score gets an individual blues-styled warble from the songster, who's backed by a nice Nashville-flavored combo-chorus sound. Feelingful teen-directed display of a great song.

(B) "YOU'LL NEVER WALK

ALONE" (2:36) [Williamson ASCAP-Rodgers & Hammerstein] Ellis and his accompaniment turn to the Rodgers & Hammerstein output for a reading of the team's memorable inspirational from "Carousel."

THE CHANNELLS (Hit 700)

(B+) "IN MY ARMS TO STAY

(That's the Way It's Gotta Be)" (2:00) [Beryl BMI—Channells] Songsters and their instrumental backing create an impressive rock hurricane for the diskery, based in Elizabeth, N. J. This potent portion could go places.

(B) "YOU HURT ME (Over

Again)" (2:10) [Beryl BMI—Channells] Smooth beat-ballad blend by the fellas.

PRESTON POST (Smash 1798)

(B+) "MONTEREY MISSION"

(2:45) [Aldon BMI—Kolber, Karliski] This exciting stand has elements of two past hits, "El Paso" and "Mexico." Combination works to sure-handed commercial advantage. Stands a chart chance.

(B) "JEANIE WOULD HAVE

WANTED IT THAT WAY" (2:38) [Aldon BMI—Anthony, Karliski] A softie whose setting sound is an attractive down-Mexico-way affair.

BENT FORCEP (Original Sound 26)

(B+) "MY SON THE DOCTOR"

(2:35) [De Lo & Van Winkle & Darian—Allman, Sabol] Blues songster and his femme song team offer a catchy medical take-off on the famed Allan Sherman number, "Sarah Jackman," from his initial smash album. Good teen-directed laff stint.

(B) "I KNOW WHAT HAP-

PENED TO BABY JANE" (2:05) [Bonnyview & Breezy Willow ASCAP—Van Winkle, DeLory] According to this novelty, the subject of the popular flick with Joan Crawford & Bette Davis went to the Nile and became Cleopatra.

CLINT EASTWOOD (Cameo 240)

(B+) "COWBOY WEDDING
SONG" (2:30) [Painted

Desert BMI—Raleigh, Wayne] Star of TV's "Rawhide" series pleasingly relays a western softie which resembles "Hawaiian Wedding Song." Backing also reflects a somewhat Hawaiianish sound. Worth spins.

(B) "ROWDY" (2:46) [Ren Rut

BMI—Turner] Well-done tale of a cowboy who's always on the move—alone.

TINY JOE (Danbar 223)

(B) "EVIL WOMAN BLUES"

(2:08) [Tara ASCAP—Peppy] Blues artist does a fine swingin' job on the basic blues number. Slick band sound is under the direction of Sal Salvador. Hip jocks will dig the deck.

(B) "DON'T GET AROUND

MUCH ANYMORE" [Roberts—Russell, Ellington] Relaxed swing handling of the perennial.

DOUGIE THE DUDE (Amy 869)

(B) "LIFETIME" (2:07) [Aim

BMI—Royal] A childhood romance that moved smoothly into adulthood is the subject of this colorful rock-a-cha blueser from the songster and his busy combo-chorus support. Could be active.

(B) "COWBOY JOE" (2:29) [Aim

BMI—Smith] Zany laff blueser.

RAY RUSH (Gina 111)

(B+) "LUCKY STAR" (2:24) [Big

Bopper BMI—Rush, Smith] Pro romantic stint aimed at the teen trade. Rush's rich voice is heard on a fine teen number, and he's backed by a strong, lush rock-a-string & femme chorus affair. Can move.

(B) "A HOLE IN MY ROCKIN'

SHOES" (2:03) [Big Bopper BMI—Rush, Perry] Happy twist novelty that also includes effective string activity.

DAVID HOUSTON (Phillips 3583)

(B+) "SHERRY'S LIPS" (2:12)

[Acuff-Rose BMI—Montgomery] Houston does a very understanding reading of a pretty teen romantic in which a guy gets a Dear John from the lips of his gal. Deck could make-the-grade if it gets around enough.

(B) "MISS BROWN" (2:31)

[Acuff-Rose BMI—Carter] Snappy good-natured blues-styled stint.

IRVING YAKAMASHI
(49th State 1030)

(B) "WHY DO I ROVE YOU"

(2:27) [Baltor ASCAP—Baltor] A pretty funny Japanese dialect narrative by the performer. A soap-opera organ plays a classical theme in the background. Label is located in Honolulu.

(B) "RO TSA RUCK (Miss Cho

Cho Watanabe)" (1:22) [Baltor ASCAP—Baltor] A more musical novelty. Plot involves a guy whose gal is a seeing a GI and his warning that she may be another Butterfly.

JERRY CRUTCHFIELD COMBO

(Dot 16426)

(B) "THE BO-BIT-PART 1"

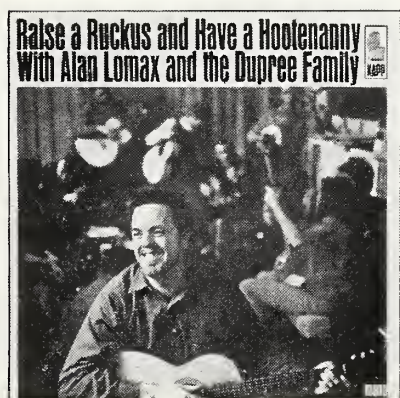
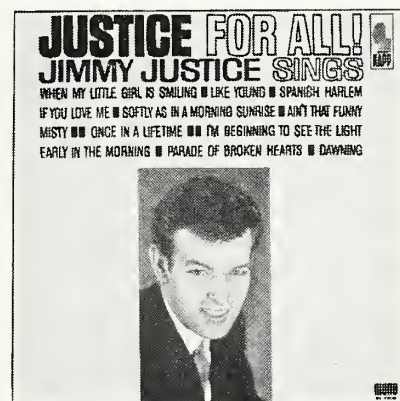
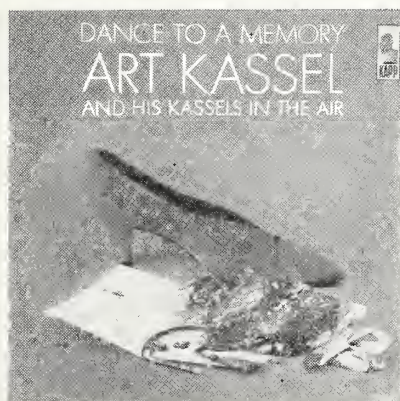
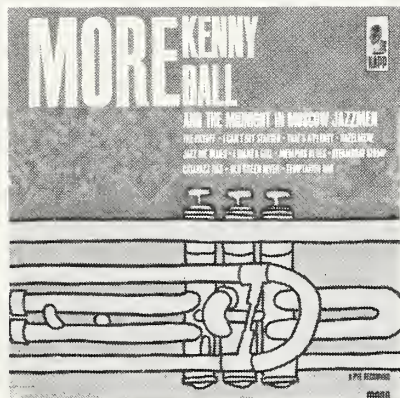
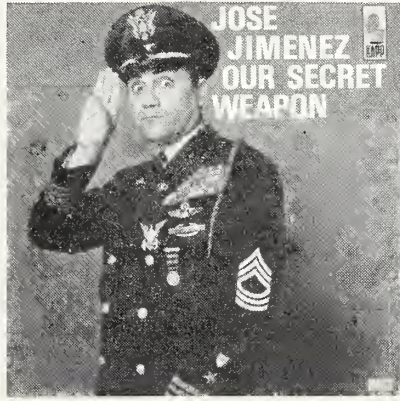
(2:08) [Champion & Fame BMI—Scaife] Effective shuffle-beat instrumental, with a breezy sax solo upfront. Deft, good-sounding dance-floor outing for the youngsters.

(B) "THE BO-BIT-PART 2"

(1:38) [Champion & Terrington BMI—Sherrill] Combo goes at it in similar fashion.

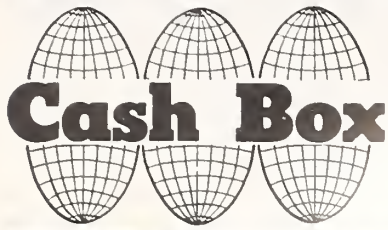
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RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Best Bets

THE NEW CHRISTY MINSTRELS (Columbia 42673)

(B+) "DENVER" (2:25) [Cherry-bell ASCAP-Sparks] The popular-folk group on the Andy Williams TV show follows its territorial "This Land" noise-maker with a western-folkish item that could step out on the national level. Top notch performance under the direction of Randy Sparks.

(B) "LIZA LEE" (2:20) [Cherry-bell ASCAP-Sparks] Artists smoothly carve out an extremely pretty folk affair on this end.

JIM HALL (May 131)

(B+) "LAWRENCE OF ARABIA" (2:06) [Gower BMI-Jarre] Jim Hall and his ork enter the "Lawrence" sweepstakes (there are 3 other versions so far) with this jazz-based reading of the flick theme. Although funky in spots, the original chromatic developments of the theme are still intact. A natural for ops and spinners.

(B) "BROTHERLY FEELING" (2:05) [Gower BMI-Potts] This side's a catchy, melodic strictly-jazz affair with a pleasant, free-flowing melody.

OLATUNJI (Columbia 42667)

(B+) "SATURDAY NIGHT LIMBO" (2:43) [Amin BMI-Olatunji] The strong percussionist, who also has a singing role here, hops on the singles limbo bandwagon in a delightful manner. Vehicle for this happy event is a tune better known as "Everybody Loves Saturday Night," a phrase used in the lyric. Could be a sleeper hit.

(B) "LADY KENNEDY" (2:50) [Amin BMI-Olatunji, Wright] A sunny Limbo date, and the subject is about you-know-who.

JAMES BROWN (King 5710)

(B+) "LIKE A BABY" (2:50) [Bob Abbott BMI-Stone] James Brown could have a quick noisemaker on his hands with this extremely slow-moving, funky teaming-up with the Flames. The side boasts a commercial shufflin' blues beat and some listenable lyrics. Spinners should come out in droves for the side.

(B+) "EVERY BEAT OF MY HEART" (2:56) [Valjo BMI-Otis] This side's an interesting jazz-based, organ-spotlighted, slow-moving instrumental. Plenty of potential here.

BIG MARTHA (Esprit 2100)

(B+) "RESTLESS AS A RIVER" [Big Bopper BMI-Smith] Blues thrush heads an intriguing ballad date, with her setting arrangement including striking guitar statements. Watch this one.

(B) "YOU DON'T LOVE ME LIKE YOU USED TO" [Tycos—Harper] Persuasive performance by the lass, who's by a first-rate, brass-headed background.

THE MASCOTS (Blast 206)

(B+) "HEY LITTLE ANGEL" (2:05) [Original BMI—Allen, Schultz] Label can be swingin' shortly with this strong speedy-beat tribute to the loved-one by the solid teen song crew. The New York firm currently has "Coney Island Baby" by The Excipients on the Top 100.

(B) "ONCE UPON A LOVE" (2:31) [Original BMI—Allen, Allen] Boys soften up quite a bit here. Nice teen lovey-dovey.

MAUREEN BAYAND (United Artists 565)

(B+) "THE STONEY BURKE THEME" (2:20) [Esteem BMI-Frontiere] The popular TV Western's theme is set in a sensational pounding teen beat by Maureen Bayand and band. Effective sans lyric choral chants round out the attention-getter. Watch it.

(B) "RODEO, U. S. A." (2:10) [Esteem BMI-Frontiere] Another theme from the same TV offering takes a fetching wobble-like cha cha ride here.

THE IMPRESSIONS (ABC-Paramount 10386)

(B+) "I'M THE ONE WHO LOVES YOU" (2:25) [Curtom BMI—Mayfield] Song team, topped here by a Sam Cooke-like lead voice, could move with this fine medium-beat romantic date. There's a strong setting sound from the combo, led by striking electric guitar sounds at various points. Can be big.

(B) "I NEED YOUR LOVE" (2:25) [Conrad & Curtom BMI—Brooks] Nice blues softie headed by another lead vocalist.

THE DUTONES (Columbia 42657)

(B+) "THE BIRD" (2:22) [Paliro BMI—Davis, Smith, Parker] The Dutones turn in a solid sales performance as they describe, in "Twist And Shout" style, the new teen dance fad. Sock instrumental showcase provided by Riley Hampton's crew. Could be a big item. Stay with it.

(B+) "DONE GOT OVER IT" (2:15) [Conrad BMI—Parker] This end takes an inviting rock-a-cha-cha ride. Eye it too.

JACK SCOTT (Capitol 4903)

(B+) "LAUGH & THE WORLD LAUGHS WITH YOU" (2:10) [Gil BMI—Raleigh, Wayne] Strong Nashville-styled shuffle-beat plaintive from the popular teen attraction, who relays a tale about a fella who did his gal wrong, and learns—now that she's gone—that the world may laugh with you, but you cry alone. Could be big.

(B+) "STRANGERS" (2:20) Cedarwood BMI—Walker, Stanton] Touching take also from down Nashville way.

THE RON-DELS (Shalimar 104)

(B+) "MATILDA" (2:00) [Longhorn BMI—Cookie, Khoury] Guys offer a distinctive teen-market blend on a sure-handed rock name-song, not the calypso ditty associated with Harry Belafonte but the short-while-back Cookie & Cupeakes' click.

(B) "TINA" (2:05) [LeBill BMI—McClinton, Kelley] Brighter sound for another name-song ditty.

BILLY STORM (Vista 415)

(B+) "GOOD GIRL" (2:57) [Walt Disney ASCAP—Manning, Twomey] The talented teen performer can turn up on the charts with this rousing sound, which tells of a "bad guy" who digs a chick so much that he's willing to have her turn him into an angel. Driving band backing includes a swingin' organ. Should be watched. Side's from a new Vista LP, "Teen Street."

(B) "DOUBLE DATE" (3:05) [Walt Disney ASCAP—Manning, Twomey] This upbeat blues cut is also from the LP.

MARVIN ADAMS (Rojac 8172)

(B+) "I'M ON MY WAY" (2:44) [Newkirk BMI—Adams] Marvin Adams teams up with the Boppers on this fast-moving tradition-oriented r&b lament. Side has a top-flight multi-dance beat. An airplay natural.

(B) "JUCY MELON" (2:49) [Neilor BMI—Walthall] Adam offers a familiar-sounding soul-based instrumental here.

FREDDY KING (Federal 12482)

(B+) "LOOK, MA I'M CRYIN'" (3:07) [Pandora BMI—Toombs, Harris, King] The vet r&b chanter unleashes his potent vocal talents full-blast on this commercial ballad with an effective, low-down funky beat. Plenty of potential here.

(B) "THE BOSSA NOVA WATUSI TWIST" (2:45) [Sonio BMI—King, Thompson] This side's a raunchy instrumental with some interesting jazz overtones.

THUNDERBOLTS (Star Satellite 1020)

(B) "RAMBLING ON" (2:22) [Van-Star BMI—Lykens] Much of the combo's thunder here emanates from the guitar section, which offers a no-let-up romp sound. Homebase for the waxery is Clifton Heights, Pa.

(B) "BATTLE HYMN TWIST" (2:00) [Van-Star BMI—Lykens] Organ takes the lead in this corner as "Battle Hymn of the Republic" receives a lively twist treatment.

LANE MERRIT (Eclipse 111)

(B) "YOUNG-UN" (2:10) [Jupiter ASCAP—Merrit] Fella wants a gal to grow up because she's growing on him in this bouncy rock date featuring singer Merrit. A catchy rock-a-string & chorus stint backs-up.

(B) "THE YOUNG YEARS" (2:15) [Jupiter ASCAP—Merrit] Rock-ballad that's the main-title of an LP by the performer (upper lid is also from the package).

LORENZA BRACY (Sandy 1038)

(B) "MISS YOU" (2:27) [Acuff-Rose BMI—Gallion] Pretty country ballad receives a pleasing blues-styled reading from singer Bracy, whose support is highlighted by an attractive femme chorus warble.

(B) "THESE THINGS YOU DO TO ME" (2:31) [Burnt Oak BMI—Beverly] This ballad also has merit, and the artist renders it with much appeal.

JIMMEY "SOUL" CLARK (Teek 4824)

(B+) "SHOOK UP OVER YOU" (2:22) [Pamtec BMI—Hunter Bosley] The title may indicate a wild date, but it's not. Instead, Clark offers a touching blues reading of a good affectionate, doing his vocal against a catchy medium-beat combo-chorus stand. Diskery is based in St. Louis.

(B) "THAT'S 'A' WHAT I WANT" (2:00) [Pamtec BMI—Hunter] Speedy blues sound on this end.

SHERYL EASLY (Danbar 224)

(B) "I'LL GO WITH YOU" (2:23) [Leo Talent—Woods, Robison] Legit stylist deftly supplies a sunny jazz touch to an amiable together-wherever-we-go romantic. There's a breezily swingin' setting under Sal Salvador's direction. Jocks ought to note this happy cut.

(B) "SOLITUDE" (3:03) [American Academy of Music ASCAP—Mills, Delang, Ellington] Strong after-hours essay on the great perennial.

RAY MILAN (ABC-Paramount 10394)

(B) "DANCIN' TO THE BOSSA NOVA" (2:17) [Pamco BMI—Ward, Feller] Catchy teen-angled BN date, with the affair headed by singer Milan, who's a popular N.Y. nitery attraction. He's assisted by a femme chorus & a Latinish combo. Cut is a worthwhile BN novelty.

(B) "STRANGER ON THE SHORE" (2:32) [Robert Mellin BMI—Mellin, Bilk] A nice South-of-the-Border all-combo reading of the recent smash by England's Mr. Acker Bilk.

BOB LLOYD TRIO (Arlen 510)
(B) "NEVADA-SUNRISE" (2:45) [Arlen—Cook] State is saluted through a romantic theme in this pleasing teen-inclined warble by the lead voice. Label is located in Los Angeles.

(C) "SAILING - ON - A - PINK CLOUD" (3:00) [Arlen—Cook] Bouncy item that hasn't much teen appeal.

CHANTAY'S (Downey 104)

(B) "MOVE IT" (2:12) [Downey BMI—Spickard, Carman] A number of teen steps are mentioned in this good-time item, which features a catchy mostly guitar-led sound from the musicians and various vocal bits. Label takes its name from its homebase in Calif.

(B) "PIPELINE" (2:12) [Downey BMI—Spickard] Intriguing stuff in which a speedy guitar sound is spotlighted.

RAY FRUSHAY (Hacienda 0021)

(B) "JUST - A - LITTLE BIT SWEETER" (1:57) [Cal-Boy BMI—Boyce] Snappy, sunny reading of a gospel-type ditty by the songster and his rock-a-string & femme chorus backing. Happy item that's worth air-plays. Diskery headquarters in San Antonio, Tex.

(C+) "MY DREAM IS OVER" (2:01) [Sure-Fire BMI—Frushay] Plaintive country-styled stint by the vocalist.

RICHELIE McHUGH (Raewood 587)

(B) "YOU'LL NEED ME SOME DAY" (2:07) [Edith BMI—Browder, Romano] This is a well-done upbeat rock sound somewhat on the order of Dion's most recent successes. Besides McHugh's pro semibelt, there's a distinctive sound from the organ. Deck could get around.

(B) "JOANN" (2:30) [Edith BMI—Carson, Browder] Nice name-song softie for the youngsters.

LEBONTE (Sound-O-Rama 113)

(B) "DEAD PIGEON" (2:15) [Rama BMI—Lebone] This is a good-sounding rock-jazz reading of a pulsating theme written, according to the copy on the sleeve, for a legit play of the same name. Sound carries effective teen-market weight.

(B) "SOUNDTRACK #9" (2:15) [Empire Songs ASCAP—Therry] Lazy rock instrumental novelty.

CRAIG DOUGLAS (Bethlehem 3057)

(B) "WHEN MY LITTLE GIRL IS SMILING" (2:12) [Aldon BMI—King, Goffin] The awhile-back hit by The Drifters gets a polished portrayal from the songster, who's supported by a pro Latinish rock-a-string stand. Tune still plenty of teen appeal.

(B) "RING-A-DING" (2:08) [Hill & Range BMI—Paramor, Lewis] Joyful, offbeat teen doings.

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On The Charts Overnight

**"WHO STOLE
THE KEESHKA"?**

THE MATYS BROS.

SELECT #719

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HAVE I TOLD YOU LATELY THAT I LOVE YOU

JOY 273

and

RONNIE THOMPSON

PATTY DEAR

(Shame On You)

SELECT 720



JOY/SELECT RECORDS

1619 B'WAY N.Y. 19, N.Y.

COLUMBIA 

"RUBY BABY"

DION

4-42662

**"I WANNA
BE
AROUND"**

c/w

**"I WILL
LIVE MY
LIFE FOR
YOU"**

TONY BENNETT

4-42634

**"BLAME
IT ON
THE
BOSSA
NOVA"**

EYDIE GORME

4-42661

**"WHAT WILL
MARY SAY"**

JOHNNY MATHIS

4-42666

**"BOSSA
NOVA,
U.S.A."**

**DAVE BRUBECK
QUARTET**

4-42675



**RADIO ACTIVE
CHART**

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO JANUARY 9TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
43%	You're The Reason I'm Livin'	Bobby Darin	Capitol	43%
38%	Ruby Baby	Dion	Columbia	38%
36%	Baby You're Drivin' Me Crazy	Joey Dee	Roulette	36%
32%	Send Me Some Lovin'	Sam Cooke	RCA Victor	32%
31%	Love (Makes The World Go Round)	Paul Anka	RCA Victor	31%
26%	From A Jack To A King	Ned Miller	Fabor	70%
22%	Hey Paula	Paul & Paula	Phillips	93%
20%	Rhythm of the Rain	Cascades	Valiant	31%
20%	I'd Rather Be In Your Arms	Duprees	Coed	29%
19%	The Gypsy Cried	Lou Christie	Roulette	27%
18%	Mama Didn't Lie	Jan Bradley	Chess	26%
18%	Laugh or Cry	Toni Fisher	Smash	25%
17%	How Much Is That Doggie In The Window	Baby Jane & Rockabyes	U.A.	59%
17%	I Wanna Be Around	Tony Bennett	Columbia	64%
16%	Java	Floyd Cramer	RCA Victor	83%
16%	You Really Got A Hold On Me	Miracles	Tamla	31%
15%	Days of Wine And Roses	Henry Mancini	RCA Victor	15%
15%	Love For Sale	Arthur Lyman	Hi-Fi	15%
15%	Hey Little Angel	Mascots	Blast	15%
14%	Faded Love	Jackie DeShannon	Liberty	14%
14%	Wild Weekend	Rockin' Rebels	Swan	14%
13%	As Long As She Needs Me	Sammy Davis Jr.	Reprise	30%
13%	Carryin' The Load	Ray Charles	Atlantic	28%
13%	Leavin' On Your Mind	Patsy Cline	Decca	26%
12%	Mr. Cool	Champs	Challenge	19%
12%	Blame It On The Bossa Nova	Eydie Gorme	Columbia	25%
11%	Ain't Gonna Kiss Ya	Ribbons	Marsh	42%
11%	Who Stole The Keeshka	Matys Brothers	Select	11%
10%	Don't Cry Donna	Tommy Roe	ABC Par.	10%
10%	Call On Me	Bobby Bland	Duke	10%
10%	I Will Live My Life For You	Tony Bennett	Columbia	48%

LESS THAN 10% BUT MORE THAN 5%

TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE
The Some Old Hurt Burl Ives (Decco)	25%	Cool Water Blue Bells (Newtown)	9%	Hitch Hike Morvin Goye (Tomlo)	7%
Comes Love Skyliners (Viscount)	9%	White Levis Mojorettes (Troy)	26%	The Curry Rood Burl Ives (Decco)	7%
Big Wide World Teddy Rondoizzo (Colpix)	9%	All About My Girl Jimmy McGriff (Sue)	8%	Zing Went The Strings Of My Heart Furys (Mork IV)	7%
Al Di Lo Connie Francis (MGM)	9%	Puddin' N' Toin Alley Cots (Philles)	7%	Shoke Sherry Contours (Gordy)	14%
Four Letter Mon Freddy Cannon (Swon)	9%	Fly Me To The Moon Joe Hornell (Kopp)	27%	Would It Make Any Difference Etto Jones (Argo)	6%
				Mogic Star Morgie Singleton (Mercury)	52%



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STAMPS
SUCCESS
EVERY
SINGLE
TIME

TONY ORLANDO "SHIRLEY" 5-9570

ADAM WADE "DON'T LET ME CROSS OVER" C/W "RAIN FROM THE SKIES" 5-9566

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2 SURE FIRE HITS

The Shepherd Sisters

DON'T MENTION MY NAME

WHAT MAKES LITTLE GIRLS CRY

2176

Van Trevor

I WANT TO CRY

Tuesday Girl

2175



ATLANTIC RECORDS

1841 Broadway, New York 23

Produced by Bob Crewe



ALBUM SURE SHOTS

Peter, Paul and Mary



MOVING

PETER, PAUL & MARY

(Warner Bros. WB 1473; WS 1473)

MY SON, THE CELEBRITY



MY SON THE CELEBRITY

ALLEN SHERMAN

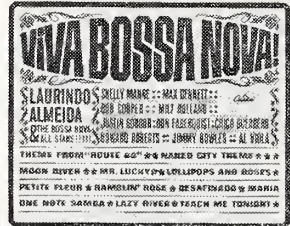
(Warner Bros. WB 1487; WS 1487)



GYPSY

SOUNDTRACK

(Warner Bros. WB 1480; WS 1480)



VIVA BOSSA NOVA

LAURINDO ALMEIDA

(Capitol T 1759; ST 1759)

RETURN TO SENDER	RCA
ELVIS PRESLEY	Elvis Presley Music
WHERE DO YOU COME FROM	RCA
ELVIS PRESLEY	Elvis Presley Music
RUBY BABY	COLUMBIA
DION	Tiger Music, Inc.
I AIN'T GONNA CRY NO MORE	LIBERTY
TIMI YURO	Hill & Range Songs, Inc.
I'VE GOT A WOMAN	SUE
JIMMY McGRUFF	Progressive Music
SEE SEE RIDER	ATLANTIC
LAVERN BAKER	Progressive Music
CARRY THAT LOAD	ABC
RAY CHARLES	Progressive Music
TWEEDLEE DEE	CHESS
BABY CORTEZ	Progressive Music Pub. Co., Inc.
ANYTIME	VEEJAY
FRANK IFIELD	Hill & Range Songs, Inc.
I GOT THE WORLD BY THE TAIL	COLUMBIA
CLAUDE KING	Ark-La-Tex. Pub. Co., Inc.
THE BEST MAN CRIED	MERCURY
CLYDE McPHATTER	CAMEO
BOBBY RYDELL	Ark-La-Tex. Pub. Co., Inc.
DOES HE MEAN THAT MUCH TO YOU	RCA
EDDY ARNOLD	Ross Jongsnickel, Inc.

THE ABERBACH GROUP

1619 Broadway, New York, N. Y.

Sandy Nelson Forms Firm To Produce Teen TV Show

BEVERLY HILLS—Sandy Nelson, the Imperial label's strong-selling percussionist, has formed his own indie production company, Nelson Productions, with Cliff Aaronson, his manager, to produce a weekly filmed TV series called "Teenagers World." Format of the show will feature Nelson as host to various international teen stars. First show will have Nelson visiting Duane Eddy in Phoenix, Brenda Lee in Nashville, and Bobby Vee playing an engagement in London.

Columbia's Hammond Cuts 2 Jazz LP's In H'wood

HOLLYWOOD—The Columbia label's jazz catalog will be two albums richer thanks to some speedy album sessions in Hollywood last week under the direction of John Hammond the diskery's vet jazz A&R man.

Hammond cut guitarist Herb Ellis with a small ensemble on Sun. (6) and longtime jazz violinist Stuff Smith—teamed with Ellis—on Tues. (8).

Since Ellis is currently a member of the orchestra performing on the Steve Allen TV'er emanating from Hollywood, Hammond flew to the coast from New York to produce the albums.

Ellis is heard on a new LP from Epic Records, Columbia's affiliate, called "Midnight Role." Sidemen on the date include the last bassist Israel Crosby, who died shortly after the sessions last June, marking the LP as his last recording; pianist Ray Bryant; and trumpeter Roy Eldridge.

United Artists Sales-Distrib Meeting



NEW YORK—United Artists Records recently held a series of sales and new product meetings with their distributors in the Americana Hotel here. Top left pic: during a pause in the luncheon session a group gathered to discuss current business situations. Seated: Bill Gerber, Syracuse; Al Sherman, Los Angeles; Johnny Vincent, New Orleans and Joe Chaiti, Miami. Standing (left to right) are Phil Goldberg, Charlotte; Norman Weiser, NA veep; Leroy Holmes, label recording artist; Gene Pitney Musicor chanter; Morris S. Prince, National sales director; Harry Stone, Miami; and Jay Jacobs, eastern sales manager. Top right shot: Garry Greenbery (seated left) travelled all the way from Honolulu to attend the meeting. He joins Fran Shapiro and Naomi Croke of the label; Irv Pinensky, San Francisco; (standing) Kent Beauchamp and Jim Scully, Chicago; Gil Robbins and Chan Daiels, two members of the Highwaymen; Joe Lavinthal, Seattle and Bob Ellis, San Francisco. Bottom left photo: Frank Luther, UA kiddie records producer, joins Lou Teicher of Ferrante and Teicher and Sidney Shemel, the firm's director of foreign operations. Middle: Jerry Lieber (right), of the indie producing team of Lieber and Stoller who have turned out a series of hits for UA, is introduced to the label's distributors by prexy Art Talmadge. Bottom right pic: Talmadge introduces Mike Clifford, new singing star, to the distributors during the sales meeting.

Foxx's Latest!!!

"Laugh Along With Foxx"

#832





Cash Box Best Selling Albums

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—JANUARY 19, 1963

MONAURAL

STEREO

MONAURAL		STEREO	
Pos.	Last Week	Pos.	Last Week
1	1	1	1
2	2	2	2
3	3	3	3
4	5	4	5
5	4	5	4
6	6	6	6
7	30	7	10
8	8	8	8
9	9	9	12
10	32	10	9
11	7	11	7
12	10	12	22
13	15	13	16
14	12	14	11
15	18	15	14
16	14	16	15
17	11	17	39
18	13	18	20
19	19	19	24
20	17	20	31
21	16	21	18
22	23	22	28
23	33	23	21
24	26	24	13
25	20	25	27
26	22	26	25
27	21	27	23
28	35	28	19
29	34	29	17
30	24	30	38
31	40	31	44
32	41	32	37
33	25	33	34
34	39	34	36
35	27	35	26
36	28	36	32
37	29	37	30
38	43	38	38
39	46	39	26
40	31	40	32
41	42	41	37
42	42	42	30
43	48	43	34
44	38	44	36
45	50	45	26
46	—	46	33
47	44	47	35
48	49	48	32
49	47	49	37
50	—	50	30

Also available in Stereo

Also available in EP



ALBUM REVIEWS

POPULAR PICKS OF THE WEEK



"SINATRA-BASIE"—Frank Sinatra, Count Basie—Reprise R 1008

The wax marriage of Frank Sinatra and the Count Basie band makes for one of the most enjoyable musical romps that either the chanter or orkster has cut. The band sound here is more prominent than on other Sinatra albums. The forceful drive and exuberance of the crew is given plenty of opportunity to wail in their own distinctive fashion. However, the chanter does not take back-seat position. Sinatra's inimitable, original style is firmly showcased on "Please Be Kind," "My Kind Of Girl" and "I Won't Dance." Sure-fire chart item.



"1962's GREATEST HITS"—Billy Vaughn—Dot DLP 3497

In an industry of fickle tastes and likes, Billy Vaughn is one of the most consistent hit-makers around. Each of his albums has a distinctive, ultra-commercial sound and this package which boasts a delightful dozen of last year's hits seems sure to score heavily in the coin department. The orkster's crew turn first-rate renditions of such biggies as "Telstar," "I Can't Stop Loving You" and "Ramblin' Rose."



"THE NEW CHRISTY MINSTRELS IN PERSON"—Columbia CL 1941

The New Christy Minstrels clicked with their first album and this second addition of their distinctive brand of folk harmonizing seems destined to reach the charts in no time flat. This session, cut live at Hollywood's Troubadour, spotlights the group reading an interesting group of familiar and little-known items. The group's director, Randy Sparks, skillfully leads them through readings of "Denver," "The Invalids" and "You Know My Name."



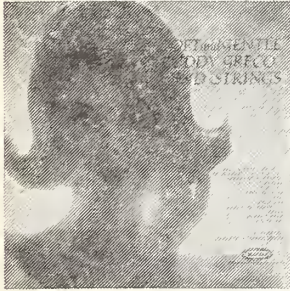
"OUR MAN IN BOSTON"—Arthur Fiedler & Boston Pops—RCA Victor LSC-2599

Arthur Fiedler and the Boston Pops Orchestra have captured a lot of chart laurels in the past and this newest session on Victor seems destined to travel the same path. This very diversified program includes tunes from Broadway, the flicks, and TV commercials. The maestro leads his men with the expected verve and artistry that has made this aggregation one of the best-selling in the country. Exciting bands here are "March Of The Charioteers," "Guys And Dolls Medley" and "Hey, Look Me Over."



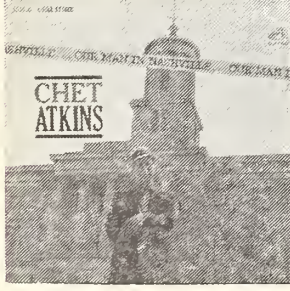
"THE GOLDEN HITS OF ITALY"—Emilio Pericoli—Warner Brothers WS1489

Emilio Pericoli's chart-riding disk, "Al Di La," made him an overnight success in this country and this tuneful package of old and new Italian goodies should score heavily in the coin department. Singing in English and Italian, the baritone gives a pure romantic flavor to such items as "Non Dimenticar," "Volare" and "Arrivederci Roma." Plenty of vocal excitement here for the balladeer's legion of fans.



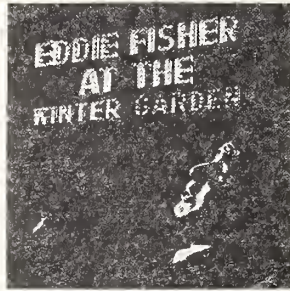
"SOFT AND GENTLE"—Buddy Greco—Epic LN 24032

Through the years Buddy Greco has earned a solid reputation as a singer's singer. The talented chanter is perfectly capable of belting out blues items or uptempo tunes but on this new set he directs all of his attention to a warm collection of romantic ballads. Greco's versatile legit flavored voice, backed by Robert Mersey's strings, is superbly showcased in "I Wish You Love," "My Funny Valentine" and "Moonlight In Vermont." Loads of sales potential.



"OUR MAN IN NASHVILLE"—Chet Atkins—RCA Victor LSP2616

Chet Atkins, who recently struck paydirt with his "Caribbean Guitar" LP, comes up with another first-rate session on Victor. This time out the talented guitarist exemplifies the Nashville sound on a bevy of country and pop items. Included here are inventive and nimble-fingered readings of "Alexander's Ragtime Band," "The Old Double Shuffle" and "A Little Bitty Tear." The disk has plenty of built-in sales ingredients and should go the success route rapidly.



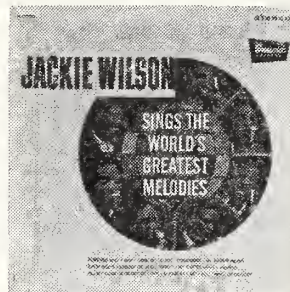
"EDDIE FISHER AT THE WINTER GARDEN"—Ramrod 1

Eddie Fisher's triumph at Gotham's Winter Garden is perfectly captured on this delightful two-disk set cut live during the chanter's engagement at the theater last year. With Eddy Samuels providing the musical backing, Fisher displays a mature, polished, professional delivery on a top-flight group of standards. Best listening bets here include "This Nearly Was Mine," "Sitting On Top Of The World" and "Wish You Were Here." All of the artist's legion of fans should come out in force for the package.



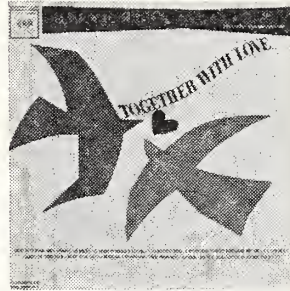
"STRINGS IN DIXIELAND"—Henry Jerome—Decca DL 74307

With eight albums in his successful "Brazen Brass" series to his credit, Henry Jerome has established himself as one of the most imaginative musical innovators around today. As this album's tag suggests, Jerome has combined the hard-driving excitement of traditional dixieland style with the subtlety of massed strings. The effect makes for a delightful, free-flowing brand of danceable and highly listenable jazz. Standout sides include "Muskrat Ramble," "Chicago" and "Sweet Lorraine."



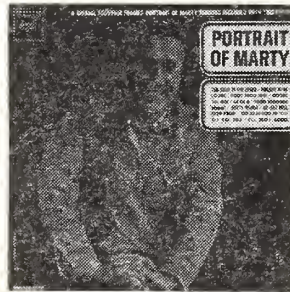
"JACKIE WILSON SINGS THE WORLD'S GREATEST MELODIES"—Brunswick BL 754106

The Brunswick hit-maker has earned many laurels in the past for his distinctive song stylings and this new package of romantic evergreens ranks as one of his best sessions to date. Wilson's wide-range, rich voice and superb phrasing are aptly suited to such favorites as "Forever And A Day," "Take My Heart" and "Each Night I Dream Of You." Kudos also go to Dick Jacobs for a top-notch ork-chorus backing. Eye the LP for rapid acceptance.



"TOGETHER WITH LOVE"—Eileen Farrell, Andre Previn—Columbia CL 1920

Both of the classically-oriented artists here display an unusual ability to communicate in the popular idiom. Previn has come up with a bevy of inventive arrangements for a fine group of Broadway sturdies and does an equally creditable job conducting the ork and on the piano. The lark's potent, wide-range voice carries her in good stead as she dishes up "But Not For Me," "By Myself" and "Cabin In The Sky." Disk should develop into a strong seller.



"PORTRAIT OF MARTY"—Marty Robbins—Columbia CL1855

Marty Robbins continues with his trend of country-flavored pop ballads on this Columbia outing which features the warm-voiced baritone in a variety of melodic vocal offerings. The chanter adds a bit of spice with Hawaiian and Spanish tunes performed with his usual artistry and feeling. Best bets here are "Beyond The Reef," "The Nearness Of You" and "All The Way." The package includes a portrait of the songster. One of Robbins' best to date.



"THE BOSS OF THE BOSSA NOVA"—Joao Gilberto—Atlantic 8070

In recent months there has been a tremendous amount of bossa nova product released but little, if any of it, is authentic. This first-rate Atlantic set spotlighting the singing talents of Joao Gilberto is a delightful exception to the rule. The chanter treats the samba-styled Brazilian rhythm not as a new dance craze but as a significant highly-personal mode of expression. Gilberto's lyrical, feelingful style carries him in good stead on "Barquinho," "Voce E Eu" and "Coisa Mais Linda." A splendid entry.



"TEEN STREET"—Maurice Chevalier, Hayley Mills—Vista BV3313

Maurice Chevalier and Hayley Mills team up to introduce some teenage performers and launch the session themselves with a clever talk-sing number called "Teen Street." Some of the performers included here are Annette, Billy Storm, Gary Shortall, and the Sylte Sisters. Added interest is provided by occasional commentary by Chevalier and Hayley Mills. Rockin' tracks here are "Walkin' and Talkin'," "Double Feature Movie" and "Double Date." The teen dance crowd should come out in droves for this one.



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Columbia Pictures presents
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JACK HAWKINS
JOSE FERRER
ANTHONY QUAYLE
CLAUDE RAINS
ARTHUR KENNEDY
OMAR SHARIF
AS
PETER O'TOOLE
as LAWRENCE



"I deem him one of the greatest beings alive in our time.
...we shall never see his like again. His name will live in history.
It will live in the annals of war...It will live in the legends of Arabia!"
-WINSTON CHURCHILL

Music composed and conducted by MAURICE JARRE

HI FIDELITY

CP 514

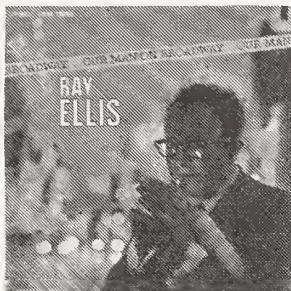
SCP 514

Popular singles also available on Colpix and May records:

673 • LAWRENCE OF ARABIA
Bernie Leighton

CP 674 • THE VOICE OF THE GUNS
Arabian Knights

MY 131 • LAWRENCE OF ARABIA
Jim Hall



"OUR MAN ON BROADWAY"—Ray Ellis—RCA Victor LSP 2615

Here's a superb sampling of instrumental readings of tunes from current and while-back Broadway musicals. Orkster Ray Ellis has assembled a dozen tunes with taste and discretion and directs the crew in some dazzling renditions of such favorites as "Everything Coming Up Roses," "Til There Was You" and "I Believe In You." Fine fare for either dancing or listening enjoyment.



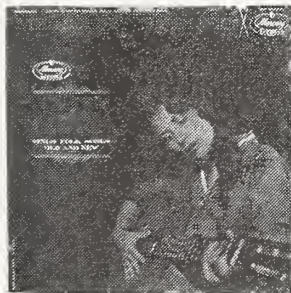
"THE FABULOUS VOICE OF RICHARD TUCKER"—Columbia ML5797

Here is a power-packed package of standards from Richard Tucker, the big-voiced tenor from the Met. The dynamic singer has won many laurels for his performances at the Met, and this pop debut on Columbia is sure to find widespread public acceptance. Tucker's phrasing reflects ease and sureness and his handling of melody is superb. First-rate tracks here are "The Exodus Song," "The Sweetest Sounds" and "Love Is A Many-Splendored Thing." Strong chart potential here.



"THE DESERT SONG"—Gordon MacRae/Dorothy Kirsten—Capitol SW1842

Here is another wax-marriage of Gordon MacRae and Dorothy Kirsten and again supported by The Roger Wagner Chorale in Romberg's delightful "The Desert Song." Light-hearted romance and lush melodies are the highlights of this memorable operetta and top-notch performances by the principals add new freshness and beauty to the score. In stereo, there is added depth and color. Show buffs will surely want this one.



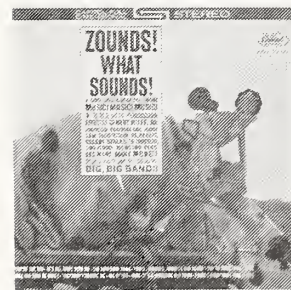
"ANITA CARTER SINGS FOLK SONGS OLD AND NEW"—Mercury SR 60770

For this, her initial Mercury wax, Anita Carter displays her professional vocal charms on an interesting collection of folk standards and newies. The lark's amazingly clear bell-like carries her in good stead as she offers "All My Trails," "As The Sparrow Goes" and her recently-released single of "Love's Ring Of Fire." Fine programming fare.



"SONGS I SING ON THE JACKIE GLEASON SHOW"—Frank Fontaine—ABC-Paramount ABC 442

Frank Fontaine is probably better known as a laughman than a singer. His creations such as "John L. C. Sivoney" and "Crazy Guggenheim" have made millions laugh for years. On this ABC-Paramount outing the performer displays a new side: a fine, romantic baritone voice. With a top-drawer backing from Sammy Spear's ork Frontoine unleashes his vocal talents full-blast on "Daddy's Little Girl," "If I Had My Way" and "Always." The artist's regular exposure on the Jackie Gleason TV'er should help the disk in the sales department.



"ZOUNDS! WHAT SOUNDS!"—Dean Elliott—Capitol ST 1818

Dean Elliott is orkster with a truly imaginative touch. On this, his premiere recording, the maestro effectively utilizes such diverse "instruments" as a cement mixer, air compressor, punching bag and hand saw to blend with his big band and form genuine melodic constructions. Elliott has written parts for the above-mentioned collection of objects. The crew shines as they dish up "Rain," "They Didn't Believe Me" and "All Of You." Set should attract a wide variety of record buyers.



"XIOMARA ALFARO EN NUEVA YORK"—Seeco SCLP 9237

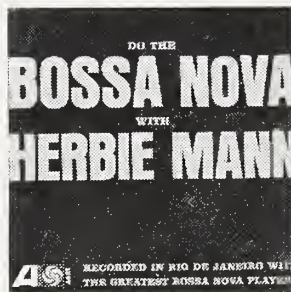
The South American thrush Xiomara Alfaro showcases her vocal talents on this new offering from Seeco in a varied program of rhythms and moods. With fine backing by Joe Cain and his orchestra, the lark launches the set with an up-tempo tune titled, "Pachanga In Society," and includes others that are Afro-Cuban oriented as well as pure Latin. Some interesting sides here are "Simply An Illusion" and "Stormy Weather."



"AMERABA"—Eddie Kochak, Hakki Obadia—Georgette 621

In the past several years there has been a wide-spread interest in eastern music and culture as evidenced by the appearance of numerous Arabic and Egyptian supper clubs around the nation. Eddie Kochak and Hakki Obadia serve up a dozen samplings of this intricate quarter tone form for music on this delightful Georgette release. The ork shines as they render top-rung readings of "Hava Nagila Araby," "Miserlou" and "Cleopatra Dance." A refreshing musical experience.

JAZZ PICKS OF THE WEEK



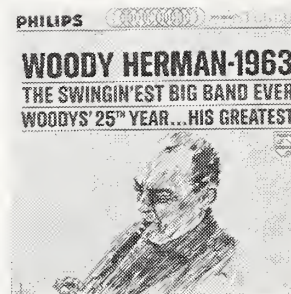
"DO THE BOSSA NOVA WITH HERBIE MANN"—Atlantic 1397

Herbie Mann, who has created an outstanding reputation for his efforts in the Afro-Cuban idiom, offers proof-positive of his ability to wail in other jazz areas with this top-notch bossa nova set cut in Brazil. Mann's swingin', haunting flute blends perfectly with a crew of Brazilian musicians. The sound here is the best free-flowing Mann tradition. Best bets include "Deve Ser Amor," "Menina Feia" and Antonio Carols Jobim singing his self-penned "One Note Samba."



"CAROL SLOANE LIVE AT 30TH STREET"—Columbia CL1923

Carol Sloane makes her second appearance on Columbia with this swinging session of jazz-flavored standards cut live at the 30th Street studios. The lark exudes warmth and feeling on this session as she gives feelingful treatments of a bag of evergreens that are enhanced by her distinctive vocal style. The thrush is at her very best on "Love Walked In," "My Melancholy Baby" and "Don't Get Around Much Anymore." The disk is a potent jazz vocal offering.



"WOODY HERMAN-1963"—Philips PHS600-065

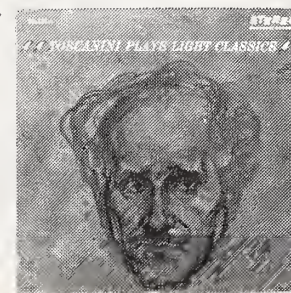
Woody Herman has long been recognized as an important pioneer in American jazz and this program of big band jazz items contributes much to his reputation. His artistry was never more evident as on this session which features some of the best sidemen in the business. The soloists wail with abandon but stay within the bounds of the orkster's clever arrangements. Swingin' sides here are "Don't Get Around Much Anymore," "Camel Walk" and "Tunin' In."



"THE HAPPY BIRD"—Charlie Parker—PLP 404

Since the death of Charlie Parker, this as well as others have re-released many tapes cut by the great alto saxist. This new session, cut at a jam session in 1951, has never been released before and stands as an impressive testament to Parker. Such jazz luminaries as Charlie Mingus, Wardell Gray and Roy Haynes are featured as sidemen but all the excitement is strictly around Parker. The fidelity is excellent on all of the sides but the best examples of the artist's talent can be found in "Scrapple From The Apple" and "I Remember April."

CLASSICAL PICK OF THE WEEK



"TOSCANINI PLAYS LIGHT CLASSICS"—RCA Victor VCS 7001

Throughout his life Toscanini's technical virtuosity and amazing musical comprehension established him as perhaps the greatest contemporary conductor. Although he was better known for his interpretations of the heavier classics this excellent two-pocket Victor release firmly evidences his ability to render lighter selections. The conductor directs the NBC Symphony Orchestra through the intricate paces of Bizet's "Carmen Suite No. 1," Rossini's "William Tell Overture" and some other melodic, romantic pieces with polish and verve. A superb offering.

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ROOSEVELT NETTLES
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Smash!
MAMA DIDN'T LIE
JAN BRADLEY
CHESS 1845

ON THE CHARTS

EVERY DAY I
HAVE TO CRY
STEVE ALAIMO
CHECKER 1032

LONELY BABY
TY HUNTER
CHECKMATE 1015

MOVING UP THE CHARTS

WOULD IT MAKE
ANY
DIFFERENCE
ETTA JAMES
ARGO 5430

BOSSA
NOVA BIRD
THE DELLS
ARGO 5428

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CO
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BIOS FOR DEEJAYS

Paul & Paula



Paul and Paula, who are currently riding the Top 100 in the #23 slot with "Hey Paula" on Philips, are students at Howard Payne College in Brownwood, Texas. The twosome teamed up after singing for a Cancer drive radio program on KEAW. Paul, a talented songwriter, penned the hit tune, and the youngsters decided to head for Fort Worth in November, 1962, for an audition with Major Bill Smith, well-known star-maker, who launched such stars as Bruce Channel to recording fame.

The young hopefuls drove 130 miles to Smith's studios only to learn he was scheduled to record an artist and could not audition them. Paul and Paula, determined to make Smith listen to them, sat in the reception room, hoping to get at least a word with Major Smith. Luck was with them, for the artist scheduled to record did not show up. As Smith walked out of the studios, the duo began singing "Hey Paula" and within minutes the impresario knew that they had the spark of real talent and he cut a dub of the tune the same day. The rest is history.

Excellents



The Excellents are quite a unique group in that all five boys, ranging from 17 to 19 years old, were actually boyhood friends. They attended and graduated from the same High School in Brooklyn, Thomas Jefferson; and the boys were born and raised and still reside in Brooklyn.

They started singing together as a group just a short three years ago. Good fortune smiled on their outstanding talents when they scored a hit with their first release on Blast Records, "Coney Island Baby," which is currently holding the #67 spot on the Top 100.

They have appeared in better known spots up and down the entire east coast, where their singing and dancing act has met with enthusiastic response. During the last two seasons they have played many of the Catskill Mountain resorts.

The group consists of Gary Allen (lead), Donnie Scherr (baritone), Neil Bernstein (second tenor), Carlo Miranda (first tenor) and Dave Strum (bass).



PLATTER SPINNER PATTER

The Dick Clark Show (7 PM to 9 PM, Monday thru Friday) made its debut last Monday on WWDC-Washington. Hosting the program along with Clark was WWDC personality Earl Robbin. This was the first time in Washington radio history that a national personality and a local personality will be doing a radio show together. The show is custom-made for WWDC and is directed specifically to listeners of the greater Washington area. In addition to playing the top tunes of the Washington area, Clark and Robbin will interview the top recording artists in the country. On the debut show, Tony Bennett, Connie Francis, Chubby Checker, Dion and Dee Dee Sharp were featured.

The Pete Myers Swamp Fund, a tongue-in-cheek campaign to collect 919 acres of swamp acreage actually needed by New Jersey to qualify its great Jersey swamp as a federal game preserve, recently slogged to a successful completion as the WINS-New York mail count rose to over 1,000. Among the contributors from outlet listeners to Myers' on-the-air plea for swamp fodder was the Fordham University parking lot, offered by the University's Dean George J. McMahon, S. J. Other listeners generously offered damp sponge mops, samples of Dr. Zorba's hair, the entire community of Far Rockaway and various New York City high schools.

They're still dancing to radio and WLNA-FM-Peekskill proved it. A New Year's Eve dancing party, featuring 1½ continuous hours of big band dance music, drew enthusiastic listener response. From 6:10 PM until 5:30 AM, the 20,000 Westchester station aired every kind of music imaginable, spotlighting name bands from the 30's and 40's, right up to the latest dance fads.

WSIX-FM-NASHVILLE has applied to the F.C.C. for authority to increase FM transmission power on 97.9 mc from the present 30,000 watts to 100,000 watts and to raise the transmitting antenna from the present 800 feet above the average terrain to 1000 feet above average terrain (or an actual 1800 feet above sea level.) If the requests are granted . . . the changes will permit the station to serve an additional half million potential listeners in the middle Tennessee, southern Kentucky and northern Alabama area.

Party Time with Darrel Peters spinning sing-along-songs and music from by-gone recently premiered WGN-Chicago. The program will be broadcast live Monday thru Fridays at 9:05 to 9:30 PM, and on Saturdays at 9:30 to 10 PM. Darrel will include dance-along tunes as well as the sing-alongs from music of the gay 90's, the roaring 20's and the 30's and 30's during the broadcasts.

Cal Milner, KHJ-Hollywood, announcer recently interviewed more than 20 local TV and flick stars for use on night time program. The celebs were attending a special invitational showing of "Two For The Seesaw" at a Beverly Hills theater. . . . KHJ went whole hog for 1962 on its New Year's Day broadcast. For 17 hours (outside of the Tournament of Roses Parade) the station ran a recall-1962 show, which featured the outstanding musical hits, leading artists and top

news stories of the year. Station topped off the proceedings with a cut-in to New Year's Eve in Times Square Square, then wound up the day with gala happenings in L. A. on the final night of the year.

KFJZ-Fort Worth's "traveling newsman," Porter Randall, has left again on another tour of strange and intriguing faraway places overseas to gather material for a new series of lectures and personal appearances. Randall will conduct a tour of thirty Texans through the Holy Land, Egypt, the Middle East and the Mediterranean. He will visit Rome, Cairo, Beirut, Damascus, Jericho, Arman, Jordan, the Dead Sea area, Bethlehem, Jerusalem, Tel Aviv, Haifa and the Sea of Galilee. His itinerary will bring him back across the Mediterranean to Madrid, Tangiers, Gibraltar and his last stop will be London. He will, of course, be keeping his eye on the world affairs and should anything break out in the area while he is on tour he will cover it via telephone for KFJZ.

It seems that there has been a great deal of confusion about the deejay line-up on WOND-Pleasantville, New Jersey. The correct line-up is as follows: Gene Packard (6 to 10 AM), Ray Freeman (10 to 12), Tom Lamine (12 to 3), Bob Connell (3 to 7), and Skip Rafferty (7 to 12).

The transfer of ownership of WCKR and WCKR-FM-Miami from Biscayne Television Corporation to Miami Valley Broadcasting Corporation was recently finalized in Miami. Word came from J. Leonard Reinsch, executive director of the Cox radio and television organization.

The Intermountain Network announced last week the formation of a Montana Intermountain Network News Bureau forging the last link, in a much-expanded regional news coverage pattern. Intermountain Network completed installation of new feeding facilities located in KBIL-Helena and placed it in charge of Terry Bass, vet Montana newsman. Bass will be in charge with complete Montana news coverage and currently is engaged in furnishing two legislative reports daily to the thirteen Montana stations of Intermountain Network and one complete regional newscast. In addition, he is serving Salt Lake headquarters with three daily reports which are incorporated in regional news coverage originating from that point.

KDKA-Pittsburgh listeners shared in a surprise party for an outstanding broadcasting personality on New Year's Night. The guest of honor: Ed Shaughency, one of the area's most popular figures just as he has been for the past 25 years. Shaughency was presented a special award from Westinghouse Broadcasting Company.

VITAL STATISTICS:

Ken Dowe exits his air spot on KBOX-Dallas to assume a similar position on WQXI-Atlanta. . . . Bill Cusack is now spinning 'em on WKOX-Framingham, Massachusetts. . . . Otto Goessel rejoins WTIX-New Orleans after a year's leave of absence for military duty. . . . Buddy McGregor given the green light as program director of KTRH-Houston.

1st
SHERRY #1

2nd
BIG GIRLS
DON'T CRY
#1

NEXT #1

WALK LIKE A MAN

4 SEASONS

VJ485

Heading For The Charts

HIS & HERS

TONY DOUGLAS

VJ481

Starting To Happen

THE WALK

LUE CAZZ

VJ483

Breaking Big

A HUNDRED WAILIN' CATS

ACCENTS

VJ484

Flipped Over By Request

RAINBOW

GENE CHANDLER

VJ486

Going Strong

LETS GET TOGETHER

JIMMY REED

VJ473

On The Charts And Going Higher!

LOVESICK BLUES

FRANK IFIELD

VJ477

Moving To Chartsville

MOVE 'N GROOVE

GIL HAMILTON

VJ479

1st C&W—Going Pop

HELLO TROUBLE

ORVILLE COUCH

VJ470

On The Charts

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BLUE NOTE 45x1876

HORACE SILVER
SAYONARA BLUES

BLUE NOTE 45x1872

THE 3 SOUNDS
NOTHING BUT
THE BLUES/
YOU ARE
MY SUNSHINE

BLUE NOTE 45x1831

GOING STRONG!
JIMMY SMITH

**HONEYSUCKLE
ROSE /**

LULU'S BACK IN TOWN
BLUE NOTE 45x1852

IKE QUEBEC
—Bossa Nova—

**LOIE / LLORO
TU DESPEDIDA**

BLUE NOTE 45x1874

HERBIE HANCOCK

**WATERMELON
MAN**

BLUE NOTE 45x1862

BLUE NOTE

43 W 61st St. New York 23, N. Y.

A Son In Gotham



NEW YORK—Allan Sherman, who is currently pulling loads of loot with his runaway best-selling Warner Brothers album of "My Son, The Folk Singer," recently stopped by the New York radio stations to promote his follow-up chart-riding LP, "My Son, The Celebrity." Shown (left to right) in the tonic at WMCA are Joe Bogart, Ruth Meyer, program director, Sherman and Don Davis. The laughman is flanked by Al Trilling (left) and Mike Comito at WNEW in the middle shot. Standing (left to right) in the bottom photo at WINS are Stan Z. Burns, Sherman and Jack Lacy.

MGM Makes TV Tie-In For Kiddie Line

NEW YORK—MGM Records and Presto-Pop Popcorn, sponsors of TV kiddie programs, are cooperating in a special tie-in that will promote five albums of the label's kiddie series on 34 TV outlets in major & secondary markets throughout the country.

Promotion, set to run through Jan. 31, features such kiddie sets as "Tom Thumb," "The World of Circuses & Clowns," "Rip Van Winkle," "The Children's Sing-Along" and "Favorite Marches For Children."

Arrangements call for albums to be shown on camera with accompanying audio credit for each album on all participating stations. Albums and boxes of popcorn are awaited as prizes to young viewers through write-in contests.

Who Stole What?

NEW YORK—If you've been listening to The Matys Bros. polka dinking of "Who Stole The Keeshka?" on the Select label, a subsid of Joy Records, you may not only be concerned about who stole it, but also what exactly was stolen. Well, keeshka is a polish sausage, which also takes the form of a Jewish stuffed derma, Russian-type sausage, etc.

A number of radio outlets—to the advantage of the deck, which enters the Top 100 this week in the no. 98 slot—are using the offbeat title to run various contests which require audiences to tell who stole the keeshka and what ingredients are used to make one.



JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

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

**GONNA TAKE A CHANCE
DON'T CRY DONNA**
Tommy Roe (ABC-Par 10389)

ONLY YOU
Mr. Acker Bilk (Atco 6247)

HONEYSUCKLE ROSE
Jimmy Smith (Blue Note 1852)

WHAT GOOD AM I WITHOUT YOU
Jackie Wilson (Brunswick 55236)

**GREENBACK DOLLAR
NEW FRONTIER**
Kingston Trio (Capitol 4898)

LET ME ENTERTAIN YOU
Ray Anthony (Capitol 4876)

MR. COOL
Champs (Challenge 9180)

WELCOME HOME
Frankie Avalon (Chancellor 1125)

HULA HULA DANCING DOLL
Trade Martin (Coed 573)

**BIG NOISE FROM WINNETKA
(Pts 1 & 2)**
Cozy Cole (Coral 62339)

**LEAVIN' ON YOUR MIND/
TRA LE LA LE LA TRIANGLE**
Patsy Cline (Decca 31455)

**SAME OLD HURT
CURRY ROAD**
Burl Ives (Decca 31453)

MISERLOU
Dick Dale (Del-Tone 5019)

LET THE FOUR WINDS BLOW
Sandy Nelson (Imperial 5904)

KNOCKERS UP (EP)
Rusty Warren (Jubilee JGM 2029)
LET'S STOMP
Bobby Comstock (Lawn 202)

RED PEPPER
Roosevelt Fountain (Prince-Adams 447)

DAYS OF WINE AND ROSES
Henry Mancini (RCA Victor 8120)

AS LONG AS SHE NEEDS ME
Sammy Davis, Jr. (Reprise 20138)

WHO STOLE THE KEESHKA
Matys Bros. (Select 719)

HITCH HIKE
Marvin Gaye (Tamla 54075)

TELL HIM I'M NOT HOME
Chuck Jackson (Wand 132)

NOBODY BUT ME
Isley Bros. (Wand 131)

NEW ADDITIONS to TOP 100

66—**RUBY BABY**
Dion (Columbia 42662)

68—**YOUR USED TO BE**
Patsy Cline (Decca 31454)

69—**WALK LIKE A MAN**
4 Seasons (VeeJay 485)

71—**SEND ME SOME LOVIN'**
Sam Cooke (RCA 8129)

77—**YOU'RE THE REASON I'M LIVING**
Bobby Darin (Capitol 4897)

80—**LOVE (MAKES THE WORLD GO
ROUND)**
Paul Anka (RCA 8115)

81—**END OF THE WORLD**
Skeeter Davis (RCA 8098)

83—**I WANNA BE AROUND**
Tony Bennett (Columbia 42634)

84—**BLAME IT ON THE BOSSA NOVA**
Eydie Gorme (Columbia 42661)

86—**PUDDIN' 'N TAIN**
Alley Cats (Philles 108)

88—**OO-LA-LA-LIMBO**
Danny & Juniors (Gudyen 1240)

90—**I WILL LIVE MY LIFE FOR YOU**
Tony Bennett (Columbia 42634)

94—**I'D RATHER BE HERE IN
YOUR ARMS**
Duprees (Coed 574)

98—**WHO STOLE THE KEESHKA**
Matys Bros. (Select 719)

99—**THAT'S THE WAY LOVE IS**
Bobby Bland (Duke 360)

100—**WILLIE CAN**
Sue Thompson (Hickory 1196)

AIMED AT OPS

Near You/Dancing With Tears In My Eyes—Wayne King—Decca 25590

Warner Brothers Sales Meet



HOLLYWOOD—Warner Brothers Records recently held a series of key sales meetings in their Hollywood home base. Key label personnel from all over the country attended the event. Sitting (left to right) in the background are the label's Matt Gilligan, Arnold Theis, Sid Schaeffer and Joel Friedman. In the foreground (left to right) are Bob Summer, Stan Applebaum, Jimmy Hilliard and Hugh Hilliard. The photo was taken by Marvin Deane who also attended the meetings.

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Some
Lovin'**

**Baby,
Baby,
Baby**

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RECORD

RAMBLINGS

NEW YORK:

Harry Finfer in town last week, from Philly, tells us that his outfit is red-hot with three different labels; Danny White's "Kiss Tomorrow Goodbye" (Frisco), the Tam's "Deep Inside Me" (Arlen) and Amos Milburn, Jr.'s "Gloria" (Shalimar). . . . Ella Fitzgerald's set for a 1/11-20 stand at the Deauville in Miami Beach. Thrush's latest Verve LP's tagged "Ella Swings Gently With Nelson." . . . Bill Darnell, of the Herald-Ember-Comet set-up, sends along word that the Concorde's "Marlene" is now spreading to Cleveland after busting wide open in Pittsburgh. . . . Bob Kornheiser sends along word that "The Dog," by Rufus Thomas (Stax) continues to break out in new markets; that Ray Charles' "Carrying That Load" (Atlantic) is getting the heavy initial order treatment and that Betty Lavett's "My Man-He's A Loving Man" (Atlantic) is now showing real sales strength in the major marts. . . . Lenny Meisel, doing indie promo work on all the Colpix' Gower-published versions from the pic block-buster, "Lawrence Of Arabia." Included are performances by UA's Ferrante & Teicher, London's Frank Chacksfield, Columbia's Percy Faith, Colpix' Bernie Leighton and May's Jim Hall.

on 1/14. Best wishes to label-mate Dick Contino & the Mrs., who are expecting the stork, for the 5th time, in early March. Dick's current LP wax representation is "Hawaiian Melody."

Jamie/Guyden's Paul Fein notes from his Philly desk that; Barbara Lynn follows her 1/10 Dick Clark shot doing her "You're Gonna Need Me"—with a tour of one-niters thru the south and winding up with a week, starting 2/8 at Balt.'s Royal Theatre and a week, starting 2/15, at D.C.'s Howard Theatre; that the Sherrys broke it up at their Apollo Theatre holiday stand doing their latest, "Slop Time" and "Let's Stomp Again" and that Danny & The Juniors, clicking with "Oo La La Limbo," are planning an extended Feb. tour of Canada. . . . Maestro Tony Cabot to wax a live LP of 12 all-time Hawaiian tunes at the Lexington's Hawaiian Room. . . . Indie promo man Bill Spitalsky dropped by with the news that Sammy Davis' latest for Reprise, "As Long As She Needs Me," is already a bust-wide-open sales item in the N.Y. area. . . . Ambassador A&R director Al Goodman looking for name artist tapes for the company's Guest Star line. . . . Selma Rich Brody, who produced "My Son, The President" for Clan, with an able assist by Sid Ascher, working on a new comedy

. . . Amy artist Lister Shaw (he had "Theme From Northern Lights") has turned producer-cleffer-with a deck he recently produced and penned being turned over to the London group for a Feb. release. . . . Canadian-American's national promo man Mike Gruber out to Chi and Cleveland this week in behalf of Jennie Smith's "I Won't Go Away (Little Boy)" and Teri Allen's "Goodnight, It's Time To Go."

Aldon Music VP Emil LaViola out to the west coast this week to meet with the A&R men there. Dimension's Little Eva, currently clicking with "Keep Your Hands Off My Baby," embarks on a 6-week tour of England, where she had a chart-topper in "Loco-motion." . . . Victor's Tommy Boyce making the hop and deejay rounds in the mid-west this week in behalf of his "Have You Had A Change Of Heart." He's due back here on 1/21 for a new session. . . . Capitol's Lou Rawls, who recently signed with Lee Magid's Mgmt. office, set for the Sugar Hill nitery in 'Frisco, for 10 days, beginning 2/4. . . . Joyce Becker, in Florida for 3 weeks of deejay promo, notes that Armand Sorrentino'll be winging to Chicago in behalf of his Chess deck, "Lonely Star." . . . Tony Lawrence set to open at E. 55th Street's Peyton Place on 1/11.

Renee. . . Decca's Frank Scardino is singin' out for a pair of double-headers "Curry Road" b/w "The Same Old Hurt" by Burl Ives and "Leavin' On Your Mind" b/w "Tra La La La Triangle" by Patsy Cline. . . . Comic Slappy White, recently inked to a long term personal management pact by Jordan Ross Associates, is prepping for some TV and concert appearances prior to beginning work on a new Mercury album. . . . Barney Fields reports that sales on Tony Bennett's "I Wanna Be Around" (Columbia) have topped the 25,000 mark for a two-week period in this area and that his San Francisco LP was a top seller here during the holiday week!!! Now that Googie Rene's "Flapjacks Pt. I" is well on its way, Ernie and Bill Leaner of United Record Dist. will be concentratin' on follow-ups "Hitch Hike" by Marvin Gaye (Tamla) and "Tell Him I'm Not Home" by Chuck Jackson (Wand).

Warren Bills, society band leader from Chi, has been signed to front the Ted Weems Orchestra, which will continue to be booked by Orchestras, Inc. The ailing Weems has been transferred to his home in Dallas for a lengthy period of convalescence. . . . Irv Brusso (RCA-Dist) is on the move promoting recent outings "Is This Me" by Jim Reeves, "Know It All" by



TONY BENNETT



CLEVE LARADO



CONNIE FRANCIS



RIP TAYLOR



LOU RAWLS



FRANKIE ANTHONY

Smash's roving ambassador Doug Moody in town long enough to tell us that Jack Clement's "My Voice Keeps Changing" (on Hall-Way) is starting to break thru-especially in the met area and that he's getting great initial reaction to Toni Fisher's Smash bow, "Laugh Or Cry." . . . Among the big sellers with Cosnat's salesgal Evelyn Cornell are the Drifters' "Up On The Roof" (Atlantic), Roosevelt Fountain's "Red Pepper" (Prince-Adams) and the aforementioned Ray Charles Atlantic session. . . . Mercury's George McCannon III continues to send along attention-getting gimmicks in behalf of his up-coming release, "Candle In The Wind." This time he sent a small candle. . . . Connie Francis, whose current MGM smash single is "I'm Gonna Be Warm This Winter," opens her Sahara stand in Vegas, for 4 weeks, starting 1/15. While there she'll have her act waxed live for an LP release next month.

Tony Bennett, who has a double-barreled Columbia follow-up to "San Francisco" in "I Will Live My Life For You" and "I Wanna Be Around," currently at the Sahara Inn Motel, in Chi, thru the 19th of Jan. . . . Date'll be followed with a one-week'er at Puerto Rico's San Juan Hotel. . . . Mercury's Damita Jo heads out to the Holiday House in Milwaukee for a 3/4-16 gig. . . . Cetevone topper John Cetevello infos that he has just signed Riki Troy to a wax pact and that his label bow'll couple "Miami Beach" and "Linda." . . . Comedian Rip Taylor, who's been getting top TV exposure via the Ed Sullivan shows, has waxed an LP of his 'crying routines,' tagged "Taylor-Made," which several companies are reportedly bidding for. . . . Frankie Miller items that the Easy Riders, with a 'new face' and a big sound, are set for an Epic LP release this week. . . . Mercury's Xavier Cugat and Abby Lane sailed for the West Indies, this week, to open a 2-week stint at the Aruba Caribbean Hotel

package. . . . Frankie Calen returns to the Concord Hotel, Kiamesha Lake, 1/17, by popular demand.

It's hard to believe dept.; Warner Bros.' Marvin Deane has set a Jan. 24th wedding date with Judy Stone of White Plains. Best wishes! . . . Charlie Fach telegrams from his Smash offices in Chicago that Albert Collins' Hall-Way waxing of "Defrost" has already busted loose in Chi and Houston from r&b play alone and the Bill Justis "Alley Cat"—"Green Onions" LP is the biggest package in the label's history. . . . Ben Arrigo notes that Cleve Larado's headin' south on an apromo trek in behalf of his "Hidin' The Stick" Medallion bow. . . . RCA's Neil Sedaka to gueststint on the 1/27 Ed Sullivan TV'er. . . . Sorry to hear about the passing of Kapp's Moe Preskell's mom. Our condolences. . . . Promo man Morty Wax starting off the new year with two big ones in the Rooftop Singers' "Walk Right In" (Vanguard) and Lonnie Russ' "My Wife Can't Cook" (4-J). . . . Sol Saffian, formerly with GAC, now associated with D&D Ent., located at 1639 B'way, on a personal mgmt. basis. . . . Steve & Eydie to headline at the Latin Casino, in Camden, N. J., 1/28-2/14. . . . Vaughn Monroe'll be right across the river in Philly, headlining at Palumbo's from 1/22 thru 1/28.

Capitol distribs' promo-man-about town Roy Battoccio making the rounds with a potent Jan. LP pop-release that includes Vic Damones' "My Baby Loves To Swing," Glen Gray's "Themes Of The Great Bands," George Chakiris' "Memories Are Made Of These" and the Carl Reiner-Mel Brooks set, "At The Cannes Film Festival." Roy adds that there are two hot new singles in Bobby Darin's "You're The Reason I'm Living" and the Kingston Trio's "Greenback Dollar." Label's Jonah Jones is currently in an Embers' stand while Barbara Dane's at the Room At The Bottom.

CHICAGO:

Oscar Brown Jr. (Columbia) took time from his current Gate Of Horn engagement to perform, along with the Ramsey Lewis Trio (Argo), at a youth benefit in the Lawndale Neighborhood Center (1/5), hosted by State Sen. Bernard S. Neistein. . . . Before headin' east on a brief biz trip, Ben Wood buzzed with the glad tidings that "Hey Paula" by Paul & Paula (Phillips) is makin' like a sales giant all over the country and that the label has some powerful new entries in "Waf Woof" by The Springfielders and "Woody Herman's 25th Anniversary" album. . . . Local songster Chuck Baker, out with "White Lilacs In The Rain" (Everest), guested on the Bob Greenberg Show (WEAW) 1/5. . . . Jazz artist Roland Kirk (Mercury) first place winner, in the misc. instrument category of Downbeat Readers Poll, wrapped up a very successful engagement at the Jazz Temple in Cleveland and hired out to Philly for a 12/31-1/12 stint at the Showboat. The Cleveland date reportedly spurred quite a big demand in the area for the artist's current Mercury packages "We Free Kings" and "Domino." . . . Looks like Stacy Records picked a real winner in the recently purchased Nashville-produced master tagged "Ghost Of Your Love" by Mike DeNitt. Disk's initial progress, as reported by John Doland, has prompted the label to begin searching for additional well-produced masters.

Smash topper Charlie Fach advised last week that the Smash-distributed Hallway label has its first r&b hit of the year in "Defrost" by Albert Collins which initially broke in Houston. Charlie adds that the label's local outlet, Allstate Dist., has moved over 5,000 copies on r&b play alone in the Chi area. . . . Congrats are in order for Gordon Pelzek (Radio Doctors, Milwaukee) and his lovely Susan who welcomed a pre-holiday package 12/23—a 7 lb. baby girl named

Bobby Day and "No More" by Ann-Margret. . . . Xavier Cugat and his Abbe Lane sailed for the West Indies where they'll begin a two-weeks engagement (1/14) at the Aruba Caribbean Hotel. . . . Heartbeat prexy Seymour Schwartz clews us in on a just out item by Dick "Two Ton" Baker pairing "The Barking Dog" and "The Music Goes Round And Round" (Heartbeat).

Quite a few smiling faces at Potter Dis. over the local progress of Cannonball Adderley's single "Jive Samba" (Riverside). . . . Liberty's Harvey Goldstein, who racked up plenty of promo mileage in behalf of The Ventures' "2000 lb. Bee," reports that, after a comparatively slow start, the deck has really begun to take off but big in this area and that their current LP "The Ventures Play Telstar & Lonely Bull" is doing likewise across the country. In the newies dept. Harv's pluggin' "Mama Oom Mow Mow" by The Rivingtons and "Faded Love" by Jackie DeShannon. . . . Speaking of newies, Summit Dist. boasts some real hot ones in "Half Time" by The Routers (WB), "Settle Down" by Peter Paul & Mary (WB) and "Time After Time" b/w "Don't Wait Too Long" by Erma Franklin (Epic). . . . Pete Wright is working on Johnny Mathis' latest single "What Will Mary Say" (Columbia), "My Coloring Book" LP by Kitty Kallen and "Come Back Little Girl" by local lad Ronnie Rice (IRC). Pete recently moved into new quarters at 35 E. Wacker Drive. . . . Getting bigger by the minute, according to Erwin Barg, are Lawrence Welk's "Zero Zero" and "Double Shuffle" LP (Dot) and the Jimmy Rodgers reading of "I'll Never Stand In Your Way."

HOLLYWOOD:

Bud Dain, Liberty Records is sure they have the big one for Jackie De (Continued on page 32)

CAMEO/PARKWAY

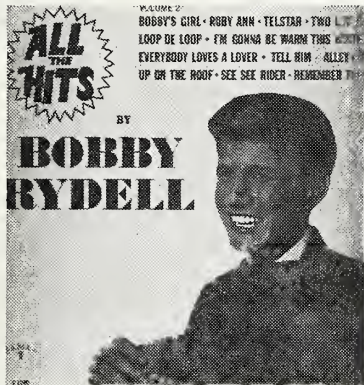
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C-1045 An Era Reborn

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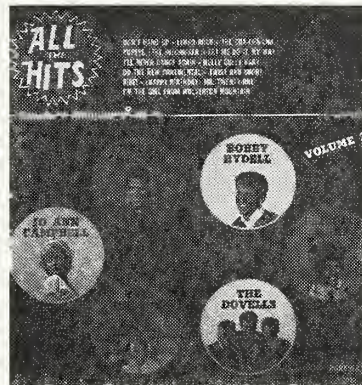
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C-1040 All The Hits—Vol. II



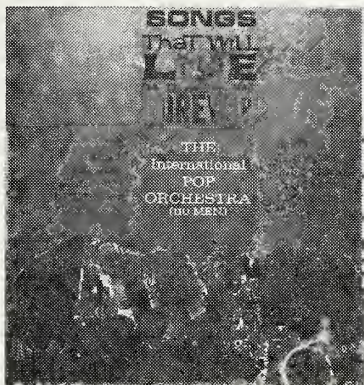
C-1032 All The Hits—Vol. II



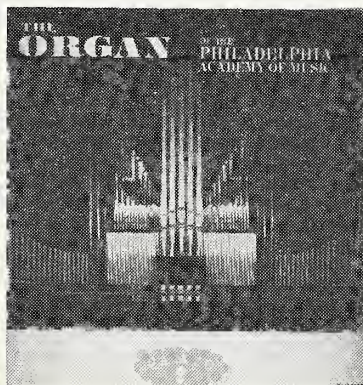
P-7016 All The Hits/All Stars—Vol. II



C-1042 Beethoven Ben Plays Piano Favorites



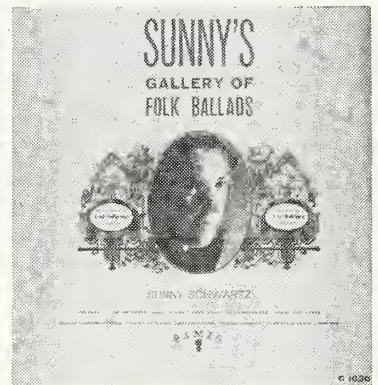
C-1037 Songs That Will Live Forever



C-4020 Academy Organ—Vol. II



P-7024 American Folk Songs



C-1030 Sunny's Gallery Of Folk Ballads

PLUS THESE BIG DISCOUNTS NOW!

12½% on new releases...plus incentives

12½% on every LP in the Cameo/Parkway catalog plus incentives

THIS OFFER FOR LIMITED TIME ONLY...START THE NEW YEAR RIGHT BY ORDERING NOW!

DATING: February, March, April

THE BIG ONES ARE ON CAMEO/PARKWAY



RECORD RAMBLINGS

(Continued from 30)

Shannon in her new single, "Faded Love." Bud said disk is getting unanimous pick hits throughout the country . . . George Jay has been named the number one promotion man in the country by both Bill Gavin's report and by Behind the Scenes out of Buffalo, New York. . . . New West Coast label, Vault Records have a smash album in their first effort. LP is "Surfbeat" by The Challengers and label is being distributed by World Pacific. . . . Fred Astair's Ava Records has purchased the master of "I Believe" recorded by San Francisco disc jockey Dick Stewart. Record sold more than 30,000 copies in the San Francisco area in three weeks. . . . Gene Block held Columbia distributor and branch sales meetings for the Southwest and the West Coast at the Sands Hotel in Las Vegas. . . . London Records big group, The Tornados who hit so big with "Telstar" arrive in this country next month for a series of appearances. . . . Georgia Gibbs currently in her Reno debut at Sparks Nugget Circus Room. . . . Infinity Records have a big new version of the oldie, "Zing Went The Strings Of My Heart" by The Furys on their March 4 label.

"The First Lady Waltz" by Ned Washington and Jimmy McHugh will be the theme of the inauguration anniversary ball, and it was also included in California Governor and Mrs. Pat Brown's Inaugural festivities. . . . Rita Christie's "This Year" on Hollywood-based Tide Records broke for a hit in the Chicago area, and now starting to take off nationally. . . . Nancy Wilson has been signed for a limited return engagement at the Crescendo starting March 13. Prior to her Crescendo bow,

songstress is scheduled to record two new Capitol albums . . . Fabor Robison reports this week's action the biggest yet for his Fabor recording of "From A Jack To A King" by Ned Miller.

Kitty Kallen currently appearing at the Hotel Roosevelt, New Orleans. . . . Composer Dy Dunham has been signed by producer Michael Wayne to write "Just Right For Me," a light love ballad featured in the Batjac Production of "McLintock." . . . Jerry Colonna opened Harrah's Tahoe lounge following 20th yuletide junket to servicemen with Bob Hope. . . . Georgie Stoll composed and scored the music for Ken Murray's new hour TV special, "Ken Murray's Hollywood Without Makeup." . . . Vet dj Al Jarvis now promoting for Mark-Fi Records.

Sue Evans and Her Scamps returned to the Premiere Lanes in Santa Fe Springs Jan. 8 for a four-week stand. . . . Frankie Anthony, who scored with a recent Coast click in "Goin' to the River," is off to a strong start with "Little Girls Have Big Ears," on DRA Records. . . . Geri Hale, vocalist, is featured with Tom Kenny and the Halfbacks at Hotel El Rancho in Sacramento, for an indefinite stand. . . . Composer George Duning has started conferences with Geo. Roy Hill on the score he is writing for the Mirish production, "Toys in the Attic."

Scepter prepping 1st LP for Dionne Warick, hitting big with "Don't Make Me Over." . . . The Kirby Stone Four making a return engagement in the Thunderbird Hotel Lounge, for a five-week stay. . . . Tommy Boyce's RCA recording of "Have You Had A Change of Heart" was arranged and conducted by Jimmie Haskell. . . . Burl Ives unhappy re prospects of shaving his head and beard for upcoming role in next pic, "The Brass Bottle," in which he plays a genie.

HERE AND THERE:

PHILADELPHIA—A&L promo man Harry Phinque notes that the outfit's really using the extra space at the larger quarters with all the action on Jerry Landis' "Lone Teen Ranger" (Amy) and Young William & the Jamaicans' "Limbo Drum" (Dimension), Arthur Lyman's "Love For Sale" (Hi-Fi), the Majorettes' "White Levis" (Troy) and the Concord's "Marlene" (Herald). . . . Over at Bob Heller's place promo gal Ella Robinson sez her biggest deck this week is Bob Gallion's "Wall To Wall Love" (Hickory) and that in various marts outside of Philly it's Ned Miller's "From A Jack To A King" (Fabor), Gary U. S. Bonds' "where Did The Naughty Little Girl Go" (Legrand) and the Vince Guaraldi Trio's "Cast Your Fate To The Wind." . . . Fran Murphy notes that Ed S. Barsky's is now handling the LaRose line out with Frankie Love's "First Star." Frankie'll be in

an eye on Bill Simmons & the Imprints and Aunt Ruby Jones & her Gang.

ASHLAND, OHIO—Hilltop Records announces the release of Dale Goudy and his Blue Sky Trio's "Day Dreaming," featuring the voice of Teak Board—written by the leader of the group, Goudy. The flip side features the voice of Gene Burkhart doing a special arrangement of the old favorite "Franky and Johnny." Tunes are published by B-W Music.

SAN FRANCISCO — Fantasy's Saul Zantz pens that both the Vince Guaraldi Trio's "Cast Your Fate To The Wind" single and "Jazz Impressions Of Black Orpheus" LP are climbing the charts all across the country.

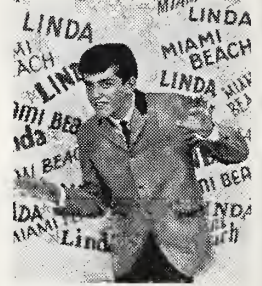
PORTLAND, ORE.—Bafco's Rocky & Hal have a funny promo gimmick going for their waxing of "Innocent." Platter spinners in the northwest and



KATHY DEE



FRANKIE LOVE



RIKI TROY

the Pa. area for wax hops this week. . . . Believe it or not! Chips' promo man for Cameo/Parkway Ed Cotlar made 6 hops last weekend-in 5 hours, with Don Covay, who's hitting with the "Popeye Waddle."

JACKSON MICH.—Walt 'G. B.' Kiesel sends along his thanks for all the help and tapes he received, especially from WLBG—Laurens, S. C., Larry Gar and N. Y.'s "T. J." Johnson, that were used on his WOLA radio show. Walt adds that we oughta keep

Canada are receiving dried state hotcakes representing noting that this is what the disk is selling like!

RICHMOND—The Virginians, Bob Brown, Rusty Grimsley and Dick McCray, the subject of a recent Richmond Times—Dispatch write-up. Story centers around their attention-getting Colpix bow, "Limbo Baby."

SYRACUSE—George Hauer items that Ernest Kelly's "Satisfied" side of his Ransom release is getting the heavy airplay, especially in N. Y.

BREAKING WIDE OPEN

Dodie Stevens

"DADDY COULDN'T GET ME ONE OF THOSE"

#5908



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FIVE BIG ONES FROM MGM
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**I'm Gonna Be Warm
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Packaged in eye-catching four-color sleeve!

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Any One But Her

..... K13117



THE LITTLE SISTERS

Goin' To Boston

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..... K13112



MGM



DICK STEWART

I Believe

..... AVA C-117

AVA Records are distributed by MGM Records

THE STARPOWER LABEL!

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"Name" Talk



NEW YORK—Bobby Vinton's new Epic LP, "The Big Ones," includes "Ramblin' Rose," which was co-authored by Joe Sherman. The songster is pictured above with Sherman at a recent recording session. Vinton is currently represented on the Top 100 with "Trouble Is My Middle Name."

A Smash Hit
"YOU'RE THE REASON I'M LIVING"
 b/w
NOW YOU'RE GONE
 #4897
BOBBY DARIN



"MAGIC STAR"
MARGIE SINGLETON
 #72079



Chuck Jackson
TELL HIM I'M NOT HOME
 Wand 132

wand

BELTONE
"THESE GOLDEN RINGS"
The Jive Five
 Beltone 2029

Record Service, Inc. Opens Branch In Atlanta

NEW YORK—Record Service, Inc., the rack-jobber arm of Pan-American Dist. Corp. of Miami, has expanded its operations with the opening of a branch in Atlanta, Ga.

According to Barry Turan, president, the new outlet, located at 530 Permalume Place, N. W. in Atlanta, will take over the servicing of eight states previously handled by the Miami branch, which will now service only Florida.

States include Georgia, Alabama, Tennessee, Louisiana, Mississippi, North & South Carolina.

Heading the Atlanta operation is Al Goldberg, who moves over from the RS in Miami, where he was also manager. He'll be assisted by Ted Pousman, also from the Miami branch who will serve as branch manager.

RS in Miami will now be operated by Bob Turan, Barry's brother, who will direct the purchase of singles and overall promotion, and Bernie Polakoff, who heads the purchase of LP's.

Features of the new Atlantic branch include automatic packaging, price labelling and shipping. Orders are processed through Univac under a system whereby 500 LP titles are considered "must" items. Eighty-five percent of all rack-jobber LP sales in a year involve 2,000 titles, according to Barry Turan.

RS in Miami was formed in June, 1959, the parent company, established 15 years ago, is the oldest disk distrib in Fla.

Epic Pushing Hit Foreign Single

NEW YORK—"Sun Arise," a click deck in England, Australia and New Zealand, is being rush-released by Epic Records.

Acquired for release in the U.S. by Nat Shapiro, director of international A&R, the disk, featuring Rolf Harris, a popular Australian cleft-performer, was originally released in Australia on the Columbia label.

Unusual feature of the session is the use of a male chorus which simulates the sound of a jew's harp.

Harris has performed on his own kiddie TV programs in Australia, Great Britain and Canada, and has exhibited his paintings at London's Royal Academy.

Col. Names 2 To District Sales Posts In Phono Dept.

NEW YORK—Columbia Record Distributors has named Frank Richter and R. Lee Dennis as district sales managers in the phono dept., according to J. J. Harris, phono sales manager.

Richter will hold his post for the southern region as well as Baltimore, Cincinnati and Pittsburgh, while Dennis will handle the midwest and southwest.

In their new posts, both execs are responsible to Harris for maintaining liaison with phono distributors in their territories to insure effective sales for Columbia's Masterwork audio product line.

Richter first joined Columbia Records in 1957 as phono district manager. In 1959, he transferred to CBS Electronics in the same capacity. Most recently, he has been a manufacturer's rep.

Dennis joined Columbia Record Distributors as phono manager at the St. Louis branch in 1960 with 10 years of sales experience.

Epic Signs Bobby Helms

NEW YORK—Epic Records has announced the signing of star country singer-composer Bobby Helms to an exclusive recording contract. Recordings by Helms will be produced in Nashville by Don Law, executive producer.

Helms, previously on the Decca label, is best known for his perennial best seller, "Jingle Bell Rock," with sales reported in excess of 19 million copies. In addition, he has recorded such hits as "Fraulein" and "My Special Angel."

The singer has made appearances throughout the United States, as well as having toured Armed Forces bases in many foreign countries.

Helms has appeared on numerous television programs, including the Ed Sullivan Show and Dick Clark's "American Bandstand."

Dickie Dale Crew A Click In L.A.

HOLLYWOOD—One of the hottest groups in the Los Angeles area is that of bandleader Dick Dale & His Del-Tones, and its beginning to get national attention.

Instrumentalists' Del-Tone single of "Peppermint Twist" is No. 96 on this week's Top 100. Furthermore, Sid Talmadge of Record Merchandising, local L.A. Del-Tone distrib, says that an LP by the crew, "Surfers Choice," sales are in excess of 50,000 albums.

Dale and his musicians are playing to capacity crowds at the Harmony Park Ballroom in Anaheim, Calif.

Reprise Inks Michael Callan

NEW YORK—Michael Callan, an actor, has been signed to an exclusive recording contract by Reprise Records.

Callan, who is under contract to Columbia Pictures, has just completed a key role in Carl Foreman's "The Victors."

He will meet with Reprise heads this week to work out schedule for singles and two planned albums to be done in the next few months.

Frisco's Record Room Set To Close This Month

SAN FRANCISCO — The Record Room, a disk retailer housed in San Francisco's Fairmont Hotel for the past 13 years, is calling it a day at the end of this month.

The emergence of the discount house is blamed for the demise of the firm, notes Andy Johnston, head of the dealership.

"These outlets began to affect our business in 1958 and our income has been declining steadily ever since, although we have been fortunate in that the Record Room has shown a profit for each and every year, including 1962. . . ."

Charles' "Carryin'" Is On Atlantic

NEW YORK—In last week's Radio Active Chart, the Ray Charles dishing of "Carryin' the Load" carried the wrong label. It was actually released on Atlantic Records.



TOP 50 IN R&B LOCATIONS

	POS. LAST WEEK	
1	LIMBO ROCK Chubby Checker (Parkway 849)	1
2	HOTEL HAPPINESS Brook Benton (Mercury 7205S)	2
3	TWO LOVERS Mary Wells (Motown 1035)	4
4	TELL HIM Exciters (United Artists 544)	5
5	UP ON THE ROOF Drifters (Atlantic 2162)	6
6	YOU ARE MY SUNSHINE Ray Charles (ABC Paramount 10375)	3
7	DON'T MAKE ME OVER Dione Warwick (Scepter 1239)	9
8	ZIP-A-DEE-DOO-DAH Bob B. Soxx & Blue Jeans (Philles 107)	7
9	RELEASE ME Little Ester Phillips (Lenox 5555)	8
10	EVERYBODY LOVES A LOVER Shirley (Scepter 1243)	11
11	SEE SEE RIDER Lavern Baker (Atlantic 2167)	12
12	WOULD IT MAKE ANY DIFFERENCE TO YOU Etta James (Argo 5430)	18
13	DEAR LONELY HEARTS Nat "King" Cole (Capitol 4870)	10
14	HE'S SURE THE BOY I LOVE Crystals (Philles 109)	24
15	MY WIFE CAN'T COOK Lonnie Russ (4-J 501)	17
16	MY MAN—HE'S A LOVIN' MAN Betty Levett (Atlantic 2160)	15
17	TELSTAR Tornadoes (London 9561)	14
18	JELLY BREAD Booker T. & MG's (Stax 131)	19
19	CINNAMON CINDER Pastel Six (Zen 102)	22
20	SHAKE SHERRY Contours (Gordy 7012)	21
21	CHAINS Cookies (Dimension 1002)	16
22	CALL ON ME Bobby Bland (Duke 360)	25
23	KEEP YOUR HANDS OFF MY BABY Little Eva (Dimension 1003)	13
24	THAT'S THE WAY LOVE IS Bobby Bland (Duke 360)	28
25	LOOP DE LOOP Johnny Thunder (Diamond 129)	30
26	YOU'VE REALLY GOT A HOLD ON ME Miracles (Tamla 54073)	29
27	WIGGLE WOGGLE Les Cooper (Everlast 5019)	20
28	MAMA DIDN'T LIE Jan Bradley (Chess 1845) Fasinations (ABC Paramount 10387)	44
29	ALL ABOUT MY GIRL Jimmy McGriff (Sue 777)	38
30	SEND ME SOME LOVIN' Sam Cooke (RCA Victor 8129)	—
31	STRANGE I KNOW Marvelettes (Tamla 56072)	31
32	RED PEPPER Roosevelt Fountain & Pens of Rhythm (Prince-Adams 447)	37
33	WILD WEEKEND Rockin' Rebels (Swan 4125)	41
34	YOU'RE GONNA NEED ME Barbara Lynn (Jamie 1240)	32
35	BIG GIRLS DON'T CRY 4 Seasons (VeeJay 465)	26
36	DESAFINADO Stan Getz & Charlie Byrd (Verve 10260)	27
37	SOMEONE, SOMEWHERE Junior Parker (Duke 357)	39
38	POPEYE WADDLE Don Covay (Cameo 7239)	49
39	M.G. BLUES Jimmy McGriff (Sue 777)	42
40	CAST YOUR FATE TO THE WIND Vince Guaraldi (Fantasy 563)	—
41	LET ME GO THE RIGHT WAY Supremes (Motown 1034)	40
42	CHICKEN FEED Bent Fabric (Atco 6245)	43
43	TROUBLE IN MIND Aretha Franklin (Columbia 426225)	36
44	WALK RIGHT IN Roof Top Singers (Vanguard 35017) Moments (Era 3099)	—
45	NOBODY BUT ME Isley Brothers (Wand 131)	—
46	HITCH HIKE Marvin Gaye (Tamla 54075)	—
47	TELL HIM I'M NOT HOME Chuck Jackson (Wand 132)	—
48	THE DOG Rufus Thomas (Stax 130)	—
49	WALK LIKE A MAN 4 Seasons (VeeJay 485)	—
50	DON'T HANG UP Orlons (Cameo 231)	23

CUB'S HIT OF THE YEAR!

NORTH
WEST EAST
SOUTH

Breaking Big
R&B — Goin' Pop!
DRIFTING APART
MACK STARR
AND THE MEADOWS

K 9117



ATLANTA, GA.: Godwin Dist. Co., 1220 Spring St., N.W.
BALTIMORE, MD.: Marnel Of Md., Inc., 6 E. Mt. Royal Ave.
BOSTON, MASS.: Mutual Dist., Inc., 1241 Columbus Ave.
BUFFALO, N.Y.: Paragoa Record Dist. Co., 769 Main Street
CHARLOTTE, N.C.: Bertos Sales Co., 2214 W. Morehead St.
CHICAGO, ILL.: Music Dists., Inc., 1343 S. Michigan Ave.
CINCINNATI, OHIO: Supreme Dist. Co., 1000 Broadway
CLEVELAND, OHIO: Concord Dist. Co., 620 Frankfort Ave.
DALLAS, TEXAS: Big State Dist. Corp., 1337 Chemical St.
DENVER, COL.: Walter Slagle & Co., 725 S. Broadway
DETROIT, MICH.: S & L Dist. Co., 7717 Lynden St.
EL PASO, TEXAS: Sunland Supply Co., 1200 E. Missouri Ave.
GREAT FALLS, MONT.: Music Service Co., 204 Fourth St. South
HARTFORD, CONN.: Trinity Record Dist. Corp., 477 Park Ave.
HIALEAH, FLA.: Tone Record Dist., 495 S.E. 10th Court
HONOLULU, HAWAII: Eric Of Hawaii, 607 Coral St.
HOUSTON, TEXAS: United Record Dist. Co., 1613 St. Emanuel

INDIANAPOLIS, IND.: Associated Dists., Inc.
LOS ANGELES, CALIF.: Record Sales Co., 2818 W. Pico Blvd.
MINNEAPOLIS, MINN.: Harold N. Lieberman Co., 257 Plymouth Ave. N.
NASHVILLE, TENN.: Southern Record Dist., 147 Lafayette St.
NEWARK, N.J.: Wendy Dists., Inc., 270 Halsey St.
NEW ORLEANS, LA.: Record Sales, Inc., 640 Baronne St.
NEW YORK, N.Y.: Superior Record Sales Co., 656 Tenth Ave.
OKLAHOMA CITY, OKLA.: B & K Dist. Co., 129 Northwest 23rd
PHILADELPHIA, PA.: David Rosen, Inc., 835 N. Broad St.
PHOENIX, ARIZ.: Sunland Frontier Dist., 2833 N. 16th St.
PITTSBURGH, PA.: Standard Dist. Co., 1705 Fifth Ave.
ST. LOUIS, MO.: Roberts Record Dist. Co., 1906 Washington Ave.
SALT LAKE CITY, UTAH: Great Western Record Co., 1544 South Redwood Rd.
SAN FRANCISCO, CALIF.: Mainland Dist. Co., 235 Ninth St.
SEATTLE, WASH.: C & C Dist. Co., 3711 Hudson St.
SHREVEPORT, LA.: Stan's Record Shop, 728 Texas St.

Cub Records is a Division of Metro-Goldwyn-Mayer, Inc.

Decca Intros 9 New Phonos

NEW YORK—Decca Records has just marketed an additional nine new phonos for its 1963 line. Prices range from \$19.95 to \$199.95.

All of the new models (see below) as well as those being continued in the line, are available for immediate delivery. Supporting their intro will be strategic trade ads and consumer ads on a local level.

Sydney N. Goldberg, Decca's sales veep, noted, in announcing the new phonos, that the "outlook for the phonograph industry looks very favorable."

"We have had one our best years in 1962, and we feel confident that the Decca phonograph line will continue its growth and strength, and maintain its leadership in the field of portable phonos for an even more successful year in 1963."

Here's the lineup of the models:

DPS-16, The Palm Beach VI—a four-speed manual portable, now available in four colors instead of three, highlighting a front mounted speaker, turnover cartridge, and luggage style cabinet. Suggested list price—\$19.95.

DP-594, The Seaford VII—an improvement over last year's model by moving the controls to the front panel with an escutchen. The cabinet features a shadow box effect in the front of the lid, with the covering available in three color choices. Suggested list price—\$24.95.

DP-595, The Lenox II—this different version of a step-up manual features a detachable speaker. By using a special network with a by-pass capacitor, it gains about 30% more volume output than previous models, says Decca. Suggested list price—\$34.95.

DP-662, The Sheldrake III—this unit features an improved output and base response, along with a newly designed cabinet which enables the phonograph to be played with the lid closed. The controls are exposed, but are much more accessible than if they were in front. Availability is in two new materials which have a glazed metallic

finish. Suggested list price—\$79.95. DP-663, The Versa-Tilt—a highlight unit of the entire line, this new name describes its function. Recognizing the trend to tilt-down automatic stereo portables, this model features a different design with two 8" speaker wings, resulting in a better speaker-amplifier combination. Availability is in two colors, glazed copper tweed and glazed black tweed. Suggested list price—\$79.95.

DP-299, The Devon III—successor to one of the most successful models ever released in the Decca line, this unit has been completely redesigned inside and out. The amplifier is considerably larger and delivers double the power output of its predecessor. In addition, this full stereo portable automatic features two separate enclosures, plus a diamond-sapphire needle. Suggested list price—\$139.95.

DP-118 (Mahogany finish), DP-119 (Walnut finish), The Ramsey IV—available in two finishes, this self-contained full stereo console features an enlarged cabinet with a split top, a newly designed BSR changer, and an increased speaker compliment of four. Suggested list price—\$119.95 (DP-118), \$124.95 (DP-119).

DP-213 (Mahogany finish), 214 (Walnut finish), 215 (Blond mahogany finish), The Marshall—this self-contained full stereo console features an AM/FM radio, a superior speaker compliment of 9" x 6" oval speakers with very heavy magnets, plus tweeters and a balance control, and a diamond needle. All models are of hand-rubbed veneer cabinets. Suggested list price—\$189.95 (DP-213), \$199.95 (DP-214/215).

Tom Smothers Marries

CHICAGO—Tom Smothers, elder brother in the Mercury label's Smothers Brothers comedy-folk singing team, was married to Stephanie Rose Green in Sherman Oaks, Calif. last Sat. (12).



LOOKING AHEAD ALBUMS

- 1 **THE OTHER FAMILY**
Larry Foster & Marty Brill
(Laurie LC 5000)
- 2 **THE SHIRELLES GREATEST HITS**
(Scepter 507)
- 3 **BIG BAND BOSSA NOVA**
Quincy Jones (Mercury MG 20751)
- 4 **LONELY BULL**
Tijuana Brass (A & M 101)
- 5 **AT HOME WITH THAT OTHER FAMILY**
Various Artists (Roulette R 25203)
- 6 **LITTLE ME**
Broadway Cast (RCA Victor LOC 1078)
- 7 **ANN CORIO PRESENTS HOW TO STRIP FOR YOUR HUSBAND**
Sonny Lester & Orch. (Roulette 25186)
- 8 **FLY ME TO THE MOON**
Joe Harnell (Kapp KL 1318; KS 3318)
- 9 **DION GREATEST HITS**
(Laurie LLP 2013)
- 10 **DANCE WITH THE GUITAR MAN**
Duane Eddy
(RCA Victor LPM 2648; LSP 2648)
- 11 **EXOTIC STRINGS**
Percy Faith (Columbia CS 8702)
- 12 **RELEASE ME**
"Little" Esther Phillips (Lenox LX 227)
- 13 **BONANZA**
Original TV Cast (RCA Victor LPM 2583; LSP 2583)
- 14 **RICHARD CHAMBERLAIN SINGS**
(MGM E 4088; SE 4088)
- 15 **HOEDOWN!**
Felix Slatkin (Liberty LMM 13024)
- 16 **OUR MAN IN HOLLYWOOD**
Henry Mancini
(RCA Victor LPM 2604; LSP 2604)
- 17 **RUMORS**
Johnny Crawford (Del-Fi DFLP 1224)
- 18 **MORE MORE MORE STRIPPER**
David Rose Orch. (MGM E 4099)
- 19 **NEW BEAT BOSSA NOVA**
Zoot Sims (Colpix SEP 436)
- 20 **ALLEY CAT & GREEN ONIONS**
Bill Justis
(Smash MGS 27021; SRS 67021)

Cortland Names 2 To A&R Staff

CHICAGO—Earl Glickin, executive vice president of Cortland Records, has announced the appointment of Bob Catron and Bill Collins (of B & C Productions) to the label's A & R staff.

Catron, a vet in the music business having formerly produced for the Sue and Nike labels, has completed his first session for Cortland, a single titled "Don Juan" waxed by newly signed vocal duo The Starr Brothers.

Cortland is currently enjoying success with a recent release by Johnny Cooper tagged "Bonnie Do" on its Ermine affiliate.

Vienna Choir Boys In U. S. For Tour

CHICAGO—The Vienna Choir Boys, exclusive Philips label recording artists, are in the United States, for a concert tour that will bring them to 57 American cities in 60 concerts. The tour, which began Jan. 5 in Baltimore, will run through March 24. A New York City, Town Hall appearance is scheduled for March 22 and 23.

The artists made their American album debut on Philips' "The Vienna Choir Boys Singing Songs by Schubert & Brahms." A second album, released by Philips Jan. 1, is entitled, "The Vienna Choir Boys Sing Madrigals from Germany, Italy, England and France."

The Walt Disney film, "Almost Angels" currently being shown throughout the country, features the songs of The Vienna Choir Boys.

Another Philips attraction, star French actor-singer-composer Charles Aznavour, has had two of his flicks singled out by The New York Herald Tribune as among the best flicks of 1962. They are: "Shoot the Piano Player" and "Tomorrow is My Turn." Aznavour made his American LP debut with a Philips offering, "The Time is Now—Charles Aznavour," which features some of his French hits.

Pat Thomas To Make European Scene

NEW YORK—Pat Thomas, lark on the MGM label, is leaving for Europe to a series of TV appearances in Rome, Madrid and Paris and p.a.'s in Germany and England. Her first MGM album, containing Bossa Nova cuts, will be promoted together with her appearances in the latter areas.

Capitol Appoints Franz To Top Personnel Slot

HOLLYWOOD—Robert L. Franz has been appointed to the newly established post of personnel director, records and phonos, for Capitol Records.

Franz will report directly to prexy Alan W. Livingston and will be responsible for the formulation of personnel policies and procedures in all of Capitol's records and phonographs activities. He also will act in an advisory capacity to Capitol Records Distributing Corp. in all personnel matters.

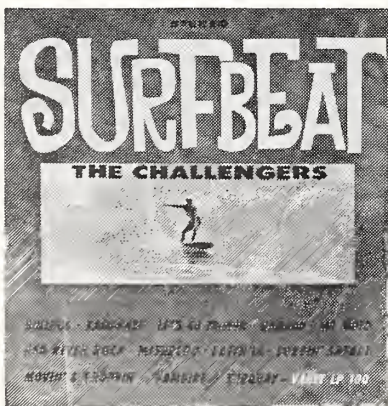
Franz, who will make his headquarters in the Capitol Tower here, has been personnel director at Capitol's Scranton (Pa.) plant for the past two years. He is succeeded there by George B. Ziegler.

Prior to joining Capitol, Franz was personnel director of American Machine and Metals for five years.

Sylvia Green Returns To Disk Biz

NEW YORK—Sylvia Green is back in the disk business after a nine year absence. She has become associated with Big Town Dist. in New York. She was formerly national sales promotion head of the now defunct National Records, which had the million-selling deck by Eileen Barton, "If I Knew You Were Coming I'd Of Baked A Cake," back in 1950.

Setting the West Coast on Fire!



Vault LP 100

25,000 sold in Southern California

#5 Music City top 40 LPs

and the single

"Torquay"—The Challengers

Now #24 KDEO San Diego
#27 KAFY Bakersfield
& on all major play lists

Nationally distributed by

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Reprise announces
with particular pride
the coupling of its prodigal,

Frank Sinatra

with the sound of

Count Basie

and the Basie Band

to achieve a level of record
provocation without parallel
in all the history of popular music

The album called simply:

Sinatra-Basie

is available now at
conscientious dealers everywhere



MONO OR STEREO 1008

Achez...S.V.P.

Col. Names de Rougemont As Veep In Europe



PETER de ROUGEMONT

NEW YORK—Columbia Records has promoted V. Peter de Rougemont as vice-president of European operations, it was announced last week by Harvey Schein, newly-named veep and general manager of the label's international dept.

de Rougemont has been reassigned from his former office as veep of Latin-American operations. Most recently, he supervised the opening of Columbia's new studios in Buenos Aires.

Schein said that the exec would be responsible for directing Columbia's "growing operations throughout Europe."

Joining Columbia in 1953, de Rougemont has been director of Columbia's three wholly owned Latin-American subsids, Columbai Argentina S.R.L., Columbai do Brasil, S.A. and Discos Columbai de Mexico.

Original Sound Has LP Discount Program

HOLLYWOOD—Original Sound Records, this city, is making its LP catalog available to dealers on a buy 10 get one free basis with the purchase of 200 or more albums. LP's are 100% exchangeable. No termination date was announced.

ON THE CHARTS

D. J. THEME & MOON MIST

By the BLUE JEANS

KGEM Boise, WAAT Trenton, KXLY & KNEW Spokane & rapidly growing WDAS Philadelphia, WCAM Camden, WEEZ Chester, WRAA Luray, KSBK Okinawa, Miami, Maine, and Can.

ALSO GETTING ACTION

Guitar Movement bw Little Laurie
By the Treble Tones

SOUVENIR RECORDS
COEUR D'ALENE, IDAHO
(DJ's write)

Breaking Pop!

"I'M IN LOVE AGAIN"

b/w

"Every Night About This Time"

by

The World Famous

UPSETTERS

Little Star #123

LITTLE STAR RECORDS

Hollywood, Calif.

HO 6-6129

FCC AM "Freeze" Under Attack, 2 Outlets Get Bad Renewal News

WASHINGTON—The Federal Communication Commission's "freeze" on applications for new AM radio outlets was opposed by a number of witnesses at a "shirtsleeve conference" here last week sponsored by the FCC and the National Association of Broadcasters (NAB).

The "freeze" drew fire on two main counts: it means more Government control of competition in the radio industry, and it is unfair to those who want to go into the radio business, and particularly those who have already gone to the time & expense of preparing to apply for an AM license.

Witnesses included communications attorneys Robert M. Booth, Jr., former president of the Federal Communications Bar Association, and Lauran A. Colby, who noted that six of his clients had half-ready applications.

In other FCC-station developments last week, the FCC voted to reconsider a 1957 grant of Orlando-Fla. TV outlet, Mid-Florida Television Corp., because of the possibility that the original grant was the result of an improper attempt to bias a commissioner at the time.

The FCC requested that the U. S. District Court of Appeals in Washington send the case back to the Commission. Case is in the court of an appeal by Worz, Inc., which competed with Mid-Florida for the license.

Basis of the appeal is conversations between William H. Dial, an Orlando attorney working for Mid-Florida on a matter indirectly related to channel 9, and Richard Mack, an FCC commissioner and friend of Dial. While the FCC note that the conversations are not proof that Mack was swayed to vote in favor of Mid-Florida, it noted that Mack should have disqualified himself in the voting.

In yet another FCC move, it refused to reconsider its denial of a license renewal for WDKD, Kingstree, S. C., an outlet that the FCC had accused last year of allowing a deejay to make off-color remarks on the air.

MGM's Kepler Leads DGG-Archive Build-Up In U.S.

NEW YORK—Leo Kepler, director of classical activities for MGM Records, is on the move as part of the label's efforts to "strengthen the character and identification" of the DGG yellow label and Archive line in the U. S.

Effective Jan. 2, MGM completed the last phase of taking over distribution of the complete catalogs of DGG in North America. These lines include both the yellow label DGG records and the Archive production records. Two catalogs comprise between 700 and 800 catalog numbers. Last April, MGM began to distribute new releases only for DGG and in August of '62 it offered the first Archive release of new material.

Along with Carl Post, recently named sales manager for the label's DGG and Archive lines, Kepler left last week (11) to attend the Music Educators National Conference meet at the Chase Park Plaza Hotel, and the exec leaves for Hamburg, Germany this Fri. (18) for an important series of conferences with the top execs of DGG.

At the St. Louis meet, one of the first of the major '63 regional conventions of music educators, Kepler and Post will present for the first time under the MGM banner, the complete DGG yellow label and Archive production catalogs.

Attendance at the meet is the beginning of MGM's efforts to distribute on the widest possible basis information about these two lines of disks to educators as well as dealers. The label will exhibit at all other important educational conventions across the country.

While in Europe, Kepler will talk with DGG about the whole spectrum of American activities with particular emphasis on A&R, American-slanted product, advertising, promotion, artist relations, etc.

It was pointed out that even though DGG and Philips are working quite closely together in many areas of the disk business, there will continue to be a completely separate operation of all the lines controlled by either of the companies in the U.S.

Terry Melcher Upped In A&R At Columbia

HOLLYWOOD—Terry Melcher has been promoted to associate A&R producer of pop music for Columbia Records Coast operation. His promotion was announced by Irving Townsend, the label's new West Coast veep who has headed the California A&R department the past three years. He's the son of Doris Day and Marty Melcher.

Melcher, who will be 21 in Feb., has worked in the Hollywood office as an A&R man since June 1962. He originally joined Columbia under its management trainee program in April 1962 and was transferred here after two months on the East Coast.

Melcher has been handling singles product, working with the recently-signed vocalist Eddie Hodges, for whom he produced the record, "Seein' Is Believin'," The Rip Chords (a vocal duo) and Emil O'Connor, an R&B singer. In line with his promotion, Terry will be working on singles projects in the future with several of Columbia's major coast artists.

In addition to handling A&R assignments, Melcher is also a Columbia recording artist. His latest single, "Be A Soldier," is scheduled for release late this month.

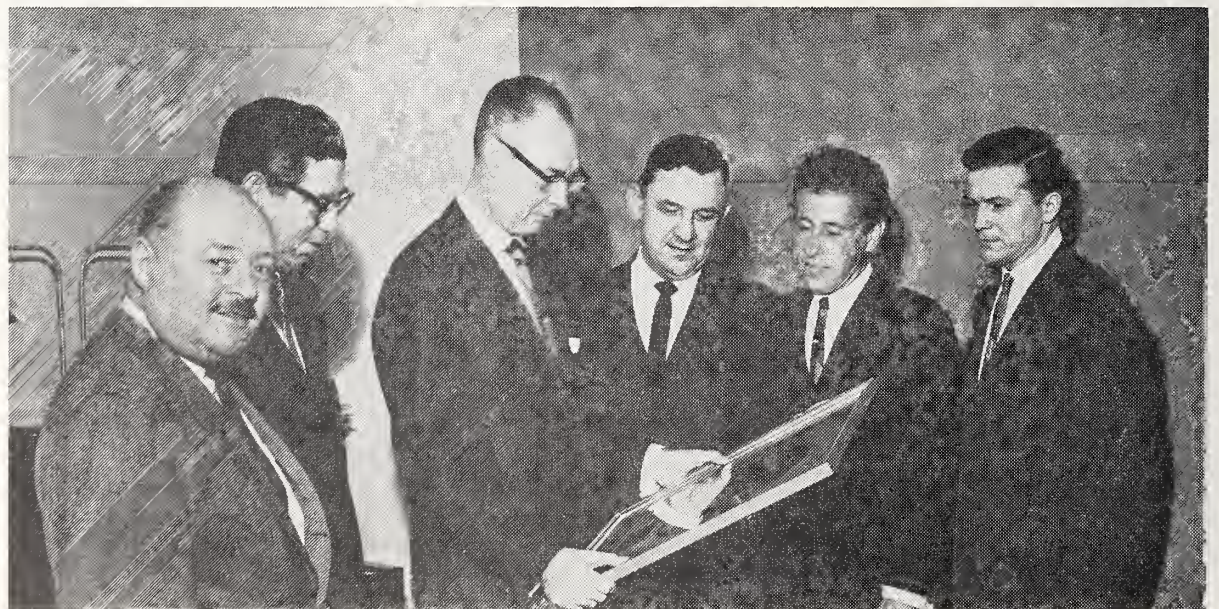
Rick Willard Heads Promo At Ad Lib

NEW YORK—Rick Willard has been named national promotion director of Ad Lib Records and its subsid firms.

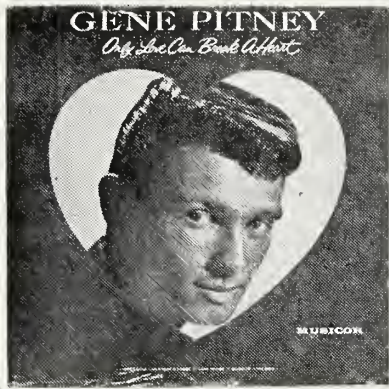
Willard comes to the set-up after a stint as R&B national promotion manager for Jay-Gee Records. Prior to that, he was record librarian at radio station WNEW-New York for 7½ years and a deejay-librarian at WOV, also based in New York.

Willard will travel around the country visiting deejays, distribs, one-stops, etc., and will also be working with artists on the Ad Lib and Lenox labels. Latter diskery has a big hit with "Little Esther" Phillips' "Release Me."

The Family Behind "First Family" Success



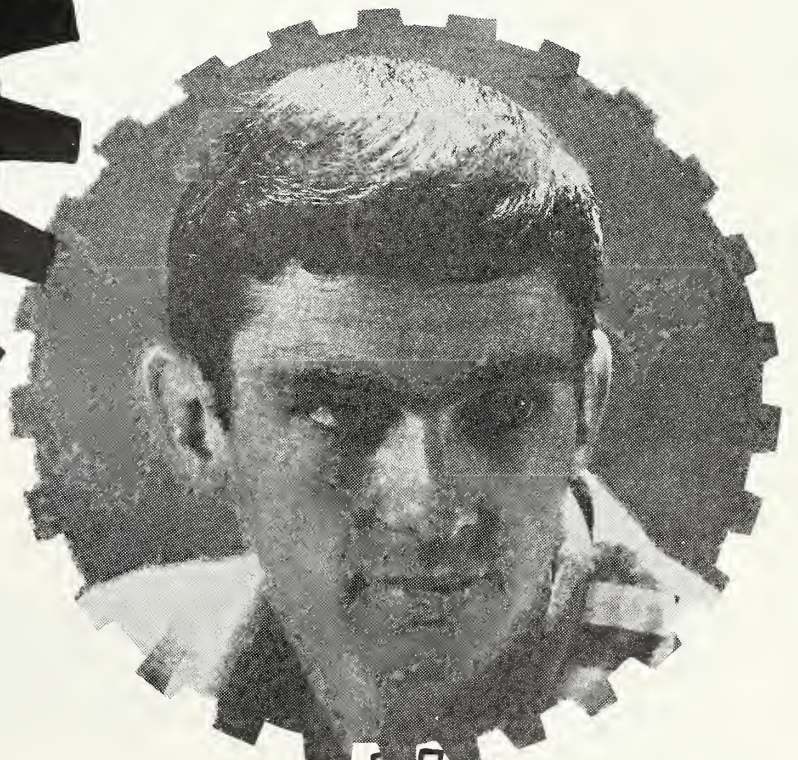
NEW YORK—Archie Bleyer, prexy of Cadence Records, accepts a gold record from RCA Custom Records, commemorating the two millionth pressing of Vaughn Meader's smash "First Family" album. With Bleyer (from left to right) are: Carl Reinschild, Ralph Williams and James Head of RCA Custom Records and Budd Dolinger and Robert Mack, national sales manager and production manager respectively for Cadence Records. RCA Custom pressed the two million copies of the LP in the amazingly short space of three weeks.



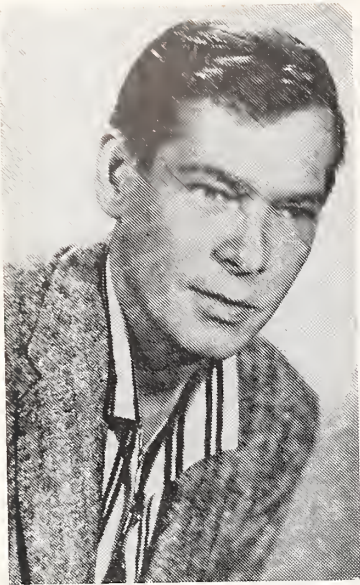
gearing
for
greatness..

TOWN WITHOUT PITY
THE MAN WHO SHOT
LIBERTY VALANCE
ONLY LOVE CAN BREAK
A HEART
HALF HEAVEN—
HALF HEARTACHE

**GENE
PITNEY**



MUSICOR
RECORDS
MAINSTAY
MANAGEMENT, INC.
Bookings:
WM. MORRIS
AGENCY



JOHNNIE RAY is expecting big things in the new year. Recently signed to Decca Records, he has just cut his first single for the label under the aegis of Owen Bradley in Nashville. The record will be available shortly.

(Advertisement)

CHARLIE RICH
FINALLY FOUND OUT
 b/w
SITTIN' & THINKIN'
 Phillips Int. #3582

PHILLIPS INT. RECORDS
 639 Madison
 Memphis, Tenn.

The Hit Sound Of
JAMES RAY
"ALWAYS"
 C-103
CONGRESS RECORDS

"SAILOR BOY"
Cathy Carr
 LAURIE 3147

Breaking For A Hit!
DOGGIE IN THE WINDOW
BABY JANE
 and The Rockabyes
 UA 560

UNITED ARTISTS
 7297th AVE. - N.Y. 19, N.Y. **UA**

Malverne's Shocket Lists Evils Of Transshipping

NEW YORK—What is the effect of transshipping on the different segments of the record industry?

Bill Shocket, of Malverne Distributors, this city, who prepared a draft of a proposed manufacturer-distributor standard contract for the ARMADA board (see separate story), has given considerable thought to the problem. Here are the results of transshipping, in the view of Shocket:

To the manufacturer, transshipping means good coverage on hit records; but it completely limits sales of the manufacturer's merchandise in depth. The manufacturer then assumes the status of depending upon hits for his survival—which is the opposite of the traditional concept of stability through catalog sales.

To the distrib who is the victim of transshipping, it means loss of business, weakening of his credit structure and destruction of his efforts at maintaining and creating good will.

To the average record dealer—who is not in a position either financially or from a merchandising point of view—to buy large quantities of product from transshippers, it means that he is forced to compete on a basis which is unjust, unfair and ruinous.

Shocket notes that transshipping is not illegal; that in other industries at certain times it is even desirable.

But for the record manufacturer, distrib and dealer, it can only be termed a menace, he stated.

Aldon Music Keeps On Rolling Along With Those Hit Tunes

NEW YORK—After four years of publishing, Aldon Music continues to amaze the trade with its consistent chart copyrights, this week represented by 12 Top 100 entries, the most clicks the firm has had on the charts at one time.

Aldon's chart strength is sharply accentuated in the Top Ten positions, with the top song in the country, the King-Goffin composition "Go Away, Little Girl," by Steve Lawrence. Close behind in the Number 6 slot is Paul Peterson's "My Dad," written by Barry Mann and Cynthia Weil. Another King-Goffin effort, "Up On The Roof" by the Drifters, holds the No. 9 position.

Carole King and Gerry Goffin alone are responsible for four chart-makers this week—aside from the two already mentioned, they wrote The Cookies' "Chains" and Little Eva's "Keep Your Hands Off My Baby."

Another team with four on the charts this week are Aldon's Barry Mann and Cynthia Weil. Besides "My Dad," they have the new Crystal's record, "He's Sure The Boy I Love" (32), Johnny Crawford's "Proud" (44), and the new Eydie Gorme smash, "Blame It On The Bossa Nova," which entered the charts for the first time this week in the 84 position.

Consistently successful Howard Greenfield supplied two more chart-makers: Brenda Lee's brand new "Your Used To Be," making its initial appearance this week at No. 68 and written with Jack Keller, and Jimmy Clanton's "Darkest Street In Town," a Kenny Karen collaboration.

Three new Nevins-Kirshner writers round out the chart show with the Bobby Goldsboro record "Molly," composed by Steve Karliski, and the Alley Cats' "Puddin' N Tain" by Brice Coefield and Gary Pipkin. These are the first chart songs for these three boys.

Disk Distribs Can Get Peter Pan Exclusivity

NEW YORK—Disk distribs around the country for the first time are being given the opportunity of handling the Peter Pan kiddie line on an exclusive basis, according to Ira L. Moss, exec veep of the parent firm, Ambassador Record Corp.

Ralph Gould, sales veep, is leaving on a 30 day sales trip for discussions with distribs and the presentation of the label's new \$1.98 LP releases, which includes albums by Captain Kangaroo, Arnold Stang, Jimmy Nelson, Sonny Fox, Deputy Dawg, Casper the Friendly Ghost and educational disks for the youngsters such as "Sing & Learn Spanish," "Sing A Song Of Arithmetic," "Sing A Song Of Presidents" and "Ten Little Indians." Albums feature 4-color covers and free gifts for the moppets inside each album.

A complete package of sales material has been developed for the line, which also includes 7" disks at 29¢. Aids include floor racks, window displays and streamers.

Break Ground For RCA's Hq.

HOLLYWOOD—Ground was broken with a "bang" on Jan. 3 for the new West Coast headquarters building of the Radio Corporation of America at 6363 Sunset Boulevard (one block West of Vine at the corner of Ivar).

Victor star Ann-Margret joined with John West, RCA staff vice president, and Frank Muller, Hollywood businessman and owner of the building, in pushing a button which electronically ignited an explosive charge moving the first few pounds of earth from the site of the nine-story \$4 million structure.

Muller said the new 82,000-square foot RCA building will be completed by the end of 1963.

RCA will occupy four of the lower floors and a portion of a fifth, in the new building, totaling approximately 41,500 square feet of space. The remainder will be leased to other tenants through William Walter Co., leasing and management agent, Muller said.

The RCA portion of the building will house West Coast corporate offices, recording studios for RCA Victor Records and electronic data processing division sales personnel and equipment.

The latest advances in acoustical engineering will be utilized in the RCA Victor facilities, which will produce both stereo and mono records, West said. There will be two large recording studios, each two stories high, plus one smaller studio, two re-recording rooms, three control rooms, two editing rooms, two cutting rooms, a listening room and a master test room.

The building will have a textured "floating tower" effect. The upper six floors will have precast window walls with vertical and horizontal solar protection.

A 155-car parking garage on the third level will separate the tower from the marble-tiled studio floor.

Because the recording studios will require the maximum in acoustical control, undulating walls will be built and alternated panels of reflective and absorptive materials will be used.

The Sunset Boulevard entrance will be highlighted by a 30-foot high sheet of glass. A second entrance on Ivar will be used exclusively for the record division offices.

Albert C. Martin and Associates of Los Angeles planned, designed and engineered the facility.

CMA Officers, Board Set N.Y. Meet

NASHVILLE—Officers and board of directors of the Country Music Association will hold their first quarterly meeting of 1963 at the Savoy Hilton Hotel in New York Jan. 24-25.

This will be the first official meet to be presided over by Gene Autry, who was elected president of the CMA at the annual meet here in November. Wesley Rose, president of Acuff-Rose Publications based in Nashville, was elected Chairman of the Board at that meeting.

The CMA meeting in New York will find such key topics on the agenda as the organization's plans for a second radio station survey, tactics for "crashing" Madison Avenue, and plans for a combination CMA office building and Country & Western Museum.

In 1961, CMA officials surveyed all US and Canadian AM outlets, pinpointing stations programming C&W music and the number of hours devoted to it. The survey revealed 84 full time C&W stations and a resurvey of the full-time outlets only showed two stations dropping the country music format with 14 other stations adopting a C&W format.

CMA recently moved its Nashville headquarters to the heart of the city's disk-pubbery center, at 801-16th Ave. South.

Frankie Avalon To Wed

PHILADELPHIA — Singer - actor Frankie Avalon marries former Miss Rheingold contestant Kay Deibel this Sat. (19) in Hollywood.

A quiet church wedding is planned, with the name of the church not to be divulged.

The wedding party will consist of the bride and groom's parents, Mr. & Mrs. Bert Deibel and Mr. & Mrs. Nick Avallone, respectively; Bob Marcucci, Avalon's manager and owner of Chancellor Records, will be best man; and matron of honor will be Gretchen Wayne, the bride's sister, who's married to Michael Wayne, son of actor John Wayne.

The couple plan to honeymoon in Mexico.

Laurie Buys Gold Catalogs, Sets Pubbery Expansion

NEW YORK—Laurie Records has purchased the BMI and ASCAP catalogs owned by publisher Jack Gold, making the move as part of its drive to become more active in the publishing field.

Laurie is presently interviewing candidates to head its publishing operations, which will be expanded by the acquisition of other catalogs or individual well-known copyrights. Laurie's publishing interests will operate completely separate from the label.

Some of the Gold copyrights include "See You In September," "My Favorite Song," "Love Me Forever," "Baby Blue," "Look Homeward Angel" and "Hideaway."

Correction

NEW YORK—In a Del-Tone label ad in last week's Cash Box, the call letters of a Los Angeles radio station were incorrectly stated. Actual station is KFVB.

GIANTS FOR '63

"TELL HIM"

UNITED ARTISTS RECORD UA 544



THE EXCITERS

TOP TEN!

PRODUCED BY LEIBER AND STOLLER

**"HALF HEAVEN
HALF HEARTACHE"**

MUSICOR RECORDS MU 1026



GENE PITNEY

**MUSICOR
RECORDS**

TOP TEN!

PRODUCED BY SCHROEDER AND GOLD

**"HOW MUCH IS THAT
DOGGIE IN
THE WINDOW"**

UNITED ARTISTS RECORDS UA 560

**BABY JANE
AND THE ROCKABYES**

SOLD 175,000 1ST TEN DAYS

PRODUCED BY LEIBER AND STOLLER

**"WHAT TO DO
WITH LAURIE"**

UNITED ARTISTS RECORDS UA 557



**MIKE
CLIFFORD**

**NEW CHART MAKER
HEADING TO THE TOP**

PRODUCED BY LEIBER AND STOLLER

**"KEEP TELLIN'
YOURSELF"**

UNITED ARTISTS RECORDS UA 556

HIS BEST TO DATE

**MARV
JOHNSON**

PRODUCED BY LEIBER AND STOLLER



"BEWARE"

UNITED ARTISTS RECORDS UA 531

BILL BUCHANAN

**SLEEPER STARTING TO
MOVE IN**

**CLEVELAND, BOSTON,
DETROIT, HARTFORD**



DISTRIBUTED BY UNITED ARTISTS RECORDS • 729 SEVENTH AVE. • NEW YORK 19, N.Y.

New NARM Members: 3 Racks, 1 Label

NEW YORK—Four firms—three rack-jobbers and one label—have just joined the ranks of NARM, the rack-jobber organization.

Accepted as regular members are the following rack organizations: Garden State Record Dist. of Rochelle, N.J., which services accounts on the eastern seaboard in supermarkets and department stores, including Stern's and Gertz-Macy's; Hit Records, Inc. Chicago, which services over 500 retail outlets of different types within a 150 mile radius of Chicago; Park Record Dist., which services variety store chains such as Woolworth's, Kresge, W. T. Grant, etc. in the New England area, as well as a group of supermarkets and drug chains.

The new associate member is Cosmo Records, which produces a children's disk line under the Simon Says tag.

According to Jules Malamud, executive secretary, NARM has increased its rack membership 70% in less than two years. Labels in NARM now number 47, representing parent firms, with subsides not included in the figure.



CANADIAN AMERICAN
RECORDS, Ltd.
150 West 53th Street, New York

Jennie Smith
(I WON'T GO AWAY)
LITTLE BOY
CA 150



TOP HIT IN EUROPE
Coming up Fast
in the U.S.A.

LOVESICK BLUES
FRANK IFIELD
on Veejay Records

Leroy Anderson's
SLEIGH RIDE
The Winter Favorite
MILLS MUSIC, INC.

Just Out!
THE BLUE BELLES
"COOL WATER"
Newtown 5009
WRITE FOR YOUR COPY NOW:
HAROLD B. ROBINSON
6600 N. Broad, Phil., Pa.

Watch For The New
HARRY SIMEONE CHORALE
Album Release
"SING WE NOW
THE SONGS OF FAITH"
DJ's Write In For Sample Copy



Monarch's New L.A. Plant Ups Monthly Production To 4 Million Units

NEW YORK—The new Los Angeles plant of Monarch Record Mfg. Co., record manufacturing division of The Cosnat Corporation, is in full operation, and has enabled the division to increase its production capacity to 4,000,000 units a month. This is double the rate of one year ago, and highest in Monarch's history.

The plant, Monarch's second in Los Angeles, is operating twenty-four hours daily on three shifts, according to Jerry Blaine, president of Cosnat.

The new building, one of the largest record pressing plants in the U.S., stands on 17,000 square feet of space at the corner of LaCienega Blvd. and Washington Blvd. It is a one-story structure which houses manufacturing equipment, including a tool and die shop and sixteen injection molding machines—each capable of producing a 7" single and a 12" long-playing record simultaneously—and warehouse, shipping and loading facilities.

The plant's injection molding machines can also produce toys and plastics during periods when the disk production schedule permits such manufacturing operations. While this phase of Monarch's business is currently based on contractual arrangements with outside firms, Blaine anticipates that future expansion of facilities will enable the company to manufacture its own brand of plastic products in addition to records.

The Cosnat Corporation, record distributors, acquired Monarch and its affiliated companies, Monarch Enterprises and Etan Products, Inc., in March, 1961. Cosnat is also in the record producing business through its subsidiary, Jay-Gee Record Co., Inc.

Horne, Grant Are Charter's 1st Artists

HOLLYWOOD—Charter Records, the label recently formed by Dick Pierce, former RCA Victor A&R man, has inked two major larks as the first artists on the label, Lena Horne and Gogi Grant.

Thus, Lena Horne ends a long and highly successful association with the Victor label. Gogi Grant, once a Victor pactee, hasn't been too active of late in the disk field.

Plans call for Lena Horne to record for Charter within 30 days, while Gogi Grant will record within a week, with material currently being selected by Pierce.

Charter will headquarter in Hollywood.

Transglobal Music Expands

NEW YORK—Transglobal Music Inc., after eight months of operation, has announced that it has enlarged its operation to the point where it, in effect, becomes the foreign department of the American label it represents. The services offered consist of overseas correspondence, accounting and shipping to all parts of the world.

Transglobal reports that it has placed "Remember Then," "Release Me," "The Lonely Bull," "You Belong To Me," and "Roses Are Red" with overseas clients. Some of the 40 labels represented are Swan, Scepter, Rendezvous and Fury.

RCA Custom's Hines, Selvin To Europe

NEW YORK—Drex Hines and Ben Selvin, A&R directors at RCA Custom, are going on a six-weeks tour of Europe this week (15). They will meet with RCA Custom reps in London, Brussels and Vienna to acquaint themselves with new recording techniques.

ARMADA Draws Up Model Label-Distrib Pact

NEW YORK—A manufacturer-distributor contract form spelling out the obligations of each party and defining the general purposes of the relationship has been drawn up by Bill Shocket, of Malverne Distributors, at the behest of the American Record Merchants and Distributors Association.

Shocket, a member of the ARMADA board, was chosen by the trade association to draft the document in view of his experience as a distributor and an attorney.

The assignment was delegated at the board's last meeting in Dec., at which time it was pointed out that a model contract could serve as a guide for both distributors and manufacturers; could standardize the relationship between these two industry segments, and could restore a measure of stability and ethical practice to that relationship. The board will consider this draft at its next meeting.

Shocket noted that the concept of a standard contract is a common one in many industries—and is well-known in the music business, an example being the SPA (or AGAC) contract covering songwriter-publisher relations.

The ARMADA-Shocket document contains three main sections: A) Duties and Obligations of a Distributor (hereinafter called "D"); Duties and Obligations of a Manufacturer (hereinafter called "M," and C) Conditions of Termination.

Distributor Duties

The section titled Duties and Obligations of a distributor (Section A) spells out the following provisions: 1) D to promote and exploit all records produced by M thru radio, TV, newspapers, window, floor and point of sale display in all areas where sales efforts are to be expended, (or where sales are to be made) and where customers are located.

2) D shall maintain an office or warehouse in its area of sales for the convenience of customers who may desire to "pick up" or otherwise obtain recordings of the manufacturer, where time is of the essence.

3) D shall maintain a sales force sufficient to visit every large account at least twice weekly and every small account not less than once every two weeks.

4) Failure on the part of D to comply with the above three essentials shall constitute a breach of this agreement; and it is agreed that upon such breach, the manufacturer shall have the right to terminate the agreement upon 30 days notice, without the D being entitled to any of the benefits as hereinafter set forth.

5) The right to terminate this agreement as set forth above shall accrue to the M whether the breach is a direct result of the D's actions, or where the breach is caused indirectly by the D or its agents, or by another company wholly within the control of the D.

6) All invoices rendered up to and including the 25th of any month shall be due and payable on the 10th of the following month. The sole exception shall be that instance where extended payments are granted to a D in writing by the M.

7) D shall hold weekly sales meetings which may be attended by a representative of the M.

8) D shall cooperate with M.

M'fer Duties

The second main section, (B) titled Duties and Obligations of a Manufacturer, contains these provisions:

1) Produce sufficient recordings to keep line "alive."

2) Fill orders promptly.

3) Abstain from direct sales to D's accounts for any reason whatsoever, without the written permission of D. Such a sale by the M without consent

shall constitute a breach of the agreement.

4) Supply the D with necessary advertising material.

5) Disk jockey copies of LP records shall be furnished to the D at actual manufacturing costs.

6) Coordinate promotion effort with the D.

Conditions of Termination

Section C states that the manufacturer-distributor contract is for an indefinite period and may be terminated by either party at any time upon the following terms:

1) Where the D carries one or more other lines comparable to M in sales and production, then M hereby has the right to terminate this agreement upon 15 days written, registered notice for any reason whatsoever.

2) Where M's line constitutes the only major label carried by D, then the M shall have the right to terminate this agreement upon 60 days notice by registered mail.

3) M to have right to take immediate inventory of all its product, where D comes within classification of C-1, and an inventory 45 days after notice where D is in C-2 classification.

4) Inventory shall include saleable stock, defectives and returns in D's possession.

5) At end of notice period D shall return to M or to M's appointee all of M's merchandise in its possession.

6) D is hereby given the right to send back for a period of 30 days after the end of the notice period any returns it may receive of M's merchandise from its customers. Such returns may not exceed five percent of its purchases from M for the period commencing from the last semi-annual or periodic return privilege. In the case of a D in classification C-2, such returns may not exceed eight percent for the similar period.

7) Upon termination of agreement, the D and the M or its appointee must advise all accounts of the D that the M or its appointee will accept all returns, of any nature whatsoever, of its merchandise.

8) Payment of balances due must be made within 30 days after receipt of returned merchandise by M.

9) In the event the terminated contract is one involving a D in classification C-2, the M shall continue supplying the D with merchandise required to carry on a normal business to the day of termination. This provision shall not apply to a M where the D is 20 or more days past due in the payment of unquestioned invoices.

9a) In the event of a breach of contract by D as specified in subparagraph A-4, then and in such event, it is agreed that the M shall not be required to repurchase the inventory of such D.

10) Payments made or credits given shall be on the following basis:

a) All purchases by D within 30 days prior to date of termination notice shall be valued at actual cost.

b) The remaining returns shall be evaluated on the basis of prevailing prices on the 30th day prior to the date of such notice.

11) All returns referred to herein shall be made "freight collect."

12) It is understood and agreed that selling, publicising and creating good will for the name, trade-mark and product of M constitutes a normal and usual function of a D, and in no way, directly or indirectly, creates any interests or rights in and to the D other than those set forth herein.

13) It is agreed by the parties hereto that upon compliance with all the provisions herein, the D and M shall have fully and satisfactorily fulfilled his, its or their obligations, and that upon final payment by one or the other, general releases shall be simultaneously exchanged.



SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell in quantity or else give every indication of doing so.

- "RHYTHM OF THE RAIN"**
CASCADES Valiant 6026
-
- "MAMA DIDN'T LIE"**
JAN BRADLEY Chess 1845
FASINATIONS ABC-Paramount 10387
-
- "A GYPSY CRIED"**
LOU CHRISTIE Roulette 4457
-
- "YOUR USED TO BE"**
BRENDA LEE Decca 31454
-
- "WALK LIKE A MAN"**
4 SEASONS VeeJay 485
-
- "SEND ME SOME LOVIN' "**
SAM COOKE RCA Victor 8129
-
- "WOULD IT MAKE ANY DIFFERENCE TO YOU"**
ETTA JAMES Argo 5430
-
- "YOU'RE THE REASON I'M LIVING"**
BOBBY DARIN Capitol 4897
-
- "LOVE (MAKES THE WORLD GO 'ROUND)"**
PAUL ANKA RCA Victor 8115
-
- "END OF THE WORLD"**
SKEETER DAVIS RCA Victor 8098

Col. Swingin' With Singles Offerings

NEW YORK—All's right in the singles world for Columbia Records. The label is currently enjoying one of its top singles months. In fact, a label exec told *Cash Box* that on Fri., Jan. 4, Columbia had its biggest singles sales days in three years. Columbia's present pride-and-joy is Steve Lawrence's "Go Away Little Girl," which has the top spot on the Top 100 this week. Dion's first single for the label, "Ruby Baby," makes its initial chart appearance in the No. 66 spot, with the label reporting sales of 200,000. Flatt & Scruggs' first big pop hit, "The Ballad Of Jed Clampett," is No. 48, while "Shake Me I Rattle" by Marion Worth holds down the No. 63 spot (it's also a country-market hit).

Eydie Gorme hits the Top 100 this week in the No. 83 slot with "Blame It On The Bossa Nova" and Tony Bennett adds "I Will Live My Life For You" to the charts (No. 90) to join the flip portion, "I Wanna Be Around," No. 83 this week.

Columbia's final representation on this week's Top 100 is Dave Brubeck's "Bossa Nova, U.S.A.," which holds down the No. 97 slot.

Getting Down To Earth



NEW YORK—Georgia Brown and chorus are pictured above belting out one of the numbers from "Oliver!" during the original cast recording of the hit Broadway musical. The LP, which has been out for several weeks, is currently riding high on the best-selling LP charts.

Colpix Inks Song Crew, Bows New Singles, Promo Sheets

NEW YORK—The Dreamers, a vocal quartet from Yonkers, New York, have been signed to an exclusive recording contract by Colpix Records.

The group was pacted on the strength of a master submitted to Colpix by their manager, Lew Ciccatti. Tunes on the first release by The Dreamers are rhythmic version of the standard, "Because Of You" and "Little Girl." Members of The Dreamers are Bob Malara, Frank Camarata, John Tracynger and Frank Di Giglio.

Other disks being released with The Dreamers' platter are "Diamond Head" and "Pin A Medal On Joey" by James Darren and "Hello, Mrs. Brown" by Don Gant. "Diamond Head" is the title tune of the upcoming flick. Darren is one of the film's stars.

In other news from Colpix, Ray Lawrence, national sales manager for the diskery, has designed "Chart Action" and "Pick Action" sheets, which are sent to trade papers, distributors, deejays and rack jobbers each week. The "Chart Action" release contains the positions of Colpix best-sellers as listed on station programming charts, received from outlets all over the country, while the "Pick Action" sheet has the picks of all Colpix records from radio stations across the nation.

Current items on the "Chart Action" sheet are "My Dad" by Paul Petersen, "My Coloring Book" by Sandy Stewart, "Big Wide World" by Teddy Randazzo and "Telephone (Won't You Ring?)" by Shelley Fabares.

- NEW BLUES HITS!!**
"MISS YOU SO" b/w
"I'D BE THE LAST TO KNOW"
LITTLE FLORENCE
Excello 2226
"I'M A KING BEE" b/w
"GOING THROUGH THE PARK"
JIMMY ANDERSON
Excello 2227
- HOT SPIRITUALS!!**
"LORD SOMEBODY TOUCHED ME"
b/w "LORD I'M IN YOUR CARE"
SINGING CRUSADERS
Nashboro 756
"THIS LITTLE LIGHT OF MINE"
b/w "SAVED BY THE BLOOD OF JESUS"
HIGHTOWER BROTHERS
Nashboro 757
"SOMEONE TO CARE"
b/w "FLY AWAY"
THE SKYLARKS
Nashboro 758
"WANT JESUS TO HOLD MY HAND"
b/w "I HEARD THE ANGELS SINGING"
NATIONAL CLOUDS OF JOY
Nashboro 759
R&B SALES SIZZLER!!
"WINTERTIME BLUES"
LIGHTNIN' SLIM
NASHBORO RECORD COMPANY
177 3rd Ave., N. Nashville, Tenn.

GOING HIGHER WITH THE HITS!

thats

Johnny Halonka
BETA RECORD DIST.
599 10th Ave. N.Y.C. CH 4-3744

MGM Reports Big Start For "Kildare's" 1st LP

NEW YORK—MGM Records says it has booked an "unprecedented" number of advance orders for Richard ("Dr. Kildare") Chamberlain's first album, "Richard Chamberlain Sings." Arnold Maxin, prexy, said that he had never seen such advance interest on all levels—distrib, dealer & consumer—for the LP in all his years in the disk business.

Added demand for abum was further increased, the label reported, by Chamberlain's singing of "Hi-Lili, Hi-Lo," one of the tunes from the album that was written into the script of a recent "Dr. Kildare" showing.

Before the LP, Chamberlain got singles chart action with the theme from the show and "Love Me Tender," both of which are included in the LP.

In order not to interfere with the regular daily filming schedule of his TV series, the album had to be cut on weekends.

Kapp LP Discount Is 10%

NEW YORK—Last week's story on Kapp Records' N. Y. sales meet contained an incorrect statement as to the percentage discount being offered on LP's by the label. Figure stated was 15%. It's actually a 10% deal.

Vista LP Takes Listener Down "Teen Street"

NEW YORK—"Teen Street" is a new off-beat LP presentation from Walt Disney's Buena Vista label.

Rock performances by Annette, Billy Storm, Gary Shortall and The Sylte Sisters are tied-in by a "musical sketch" narrated by Maurcie Chevalier and Hayley Mills.

Dick Manning & Kay Twomey wrote the words & music, while Camarata produced the album for the label.

Vista has released two singles from the album: Annette's "Teenage Wedding" and "Walkin' & Talkin'" and Billy Storm's "Good Girl" and "Double Date."

Another single by the Sylte Sisters will be released on their label, Coliseum Records, a Vista affiliate. Sides are "Cinderella Jones" and "Double Feature Movies."

It's What They Like To Hear
Rob Dante
"Baby This Is Love"
#101
Harlan Records, P.O. Box 4307, Inglewood, Calif.

On Tour For The G.I.'s



MANILA—Columbia songstress Anita Bryant is one of the four beauties flanking Bob Hope after arrival in the Philippines during Hope's annual holiday tour of the Armed Forces bases. Standing behind Hope are Amadee Chabot, Miss U.S.A. and flick star Janis Page. In the front row are Lana Turner, the laughman and Anita Bryant. Highlights of the show make up an NBC special for beaming Jan. 16. On the tour which took the troupe to Japan, Formosa and the Philippines, Anita sang songs from her new Columbia LP, "Anita Bryant's Greatest Hits."

ALBUM PLANS

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

ABC-PARAMOUNT

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

ATLANTIC & ATCO

1 free LP with every 7 purchased (amounting to a 12½% discount). 30-60-90 days delayed billing arrangements available to qualifying dealers. Expires: Feb. 28.

AUDIO FIDELITY

Consumer can buy an AF LP at ½ off suggested list if he buys another at the regular price. Dealer buys 3 gets 1 free. Expires: Feb. 15.

BLUE NOTE

10% discount on complete LP catalog. Expires: Jan. 31.

CAMAY

Two albums, "The Crew Cuts" and "Country & Western Bonanza" are offered to rack-jobbers on a buy-10-get-3-free basis and to distributors on a buy-10-get-2-free basis. Deal ends Mar. 31.

CAMEO/PARKWAY

12½% discount on all LP's. No termination date announced.

CAPITOL

All classical albums: 20% discount off the invoice on all purchases; Capitol-of-the-World LP: one free for every two purchased at the regular price; Guy Lombardo LP's: buy 1 for 61¢ for every one purchased at the regular price; Deferred payments: for program merchandise shipped between Jan. 2 and Feb. 25, payment is due in three equal installments on Mar. 10, Apr. 10 and May 10. Albums shipped between Feb. 26 and March 15 may be paid for on April 10, May 10 and June 10.

EPIC

15% discount on all LP's and tapes. Expires: Feb. 28.

FIRE/FURY

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

HORIZON

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

IMPULSE!

The ABC-Par jazz label offers a 12½% discount on seven new releases; 20% discount on catalog items. Expires: Mar. 31.

KAPP

10% discount on LP's with a special bonus discount and dating to qualified dealers. Expires: Jan. 31.

KING

15% discount on all King, Audio Lab and Bethlehem LP's. Expires: Feb. 28.

LIBERTY

10% cash discount off the face of the invoice on all dealer orders; an extra 5% discount authorized on individual dealer orders of 200 or more LP units; 100% exchange privilege, with merchandise exchangeable after July 1, 1963. Payments: ½ March 10, ½ April 10. Expires: Feb. 15.

NASHBORO

Buy-7-get-1-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

PHILIPS

15 free albums with the purchase of 100. No termination date announced.

PRESTIGE

15% discount on all LP's by Jack McDuff, Etta Jones, Willis Jackson, Herbie Mann and the Modern Jazz Quartet.

PRESTIGE/INTERNATIONAL

10% discount on all LP's. Expires: Feb. 15.

REQUEST

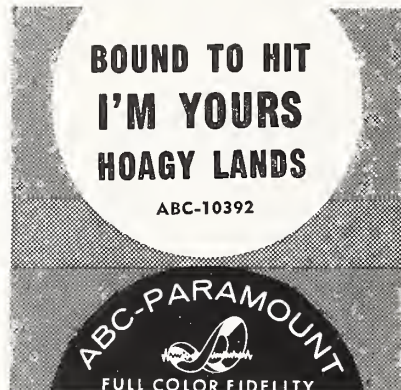
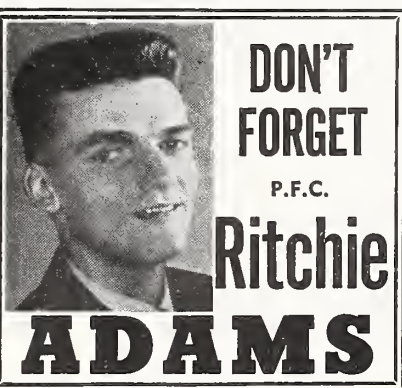
LP catalog available on a buy-10-get-2-free basis. Described as a limited-time offer.

SONODOR

A buy-5-get-1-free offer on four LP's by the Orchestra Del Oro. Described as a limited-time-only deal.

STARDAY

"Country Music for the People Sales Plan" Consumers get one free LP for every three purchased, and distributors & dealers buy the LP's on the same basis. Feb. 28.



This is the record 12 companies tried to buy!

Ride to the top with the original.

"Ain't Gonna Kiss Ya"

by

The Ribbons

Marsh #202

Bubbling

"Be Mine"

by

The Uptones

#L 6229

MARSH RECORDS

7250 Beverly Blvd.
Los Angeles 36, Calif.
Phone WE-3-9525

Al Kavelin Pres.

Marshall Leib A&R Dir.

TOP 100 ARTISTS

(See top 100 titles and labels)

Alaimo, Steve	95
Alley Cats	86
Anka, Paul	81
Baby Jane & Rockabys	92
Baker, Lavern	37
Beach Boys	93
Bennett, Tony	83, 90
Benton Brook	7
Billy & Essentials	100
Blaine, Marcie	11
Bland, Bobby	75, 79
Booker T. & MG's	89
Bradley, Jan	80
Brubeck, Dave	97
Casades	53
Charles, Ray	28
Checker, Chubby	3
Christie, Lou	62
Clanton, Jimmy	91
Clifford, Mike	78
Cole, Nat	43
Contours	55
Cooke, Sam	71
Cookies	38
Cooper, Les	34
Covay, Dan	74
Cramer, Floyd	64
Crawford, Johnny	44
Crystals	32
Dale, Dick	96
Danny & Juniors	88
Darin, Bobby	77
Davis, Skeeter	81
Dian	39, 65
Drifters	9
Duprees	9
Earls	26
Eddy, Duane	45
Emotions	65
Excellents	67
Exciters	5
Fabric, Bent	70
Flatt & Scruggs	68
Four Seasons	24, 69
Francis, Connie	20
Gabriel & Angels	58
Getz, Stan	52
Goldsboro, Bobby	61
Germe, Eydie	84
Guaraldi, Vince	54
Harnell, Joe	42
Hfield, Frank	50
James, Etta	73
Kallen, Kitty	21
Lawrence, Steve	1
Lee, Brenda	68
Lee, Dickey	13
Lee, Patsy	82
Little Esther Phillips	35
Little Eva	45
Martin, Dean	100
Marvelettes	57
Matys Bros.	98
McGriff, Jimmy	79
Miller, Ned	27
Miracles	14
Monte, Lou	25
Montez, Chris	49
Nelson, Rick	12
Orlons	40
Pastel Six	30
Paul & Paula	23
Petersen, Paul	6
Pitney, Gene	15
Presley, Elvis	22
Rebels	51
Robbins, Marty	76
Roof Top Singers	8
Ross, Lonnie	72
Routers	47
Shannon, Del	29
Sharp, Dee Dee	59
Shirelles	17
Soxx, Bob B.	16
Stewart, Sandy	21
Supremes	85
Thomason, Sue	103
Thunder, Johnny	19
Tijuana Brass	35
Tornadoes	2
Toy Dolls	87
Vee, Bobby	4
Vinton, Bobby	33, 41
Warwick, Dianne	18
Wallace, Jerry	31
Wells, Mary	10
Worth, Marion	63
Yuro, Timi	56

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

Freddy Martin Returns To Capitol Roster

HOLLYWOOD — Maestro Freddy Martin is back in the Capitol Records fold via a new exclusive, long-term pact. With the Kapp label for the past two years, Martin will begin cutting this week under the aegis of exec producer Lee Gillette. Set to be recorded are several singles and two LP's.

Immediately following the sessions at the Capitol Tower, Martin and his ork leave for Florida, where he is booked as the first attraction at the new \$10 million Doral Hotel in Miami Beach. The Martin crew will be there for 2½ months, then head west for a two-month stand at the Flamingo in Las Vegas.

Before his original pact with Capitol in 1957, Martin was heard on the Victor label for almost 25 years.

Circa To Have Its Own Label

HOLLYWOOD—Circa, the national disk distrib, is forming its own label, according to prexy Mike Elliot.

Establishment of the label, which not affect Circa's current distrib deals with indies, is still in the planning stage, but several artists have already been set for initial releases. Repertoire will cover pop, R&B for singles, while LP product will be geared to specialized items.

In announcing the deal, Elliot said: "In the past several months, Circa has been swamped by producers and artists who have excellent masters, but neither the desire nor wherewithal to release under their own banner . . . we feel it has become necessary for Circa to make this move."

Laganella Exits Chancellor's Art Dept.

PHILADELPHIA — Chic Laganella, Chancellor Records' art director for the past four years, is leaving the firm this week (15) to free-lance. His plans will encompass not only album and jacket design, but also further art work needed in the entertainment field. He'll be doing work for Chancellor on a free-lance basis, the label said.

Travelin' "Book"



BALTIMORE—Kitty Kallen, who is currently riding high on the charts with "My Coloring Book" on RCA Victor, has spent the past several weeks traveling around the country promoting the deck. The lark is shown above doing an interview with Buddy Dean on his top-rated WJZ-TV stanza.

RIAA Made 37 LP, 5 Singles Awards In '62

NEW YORK—Forty-two records—five pop singles and 37 LP's albums—were certified for Gold Record Awards by the Record Industry Association of America (RIAA) during 1962.

This total is more than double the number of records certified in 1961 and establishes an all-time high for authenticated Gold Record Awards since RIAA's certification program was initiated in 1958.

Among the LP's, Columbia easily led the awards parade with a total of 18, while Capitol came up with 10; Warner Bros. got 3, as did Dot; and Victor, ABC-Paramount and Cadence had 1 each.

To qualify for an RIAA-certified Gold Record Award a pop single must have amassed a sale of at least one million copies; an album must have accumulated a minimum of \$1 million in factory sales. Sales figures are subjected to audit by an independent firm of certified public accountants in order to qualify for an RIAA Award.

The five pop singles which were certified as Gold Record Award winners are: "The Lion Sleeps," The Tokens (RCA Victor); "Can't Help Falling In Love," Elvis Presley (RCA Victor); "Roses Are Red," Bobby Vinton (Epic); "Theme From A Summer Place," Percy Faith (Columbia); "I Can't Stop Loving You," Ray Charles (ABC-Paramount).

The LP's that received Gold Record Awards in 1962 are: "Holiday Sing Along With Mitch," Mitch Miller (Columbia); "Party Sing Along With Mitch," Mitch Miller (Columbia); "More Johnny's Greatest Hits," Johnny Mathis (Columbia); "West Side Story," Original Cast (Columbia); "Camelot," Original Cast (Columbia); "Flower Drum Song," Original Cast (Columbia); "Theme From A Summer Place," Billy Vaughn (Dot); "Blue Hawaii," Billy Vaughn (Dot); "Sail Along Silvery Moon," Billy Vaughn (Dot); "The Button-down Mind Of Bob Newhart," Bob Newhart (Warner Bros.); "Memories Sing Along With Mitch," Mitch Miller (Columbia); "Saturday Night Sing Along With Mitch," Mitch Miller (Columbia).

Also, "Sentimental Sing Along With Mitch," Mitch Miller (Columbia); "Star Carol," Ernie Ford (Capitol); "Nearer The Cross," Ernie Ford (Capitol); "Frank Sinatra Sings For Only The Lonely," Frank Sinatra (Capitol); "Nice 'N' Easy," Frank Sinatra (Capitol); "Songs For Swingin' Lovers," Frank Sinatra (Capitol); "String Along," Kingston Trio (Capitol); "Music, Martinis And Memories," Jackie Gleason (Capitol); "Music For Lovers Only," Jackie Gleason (Capitol); "Judy At Carnegie Hall," Judy Garland (Capitol); "Happy Times Sing Along," Mitch Miller (Columbia); "Memories Are Made Of This," Ray Conniff (Columbia).

Also, "Modern Sounds In Country & Western Music," Ray Charles (ABC-Paramount); "Breakfast At Tiffany's," Henry Mancini (RCA Victor); "This Is Sinatra," Frank Sinatra (Capitol); "Bouquet," Percy Faith (Columbia); "So Much In Love," Ray Conniff (Columbia); "Faithfully," Johnny Mathis (Columbia); "Swing Softly," Johnny Mathis (Columbia); "Open Fire, Two Guitars," Johnny Mathis (Columbia); "Peter, Paul And Mary," Peter, Paul and Mary (Warner Bros.); "My Son The Folk Singer," Allan Sherman (Warner Bros.); "The First Family," Vaughn Meader, (Cadence).

C/P Buys 2 European Masters

NEW YORK—Cameo-Parkway Records has acquired two masters from abroad. One is an English success, Joe Brown's "It Took Only A Minute," which the label got from England's Pye label, and the other is popular Swedish artist Arune Overman's dishing of "Madison Piano." The Brown deck has been released by C/P for distribution in the U.S., while the second deck is being handled by C/P in both the U.S. and Canada.

New Addition



NEW YORK—Gil Robbins (left) who recently joined The Highwaymen when Steve Trott left to return to school, discusses a new arrangement with regulars Steve Butts, Dave Fisher and Chan Daniels. Robbins stepped into the group after performing as a solist in Montreal, and appears on The Highwaymen's new UA album, "March On Brothers!"

Ava Buys Master Out Of Frisco

NEW YORK—Fred Astaire's Ava label, handled by MGM Records, has purchased the Penthouse master of San Francisco deejay Dick Stewart doing "I Believe." Deck has reportedly sold more than 30,000 copies in Frisco. Ava will release it nationally.

Taking New York By Storm

"MY FOOLISH HEART" THE DEMENSIONS

CORAL 62344

LET'S STOMP BOBBY COMSTOCK

LAWN 202

Dist. Nationally By

SWAN RECORDS

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Philadelphia, Pa.

HO 5-3700

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by

Bobby Bland

Duke 360

DUKE AND PEACOCK RECORDS, INC.

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Smash Action

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Jimmy Hughes

Guyden 2075

Jamie/Guyden DISTRIBUTING CORP.

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Philadelphia 23, Pa.

CONSIDERATIONS AFFECTING U.S. COMPANIES DOING BUSINESS ABROAD

By Attorneys

WALTER HOFFER, ESQ.
THOMAS R. LEVY, ESQ.

The following is the complete text of the brochure that was handed-out to all those who attended last week's (10) luncheon of the International Disk-Music Men's Club in New York. It should prove of interest to the entire trade.

The American businessman doing business abroad is constantly faced with all sorts of problems which he does not encounter if his operations are limited to the United States. When doing business in a foreign country, he must consider such problems as whether or not a separate organization should be set up in the foreign country, what form such an organization should take, the local tax structure, cost and availability of labor, exchange controls and the like. Each decision made in one of these areas must constantly be analyzed not only as to its immediate effect but also in terms of its tax effect in the United States.

The information contained herein has been compiled in order to instruct those who have had no experience in foreign operations. It is intended particularly for organizations dealing in services rather than products. The reader should further note that these are all observations of a rather general nature and may vary when applied to specific factual situations.

In order to treat this material a little less generally, the information compiled herein is based upon a fictional corporation in the United States which has come to the authors for advice. It does a substantial amount of business overseas, particularly in Europe and has recently found that it is impractical to manage such business directly from the United States. It can project a gross volume of business amounting to approximately One Million Dollars (\$1,000,000) from Europe in the next year. For the sake of convenience, it shall be referred to as "the Company".

General Observations

Based upon the above hypotheses and other material concerning billing volume and proposed employment in each territory, it would be our recommendation that an independent subsidiary be set up to operate in each territory producing a substantial quantity of revenue. The reasons for such a recommendation are numerous. In the first place, any country in which you operate has the problem of taxing your revenue derived within such country. Such a determination is not difficult if a subsidiary corporation maintains independent records and books of account. However, the experience of many firms has shown that where a branch is operated rather than a subsidiary, there is constant argument with the foreign taxing authorities as to what constitutes income from within the territory and what does not. There is nothing which can be gained by allowing the possibility to exist for United States income of the company to be taxed by any foreign country.

A second advantage in establishing subsidiaries is that no United States tax need be paid on income derived from abroad unless and until a dividend is paid by the subsidiary to the Company. At the time that such a dividend is paid from the subsidiary to the Company, the Company may credit against its United States income tax, all income taxes previously paid to foreign countries by the subsidiary. (Internal Revenue Code, §§901-905). This means, in effect, that where the foreign income tax rate is equal to or exceeds the United States rate, no taxes need be paid in the United States. Where the foreign rate is less than the American rate, the Company need pay in the United States only the difference between the foreign and domestic rates.

A third advantage to be gained by the Company by the use of a subsidiary rather than a branch arrangement is the possibility of licensing processes, patents, copyrights and know-how by the Company to the subsidiary. This is especially useful where the foreign tax rate exceeds the tax rate in the United States. In this situation the subsidiary can deduct amounts paid to the Company from its taxable income in the foreign territory, thus reducing its tax there. At the same time the Company may receive any sums so obtained as income obtained outside the United States.

In most cases the cost of organizing a foreign subsidiary will run in the neighborhood of \$750.

It should be noted that in recent years the problem of the repatriation of capital or profits has largely vanished from operating a business in the territories wherein the Company has suggested it intends to work. The currency in most of Western Europe has been stable for some years and there is no great difficulty in sending profits back to the Company in the United States. There are certain specific expressions to this general rule and these shall be discussed within the discussions allotted to each individual country.

In dealing with the foreign tax credit which was discussed as one of the reasons for the use of subsidiaries, the Company should keep in mind the fact that this credit does not apply to certain indirect taxes which are a standard part of the European tax structure. Such taxes may include turn-over taxes, withholding taxes on dividends paid to the Company in the United States, added worth taxes and the like. These taxes often constitute a very substantial part of the revenue obtained by a country's tax structure. The importance of such taxes is, of course, that although they may be deducted from the subsidiary's taxable income within its territory, they may not be used as a credit against the United States Federal Income Tax. Such taxes may amount up to as high as 18% or 20%. Needless to say that in view of the deduction, the effective rate in the United States is less than such percentages. The Company has indicated that it wishes to employ local labor in clerical, accounting and secretarial positions. Although there is no disability which prevents this, the Company must realize that in addition to the salaries ordinarily payable by the employer is liable for the payment of certain contributions with respect to social benefits such as old age and survivor insurance, workmen's compensation, paid vacations and other benefits, all of which amount to about 25% of the payroll in most countries.

However, such taxes generally need not be paid in the case of supervisors or managers.

With respect to the copyrights and other similar protection under the law, the Company may enforce its rights essentially in the same manner as it presently does in the United States. All of the countries in which the Company expects to operate are signatories of the Universal Copyright Convention and accordingly the Company is protected as long as it complies with the Convention's requirements.

With respect to covenants in employment agreements preventing the employee from working for a competitor, the policy of each country varies quite widely from a policy of complete enforcement (such as is found in the Netherlands) to a policy of no enforcement at all (such as is found in Germany). The enforcement of such covenants shall be treated in the sections devoted to each particular country.

The Company should realize, in paying its American employees working abroad, that the salary rates generally payable to American personnel are very high compared to rates paid in Europe. Accordingly, if the entire salary is paid in the country in which the employee works, the income tax rate to such employee is likely to be extremely high. In view of this, the Company should work out some sort of arrangement whereby part of the salary is payable directly to the employee within the foreign territory and part is paid in the United States either in cash, stock options, profit sharing or any other means which the Company may elect.

II

Germany

The form or organization to be used in Germany is a Gesellschaft mit beschränkter Haftung (GmbH), a society with limited liability. Such an organization essentially resembles an American corporation although there are certain differences not material to the present discussion. As we have already pointed out, the establishment of a GmbH is a relatively inexpensive process.

There is at present no disability which prevents the declaration by the German GmbH of dividends to the Company in the United States. The German bank in which the GmbH maintains its account may freely transmit funds to its correspondent banks in the United States.

The present corporate tax rate in Germany is about 47%. Thus, assuming that all profits from the German subsidiary are repatriated, the American tax rate would be around 5%. It should also be noted that in Germany there is a turn-over tax which applies to the Company's business. This tax is graduated and therefore there is no fixed rate which can be supplied.

In Germany there are also various local taxes which must be paid by the GmbH. These would be payable to the equivalent of our States as well as to the Municipality in which the GmbH had its office.

With respect to the Company's employees, the situation with respect to payroll taxes is essentially as stated in the general portion of this discussion. Supervisory and managerial employees do not force the GmbH to incur liability for old age and survivor's insurance, etc. However, the GmbH would have to contribute to such social benefits with respect to its other employees.

It should be pointed out that the German position on the restriction with respect to future employment of employees or covenants not to compete is extremely severe. Such contractual restrictions are looked upon as a curtailment of an employee's right to work in the future and will, in no case, be enforced.

III

France

There are two forms of organization possible in France, both very similar to our corporate form. These are the Societe Anonyme (S.A.) and Societe A Responsabilite Limitee (S.A.R.L.). Both of these forms limit the liability of the stockholders to the amount of their capital contribution. The only substantial difference between them for the Company's purposes is the fact that the S.A. may borrow money from the public by means of negotiable debentures.

The establishment of the French subsidiary should be handled with great care. In the establishment of a subsidiary, the French government expects compliance with a substantial number of formalities. These must be complied with exactly in the initial stages. If this is properly done, there is never any difficulty about remitting profits to the Company in the United States or in repatriating such capital as may be involved. However, if the initial requirements are not strictly adhered to, a good deal of future difficulty can arise in this regard.

The French corporate tax rate is a flat 50% on the net profits of the subsidiary corporation. In addition, there is a withholding tax on dividends of 15%. However, it should be kept in mind that the rate is higher in such instances where the person, firm or corporation to whom such dividends are remitted is other than an American entity. This need not concern the Company at this point but might be involved in a Swiss or other holding company situation for its foreign operations. In view of these facts, the French income tax rate amounts to an actual amount equal to 57½%, (in other words 50% plus 50 x 15/100).

Since the income tax rate is higher than the American rate, certain of the principles discussed in Section I become applicable. It is in the Company's interest to license to its French subsidiary such copyrighted material and secret processes as it may have available for the French subsidiary's use. As has already been pointed out, this will enable the subsidiary to take any moneys so paid as a deduction on their French income tax and make the sums taxable only at the lower American rate.

A second major tax which must be paid in France is an added value tax which on services is a flat 8½%. This tax may be avoided to some extent since there is exempted from its operation royalties for the licensing of patents, copyrights, secret processes and the like. It is therefore to the Company's advantage to denominate its services as royalties

wherever such a denomination is feasible without raising the question of out and out tax avoidance.

The Company should also be aware of certain other miscellaneous taxes. These include a tax of 1.6% on the original capital of the French subsidiary, a tax of .6% on any normal additions to capital and a tax of 7.2% where the subsidiary transfers funds from surplus to capital. There are also a number of local taxes which do not amount to a great deal of money and vary with the location of the subsidiary's offices. Such taxes can be minimized if the subsidiary can function away from the major urban centers.

Finally, in accordance with the statement contained in Section I hereof, the total of all employee benefits which an employer is required to contribute presently approximates 25% of the total payroll. However, France makes no distinction in this regard for supervisory and professional employees. The above sum is the total cost to the employer of social security, workmen's compensation, legal holidays and the like.

With respect to any American nationals employed by the Company's subsidiary in France, the Company should be aware that certain formalities are required in order for American nationals to be employed or to reside in France. No matter what the employee's status with the subsidiary is, he must obtain a carte de sejour which essentially is permission for that person to live and work in France. Such permission may be obtained without difficulty by application to the proper Ministry in France.

The Company should also note in the above regard that the American Manager for a French subsidiary will have to obtain a Carte de Commerçant. This, too, requires the filing with the appropriate Ministry of a substantial amount of information with respect to the individual's prior business and financial connections. However, in the ordinary case such a Carte will be granted upon proper application and upon furnishing all the required information.

With respect to the matter of enforcement of the Company's right to limit the employment of its supervisory employees with its competitors, such rights will be upheld. The curtailment of subsequent employment will be allowed if it is not unreasonable in interests in this regard.

IV

Italy

The form or organization most prevalent in Italy for a subsidiary is the Societa per Azioni (SPA). This is a limited company very similar to an American corporation. Ownership is represented by shares of stock and the personal liability of each stockholder is limited to his stock subscription. There is a minimum capital investment of One Million Lira (\$1,600).

With respect to such a corporation, the Company must follow certain formal requirements pertaining to auditing and bookkeeping. These are uniform for every corporation, whether its stockholders be Italian nationals or not.

The repatriation of capital from Italy to the United States can present certain difficulties. In certain instances the corporations are limited to converting to dollars only 8% of their capital investment per year. However, most of the formal requirements need not be followed when the Company maintains a dollar bank account in the Italian bank where its subsidiary maintains its account. In this situation the limitations on capital repatriation do not take effect and the companies may transfer money freely between the two accounts.

The Italian tax rate is 43.3% of the net profits. The Company may take the ordinary deductions for business expenses including the payment of royalties. There are, however, no special advantages for paying royalties from the subsidiary to the parent and there are no special tax rates given to companies whose stockholders are not Italian.

The Company should take into account in employing American personnel that all such personnel must obtain special entry visas. Such visas are, however, not generally difficult to obtain in the case of supervisory employees such as the Company might wish to maintain in Italy.

Finally, with respect to the secret processes, copyrights and other such material, owned by the Company, the Company may have protection through the remedies of infringement or breach of contract. There is no provision of Italian law which prohibits the making of an agreement with an employee that such employee will not work for a competitor of the Company for a specified time after leaving the Company's employ.

Although the current tax rate in Italy is somewhat lower than in the rest of Western Europe and although the cost of doing business in Italy is relatively lower than in many other places, it is highly likely that the coming into effect of the common market will tend to produce a leveling of the costs of doing business. The new organization should have a profound effect on the Italian economy and it should be anticipated that the tax rate and general costs will all increase within the next five years. At this time the gap between Italy and the other European economic community members appears to have begun to diminish.

V

The Netherlands

The proper form of organization to be used by the Company in The Netherlands would be a Naamloze Vennootschap (NV). Again this form is similar to an American corporation where ownership is represented by shares of stock and the stockholders' liability is limited to their investment.

Due to the fact that The Netherlands is still having difficulties with their balance of payments, there are still certain restrictions upon the withdrawal of profits or capital from the country. Royalties may be freely withdrawn and accordingly, it is our suggestion that any subsidiary organized in this territory remit to the Company royalties paid for the use of the Company's patents, copyrights,

trademarks, tradenames, etc. Although there are limitations upon the above mentioned withdrawals, it is now relatively easy to obtain the necessary licenses to export profits. As long as these licenses are obtained, no difficulties should be encountered.

The Netherlands has no fixed income tax rate on the net profits of corporations. Instead there is a graduated scale. Based upon a volume of approximately \$200,000, the tax would be approximately equal to the American tax rate of 52%. Needless-to-say, the usual deductions as to business expenses, payment of royalties, etc. apply as against gross income.

The Company may anticipate paying payroll taxes of approximately 25% in excess of the basic salaries paid to all employees. These amounts must be paid with respect not only to local personnel but also with respect to American personnel residing in Holland. The actual amount of the payments will depend upon the size of the family of any given employee. However, it is highly unusual that the amount ever exceeds the aforementioned 25%. The Company should also note that with respect to its American employees, work permits must be obtained. These are readily available to workers in the supervisory and engineering categories.

The Dutch take an extremely strong position with respect to the protection of patents, copyrights, trademarks, and tradenames. There are no restrictions such as those which obtain in Germany and the Company may make such contracts with its employees as it feels that it requires.

The Company should be advised that although business conditions in The Netherlands are excellent, there is a very bad shortage of office and living space, particularly in the larger cities. The Company may therefore find it advisable to establish its subsidiary in one of the smaller cities where the situation is not as severe.

VI

Great Britain

A subsidiary of the Company organized in Great Britain should be a registered company organized under the Companies Act of 1948. This form is essentially the same as an American corporation with limited liability and protection for the shareholders. The subsidiary should be in the form of a private company which restricts the right to transfer shares, limits the number of members of fifty and prohibits public offerings of shares or debentures. A subsidiary in this form is absolved from a large number of formal requirements.

In view of Britain's balance of payment difficulties, there are restrictions on the exportation of profits and capital. The restrictions may be eliminated by means of the Company applying to the Bank of England at the time of the subsidiary's formation for the necessary permission. Once granted, such permission entitles the subsidiary to remit royalty and dividend payments to the United States and permits the Company to withdraw its capital and dissolve the subsidiary should such a course at any time be deemed advisable. Permission will be granted in cases where the establishment will either aid the British balance of payments or add to the company's industrial efficiency.

The major taxes payable in Great Britain are the Income Tax and the Profits Tax. Rates have fluctuated somewhat in recent years and are dependent upon the annual budget. However, in the fiscal year 1961-1962 the rate of Income Tax was 38.75% (7s. 9d. in the L) and the rate of Profits Tax was an additional 15%. Thus, the total combined tax rate amounted to 53¾% or slightly more than the American rate.

A word of caution is necessary with respect to royalty payments by the subsidiary to the Company. Permission for such payments must be obtained. In order to obtain such permission, a formal agreement between the subsidiary and the company should be drawn and exhibited to the Company's bankers in Great Britain. It should also be noted that no tax is payable on such royalties in Great Britain so long as they are subject to taxation in the United States.

The Company should be advised that there are restrictions on the employment of American personnel in Great Britain. Special permits must be obtained and these are generally available in cases where it can be shown that no local employees could be used for the jobs in question.

Great Britain has certain advantages for workers with respect to health insurance and other social benefits. Despite the very substantial benefits available, the Company's contributions to these benefits does not exceed contributions in other countries. The rates do not rise above 25% of the base salary.

Finally, with respect to copyright, patent and trademark protection, the Company will be protected to largely the same extent as it is in the United States. However, the British law on restrictive covenants in employment contracts is somewhat stricter than ours. These covenants should be limited in both the territory covered and the period of time involved. Otherwise, such contracts if subjected to judicial scrutiny might be declared invalid.

VII

Miscellaneous

Should the Company indicate that in addition to the territories hereinbefore discussed, it will have occasion to do business in other countries, such business may be handled through the subsidiaries in Europe without separate establishments. We understand that the chief reason that the Company wishes independent European operations is its present difficulty in handling such operations from the United States. No such difficulty should be experienced if the Dutch subsidiary operates in Scandinavia or if the German subsidiary operates in Austria.

In actually proceeding with its plans, the Company would be well advised to provide its attorneys with data in much greater detail so that they may be able to properly assist it in carrying out its plans.

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INTERNATIONAL RECORD AND
MUSIC MEN'S CLUB



ITALY



CASH BOX TOP 100'S PUBLISHERS

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

The names of the S. Remo songs performers are not yet announced. It is remarkable that three top Italian artists, Adriano Celentano, Mina and, according to the latest rumors, Tony Dallara, refused to participate. At the moment, the atmosphere of the Festival is exciting. Every publisher and composer of the 20 chosen songs are now preoccupied (and troubled) to secure the best interpreters of their tunes.

Italian Yank, the music publishing firm established by the Italian artist Adriano Celentano, has become member of Curci's publishing group. Gramitto Ricci of Curci asks all foreign publishers to send him suitable music for Adriano Celentano to record and to be subpublished by Italian Yank.

A festival of the songs penned and devoted to Walt Disney's personages was held in San Remo on the occasion of the Italian showing of Disney film "Biancaneve E I Sette Nani" (Snow White and the Seven Dwarfs). Leading Italian composers took part in it, such as Kramer, C. A. Rossi, Donaggio, D'Anzi, Panzeri, Dorelli. The festival was successful. It has been televised not only in Italy but in other eleven European countries; among them Czechoslovakia and Hungary. This Festival represented good publicity for the film. More than 500,000 children sent the vote/card (coupon) to indicate the favorite song. In a special agreement between the composers and Walt Disney, all songs are owned by Walt Disney Production. All composers were bound by sole agreement with different publishers. On this occasion, all publishers, as a homage to Walt Disney, authorized their own composers to write songs for Disney's music firm. It has been already announced that the festival will be held next year with large participation of foreign composers too.

CBS in Italy is gaining ground. After the first record "Il Giorno Più Lungo," which is achieving success beyond every expectation, "Gina" by Johnny Mathis, "I Left My Heart In San Francisco" by Tony Bennett, "The Continental" by Ray Conniff and "Madison Time" by Ray Bryant have been issued. In a few days, also "Maria" and "Tonight" (West Side Story) by Andy Williams will be published. Several new records are planned to be released in January.

As for Ricordi, which handles CBS in Italy, "Anche Se" by Ornella Vanoni is becoming a hit, together with "Gli Amici" by Giorgio Gaber and the latest Luigi Tenco single "Mi Sono Innamorato Di Te." Last but not least, the most time, there will be a perfumed record! In fact, every sleeve containing "Mary" expected record of this month: "Mary Rose" by Emilio Pericoli. For the first time, there will be a perfumed record! In fact, every sleeve containing "Mary Rose" will be scented with . . . Mary Rose, a new perfume by Nancy which will be offered, as a gift, to all the purchasers of the record.

First RiFi Records' female name Cocki Mazzetti was invited to take part in radio program Musicorama produced by Lucien Morisse on Europa N. 1. At the same time, RiFi announced it will soon open its own branch in Paris, in cooperation with Gilbert Maruani of the publishing firm Caravelle. First release of the new branch will be a record by Cocki Mazzetti, containing two San Remo songs in French. Moreover this songstress has cut two singles in the German language to be distributed in Germany and Austria by Bernard Mikulski of Frankfurt.

Another RiFi Records' artist Fred Bongusto was feted recently during a cocktail party held for his debut in Milan with his own band. Fred is on our current chart with "Aufwiedersehen Madeleine."

All Italian record houses are currently cutting Bossa Novas; among them Fonit which has just issued "Desafinado"/"Samba Di Una Nota" by Enoch Light conducting the Big Band Bossa Nova (on Command).

Odetta, Sonny Rollins and the Tokens, all of them artists of RCA, arrived to Rome from the States just to take part in TV show, Studio One, one of our most followed television spectacles. This is the result of an interesting and special pact between RCA Italiana and the Italian radio TV station R.A.I.

News from Messaggerie Musicali publishing group: "Lolita Ya Ya," the composition featured in the MGM film "Lolita" and first waxed by Sue Lyon has been recorded in Italy by 15 different artists. There are recordings by Marino Marini on Durium, and Al Karwin with Tullio Gallo and his Orch. on Philips. "Goody Goody," the oldie, has been recorded for the first time, in Italian by Milva on Cetra. "Il Disco Rotto" (The Broken Record) penned by Rascel ("Arriverderci Roma's" composer) and recorded by Mina looks like the latest success of this top star. Two Bossa Nova songs, penned by Antonio Carlos Jobim ("Desafinado's" composer) entitled "So Danco Samba" (So I Dance Samba) and "Samba Do Aviao" (Airplains Samba), included in the film "Copacabana Palace," are owned by Messaggerie Musicali. Both compositions are recorded on the C.G.D.'s label by Miguel, a Brazilian singer.

Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist	Label
1.	1.	10.	Preghevo' (Stand By Me)	Adriano Celentano/Clan	Published by Aberbach
2.	2.	15.	Si E' Spento Il Sole	Adriano Celentano/Saar	Published by Leonard
3.	3.	4.	Chariot	Frank Pourcel/VCM—Betty Curtis/CGD—Petula Clark/Vogue	Published by Connelly
4.	4.	15.	Speedy Gonzales	Pat Boone/Decca—Johnny Dorelli/C.G.D. Peppino Di Capri/Carisch	Published by Messaggerie Musicali
5.	5.	2.	Desafinado	Joao Gilberto/Bluebell—Getz, Byrd/Verve—Marino Marini/Durium—Frank Pourcel/VCM—Julie London/VCM—Bruna Lelli/Cetra—Katina Ranieri/Decca—Mavis Rivers/Reprise—Richard Anthony/Columbia—Enoch Light/Fonit—Gilberto Cuppini Ricordi—Gino Corcelli/Combo—Franco Franchi/Philips Si Zentner/VCM—Pat Thomas/MGM	Published by Leonard
6.	6.	3.	Ogni Notte (Every Night)	Paul Anka/RCA	Published by Curci
7.	12.	2.	La Terza Luna	Neil Sedaka/RCA	
8.	—	1.	Il Ragazzo Col Ciuffo	Little Tony/Durium	Published by Durium
9.	8.	12.	Io Che Amo Solo Te (I Who Love Only You)	Sergio Endrigo/RCA	Published by RCA Italiana
10.	9.	9.	Addio Mondo Crudele (Good Bye Cruel World)	Peppino Di Capri Carisch	Published by Curci
11.	—	1.	Concerto Disperato	Nini' Rosso/Durium	Published by Nazionalmusic
12.	20.	3.	La Partita Di Pallone (The Football Match)	Cocki Mazzetti/RiFi—Rita Pavone/RCA	Published by Leonard/RCA Italiana
13.	13.	4.	J'Entends Siffler Le Train	Ray Anthony/VCM	Published by Leonard
14.	18.	2.	Aufwiedersehen Madeleine	Fred Bongusto/RiFi	Published by Southern

A GYPSY CRIED	62	LOOP DE LOOP	19
(Painted Desert—BMI)		(Tobi-Ann, Teddy Vann—BMI)	
ALL ABOUT MY GIRL	79	LOVE CAME TO ME	39
BALLAD OF JED CLAMPETT	48	*LOVE (MAKES THE WORLD GO ROUND)	80
BIG GIRLS DON'T CRY	24	LOVE OF A BOY	56
*BLAME IT ON THE BOSSA NOVA	84	LOVESICK BLUES	50
BOBBY'S GIRL	11	MAMA DIDN'T LIE	60
BOSSA NOVA U.S.A.	97	MOLLY	61
CALL ON ME	75	MY COLORING BOOK	21
CAST YOUR FATE TO THE WINDS	54	MY DAD	6
CHAINS	38	MY WIFE CAN'T COOK	72
CHICKEN FEED	70	NIGHT HAS A THOUSAND EYES	4
CINNAMON CINDER	30	*OO-LA-LA-LIMBO	88
CONY ISLAND BABY	67	PEPINO THE ITALIAN MOUSE	14
(Dance With) THE GUITAR MAN	45	PEPPERMINT MAN	96
DARKEST STREET IN TOWN	91	POPEYE WADDLE	74
DEAR LONELY HEARTS	43	PROUD	44
DESAFINADO	52	*PUDDIN' 'N TAIN	86
DON'T HANG UP	40	RELEASE ME	36
DON'T MAKE ME OVER	18	REMEMBER THEN	26
ECHO	65	RETURN TO SENDER	22
*END OF THE WORLD	81	RHYTHM OF THE RAIN	53
EVERYBODY LOVES A LOVER	17	RIDE	59
EVERY DAY I HAVE TO CRY SOME	95	RUBY ANN	76
FLY ME TO THE MOON	42	*RUBY BABY	66
FROM A JACK TO A KING	27	*SEND ME SOME LOVIN'	71
FROM THE BOTTOM OF MY HEART	100	SEE SEE RIDER	37
GO AWAY LITTLE GIRL	1	SHAKE ME, I RATTLE	63
HALF HEAVEN—HALF HEARTACHE	15	SHAKE SHERRY	55
HE'S SURE THE BOY I LOVE	32	SHUTTERS AND BOARDS	31
HEY PAULA	23	SOME KINDA FUN	49
HOTEL HAPPINESS	7	STRANGE I KNOW	57
HOW MUCH IS THAT DOGGIE IN THE WINDOW?	92	TELL HIM	5
*I'D RATHER BE IN YOUR ARMS	94	TELSTAR	2
I'M A WOMAN	82	TEN LITTLE INDIANS	93
I'M GONNA BE WARM THIS WINTER	20	THAT'S LIFE	58
I SAW LINDA YESTERDAY	13	*THAT'S THE WAY LOVE IS	99
IT'S UP TO YOU	12	TROUBLE IS MY MIDDLE NAME	41
*I WANNA BE AROUND	83	TWO LOVERS	10
*I WILL LIVE MY LIFE FOR YOU	90	UP ON THE ROOF	9
JAVA	64	*WALK LIKE A MAN	69
JELLY BREAD	89	WALK RIGHT IN	8
KEEP YOUR HANDS OFF MY BABY	46	WHAT TO DO WITH LAURIE	78
LET ME GO THE RIGHT WAY	85	*WHO STOLE THE KEESHKA	98
LET'S GO (PONY)	47	WIGGLE WOBBLE	34
LET'S KISS AND MAKE UP	33	WILD WEEKEND	51
LIMBO ROCK	3	*WILLIE CAN	100
LITTLE TIN SOLDIER	87	WOULD IT MAKE ANY DIFFERENCE TO YOU	73
LITTLE TOWN FLIRT	29	*YOUR USED TO BE	68
LONELY BULL	35	YOU ARE MY SUNSHINE	28
		*YOU'RE THE REASON I'M LIVING	77
		YOU'VE REALLY GOT A HOLD ON ME	25
		ZIP-A-DEE-DOO-DAH	16



ARGENTINA

The last 1962 program of the **Antonio Prieto TV'er**, considered "the best musical show" by **Cash Box** Argentine Top Artists 1962 lists (see CB, Dec. 29), took place Dec. 30. During this program, Prieto and **Jorge Gonçalves**, producer of the program, reached the "Audiovision" awards which are given entirely according to **Cash Box** nominations. The program, scheduled to reprise next April, presented last year several top artists such as **Joao Gilberto**, **Elza Soares**, **Los Hermanos Rigual**, **Los Mac Ke Mac's** and others. During December, it featured **Los Jazz Singers**, **Laura Regal**, young star **Marty Cosens** and Chilean singers **Arturo Gatica** and **Esmeralda Roig**.

Mario Kaminsky of **Microfon** informed **Cash Box** about his diskery's operations during last year. According to him, **Microfon's** sales were an average of 100% over the 1961 figures, basically because of the increase of **Audio Fidelity**, **Durium** and its own catalog. **AF's** bestselling stereo LP has been "Percussive Jazz"; "Archicolopendo," **Microfon's** "promotional" album, the local top seller. In the single field, "Corazon de Luto" has reached top sales. About ten **Microfon** singles broke onto the charts during the past twelve months. Now, the diskery is working on new expansion plans, since it is now representing Canadian-American, **Coral Brunswick**, **Cadence** and other important American labels.

There were several interesting things at **CBS' Year End Party**, held at the diskery's new studios. The meet featured the award of a gold record to **Roberto Yanes** for the sales of his records, and song and dance contests for **CBS' employees**, which saw several label executives doing the twist. Besides, the studios were officially inaugurated, and blessed by **Father Alejandro Mayol**, who is also a **CBS** artist. **Yanes** has just finished recording a **Compact 33** with **Astor Paizolla's** orchestra singing four tangos with modern arrangements: "Cafetin," "Griseta," "Fuimos" and "Margarita Gauthier." This has been a good year for the chanter, with big success on TV and records. Since he has been considered "Argentina's best male singer" by **Cash Box**, he will also receive the "Audiovision" award, in a few days.

Producciones Fermata is continuing its **Bossa Nova** releases, with another version of "Desafinado" by **Chubby Checker**. A few weeks ago, it had put to sale the **The Contrasts** recording, and it expects that this new waxing will help "Desafinado" to get onto the Argentine charts.

Music Hall is continuing the promotion of the recordings made by **Sirco San Roman**, who is seeming to become a big star, and has now big sales potential. After his latest single, with two chart riders, "Di Papa" and "Dame Felicidad," also included in **Music Hall's** best selling "Barbaro Vol. II," the label is preparing a new album by this artist, under the title of "Canta Sus Exotos." **San Roman** has been gradually turning from the romantic to the pop song field, with great success. Early this year, he will start a new musical program on **Channel 7**. Another **Music Hall** new release is "Peppino the Italian Mouse," by **Lou Monte** (**Reprise**), which is also expected to hit the charts, according to **MH** toppers.

Disc Jockey is releasing its first stereo record, cut in **Buenos Aires**. The title is "Cesar Bo y su guitarra," and is available also on mono. Although the bad economical situation has delayed its plans, **DJ** hasn't stopped thinking about starting to run its own recording studios in a short while. The labels next releases include **Brazilian** artists **Edith Veiga**, **Marta Mendonça**, **Renato Guimaraes** and **Poly**, and a new **Juan Ramon** recording, covering the **Elvis Presely** hit, "Return to Sender," sung in Spanish. The label considers that this **Juan Ramon** waxing will sell very well, since its promotion has reportedly found very good response. **Disc Jockey** is also working well in the **Madison** field, with its releases by **Percy Lankn** and **Big Brown**.

Odeon is releasing a selection LP with several German artists, under the title of "Duelo Musical." The album features, **Paul Kuhn**, **Werner Twardy**, **The Nielsen Brothers** and others. The diskery's share of the **Brazilian** music market is also being increased with several new releases, after the big success of **Joao Gilberto's** "Bossa Nova" album, still a chart rider, and **Walter Wanderley's** "Samba es Samba," which will be soon followed by "Samba es Mas Samba."

Julio Korn Publishers continues its work with "La Novia de Enero," a very interesting original Chilean copyright, recorded in that country by **Los Cuatro Hermanos Silva** and very good seller there. The first Argentine version to appear is the one cut by **Hugo Marcel** for **CBS**. Both the pubbery and diskery expect very much from the tune. Up to now, **RCA** hasn't informed if it will release the original version by **Los Silva**.

Argentina's Best Sellers

1. Dame Felicidad (Free Me) (Painted Desert-Korn) Enrique Guzman (CBS); Siro San Roman (Music Hall); Raul Lavie (RCA)
 2. Speedy Gonzales (Budd-Fermata) Pat Boone (Music Hall); Jackie (CBS); Peppino de Capri, Manolo Muñoz (Odeon Pops); Ellio Sangiusto, Juan Ramon (Disc Jockey); David Dante (RCA); Roy Baxter (Philips)
 3. Di Papa (Korn) Luis Ordoñez (CBS); Siro San Roman (Music Hall); Jose Guardiola (Odeon); Raul Lavie (RCA)
 4. Baby Elephant Walk (Famous-Neumann) Lawrence Welk (Music Hall); Henry Mancini (RCA)
 5. Cada Noche Sin Ti (Every Night) (Spanka-Fermata) Paul Anka (RCA); Monica Lander (Odeon Pops); Juan Ramon (Disc Jockey); Lalo Fransén (RCA)
 6. *Bienvenido Amor (Korn) Palito Ortega (RCA); Los Gin Fizz (CBS)
 7. Darlin' (Essex-Essex) Paul Evans (Kapp)
 8. Corazon De Luto (Korn) Chacho Santa Cruz (Microfon); Luis Ordoñez (CBS); Ciro Mendoza (RCA); Antonio Tormo, Teixeira (Disc Jockey) Julio Cesar (Odeon Pops); Gasparin (Philips); Antonio Bisio (CBS)
 9. Baby Face Brian Hyland (Kapp)
 10. Sealed With A Kiss Brian Hyland (Ariel)
 11. El Pecedor (Campei-Fermata) Los Panchos (CBS); Antonio Prieto (RCA); Lucho Gatica (Odeon)
 12. Et Manteinart (Smart) Gilbert Beaud, Lucho Gatica, Gelu (Odeon); Los Cinco Latinos (CBS)
 13. *Ok Al Madison (Fermata) Duo Dinamico (Odeon Pops)
 14. Ritmo Africano (Tonika-Fermata) Bert Kaempfert (Polydor); Trumpet Boy (Philips)
 15. Renato (Fermata) Monica Lander (Odeon Pops); Jolly Land (RCA); Los Big Ben (Philips)
 16. Breakin' Up Is Hard To Do (Aldon-Fermata) Neil Sedaka (RCA); Juan Ramon (Disc Jockey)
 17. Triangulo (Korn) Rosamel Araya (Disc Jockey); Los Marcellos Ferial (Microfon)
 18. Daniela (Fermata) Freddy Luciano (Music Hall); Jackie (CBS); Adriano (Microfon); Juan Ramon (Disc Jockey)
 19. Limbo Rock (Fermata) Chubby Checker (Fermata); The Cousins (Disc Jockey)
 20. Me Siento Feliz Bert Kaempfert (Polydor)
- (* Local)



MEXICO

The last week of the year passed very quietly in the record industry of Mexico. Most of the labels closed their studios and only agents and employers worked. Christmas songs sold well, especially Spanish versions like "White Christmas" with **Emily Cranz**, **Bertha Dupuy** and **Sergio Perez**, "Silent Night" with **Los Impala**, "Jingle Bells" with **Pablo Beltrán Ruiz** and **Manolo Muñoz**, "Sleigh Ride" with **Angélica María** and "Rudolph, the Red Nosed Reindeer" with **Manolo Muñoz**.

Rubén Fuentes composition "El Pecedor" (The Sinner) was recorded in the United States by **Al Caiola** with **Ralph Marterie** and **Andy Williams** and several other versions will appear in January. "El Pecedor," the most beautiful song composed in Mexico last year also has at the moment French, Italian and other European versions.

It is possible that "Somerset Records" will be represented in Mexico by **Dimsa Records**, the company that is planning to represent several foreign labels.

Nobody knows if it was true that **Elvis Presley** came to Mexico to film some scenes for his newest pictures. This was supposed to have occurred in **Acapulco**, but **RCA Victor** couldn't give us any report.

Perla Walter was declared by an advertising agency as "Miss Bossa Nova." In spite of the big promotion that several recording companies made on **Bossa Nova**, this rhythm has not earned the popularity that was expected. Anyhow, there is still a chance if the public learns how to dance it. **Rock and roll** is having its "second air" and **rock and roll** groups like **Los Rebeldes del Rock** and **Los Locos del Ritmo** are successful with "Run, Samson, Run" and "Move It," in Spanish versions, respectively. About the twist, there is nothing to say now and **Bill Haley** and **His Comets** are introducing in Mexico through **Orfeon Records** several "Mashed Potatoes."

New **RCA Victor** President **Pietro Vaccari**, returned to Mexico. The **RCA** studio was completely rebuilt and there are plans to build two more in the future.

World known Mexican singer **Tito Guízar**, who had so many successes in the United States and other European countries, has a new TV show.

From **Frankfurt, Germany**, we received a Christmas card from **The Ten Zavala Brothers**. When they parted from Mexico more than a year ago, they were twelve, but now two of them are married and returned to their country. The ten remaining will still be several months more in Europe.

Terrific sales in the last month for the tropical orchestra **La Sonora Santanera**, which is recording at **CBS Records**. Its singer **Sonia López** plays a most important part of the group and its biggest hits now are "El Nido," "El Ladrón" and "Pena Negra." **La Sonora Santanera** could be in 1963 the most popular attraction around.

Mexico's Best Sellers

1. El Ladrón—Sonora Santanera (CBS).
2. Ese Beso—Paul Anka (RCA). Pablo Beltrán Ruiz (RCA). Alberto Cortéz (GAMMA). Jacobo (Peerless) (BRAMBILA).
3. El Pecedor—Alberto Vázquez (Musart). Los Galantes (Orfeon). Marco Antonio Muñoz (RCA). Miguel Aceves Mejía (RCA). Los Panchos (CBS). Antonio Prieto (RCA). Lucho Gatica (Musart). Alvaro Zermeño (Orfeon). Los Tres Reyes (RCA) (CAMPEI).
4. Corre Sanson (Run Samson, Run)—Los Rebeldes del Rock (Orfeon).
5. Speedy Gonzales—Manolo Muñoz (Musart). (EMMI).
6. La Historia De Tommy (Tell Laura I Love Her)—César Costa (Orfeon).
7. El Nido—Sonora Santanera (CBS). (PHAM).
8. La Muchacha (La Ragazza)—Miguel Angel (RCA). Perez Prado (RCA). Chico O'Farrill (CBS). Emily Cranz (Orfeon). Gustavo Pimentel (Orfeon).
9. Una Solo Nota (One Note Samba)—Hnas. Navarro (RCA). Pablo Beltrán Ruiz (RCA).
10. Pena Negra—Sonora Santanera (CBS).

South Africa's Best Sellers

1. Return To Sender (Elvis Presley)
2. It'll Be Me (Cliff Richard)
3. Patches (Dickey Lee)
4. Kiss Me Quick (Elvis Presley)
5. Things (Bobby Darin)
6. Spanish Harlem (Jimmy Justice)
7. Roses Are Red (Bobby Vinton)
8. Think Of Me (Nancy Sinatra)
9. Locomotion (Little Eva)
10. Rambling Rose (Nat King Cole)

A Good Year For Warner Brothers



COPENHAGEN—Ulrik Neumann and Svend Asmussen recently celebrated an extremely successful year with the Warner Brothers label. Shown (left to right) at a special party in Copenhagen's Tivoli are **Elith Henriksen**, managing director of **Hede Nielsen's Fabrikker A/S** (handling WB in Denmark), **Ulrik Neumann**, **Mrs. Benny Blarke** of **Hede Nielsen's**, **Svend Asmussen** and **Robert B. Weiss**, International director of **Warner Bros.**



GREAT BRITAIN



CANADA

The American musical "Carnival" currently on a pre-London tour opens in the West End at the Lyric Theatre on Feb. 8. LPs already lined up include The London Cast on HMV; The Original Broadway Cast and Cyril Ornadel and The Starlight Symphony Orchestra—both on MGM and a jazz version "Carnival In Percussion" by The Paul Smith Ensemble on Verve. Publisher Alan Holmes of Robbins Music is busy lining up a number of singles.

RCA recording star Odetta arrived in London from Milan accompanied by her manager Albert Grossman and bass player Bill Lee. Odetta is playing 13 late-night performances at London's newest theatre, Prince Charles and is the first artist to be engaged for the late night show. Impresario Harold Fielding plans to operate the Prince Charles on a round-the-clock basis presenting film shows, lunch hour concerts, special matinees, etc. Running concurrently with Odetta's season is the revue "Clap Hands," which opened on Boxing Day. To coincide with her visit RCA is issuing an LP, "I Feel Like Crying."

It has been pointed out to us that Mike Sarne's best selling Parlophone disk "Come Outside" was recorded by indie producer Robert Stigwood with M. D. Charles Blackwell. Stigwood has also recorded the Billie Davis cover of the American hit "Tell Him" to be released by Decca on Jan. 18. Although this is Billie's first solo disk hers was the voice which contributed to the success of another Mike Sarne release, "Will I What?" The original American version of "Tell Him" is issued on United Artists and Alma Cogan has also recorded the number on Columbia. Publisher Robert Mellin.

American smash "Big Girls Don't Cry" by The Four Seasons, which is also enjoying chart success in Australia is released here on Stateside and published by Ardmore & Beechwood. The pubbery's chief Sid Coleman also has the next Rolf Harris disk lined up. The flip side "In The Wet" is in the can and the "A" side is likely to be "Johnny Aday," another aboriginal song like his current Columbia charter "Sun Arise." Another Australian now over here Patsy Ann Noble had her first British single release last week on Columbia "Don't You Ever Change Your Mind." Patsy also has been signed for a TV series with comedian Dave King.

A new number by The Clyde Valley Stompers "On The Beat" from the Norman Wisdom film of the same name is issued on Parlophone. A Keystone Cops type of number, it was produced by EMI A and R Manager George Martin. Martin's latest effort is an LP, "That Was The Week That Was" from the BBC's highly controversial and successful late night TV series which was recently favourably mentioned in the New York Herald Tribune. Martin has selected six or seven items which he feels have topical durability. Contributing to the LP are the stars of the show David Frost, Roy Kinnear, Millicent Martin, Kenneth Cope, Lance Percival, David Kiernan and William Rushton.

The Tornados topping the Cash Box Top 100 with "Telstar" for the third consecutive week have earned their second Gold Disk. World sales have passed the two million mark and the disk continues to spin round the world bringing in royalties worth \$20,000. At the end of January the group begin shooting their first full length feature film as yet untitled.

Southern Music's pro-British policy continues to pay off. Mike Berry should make the Top Twenty with "Dont You Think It's Time" on HMV and British numbers published by Southern can be found on the flip side of four current hits—"Jungle Fever" (Telstar) by The Tornados on Decca; "That Kinda Talk" (Go Away Little Girl) Mark Wynter on Pye; "Don't You Phone Me I'll Phone You" (Just For Kicks) Mike Sarne on Parlophone and the oldie "You Are My Sunshine" which backs Ray Charles "Your Cheating Heart" on HMV.

Promoter Vic Lewis currently in New York planes to Los Angeles and the Beverley Hilton on Jan 13.

Irving Micahnik, manager of Johnny And The Hurricanes, has arrived from New York to finalize plans for their forthcoming nationwide tour promoted by Don Arden. The group has just completed a tour of Germany. Their latest single "Whatever Happened To Baby Jane" backed with "Beans And Greens" is released here on London.

Board of Trade figures just issued for October 1962 show that record sales which in September had taken a heavy fall, picked up again and were, in fact, 17% higher than in October 1961. The same month showed a marked rise in export sales which for the first nine months had been down on the previous year.

One of Britain's brightest young stars, Susan Maughan, follows her current charter "Bobby's Girl" with "Hand A Handkerchief to Helen" issued on the Philips label. Same company has issued a new Shirley Bassey waxing "The Wayward Wind." On Fontana the fast climbing American hit "I Saw Linda Yesterday" has been covered by Frank Kelley. The original American waxing by Dickie Lee is issued on Mercury.

Petula Clark has recorded an English version of "Chariot"—the French tune with which she topped the continental charts. Retitled "I'll Follow Him" the disk was simultaneously released last week in Britain on Pye and in America on Laurie.

TV dates already lined up for American group The Limelitters due here at the end of the month include "Tonight In Person" for BBC-TV and an appearance with Nana Mouskouri. They will also give a concert at London's Festival Hall on February 7th. To coincide with The Limelitters London visit RCA will issue an LP "Sing Out."

Spain's Best Sellers

1. Et Maintenant (Y Ahora)—Gilbert Becaud (Voz Su Amo)
2. Cuando Calienta El Sol—Hermanos Rigual (RCA Victor)
3. Speedy Gonzales (El Rápido González)—Pat Boone (London)
4. Perdname—Dúo Dinámico (Voz Su Amo)
5. Multiplication—Bobby Darin (Belter)
6. Hey, Baby—Johnny Hallyday (Philips)
7. Balada De La Trompeta—Georges Jouvin (Voz Su Amo)
8. Balada Gitana—Dúo Dinámico (Voz Su Amo)
9. Di, Papa—Rosa Ma y José Guardiola (Voz Su Amo)
10. Let's Twist Again—Johnny Hallyday (Philips)

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It appears that the ballad side of Connie Francis' latest single, "Al Di La," is going to be a national break out. Already it's getting a full share of spins on many Canadian stations. Other biggies of the moment in the Quality branches are: "Greyhound" by Maximilian, currently breaking in Toronto and also showing well in the Montreal area; "Sailor Boy" by Cathy Carr is one of the hottest singles in the Ottawa area and is showing strong possibilities in most other markets. "Hey Paula," although comparatively new, is beginning to happen in several important markets, and considerable early action has been noted on the newie by The Beau Marks. "Stay With Me" seems to be the side as far as the young Montrealers are concerned. Strong single currently is Max Falcon's Barry outing, "I Thought I Heard You Call My Name." Falcon is getting a lot of spins on Ted Daigle's CKOY-Ottawa, Country Show, because of the fact both deejay and singer hail from the same area of New Brunswick.

Gilbert Lacombe, President of Venus Records, is pretty excited about the good initial response to the Norman Brooks-Nat Raider album recently released by the Montreal based firm.

Sale of CFCF Radio in Montreal to Broadcaster Jack Tietolman of the same city, was announced (1/4). Tietolman is the head man of CKVL, Verdun-Montreal.

A new package is being readied on the Mountail label. It will spotlight the talents of Denver Duke and Jeffrey Null. The performers are well known in the U.S. and this new set, designed for both Country and Bluegrass fans, will serve to introduce them to Canadian deejays and audiences. Fred Roy reports that the new album will contain such items as "All Washed Up With You," "Heart Made Of Roses" and "A Million Tears."

New albums that have Hal Ross clicking at Compo these days are the new sets by Alan Sherman—"My Son The Celebrity"—on Warner Bros.; and the new Colpix package by Sandy Stewart. Hal reports that the country's deejays are clamoring for both, particularly the set by Sandy due to the fact that items by girl vocalists are few and far between these days.

"Ruby Baby," Dion's first outing under the Columbia banner, is off and running, according to Johnny Williams and Bert Dunseath at Columbia's Montreal office. Another very hot Columbia cookie is the late Johnny Horton's, "All Grown Up."

Happy man along record row of late is Tim Pratt of Phonodisc in Montreal. Tim tells us that the Curtola single, "Destination Love," is just about the hottest thing he's had the pleasure of handling in some time. Reaction to the young Canadian's latest outing on Tartan is little short of phenomenal. Deejays and record men are reminded of Bobby Curtola's P.A. set for the Western Fair Grounds in London, Ontario (1/26). He will appear with Dick Biondi, well known spinner on Chicago's WLS. A combined meet the artist and deejay gathering is planned before the show goes on stage for spinners and record men, reports Basil Hurdon, Bobby's Manager.

Great Britain's Best Sellers

This Week	Last Week	No. Weeks on chart	
1.	1.	6.	The Next Time—Cliff Richard (Columbia) Elstree
2.	2.	5.	Dance On—The Shadows (Columbia) Bron
3.	3.	12.	Return To Sender—Elvis Presley (RCA) Manor
4.	4.	10.	Sun Arise—Rolf Harris (Columbia) Ardmore & Beechwood
5.	5.	12.	Lovesick Blues—Frank Ifield (Columbia) Lawrence Wright
6.	6.	8.	Guitar Man—Duane Eddy (RCA) Shapiro Bernstein
7.	8.	10.	Bobby's Girl—Susan Maughan (Philips) Kassner
8.	12.	6.	It Only Took A Minute—Joe Brodow (Piccadilly) Shapiro Bernstein
9.	18.	4.	Bachelor Boy—Cliff Richard (Columbia) Elstree
10.	10.	12.	Let's Dance—Cris Montez (London) Morris
11.	9.	18.	Telstar—The Tornados (Decca) Ivy
12.	19.	3.	Go Away Little Girl—Mark Wynter (Pye) Aldon
13.	16.	13.	Swiss Maid—Del Shannon (London) Burlington
14.	15.	2.	Up On The Roof—Kenny Lynch (HMV) Aldon
15.	—	2.	Like I Do—Maureen Evans (Oriole) Bourne
16.	11.	2.	Your Cheating Heart—Ray Charles (HMV) Acuff-Rose
17.	13.	2.	Desafinado—Stan Getz (HMV) Essix
18.	17.	2.	Me And My Shadow—Frank Sinatra-Sammy Davis (Reprise) Francis Day & Hunter
19.	7.	5.	Rockin' Around The Christmas Tree—Brenda Lee (Brunswick) Chappell
20.	—	5.	A Forever Kind Of Love—Bobby Vee (Liberty) Aldon

Great Britain's Top Ten LP's

1. (1) On Stage With The Black & White Minstrels — George Mitchell (HMV)
2. (4) Black And White Minstrel Show — George Mitchell (HMV)
3. (3) Out Of The Shadows—The Shadows (Columbia)
4. (2) West Side Story — Soundtrack (CBS)
5. (5) Rock 'N' Roll No: 2—Elvis Presley (RCA)
6. (—) Bobby Vee Meets The Crickets—Bobby Vee (Liberty)
7. (7) A Picture Of You — Joe Brown (Pye 'Golden Guinea')
8. (8) The First Family—Vaughn Meader (London)
9. (—) The Best Of Ball, Barber & Bilk—Kenny Ball, Chris Barber, Acker Bilk (Pye 'Golden Guinea')
10. (6) Another Black & White Minstrel Show—George Mitchell (HMV)

Great Britain's Top Ten EP's

1. (5) Kid Galahad—Elvis Presley (RCA)
2. (1) The Boys — The Shadows (Columbia)
3. (2) Frank Ifield Hits — Frank Ifield (Columbia)
4. (3) Sounds Of The Tornados — The Tornados (Decca)
5. (—) The Black And White Minstrel Show—George Mitchell (HMV)
6. (7) Follow That Dream—Elvis Presley (RCA)
7. (9) Wonderful Land Of The Shadows — The Shadows (Columbia)
8. (—) Four Hits And A Mister—Acker Bilk (Columbia)
9. (4) Christmas With The Minstrels — George Mitchell (HMV)
10. (10) Sincerely—Bobby Vee (Liberty)



GERMANY

The purpose of this column is to report news of the German record market, but after an exciting week examining the music business in London, we feel that it is certainly worth the time and space to use this week's lead story to compare the two biggest record markets outside of the U.S. and see how two completely different markets with different methods can both enjoy the sales power that they do. The jobs of individuals in the music business in the two countries is perhaps the best comparison. Let's first look at the music publisher. In Germany, the first and foremost job of a music publisher is obtaining good recordings of new material. The German publisher must go through the A&R man as it is very unusual for an artist to have say in the material that he records. That is to say, an artist may suggest or usually turn down material, but the last decision and usually the suggestion comes from the A&R man. In England, both the A&R man and the artist have much to say about the selection of material.

It is also a common thing for the song writer to go to the A&R man or artist and present the material himself. If this happens in Germany, an unusual incident, the publisher of the new song will usually give a rebate to the song writer for obtaining a record. In both countries, the music publisher is very responsible for the promotion of a new recording through radio and TV channels, but the job is certainly more important in England for the publisher and he usually employs a special professional man for the job.

Sheet music sales in England are also an important factor of income for the publisher and song writer, but in Germany, sheet music sales are usually very minor and the publisher and song writer depend on record sales and performances by bands in clubs for their major earnings.

Next, let's look at the A&R man. In Germany, the A&R man is almost 100% of the time an employee of a record firm, with a salary or guarantee given plus a percentage of record sales from his product. In England, the company A&R man is almost always salaried with no per cent of sales. In Germany, the A&R man serves also in the promotion of his recordings by contacting D.J.'s, press, TV, etc. where in England, this job is usually done by the publishers and the record firms, alone.

In England, the independent record producer working for himself out of his own pocket and offering his finished masters to record firms is a very popular occupation whereas in Germany this job is almost nonexistent. In Germany, there are few agents and personal managers and the job of getting employment on TV, clubs, etc. for an artist are usually in the hands of the record company and the artist himself. In England, agents and managers handle this job.

In England, the public is very top 20 conscious and the initial promotion for a new hit takes place almost exclusively through plays on the top radio shows run by star D.J.'s and TV shows also run, in many cases, by top D.J.'s. Radio and TV also play an important part in Germany, but the public is not aware of the top 20 songs nationally in most cases.

Juke boxes who are usually the first to latch onto a top new recording in Germany play a far greater part promotionally in the making of a new hit than they do in England. And last but not least, the recent sales tax reduction from 45% to 25% in England has brought the price of singles down below the 1 dollar mark, whereas in Germany, the manufacturers have recently kicked the price of singles up to 1.19 from 1 dollar. Two completely different countries with different methods, but still the top two markets outside of the U.S. in the world.

Songstress Josephine Baker drew a \$2000 salary for working at the Munich "Madame Ball" which took place on January 10.

Juliette Greco is doing a TV show alone for Germany under the direction of young modern Michael Pflieger, Germany's top TV entertainment producer.

Peter Lach of Capriccio Music, reports that he's busy working on the Gerhard Wendland recording of "Waltz for The Two Of Us" and Nana Mouskouri with her "On the beach of Corsica" to start the new year. Both waxings are on Philips-Fontana.

The first hit parade of the year for Radio Stuttgart had Petula Clark in first place with "Monsieur" and Gerhard Wendland in second position with his German recording of "Ramblin' Rose."

Germany is doing its best to make the Bossa Nova the new rhythm of 1963. German record firms are rushing out new waxings by the hundreds but as of this writing, no Bossa Nova record has made the charts. It's early though, and anything could happen!

The most popular Bossa Nova recording wise is certainly "Desafinado" with over 27 recordings of the song released in Germany as of this writing. The song is published by Ralph Maria Siegel.

Peter Schaeffers reports that the new recording of "Bobby's Girl" both in the original by Marcie Blane and the German waxing by Jackie Lee are taking off. Also a new Hans "Pepe" Wittstatt tune called "7 Sweet Senoritas" is beginning to get action on Teldec by Pierre Pilloud.

Ariola A&R man Nils Nobach will be busy producing international stars including Dalida and Eartha Kitt in German.

That's it for this week in Germany.

Germany's Best Sellers

This Week	Last Week	No. Weeks In Chart	
1.	1.	4.	*Junge, komm bald wieder (Son come home soon)—Freddy—Polydor—Esplanade/Sikorski
2.	4.	3.	Telstar—The Tornados—London—Peter Meisel
3.	2.	10.	*Baby Twist—Will Brandes & Kleine Elisabeth—Polydor—Gerig
4.	3.	5.	*Fuer Gaby Tu' Ich Alles (I do everything for Gaby)—Gerd Boettcher—Decca—Rolf Budde
5.	6.	3.	*Wenn Du Gehst (When You Go)—Connie Francis—MGM—Viktoria
6.	5.	5.	*Die letzte rose der praerie (The last rose of the prairie)—Martin Lauer—Polydor—Gerig
7.	8.	15.	*Monsieur—Petula Clark—Vogue—Montana
8.	10.	2.	*Western Rose—Peter Kraus—Polydor—Gerig
9.	7.	8.	Mary Rose (Ramblin' Rose)—Gerhard Wendland—Philips—Rolf Budde
10.	9.	5.	*Madison In Mexico—Caterina Valente—Decca—Melodie Der Welt

*Original German Copyright



FRANCE

The Christmas and New Year festivities brought about a total stop on novelty releases, but January promises some very important new pressings. While waiting for these, we have some news from the Madison Prince Billy Bridge. Arteco has just brought out a new LP on the market with a color photo of the Prince. It reminds us of the LPs that Eddie Barclay uses to plug his stars.

First record by Georges Arvanitas on the Odeon label, a new sound Bossa Nova, has harp, organ and guitar backing. In the evenings Arvanitas plays with the Modern Jazz Group at the St Germain club. Still with the Odeon group, Versailles announces that they have concluded a new contract for distribution of Discophon Barcelone.

At the Olympia Music hall an excellent debut by Sacha Distel but Mogul Gilbert Chemouny and Catherine Dumont preferred, by far the singing tour of the Machucambos who gave us a version of "Triangulo." We must say however, that records by Sacha are not overly commercial here, but we must admit that he has real talent in his presentation of his singing tour.

Pathe Marconi is bringing out in big style new record releases on the market. Two disks of Astier one of Yvette Horner and a Jo Laredo. They also announce an E.P. release by the Negro Band with principle title "Moisi Moye." In other single releases they have Acker Bilk's "Lonely" and "When You Smile." News re-Piaf in the form of a disk, one of the titles is "Le Droit D'Aimer" followed up by releases by Theo Sarapo, her husband as everyone knows, who has recorded "Les Enfants De La Mode" and "Garce De Vie" music from the film "Mondo Cane." Evidently following the tradition Georges Jouvin, he gives his trumpet version of "L'idole Des Jeunes" and "Sheila." Lets add and finish up on the Desafinado topic by saying that Gloria Lasso has canned this in French.

We have never mentioned in our column the recordings of songs in Arabic, but its certain that these exist for the French firms, an important market, which could come to light, now that the political question has died down. Pathe Marconi appears to have and possess the best repertory with well-known names like Maitre Abdel Wahab and Abdel Malim Hafez.

We met Mr. Valoussiere, commercial director of Pathe Marconi, who announces that Richard Anthony has just renewed his contract with this firm. On the other hand he also stated that Dick Rivers, the former singer with the Savage Cat group, who is actually singing solo, and now obtains a big success in disk sales, is predicted as being a hit maker during this year.

Latest release on the market "L'Opera d'Aran" recorded by Rosanna Carteri and Alvino Misciano. Orchestra under the direction of Georges Pretre.

A curious fact about the german recordings of Petula Clark is that they have a certain success here in France and in the eastern part of France people are asking abundantly for "Monsieur, Monsieur."

Let's talk about the cocktail party that was given in behalf of Line Renaud recordings on her own label "Line" distributed by Festival. As already mentioned in our column. This reception was a success in the Bois de Boulogne limits.

With Decca a disk selling very well is Little Eva's "Locomotion" and now "Telstar" by the Tornados that seems to be a future best seller. We are waiting for the French version release and its been announced that Colette Dereal will groove this one out, also that Compagnons de la Chanson, who are in need of a success to bring them out on top again.

Lets talk about the "Tamoure" to remind you that Vogue have just released a new series of this dance by the Kaveka to be noted "Elle Est Partie Danser le Tamoure"; by Petula Clark, "Les Chants De L'ete" by Darnal and Popp. As was predicted Les Machucambos also have turned over to bossa nova, they supply us in particular "Samba da Minhatterra" and "Samba Torto."

To end our column a couple of words on Henrico Macias, this young singer actually breaking out with Pathe with his song "Ma Maison, Ma Maison" his own composition he has something in common with Sacha Distel, in a way that they started off as musicians with a guitar, and the second point in common, the switch over with success, from musician to singer. Macias continues to sell well much to Valoussiere's joy.

Trio Candido on the Pacific label have grooved "Le Dernier Train De Tarascon" theme from film "Tartarin de Tarascon" this has just been released and is nice to listen to.

A battle of guitars in view. Mentioned in our column recently release of the American hit "Guitar Man" by Olivier Despax on the Barclay label, French title "L'homme a le guitare" (Editions Barclay) penned in french by Ralph Bernet. In the meantime Henri Salvador penned his version entitled "Jacky La Guitare" and submitted same to Philippe Boutet (Editions Barclay) who could not refuse this second version considering the circumstances. Hence the release of Salvadors version by Jacky Moulriere on the Salvadore label. Which of these two versions and the two guitarists will sell? Well, we'll see soon and may the best "Guitar Man" win.

France's Best Sellers

1. Tous les garçons et les filles: F. Hardy. Recorded by: Françoise Hardy. Publishing firm: Alpha
2. L'idole des jeunes: Lewis, Bernet. Recorded by: Johny Hallyday. Publishing firm: Mills
3. Le jour le plus long: Anka, Marnay. Recorded by: Dalida. Publishing firm: France Mélodie
4. Chariot: Del Roma, Plante. Recorded by: Petula Clark. Publishing firm: Plante
5. Telstar: Joe Meek. Recorded by the: Tornados. Publishing firm: Plante

Israel's Best Sellers

1. Telstar—Bud Ashton.
2. Sheila—Tommy Roe.
3. A Taste Of Honey—Lenny Welch.
4. King Of The Whole Wide World (From "Kid Galahad")—Elvis Presley.
5. If You Were A Rock And Roll Record—Freddy Cannon.
6. Love Came To Me—Dion.
7. It's Up To You—Ricky Nelson.
8. I Remember You—Frank Ifield.
9. Baby Face—Bobby Darin.
10. Eso Beso—Paul Anka.
11. I'm Gonna' Be Warm This Winter—Connie Francis.
12. Cry Me Heart Out—Helen Shapiro.
13. No One Can Make My Sunshine Smile—The Everly Bros.
14. Comin' Home Baby—Mel Torme.
15. Half Heaven—Half Heartache—Gene Pitney.
16. The Longest Day—Mitch Miller.
17. Return To Sender—Elvis Presley.
18. Warmed Over Kisses—Brian Hyland.
19. See See Rider—LaVern Baker.
20. Don't Go Near The Indians—Rex Allen.



SCANDINAVIA



AUSTRALIA

DENMARK

The American song, "Tia Juana Ball," from Budd Music, Inc. in New York, describes the new adventures of "Speedy Gonzales." It has every chance to become the new top seller all over the world, according to **Buddy Kaye**, head of Budd Music. In Scandinavia, "Tia Juana Ball" will be published by Imudico A/S, the EMI publishing house.

New Danish recordings expected to do very well are "Eso Beso" and "Give Me Back My Heart" with **Birthe Wilke** on Philips. The latter is titled "Man må krybe for man går" in Danish. **Lisa Linn** has recorded "Best Things In Life Are Free" and "Walking My Baby Back Home" for Polyphon. **Sys Gregers** on Tono is making a recording of "Send Me The Pillow."

FINLAND

Osmo Ruuskanen, a & r man of Oy Musiikki-Fazer, reports to Cash Box that the Spanish song "Esperanza," recorded in Finnish by **Johnny Forsell** on Decca looks like the first top seller in Finland in 1963. Also coming on strong is "Suudelman suljetut kirjeet" (Sealed With A Kiss), recorded in Finnish with **Eino Grön** on Philips. The Finnish copyright "Yön tähtien alla" (Under the stars of the night) recorded by **Eila Pellinen** on Decca, looks like another strong bet, according to Ruuskanen. "Sealed With A Kiss," "Esperanza" and the Swedish song "Josefina" are released as sheet music by Musiikki-Fazer.

NORWAY

Rolf Syversen, a & r man of Iversen & Frogh A/S (EMI in Norway), told Cash Box that the Christmas sale was very satisfactory. Record buyers seem to have shown more interest in local Norwegian recordings than usual and chances are that Norwegian recordings will do very well in competition with foreign (mainly American and English) recordings during 1963.

The Swedish song "Jag har bott vid en landsväg," an oldie from the 30's, did very well on the charts in Norway recently. Publisher in Norway is Norsk Musikforlag A/S, not Sonora Musikförlag AB as has been reported in Cash Box. Sonora handles the copyrights in Sweden only.

"The Swiss Maid" introduced Palace Music (Sweden) AB, new Swedish publishing house, in Norway and became a top seller immediately, reports **Stig Anderson**, head of the new publishing house.

SWEDEN

Mrs. **Simon (Barbro) Brehm** gave birth to a daughter on Jan. 1st. The proud father is the head of Karusell and Joker Grammofon AB in Solna (his own birthday happens to be Dec. 31st). Early in 1963, Simon Brehm is planning a biz trip to the U.S., Cash Box was told.

Arriving here Jan. 6th from Geneva, Switzerland, was American publisher **Ivan Mogull** who spent a couple of days in Sweden during his European biz trip.

Sture Borgedahl, head of Sonora Musikförlag AB, told Cash Box that starting January 1, 1963, Sonora began to represent Dick James Music Ltd., London, in Scandinavia. First release from this British publishing house will be "Double Scotch." From the German musical "Heimweh nach St. Pauli," starring popular German singer **Freddy**, Sonora has acquired the Scandinavian rights for "Junge komm bald wieder," at the present on top of the charts in Germany. Sonora has also obtained the Scandinavian rights for "It Took Only A Minute," at the moment riding high on the charts in England. Finally, Borgedahl said that "Guitar Man" is published by Sonora Musikförlag AB and not by Reuter & Reuter as has been listed in this column previously.

Stig Anderson, head of Bens Music AB told Cash Box, that Bens has taken over the catalogs by American publisher **Aaron Schroeder**, including his January Music, Sea-Lark Music, Arch Music, etc.

Ake Ohquist leaves Philips-Sonora AB as producer of the international repertoire for the labels Philips and CBS on Feb. 28. He will be replaced by **Lars Lindau**, at the moment working with Sweden Music.

Simon Brehm of Karusell Grammofon AB, told Cash Box that he is very happy with the success of the group **The Spotnicks**, who recently has hit very hard in Paris, where they were twice in less than one month for TV and stage appearances. The concert season will start with plenty of well known artists coming to Scandinavia, Brehm said. **Sonny Rollins' Quartet** opens in Copenhagen Jan. 15th, and **Duke Ellington** arrives on Feb. 3.

New record releases arriving at this Cash Box office include two EPs from Pye "Traditional Jazz" with **Ian Menzies** and **His Clyde Valley Stompers**, and "It Only Took A Minute"/"Your Tender Look"/"Shine"/"The Switch" with **Joe Brown**. Philips has presented an EP from the stage show "Party" featuring **Monica Zetterlund** singing three songs from the show, all three of Swedish origin. **Marianne Nilsson** has made a single on Philips including "He's Got The Whole World. . . ." ("Bossanova dygnet runt" in Swedish) and "Dansa Twist," the latter being a 'modernized' version of "Joshua Fit The Battle of Jericho." AB Philips-Sonora distributes the Pye label in Sweden.

Denmark's Best Sellers

This Wk	Last Weeks on Wk	Chart
1.	1.	3. Return To Sender (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
2.	2.	10. Sheila (Tommy Roe/ABC-Paramount) Robert Mellin (Scandinavia) AB
3.	3.	5. Never In A Million Years (Linda Scott/Sonet) Wilhelm Hansen, Musik-Forlag
4.	7.	7. I'm Just A Baby (Louise Cordet/Decca) Bens Music AB
5.	5.	5. Paradiso (Katy Böttger/Polyphon—Grethe Klitgaard/Tono) Multitone
6.	4.	14. Dear One (Larry Finnegan/HMV) Imudico A/S
7.	6.	14. It'll Be Me (Cliff Richard/Columbia) Belinda (Scandinavia) AB
8.	8.	5. King Of The Whole Wide World (Elvis Presley/RCA Victor) Belinda
9.	10.	10. Telstar (The Tornados/Decca) Wilhelm Hansen, Musik-Forlag
10.	9.	19. Quando, Quando, Quando (Tony Renis/HMV—Pat Boone/Dot—Dario Campeotto/Sonet) Belinda (Scandinavia) AB

Most record companies are now back in production again after the end-of-the-year summer vacation period. All companies are working hard to help the continuation of the gradual lift in sales which was evidenced over the closing months of last year. At long last, after a couple of the roughest years ever in the history of the Australian record industry, there are definite signs of an overall improvement and record companies and publishers are facing up to 1963 with tremendous confidence. Of course, confidence alone cannot do the trick—a whole lot of effort is required also.

Franz Conde, one of Australia's most accomplished pop arrangers and record producers, has left his post with Festival Records. Franz plans to operate on a freelance basis and his services will be available for many record companies in the capacity of arranger-producer. It is understood that he will continue to do production work for the Festival organization.

Leading Australian C & W recording star, **Kevin Shegog**, has a new single on the W & G label, which couples "I've Got The World By The Tail" with "Silent Tears." Kevin has completed arrangements for a 21 day personal appearance tour of Tasmania beginning on Feb. 7 in Launceston.

Johnny O'Keefe's big comeback single—released on the Leedon banner through Festival organization, couples "I Thank You" with "Heaven Sent." Both songs were written by **Alicia Evelyn** especially for Johnny and publications rights in this territory are held by Victoria through the Leeds Office. Miss Evelyn also wrote Johnny's while-back smash, "I'm Counting On You." Initial air-play on Johnny's new single makes it look like a real winner.

Australian Record Company reports great business to date with its smash album "My Son The Folk Singer" by **Allan Sherman**, which is issued here under the Warner Bros. logo. General feeling in the trade here is that "My Son The Folk Singer" will be the biggest album since "My Fair Lady," which is the best selling package yet released in Australia.

Through the Pye group, the Reprise label has already issued the hot single which combines the talents of **Dean Martin**, **Frank Sinatra** and **Sammv Davis Jr.** This disk—especially "Me and My Shadow"—is catching a whole lot of air play.

New singles from the EMI group include "The Next Time" and "Bachelor Boy" by **Cliff Richard**; "Wiggle Wobble" by **Les Cooper**; "Little Town Flirt" by **Del Shannon**; "I'm Gonna Be Warm This Winter" by **Connie Francis**; "Chicken Feed" by **Bent Fabric**; "My Coloring Book," by **George Chakiris**; "The Wayward Wind" by **Slim Whitman** and "I Found A New Baby" by **Bobby Darin**.

Belinda Music reports good results with its songs from the **Elvis Presley** films "Kid Galahad" and "Girls, Girls, Girls." "Return to Sender" ("Girls, Girls, Girls") is a hot item for Elvis at the moment, and should hold its popularity for quite a while as a result of the showing of the movie.

Australia's Best Sellers

1. Telstar (The Tornados—Decca) Reg Connelly Music
2. Return To Sender (Elvis Presley—R.C.A.) Belinda Music
3. Big Girls Don't Cry (Four Seasons—Festival)
4. Bobby's Girl (Marcie Blane—London)
5. Lovesick Blues (Frank Ifield—Columbia) D. Davis & Co.
6. From A Jack To A King (Ned Miller—W & G) J. Albert & Son
7. I Thank You (Johnny O'Keefe—Leedon) Victoria Music
8. Limbo Rock (Chubby Checker—Columbia) D. Davis & Co.
9. Workin' For The Man (Roy Orbison—London) Acuff-Rose
10. Alley Cat (Bent Fabric—Columbia) Chappell & Co.

Norway's Best Sellers

This Wk	Last Weeks on Wk	Chart
1.	1.	5. Return To Sender (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
2.	2.	8. Let's Dance (Chris Montez/London) Musikk-Huset A/S
3.	3.	7. Lovesick Blues (Frank Ifield/Columbia) Bens Music AB
4.	5.	3. Guitar Man (Duane Eddy/RCA Victor) Sonora Musikförlag AB
5.	4.	10. Jag Har Bott Vid En Landsväg (Ray Adams/Manu) Norsk Musikforlag A/S
6.	8.	3. Quando, Quando, Quando (Jan Höiland/Columbia) Belinda (Scandinavia) AB
7.	6.	9. King Of The Whole Wide World (Elvis Presley/RCA Victor) Belinda
8.	7.	4. Bobby's Girl (Susan Maughan/Philips) Broadway Music
9.	9.	6. Swiss Made (Del Shannon/Big Top) Palace (Sweden) AB
10.	10.	14. Loco-Motion (Little Eva/London) No Publisher

Sweden's Best Sellers

This Wk	Last Weeks on Wk	Chart
1.	1.	8. Regniga Natt (Grätende Sky) (Anne-Lena/Metronome) Multitone
2.	4.	4. Return To Sender (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
3.	3.	4. Bobby's Girl (Marcie Blaine/London) Broadway Music
4.	2.	9. Let's Dance (Chris Montez/London) Thore Ehrling Musik AB
5.	5.	7. Be-Bop-A-Lula (Gene Vincent/Capitol) Belinda (Scandinavia) AB
6.	8.	4. Murder She Says (Ron Goodwin/Parlophone) Reuter & Reuter
7.	7.	9. Twist A Saint-Tropez (Les Chats Sauvages/HMV) Bens Music AB
8.	6.	6. Lovesick Blues (Frank Ifield/Columbia) Bens Music AB
9.	10.	14. Quando, Quando, Quando (Tony Renis/HMV) Belinda (Scandinavia) AB
10.	—	1. Bop-A-Lena (Gunnar Kinch/Philips) Cedarwood (Scandinavia) AB



COUNTRY D.J.

REGIONAL RECORD REPORTS

JOHNNY MOSSES
WACL
Waycross, Ga.

1. Don't Let Me Cross Over (Carl Butler)
2. A Pain A Pill Can't Locate/If I Had You (Carl Smith)
3. A Stranger Was Here (Darrell McCall)
4. How Come Your Dog Don't Bite Nobody But Me (W. Pierce & M. Tillis)
5. Only The Hangman (Rex Allen)
6. Slowly (Stonewall Jackson)
7. I Wanna Go Home (Billy Grammer)
8. Whirlpool (Wanda Jackson)
9. I've Enjoyed As Much As I Can Stand (Porter Wagoner)
10. I've Got The World By The Tail (Claude King)

DON MACLEOD
KVEC
San Luis Obispo, Calif.

1. Shake Me I Rattle (Marion Worth)
2. I Take The Chance (Ernest Ashworth)
3. Kentucky Means Paradise (Green River Boys)
4. If I Never Get To Heaven (Kathy Dee)
5. The End Of The World (Skeeter Davis)
6. Second Hand Rose (Roy Drusky)
7. Does He Mean That Much To You (Eddy Arnold)
8. Tennessee Teardrops (Marion Worth)
9. From A Jack To A King (Ned Miller)
10. Fool Me Once (Connie Hall)

COLEMAN O'NEAL
WZKY
Albemarle, N. C.

1. Livin' Offa Credit (Jim Nesbitt)
2. I'll Sign (Beverly Buff)
3. Mr. Heartache, Move On (Coleman O'Neal)
4. I Take The Chance (Ernest Ashworth)
5. I For Texas (Grandpa Jones)
6. Fool Me Once (Connie Hall)
7. The Way It Feels To Die (Vernon Stewart)
8. Wall To Wall Love (Bob Gallion)
9. Robert E. Lee (Ott Stevens)
10. Shake Me I Rattle (Marion Worth)

FRANK LEE
KWBY
Scottsdale, Ariz.

1. Ballad of Jed Clampett (Flatt & Scruggs)
2. I For Texas (Grandpa Jones)
3. Don't Let Me Cross Over (Carl Butler)
4. Does He Mean That Much To You (Eddy Arnold)
5. Faded Love (Leon McAuliffe)
6. I've Enjoyed As Much As I Can Stand (Porter Wagoner)
7. Ruby Ann (Marty Robbins)
8. House Down The Block (Buck Owens)
9. Hello Trouble (Orville Couch)
10. Wall To Wall Love (Bob Gallion)

KEN BORT
KATN
Boise, Idaho

1. Ruby Ann (Marty Robbins)
2. Ballad of Jed Clampett (Lester Flatt & Earl Scruggs)
3. Wall To Wall Love (Bob Gallion)
4. Black Cloud (Leroy Van Dyke)
5. Does He Mean That Much To You (Eddy Arnold)
6. Down By The River (Faron Young)
7. I Take The Chance (Ernest Ashworth)
8. I've Got The World By The Tail (Claude King)
9. How Come Your Dog Don't Bite Nobody (Pierce-Tillis)
10. Hello Trouble (Orville Couch)

GENE GUTHRIE
KHEY
El Paso, Tex.

1. Safely In Love Again (Faron Young)
2. Hey Little Star (Roger Miller)
3. One More Time (Gordon Terry)
4. Second Hand Rose (Roy Drusky)
5. Ruby Ann (Marty Robbins)
6. Cowntown (Webb Pierce)
7. Stranger (Lefty Frizzell)
8. Losing By A Hair (Frankie Miller)
9. Temptation Calling (Bobby Barnett)
10. Tender Touch (Eddy Arnold)

BENNY BLOOM
KREI
Farmington, Mo.

1. Don't Let Me Cross Over (Carl Butler)
2. Sooner or Later (Webb Pierce)
3. Ruby Ann (Marty Robbins)
4. Can't Hang Up The Phone (Stonewall Jackson)
5. Cowntown (Webb Pierce)
6. Sometimes You Can't Win (Smokey Stover)
7. Down By The River (Faron Young)
8. Sing A Song Of Heartbreak (Rose Maddox)
9. Silver Needles and Golden Thread (Hawkshaw Hawkins)
10. I've Been Everywhere (Hank Snow)

KLAK
Denver, Colo.

1. Don't Let Me Cross Over (Carl Butler)
2. I've Been Everywhere (Hank Snow)
3. A Girl I Used To Know (George Jones)
4. Black Cloud (Leroy Van Dyke)
5. I've Enjoyed As Much As I Can Stand (Porter Wagoner)
6. Does He Mean That Much (Eddy Arnold)
7. Second Hand Rose (Roy Drusky)
8. You're For Me (Buck Owens)
9. Ballad of Jed Clampett (Flatt & Scruggs)
10. Hello Trouble (Orville Couch)



COUNTRY REVIEWS

B+ very good C+ fair
B good C mediocre

THE CASH BOX BULLSEYE



"IS THIS ME?" (2:07) [Window & Open Road BMI—B. & D. West]
"MISSING ANGEL" (2:09) [Tuckahoe BMI—Noe]
JIM REEVES (RCA Victor 8127)

Jim Reeves, who is currently riding the charts with "I'm Gonna Change Everything," comes up with a potent follow-up stanza with this attractive Victor item tagged "Is This Me?" The side boasts a rich melody and some tender, romantic lyrics which the songster sells in his expected sincere delivery. On "Missing Angel," a lilting Spanish-flavored ballad, the artist tells a familiar country plea of guy who lost his gal.

"COLD AND LONELY (IS THE FORECAST FOR TONIGHT)" (2:45)
[Forrest Hills-Kitty Wells BMI—Bodkin]
"IS IT ASKING TOO MUCH" (2:53) [Maricana BMI—Robbins]
KITTY WELLS (Decca 31457)

Kitty Wells opens her talented vocal guns full-blast on this ultra-commercial outing from Decca labeled "Cold And Lonely (Is The Forecast For Tonight)." The side, which has a "Cool Water" sound, is shuffle-beat, chorus-backed lament aptly suited to the lark's wide-range voice. Eye it for rapid acceptance. On "Is It Asking Too Much" the songstress dishes up a sensational, slow-moving country ballad. Spinners should come out in droves for the side.

"POLICE POLICE" (2:16) [Cedarwood BMI—Beavers]
"RUNNING INTO MEMORIES" (2:24)
[Cedarwood BMI—Walker, Tillis, Joy]
"LITTLE" JIMMY DICKENS (Columbia 42663)

Little Jimmy Dickens, who scored last time out with "The Violet And A Rose," seems sure to duplicate that success with "Police Police." This side is an extremely fast-moving, hand-clappin' dual-track ditty with an contagious melody. Watch it move. The flip side, "Running Into Memories," is a tradition-oriented lyrical tear-jerker with a listenable, commercial shufflin' beat.

"I'VE GOT A NEW HEARTACHE" (2:23) [Cedarwood BMI—Walker]
"THANK YOU FOR CALLING" (2:18) [Hollis BMI—Walker]
BILLY WALKER (Columbia 42664)

Billy Walker has real good chance of grabbing charts honors with this new fine piece of merchandise tagged "I've Got A New Heartache." The tune is a happy-go-lucky medium-paced chorus-backed ditty sold with loads of authority by Walker. Side could make noise in the pop slot. The coupler, "Thank You For Calling," is tender, slow-moving traditional tear-jerker with some especially attractive lyrics.

"LONELY TAERDROPS" (2:30) [Central Songs BMI—Ross]
"GEORGE CARTER" (3:26) [Central Songs BMI—Maddox]
ROSE MADDOX (Capitol 4905)

The songstress seems destined to add this bright hitsville loomer, "Lonely Teardrops," quickly to her long string of wax triumphs. The side is a rhythmic, high-powered bluegrass-styled chorus-backed happy blueser with an exciting commercial beat. Side's a natural for heavy airplay. "George Carter" is an effective slow-moving folk-flavored item in the best country tradition.

"HALF A MAN" (2:25) **"THE LAST LETTER"** (2:55)
[Pamper BMI—Nelson] [M. M. Cole BMI—Griffin]
WILLIE NELSON (Liberty 55532)

Willie Nelson has enough good things going for him with both sides of this newie to reach the charts in no time flat. One end, "Half A Man," is an easy-on-the-ears "Touch Me"-styled lament rendered by the chanter in his usual professional style. The other side, "The Last Letter," is another class slow-moving ballad. Either side can score heavily in the coin department.

MAC CURTIS (Shalimar 103)

(B+) **"100 POUNDS OF HONEY"** (2:00) [LeBill BMI—Smith, Hausey] Mac Curtis could jump into the national limelight with this rousing, chorus-backed uptempo affair. The songster displays a wide-range voice and the delivery of a long-successful pro. Deejays should come out fast for this one.

(B+) **"COME ON BACK"** (2:20) [LeBill BMI—Housey, Miller] More fine country sounds. This one's a medium-paced romantic, lament read with loads of polish by Curtis.

SONNY MARCELL (Inner-Glo 103)

(B) **"HURRY, LORD GOD, REACH DOWN FOR ME"** (2:25) [Inner-Glo BMI—Hopkins] Sonny Marcell should grab plenty of spins with this attractive country gospel item. The side boasts some top-flight lyrics and a fine, listenable melody.

(B) **"JUST A WHISPER"** (2:56) [Inner-Glo BMI—Hopkins, Dawson] This time out the chanter dishes up a easy-goin' tradition-oriented hillbilly religious affair.

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COUNTRY TOP 50



COUNTRY ROUND UP

Pos. Last Week

Pos. Last Week

- 1 **DON'T LET ME CROSS OVER** 1
Carl Butler (Columbia 42593)
- 2 **THE BALLAD OF JED CLAMPETT** 2
Lester Flatt & Earl Scruggs (Columbia 42606)
- 3 **DOWN BY THE RIVER** 4
Faron Young (Capitol 4868)
- 4 **I'VE ENJOYED AS MUCH AS I CAN STAND** 6
Porter Wagoner (RCA Victor 8105)
- 5 **RUBY ANN** 3
Marty Robbins (Columbia 42614)
- 6 **SING A LITTLE SONG OF HEARTACHE** 7
Rose Maddox (Capitol 4845)
- 7 **SECOND HAND ROSE** 9
Roy Drusky (Decca 31443)
- 8 **WALL TO WALL LOVE** 5
Bob Gollion (Hickory 1181)
- 9 **THE END OF THE WORLD** 10
Skeeter Davis (RCA Victor 8098)
- 10 **DOES HE MEAN THAT MUCH TO YOU** 8
Eddy Arnold (RCA 8102)
- 11 **I TAKE THE CHANCE** 15
Ernest Ashworth (Hickory)
- 12 **I'VE GOT THE WORLD BY THE TAIL** 11
Claude King (Columbia 42630)
- 13 **T FOR TEXAS** 19
Grandpa Jones (Monument 801)
- 14 **MAMA SANG A SONG** 12
Bill Anderson (Decca 31404)
- 15 **HOW COME YOUR DOG DON'T BITE NOBODY** 18
Webb Pierce & Mel Tillis (Decca 31445)
- 16 **BLACK CLOUD** 13
Leroy Van Dyke (Mercury 72057)
- 17 **A STRANGER WAS HERE** 27
Darrell McCall (Philips 40079)
- 18 **I'VE BEEN EVERYWHERE** 14
Hank Snow (RCA Victor 8072)
- 19 **FROM A JACK TO A KING** 20
Ned Miller (Fabor 114)
- 20 **FADED LOVE** 24
Leon McAuliff (Cimarron 4057)
- 21 **HOUSE DOWN THE BLOCK** 16
Buck Owens (Capitol 4872)
- 22 **HELLO TROUBLE** 22
Orville Couch (Vee Jay 470)
- 23 **A PAIN A PILL CAN'T LOCATE** 17
Carl Smith (Columbia 42610)
- 24 **KNOCK AGAIN, TRUE LOVE** 28
Claude Gray (Mercury 72063)
- 25 **IT WAS YOU** 21
Ferlin Husky (Capitol 4853)

- 26 **I'M GONNA CHANGE EVERYTHING** 23
Jim Reeves (RCA Victor 8080)
- 27 **A GIRL I USED TO KNOW** 25
George Jones (United Artists 500)
- 28 **DON'T HANG UP THE PHONE** 33
Stonewall Jackson (Columbia 42628)
- 29 **SHAKE ME I RATTLE (SQUEEZE ME I CRY)** 35
Marion Worth (Columbia 42640)
- 30 **WE MISSED YOU** 26
Kitty Wells (Decca 31422)
- 31 **PRIDE** 29
Ray Price (Columbia 42518)
- 32 **IF YOU WANT ME TO** 37
George Hamilton IV (RCA Victor 8118)
- 33 **FOOL ME ONCE** 30
Connie Hall (Decca 31438)
- 34 **BAYOU TALK** 31
Jimmy Newman (Decca 31440)
- 35 **SLEEPER CAB BLUES** 36
Tom O'Neal (Starday 607)
- 36 **GET SET FOR A HEARTACHE** 32
Loretta Lynn (Decca 31435)
- 37 **THEN A TEAR FELL** 34
Earl Scott (Kapp 854)
- 38 **KENTUCKY MEANS PARADISE** 39
Green River Boys (Capitol 4867)
- 39 **WALK RIGHT IN** 42
Rooftop Singers (Vanguard 35017)
- 40 **YOU'RE FOR ME** —
Buck Owens (Capitol 4872)
- 41 **SHUTTERS AND BOARDS** 44
Jerry Wallace (Challenge 9171)
- 42 **BIG NIGHT AT MY HOUSE** 45
Durwood Haddock (United Artists 506)
- 43 **ONLY THE HANGMAN** —
Rex Allen (Mercury 72071)
- 44 **I'D RATHER STUMBLE INTO YOUR ARMS** 47
Billy Deaton (Smash 1783)
- 45 **I CAN'T HELP IT** 38
Johnny Tillotson (Cadence 1432)
- 46 **ANOTHER STRETCH OF TRACK** 43
Dick Flood (Epic 9556)
- 47 **I WANNA GO HOME** —
Billy Grammer (Decca 31449)
- 48 **ONE LESS HEARTACHE** 49
Jean Shepard (Capitol 4858)
- 49 **ANOTHER DAY, ANOTHER DOLLAR** 40
Wynn Stewart (Challenge 9164)
- 50 **BETTER TIMES A COMIN'** —
Roy Godfrey (Sims 130)

Johnny Cash and the Tennessee Three sentenced the inmates of San Quentin during the special annual New Year's Day Show to a variety of Cash-styled compositions. Also on the show as a special added attraction was June Carter. This is the third time that the chanter and his boys have donated their services so that a star format show could be offered to those in San Quentin. He gets "out"

down his way. The station, which never programmed country sounds before, recently switched to an "all country" format. The response so far has been nothing short of sensational. In the past few weeks, such country stars as James O'Gwynn, Buck Owens and Willie Nelson stopped by the outlet to chat. Neal also mentions that KOPY is planning to bring in some Opry shows. The first one will



JOHNNY CASH



EARL SCOTT



CURLEY GOLD

of the penitentiary with a sense of satisfaction plus a first-hand opportunity to observe and study some background material which will serve as the research sources for an eventual prison album release that he plans.

Little Richie Johnson, country music promoter and manager of Earl Scott, reports that he is now on "Bayou Talk" by Decca's Jimmy Newman. He is now new records by George Jones, Rose Maddox, Warner Mack and Mel Tillis. Deejays needing copies can write to Richie at Box 3, Belen, New Mexico. . . . Richie also reports that Earl Scott is going to cut his first record for Mercury later this month. His current Kapp hit "Then A Tear Fell," is riding the charts. The artist is now touring with Ernest Tubb and George Morgan and group and is booked out of the Nashville-based Wil-Helm Agency.

John W. Stephenson sends along word that he is real excited about his new release on Ski-Hi Records. Spinners may receive copies by writing to John at Box 192, Avery, Texas. Tunes are tagged "I Don't Care" and "Everybody Wants A Sweetheart" and John is backed up by the Nashville Jubilee Gang and does a duet with Jim Anderson.

Curly Gold and his Texas Tune Twisters western swing band recently played for the special banquet held by the famous Dairy Herdsmen Association which was appearing at the Grand National Livestock Exposition at the Cow Palace in San Francisco.

KDAB-Denver recently ran a promotion on giving away Thurston Moore's 1963 Country and Western Scrapbook, to test mail pull. They received over 1,000 requests in one week. The station had books imprinted with call letters for added promotion benefits.

Neal Merritt, program director of KOPY-Alice, Texas, sends along word that things are really going great

be this month with George Jones as one of the acts.

All California stations that spin country music and would like a copy of the new recording of Smokey Warren on the Flamingo label, "I Dreamed Of An Old Love Affair" b/w "Ball Of Fire" can have their jockey copies by writing to the songster at 116 Princeton Road, Linden, New Jersey.

Joe Wright of the Wright Talent Agency infos word that Leroy Van Dyke and his band have left Boston, California on a fifty-one day tour that will cover most of the western states and western Canada.

Bill Palmer, who spins the country sounds on WINX-Rockville, Maryland, sez he has expanded his program to 2 hours. Bill has the only country show serving the Washington early morning hours and could sure use better record service.

Ira Louvin of the Louvin Brothers is back home after a brief visit in the hospital in Nashville. Ira assures all of his friends that he is very much alive and kicking. Several inquiries have been received by the Wil-Helm Agency according to Bob Neal, manager of that office, as to Ira's health. Apparently, some people had received the impression that Ira had passed away. This was possibly due to the fact that Ira Looney, long-time friend of Grant Turner who helped put in pre-Opry broadcasts, died recently in a Nashville hospital. During Ira's hospital confinement his brother Charlie completed a series of engagements in the west. Ira will be back with Charlie for dates booked in the near future.

Bill Spitalsky, sophisticated man-about-Gotham indie promo man, is real excited about Ned Miller's Fabor wax of "From A Jack To A King." Bill is handling the promo on the dual market tune in the New York area.

For The Beginning Of The Year

"THE END OF THE WORLD"

Skeeter Davis

RCA Victor 8098

Direction: HUBERT LONG
806-16th Ave. So. Nashville, Tenn.

ANOTHER SMASH HIT FOR

Ernest Ashworth
I TAKE THE CHANCE

HICKORY 1189

THIS

BABY

PUTS

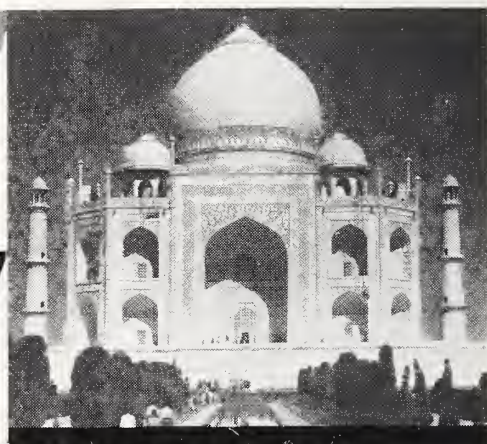
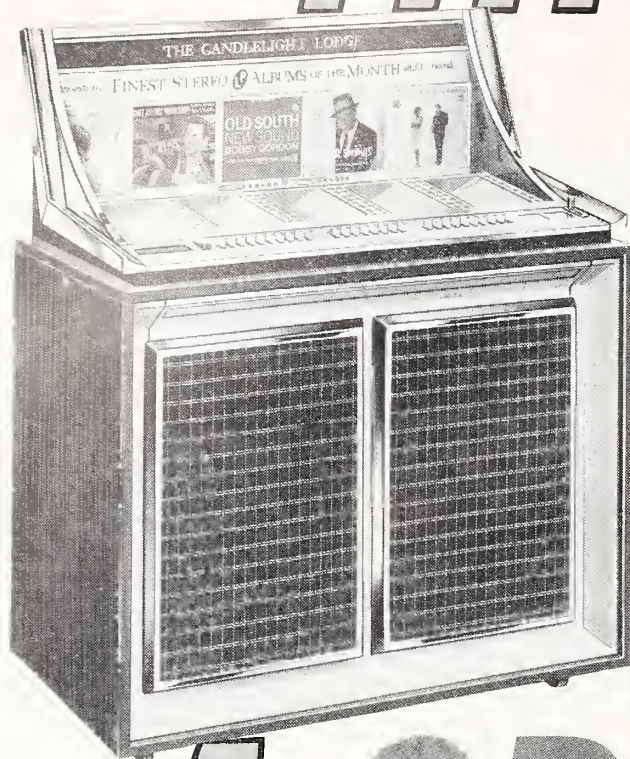
ON

A

GREAT

SHOW

ANYWHERE



*That's the deal, isn't it?—to sell the music that makes the most money. If you've picked up the idea this new Seeburg was made just to put Leonard Bernstein out of business, forget it. Anywhere there's room for entertainment... including the corner tavern and the hamburger drive-in... this is the baby everyone goes for. Sawdust floor or plush carpet, it's the one phonograph that can deliver all the music everybody wants today. **Seeburg LP Console***



More On The Challenge of '63

We received some nice compliments from people in the trade following last week's editorial entitled "A New Challenge" and after reviewing it, noticed that we omitted mention of still another major avenue of opportunity open to the operator—namely the cigarette-candy path to the vending business which has enabled coin machine operators to profit and diversify at the same time.

It continues to be an attractive business for the enterprising music and games operator. We say this because the operators have told us so and the cigarette and candy suppliers have confirmed it. The only individuals who do not agree are those operators who either cannot make the investment or are acting typical in their reluctance to venture out on new profit opportunities.

First off, where are the locations? A good question. It reminds us a little of a pingame operator of thirty-years of age who was expanding his route in New Jersey two years ago, when locations were as scarce as hen's teeth (and still are). Considering the competition in this State we asked him the same question—where do you find the new locations? His answer will suffice for both pins and vending and almost anything else you care to mention—"you open your eyes and you look, and lo and behold, there they are!" He failed to mention that the new location is arrived at only after much shoe leather has been ground into the pavement, but 'twas it ever thus.

How many pool rooms have uncovered the dust to find that the tables are not only drawing crowds but are the biggest amusement attractions in most neighborhoods these days? And how many youths can shoot several lines without the aid of a cigarette or candy machine or perhaps a cold drink machine? These are the locations which couldn't support a peanut machine two years ago.

Is there any profit on vending nickel candy? How much money can you make with a cookie machine? And where do you come off to say that there are cigarette machine locations available today? Good questions. But there are answers, and since we don't operate machines we can only refer you to the people who do and their answers follow: Nickel candy won't make anyone rich and it's doubtful that you will even survive. But that's your fault. All candy should vend for ten cents and your gross will be in the neighborhood of about four and one-half cents less the cost of the machine. Biggest argument is the limited capacity of the present machines. It's costing operators money since many locations don't warrant two machines. Cookies are excellent money-makers especially since you can, in many instances vend packs which cost you approximately one penny less than candy, and vend for the same ten cents. And don't forget your present music and game locations when you start looking for new outlets.

As far as new cigarette machine locations are concerned, a friend of our just bought up \$24,000 in used Rowe and Nationals and expects to have them sold in 90 days. This is his business and you can bet the machines will be sold by March 30. To whom? Customers who have placed them in new locations continuously for over one year, and this jobber's operator-customer list has grown and grown. The stops aren't the best but they pay for the machine, and then some.

We admire the newsmagazines which publish audited surveys from time to time pointing out the economic trends of various industries. However, these reports are often impersonal and fail to consider the individual. Since this industry is based on the personal relationship between operator and location we place a great deal of importance on what we hear on the street. And we present it here for your consideration.

National Wurlitzer Week Begins As Distributors Premiere 'Model 2700' Featuring Ten Top Tunes Via 'Golden Bar', Single Coin 50c Wall Box

Bear Says: "Wurlitzer Has The Winner In '63"

NORTH TONAWANDA, N.Y.—Invitations have gone out to music operators across the country inviting them to see the Wurlitzer "Model 2700" described as "The Greatest Money-Maker Of Them All" during national Wurlitzer Week scheduled from Sunday, January 13 through Friday, January 18. The new line designated "Model 2700" for the 200-selection and "Model 2710" for the 100-selection is again offered with the Wurlitzer exclusive Ten Top Tunes feature as optional equipment. The standard phonograph is set up to program "Music of the Week" or "The Best in Music," whichever best fits location requirements.

Accent On Color

In describing improvements in the "2700" series which are immediately apparent, Robert H. (Bob) Bear, Manager of Sales, had this to say. "Soft back-lighting from three standard 28-inch fluorescent tubes make this new series of Wurlitzer phonographs ideal from the standpoint of tailoring color and light control to each location. Fluorescent tubes are available in three colors, red, blue and green, and may be used to soften the light or to match location decor. Both models are contained in the same cabinet, and we consider the dimensions to be those generally acceptable to operators. The phonographs are large enough to command attention, yet small enough not to demand too much floor space.

"The 'Model 2700' is well built—it's constructed of the newest alloys to insure long-life and brilliant appearance. Where steel is required—steel is used. Where die castings enhance appearance—there are die castings, lots of them. Where aluminum and magnesium can reduce shipping weight and cut down shipping charges—they have been used to advantage.

"Cabinet styling of the new Wurlitzer has incorporated heavily chromed zinc die castings with a very attractive sculptured pattern in the center of each. These castings are also a structural part of the phonograph and flank the back-lighted top display panel. As earlier mentioned this panel is back-lighted and contains an album cover, personalization strip, programming indication, and an identification of the musical bargain offered on the phonograph whether it be 'Ten Top Tunes,' 'Music of the Week,' or 'The Best in Music.'

"When the dome is raised this entire program holder may be pulled down and strips can be changed with amazing ease," continued Bear. "There is an all new program holder, better designed, better lighted and better slanted than ever before, to make tune choosing easy. It is visible under a glass dome attractively trimmed with a fired on pattern of gleaming gold. The Wurlitzer dome has two fall supports with a center release and changing title strips is a cinch. Two spring-loaded pins at each side release the entire program holder which moves down to a vertical position away from the glass. The title strips are at eye-level and immediately accessible for replacement.

The Golden Bar

"New selector keys are cherry-red plastic and assist the patron in choosing his musical program. At the far right on the selector panel as the patron faces the phonograph is a Golden Bar which activates the 'Ten Top Tunes' musical bargain. At the drop of a half-dollar this bar is brilliantly illuminated and reads 'Press for Top Tunes.' If the patron elects to choose the pre-selected Ten Top Tunes program, a single press of this Golden Bar racks up all ten tunes on the selector. If a personally chosen program is preferred, the first letter-numeral combination selected from the red keys also extinguishes the light



ROBERT H. BEAR

and the patron may then proceed to select the remaining numbers offered for the regular half-dollar deposit.

"Below the selector panel is a glowing glass panel with the words 'Wurlitzer Stereo' appearing in a halo of light. This unparalleled play-promoter crowns a brightly chromed grille that features a die cast 'W' mounted on a glittering gold rectangle. A sturdy kick-plate of chromed steel protects the lower front of the 'Model 2700' from damage.

"The sides of these new phonographs feature oriental walnut wood-grained panels of stain-resisting Dinoweld. This grained effect is framed with stainless steel strips of a diamond pattern which are trimmed with stainless steel snap-on moldings which serve as protective rails at the phonograph's sides. Each side carries a lighted Wurlitzer Crest mounted in a chromed circle with a see-deep effect in the molded plastic design which glows softly and gives added attractiveness to the side view of the phonograph. Aluminum extruded guard rails assist in handling the new Wurlitzer models and protect the two metal rear doors which give access to the interior. A single lock using the same key which releases the dome and two snap latches release both rear doors giving full access to the phonograph interior," said Bear.

Easier Service

"Operationally the new Wurlitzer models contain some interesting innovations. The new amplifier mounting permits tilting this entire installation forward so that one movement places the amplifier entirely outside the cabinet housing. This is accomplished by first releasing a knurled spring-loaded screw which holds it in locked position. The bottom hinge allows the amplifier to fold outward exposing the tubes for easy check and the entire circuitry for service. The Wurlitzer amplifier has full stereophonic output with approximately 20 watts for each channel. Bass and treble controls are built into the cover. These adjustment levers make it possible to tailor the sound in any location to a pleasing level regardless of the construction of walls, floors, ceiling, and in many instances the physical shape of the location. Below these four levers is a balance rheostat which controls the volume for the very finest results from an automatic music installation.

"Another innovation this year is the quick change relays which may be seen at the side of the junction box. One of these relays has a red plastic cover, the other a plastic cover in white. Should relay trouble develop, it is possible to immediately check each unit by removing it and replacing with a new one. This is the work of seconds and will offset much check-out time which was previously needed to accomplish the same correction. The relay plugs are color-coded to insure proper replacement. The Wurlitzer

Carousel Mechanism, location-proven through the years of trouble-free service, is included in both the 100 and 200-selection Wurlitzer 'Model 2700' phonographs," continued the Wurlitzer exec.

50¢ Wall Box

"Three wall boxes each designed to serve a specific purpose augment the Wurlitzer Line for 1963. These include a new Half-Dollar Single Coin Wall Box 'Model 5010' designed specifically for use with the 'Wurlitzer Ten Top Tunes' play stimulator. This wall box lists the Top Tunes which the patron will hear behind an attractive glass centered die casting and may be used on bars, counters or in booths. The 'Model 5250' Wall Box accepts all coins including half-dollars and is used with the 200-selection model. 'Model 5200' is offered for use in conjunction with the 100 selection phonograph.

"The Wurlitzer line of stereo speakers is unusually complete. It offers designs which will furnish true stereo or full range high-fidelity sound coverage regardless of the size, shape or area of the location. The Stereo Extender Model 5125 is a drum type speaker with an attractive wrap-around grille in antique bronze finish. It has a 6" x 9" oval cone set in a 20" fixed baffle. It is sold in pairs mainly for stereo installation. The Stereo Directional Speaker Model 5126 is designed to fill a variety of requirements. Complete with adjustable brackets it may be mounted on a wall or in a corner, vertically or horizontally rotated 180°. It contains a 6" x 9" speaker cone and has fader control and matching transformer. It is also packaged in pairs. The Wall Speaker Model 5123 is a heavy duty, full range high-fidelity unit which has a 12" bass and middle range cone and a 3½" coaxial tweeter mounted in a sturdy baffle to enhance bass resonance," continued Bear.

"Wurlitzer Distributors are offering a complete brochure with full-color illustrations graphically describing the features and specifications of the Wurlitzer 2700 and its allied remote control equipment. Reading it will permit them to become conversant with the improved developments which encourage the manufacturer to state Wurlitzer Has The Winner In 1963," concluded Bear.

Gordon Named Seeburg Exec V.P.



JACK GORDON

CHICAGO—J. Cameron Gordon has been elected Executive Vice President and a Director of The Seeburg Corporation it was announced by Delbert W. Coleman, Chairman of the Board.

He started with The Seeburg Corporation in the late forties as Eastern District Manager and subsequently became Vice President in Charge of Phonograph Sales in the fall of 1959 and Director of Sales and

Bally's New 'Bucky' Horse Ride Has 'Mechanical Muscles'

CHICAGO—After 10 years of continuous production of "The Champion" kiddie-horse, Bally Manufacturing Company, this city, commenced delivery this week of a new type of horse called "Bucky." It was described by Bill O'Donnell, Bally general sales manager, as "a bucking bronco with real bucking action."

"The realistic bucking action built into 'Bucky,'" O'Donnell explained, "is accomplished by a new Bally invention, which we call 'Mechanical Muscles' and which adds a new dimension to kiddie-ride action. 'Bucky' does not merely jog up and down and rock back and forth. He actually bucks up his back like a real rodeo bronco, while kicking his fore and hind legs in opposite directions.

"Although thrillingly realistic, the bucking action is never sudden or jerky. Speed change is gradual and easily controlled by pulling or relaxing reins. Saddle seat is only 29 in. above the slip-proofed platform, which is only 10 in. high. Safety-styled for smallest toddlers, but actionized to appeal to junior teen-agers, 'Bucky' attracts youngsters from 3 to 15, gets play other horses miss.

"'Bucky' is, without question, the most eye-appealing kiddie-horse ever designed. The iron-tough fiberglass body with strongly detailed muscles and sinews is a rich sorrel red with blonde tail and mane. Genuine western saddle is handsomely tooled leather with gleaming metal ornaments. All-steel base is a pleasing forest green with bright bold letters.

"Mechanism which produces the 'Mechanical Muscles' bucking motion is actually simpler than in 'The Champion' and ruggedly constructed to take the punishment of continuous action," concluded O'Donnell.

Distribution in July of last year.

Gordon who is widely known as the coin-operated phonograph industry's foremost innovator took the key role in the vital eastern market in selling the original concept of multi-selection when the Seeburg Select-O-Matic 100 was first introduced in 1948.

Many of the features and concepts that he originated and introduced to the music industry, such as the "Artist of the Week" program, first introduced in Seeburg's model "AQ," have become the basis for universally accepted features in most standard industry equipment.

The "Artist of the Week" with its album cover display and unique concept of featuring, heretofore unavailable, stereo album music in the coin phonograph, was also the basis for Gordon's "Breakthrough" LP Console program introduced last August.

This included the "Album of the Month" feature with the industry's first 50¢ pricing for a single LP selection, income totalizing and the "Console" Wall Box featuring albums and remote stereo sound.

"Directional Stereo," the principal feature in the Seeburg "DS" model and personalization of music equipment, subsequently adopted in the vending industry, were also product features that were originated by Jack Gordon.



California Clippings

Business in general is showing a decided pick-up in activity for the new year, with distributors & operators reporting excellent and consistent collections. . . . Dan Donohue informed that Open House will be held soon at Amco Music & Vending Inc. and all customers in So. Calif. are invited to attend. Dan said they are in the last stages of remodeling and will soon be able to give superb service in all departments. Leo Simone mentioned that Dick Wright will be making his first trip into the Arizona territory, as a rep. of Amco, and is looking forward to renewing old acquaintances. Leo added that Howard Lax formerly of J. Leibowitz & Co. has been appointed new controller.

Henry Leyser of Associated Coin in Oakland was visiting at Simon Distributing Co. this week. Sonny Lomborg reports the export business on a steady rise, with orders for phonographs & pin balls being prepared for shipment, to Europe and the Far East. Joe Simon of Chicago called and said he is feeling fine since his recent operation. . . . Frank McKelvey of Twist Music stopped by the Leuenhagen 'record bar' to spin the new Prentice Moreland disc, "Limbo Party," on the Challenge label. Stan Hickman of Pep Record Sales was also in to promote the new Patti Page release, "High On The Hill Of Hope." . . . Charlie Daniels of Paul A. Laymon Inc. informed that Manny Glass salesman for the Wico Co. of Chicago had a heart attack, and is recuperating at the Memorial Hospital in Culver City. Britt Adelman and her husband, Leonard, flew to Las Vegas for the weekend to see some of the current shows. . . . The shop has been exceptionally busy with repairs on all types of equipment at American Coin Machine, Inc. Bill Lanzy reports business in general on the increase within the past few weeks. . . .

Export orders are being readied at Duarte International Sales Co. for shipment to Port Swettenham and Manila. Joe Duarte said that Martin Sanchez was visiting this week from Mexico. . . . The rest of the new office furniture arrived at the Wurlitzer Factory Branch, giving the office a 'bright new look.' Leonard Hicks is glad to be back on the job, following his recent illness. . . . A new employee, Ronaldo Grehs, has been added to the staff at the California Music Co. Earl Grant currently appearing at the Crescendo stopped by at the California 1-stop to chat with his many friends. . . . At the R. F. Jones & Co. Chuck Klein reports business for the new year starting with a bang. The new Gottlieb game is moving fast, and field testing on the Champion Fast Draw gun, proved to be very successful, resulting in more orders. Guy Ostensen is now affiliated with the Jones Co. and will be in charge of the bill changer division. The purpose is to put forth a better service for the bill changer, which will be available locally and throughout the 13 western states. A birthday party was given in honor of Chuck Klein's daughter, Susanne, with 12 couples in attendance, at their home in the San Fernando Valley.

At C. A. Robinson & Co. Hank Tronick informs, if the first two weeks of Jan. are an indication of things to come we can be optimistic in predicting, that 1963 will be at least as good as the previous year. He added, they have experienced a substantial surge in new and used equipment sales, and it is particularly encouraging with the promise of new equipment yet to come, from the factories which they represent. . . . In town visiting distributors and one-stops this week were: Charles Koski, Long Beach; Walter Cook, Palos Verdes; Cecil Ellison, Lancaster; Jerry Garves, El Monte; Joe Cusimano, Inglewood; Lou Bennett, Seal Beach; Carl Lykke, Santa Ana; John Ketchersid and Jack Goodman, Long Beach.

United Names Atlas-Des Moines

Distrib Appoints Tom Freestone Sales Rep

CHICAGO—C. B. (Bill) DeSelm, executive vice president in charge of sales for United Manufacturing Company, this city, announced the appointment last week of Atlas Music Company, of Des Moines, Iowa, as exclusive distributors for United amusement games in the State of Iowa.

The Des Moines firm, which is headed by Bill Phillips, is arranging a series of service school sessions to further acquaint operators in the territory with United Mfg's. amusement games, according to DeSelm. The service classes will be supervised and conducted by United's staff of engineers. The school series will be initiated in the weeks to come.

DeSelm stated that he, and the entire sales force at United, welcome Atlas Music Company of Des Moines into the "family of outstanding distributors representing the United Manufacturing Company.

"We most certainly are looking forward to a banner 1963 with our popular line of United amusement games," he said in conclusion.

DES MOINES—Atlas Music Co. Des Moines, Iowa has announced the appointment of Tom Freestone to its Sales Staff.

Freestone, formerly with Sandler Distributing Co., this city, is well known to the trade in the Iowa Area. He has been very successful in the operation of his own coin machine

route in Iowa City which provided him with the knowledge of operator problems and their solutions.

Atlas Des Moines is distributor for Rowe—AMI Phonograph and Vending Equipment, Valley Pool Tables, United Mfg. Co., and D. Gottlieb & Co.

5 BALLS

GOTT. FLAGSHIP	\$125.00
GOTT. FLAGSTAFF	175.00
GOTT. GONDOLIER	175.00
GOTT. GYPSY QUEEN	75.00
GOTT. 7 SEAS	275.00
GOTT. FLIPPER CLOWN	275.00
GOTT. FLIPPER PARADE	250.00
WMS. SKILL BALL	225.00
WMS. THREE DEUCES	75.00
WMS. RESERVE	250.00
WMS. JOLLY JOKER	275.00
WMS. FRIENDSHIP 7	325.00
WMS. LAZY 0	75.00
WMS. RACE THE CLOCK	75.00

ARCADE

GENCO STATE FAIR GUN	\$175.00
GENCO SKY GUNNER	95.00
EX. POP GUN	195.00
EX. SHOOTING GALLERY	95.00
WMS. VANGUARD	225.00
WMS. HERCULE GUN	245.00
C. C. RAY GUN	350.00
C. C. LONG RANGE RIFLE	450.00
C. C. CROSS COUNTRY	225.00
C. C. ALL STAR GOALIE	395.00
MIDWAY SHOOTING GALLERY	195.00
MIDWAY DELUXE SHOOTING GALLERY	245.00
KAYE HOCKEY	125.00
KAYE DEUCES WILD	95.00
UN. PIXIE BOWLER	100.00
UN. ROUND THE WORLD TRAINER	245.00
WMS. ROAD RACER	295.00
C. C. PRO HOCKEY	395.00

MONROE

Coin Machine Exchange, Inc.
2423 Payne Ave. Cleveland 14, Ohio
Superior 1-4600



Midwest Musings

Mr. and Mrs. Lawrence Sanford, Dodge Center, Minn. in town for the day. Lawrence selecting his records and getting parts. . . . Mr. and Mrs. Stanley Petrosky, in town for the day also to pick up records and parts. . . . Andy Benna, Ironwood, Michigan, in town for a few days making the round and stopping in to wish everyone a Happy New Year.

Vince Jorgenson, Mason City, Iowa, in town over the weekend, visiting a few distributors and just taking a holiday for a few days. . . . Joe Weber and son Dennis, Blue Earth, Minn. in town for the day to pick up parts and records. . . . Stanley Woznak, Little Falls, Minn. in town after New Year's Day for a few hours. . . . Jack Karter's young daughter Joan is home after spending several days in the hospital. Joan scalded her face when a pressure cooker exploded, fortunately her condition was not serious and she is as good as ever.

Eddie LeBlanc, St. Cloud, Minn. who also works in the post office in St. Cloud said that he never saw so much mail in all his life. Glad the Holiday season is over. . . . Solly Rose at Sandler Dist. Co. says that the New United 'Cypress Bowling Alley' and the New United Sparky Shuffle Alley is going great guns.

Andre Kostelanetz, conducting the Minneapolis Symphony Orchestra at Northrup Auditorium Saturday January 12th, 8:30 P.M. . . . Mr. and Mrs. Earl Porter, Mitchell, So. Dakota, spent the weekend in Minneapolis. Earl is having his eyes checked and Mrs. Porter spent the day shopping.

Happy Birthday This Week To:

John W. Young, Falls City, Nebr. . . . Robert C. Gilbert, Montgomery, Ala. . . . James A. Smith, Pleasantville, N.Y. . . . Benj. Sterling, Jr., Moosic, Pa. . . . Ben J. Kelly, Houston, Texas. . . . Wm. R. Geier, Gentryville, Ind. . . . John M. Cartwright, Nashville, Tenn. . . . Chas. M. Missler, Linthicum Hts., Md. . . . Arthur J. Oley, Sr., Richmond, Va. . . . Samuel B. Lewis, Chgo., Ill. . . . Bernard S. Berman, Louisville, Ky. . . . R. C. Carpenter, Chester, N. Y. . . . Angelo N. Delaport, Syracuse, N. Y. . . . Theo. Blatt, Bklyn, N. Y. . . . Kenneth N. Edwards, Charleston, W. Va. . . . Geo. S. Workman, Chester, Pa. . . . Walter Clark, Waukegan, Ill. . . . Damon P. Peters, Sr., Port St. Joe, Fla. . . . Morris Pinto, Houston, Texas. . . . Chas Reissner, Kearny, N. J.

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The Cash Box
why not mail this coupon today!

THE CASH BOX

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Enclosed find my check.

- \$15 for a full year (52 weeks) subscription
- \$30 for a full year (Airmail in United States)
- \$30 for a full year (outside United States)
- \$45 for a full year (Airmail outside U.S.)

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- JUKE BOXES
- AMUSEMENT GAMES
- CIGARETTES
- VENDING MACHINES
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VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Restaurant Management, United Servomation Merge

PHILADELPHIA—Restaurant Management, Inc., with executive offices in Bala-Cynwyd, Pa., has merged with United Servomation Corp., of New York City, and will operate as an independent division of the national company, it was announced jointly by William J. Hrabrick, president of Restaurant Management, Inc., and Joseph E. McDowell, president of United Servomation.

Hrabrick, who has served as a consultant for many of the national restaurant chains and is a member of the International Society of Food Service Consultants, is the founder of Restaurant Management, Inc., and will continue as president of the new division of United Servomation.

Stockholders and members of the board of Restaurant Management, Inc., all from the Philadelphia area, have resigned, Mr. Hrabrick said.

The merger was effected by an undisclosed amount of cash. United Servomation Corp. is one of the country's largest food vending and service organizations. During its 1961-62 fiscal year, ending June 30, 1962, the company earned \$2,701,000 after taxes, or 83 cents per share on sales of \$64,763,000.

Restaurant Management's president said the company will continue to operate from 21 Bala Avenue, Bala-Cynwyd, Pa., and will carry on its initially stated objectives of a complete consulting service for the restaurant and vending industries, the building and management of quality hotel restaurants, and the initial operation and later possible franchising

of four prototypes of highway and urban type restaurants of manual and automatic types under the name of Mr. Bill's.

At the present time Restaurant Management, Inc., are completing plans for a large downtown restaurant in Philadelphia and 2 "Mr. Bill's" which will be located in the Philadelphia area.

"Our financial support has now been greatly enhanced," said Mr. Hrabrick, "and we will accelerate our schedule of opening such restaurants."

Hrabrick formerly was staff consultant for Slater Food Service Management and has served as food service consultant for many of the country's large restaurant operators. He is a member of the International Society of Food Service Consultants.



WILLIAM J. HRABRICK

Westinghouse Names Brinkmann Genl. Mgr. Auto. Merch. Div.



CHARLES BRINKMANN

SPRINGFIELD, MASS.—Charles H. Brinkmann has been appointed general manager of the Westinghouse Electric Corporation's automatic merchandising division here, it was announced last week by R. N. Campbell, vice president and general manager of the company's air conditioning group.

The automatic merchandising division's principal product is beverage coolers and its manufacturing facilities are located at the company's East Springfield plant.

Brinkmann brings to Westinghouse more than 16 years experience in the vending machine industry. For the past year and a half he has been vice president in charge of sales for Automatic Retailers of America, Inc., in Chicago, and for the previous 15 years had been associated with the Rowe Manufacturing Company which currently is a subsidiary of Automatic Canteen.

He was vice president in charge of sales for Rowe from 1946 to August, 1960 when he became president of the Rowe-AMI Sales Company. He joined Automatic Retailers of America in May, 1961.

Brinkmann holds bachelor and master of science degrees in chemical engineering from New York University and a master's degree in industrial engineering from Columbia University.

Seeburg Names Bill Schwartz Vending Sales Mgr.

CHICAGO—William F. Adair, Sales Vice President of The Seeburg Corporation has announced the appointment of William Schwartz as National Sales Manager of Seeburg's Vending Division.

A veteran vending equipment sales executive, Schwartz has been in the business for more than 20 years and is nationally known to the automatic merchandising fraternity, particularly in the East where he has lived and worked most of his business life.

He attended the University of Southern California and acquired his degree in law from St. John's Law School, entering the vending industry in 1941 when he set up his own business to refurbish and resell vending equipment.

Seeburg's new Vending Sales Manager joined the Stoner Company in 1945 as Sales Representative in the East and was with the company for 16 years through the period after it was acquired by Vendo. He left in mid-1960 and joined The Seeburg Corporation as Eastern District Manager.

Failure Of Coin-Op Dry Clean Biz Seen Due To Financing

Survey Points To "Right" And "Wrong" Locations

NEW YORK—While the introduction of coin-operated drycleaning equipment was heralded as a great event in 1960, a national survey by SFC Financial Corporation (formerly Standard Financial Corp.), finds that only 7,000 drycleaning establishments are in operation today. To overcome the lag, SFC Financial has announced a new financing plan for manufacturers, wholesalers, distributors and jobbers in this field.

The 7,000 self-service drycleaning establishments in operation today, account for about \$100,000,000 sales, which is only about 5 per cent of the drycleaning business in the nation. The survey was released by Arthur F. Silbert, vice president, SFC Financial Corporation.

Coin-operated laundries showed a more rapid growth when they started after World War II, the survey said. Major reasons cited for the lag in coin-operated drycleaning establishments are two:

1. Financing charges on installment purchase of drycleaning equipment are high and length of term is short, placing a burden on owners' working capital. High finance charges and short maturities are attributed to the fact that most installment sales of such equipment are financed by manufacturers who are anxious to have their money returned quickly since they need the working capital in their own manufacturing business. Finance charges by national finance companies are lower, and maturities are almost invariably longer.

2. Unlike the self-service laundries, the coin-operated dry-cleaning establishments require an attendant to explain the operations of the drycleaning unit so as to insure satisfactory results. This adds to the owner's operating costs and squeezes his working capital.

Said the report: "Manufacturers are usually not prime borrowers at banks, and hence when they sell on installment, or offer installment terms through their distributors, the interest rates are high, and the maturities are short. Usually, these dry-cleaning units are not sold on terms longer than 24 months.

"SFC Financial, in its survey of the industry, believes that normal length of term for installment purchase of self-service drycleaning equipment should be at least 30 months, and perhaps as long as 48 months. Shorter terms does nothing but cut into the working capital of the drycleaning owner.

"Also, as a prime borrower at more than 100 banks, SFC Financial believes that money costs to the self-service drycleaning industry should be kept at rock bottom in order to enable the industry to expand its outlets and sales. Our new plan for this industry reflects our beliefs about long term and low cost."

The survey found that of the 7,000 self-service drycleaning establishments, about 49 per cent were located "downtown," and 24 per cent located in shopping centers. Parking space is a factor. A small percentage are located along major highways, but these are said to be in the "wrong" locations.

"While highway locations are successful for self-service laundries in tourist territories, such locations do not seem to work best for self-service drycleaning, despite the availability of parking," the survey said. "The most successful experience seems to be in or near shopping centers, or in neighborhood locations."

Canteen Installs 12 Vendors For Chi Police

CHICAGO — Beginning this week, duty at Police Headquarters for "Chicago's Finest" will offer increased pleasures for the inner man as a 24-hour automatic cafeteria goes into permanent operation.

Located in Room 306 of Chicago Police Department Headquarters, 1121 S. State Street, "Club 306" has more than a dozen automatic vending machines providing round-the-clock service of hot meals, snacks, sandwiches and beverages. There's even a dollar bill changer to convert currency into coins.

Stanley Sarbarneck, President of the Policemen's Benevolent Association, the organization which will receive all proceeds from the installation, said

"the new canteen is a real benefit to police personnel, especially during off-duty hours and inclement weather. Formerly, we had to go out of the building."

According to Harry Creighton, Manager of the Chicago Branch of Automatic Canteen, this is the first all-vending food service installation within the Chicago Police Department. It is patterned after successful industrial installations made by Automatic Canteen throughout the country, using sophisticated equipment to vend a variety of hot meals, as well as salads, sandwiches, soups, pastries, ice cream, coffee, milk, soft drinks, candy and cigarettes.



Nathaniel Leverone, Founder-Chairman, Automatic Canteen Co. of America and Patrick L. O'Malley, President, along with Stanley Sabarneck (left), President of the Policemen's Benevolent Association of Chicago, and an unidentified policeman participate in ceremonies opening new 24-hour automatic cafeteria at Police Headquarters.

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Interstate's Wrigley Bldg. Installation Combines Machines With 'People' As Chi Promotion Publicizes 'Chef Phillip', Bus Girls

CHICAGO—A totally new type of public restaurant came to North Michigan Avenue November 1, with the opening of The Brass Rail Automatic Restaurant in the Wrigley Building. Interstate Vending, parent company, operates the installation.

The largest of its type in the nation, The Brass Rail seats 250, is over 6,700 square feet in size and automatically serves a complete menu of Brass Rail main course meals, sandwiches, salads, desserts and beverages, including freshly brewed coffee, through a bank of over 20 vending machines. Micro-wave ovens heat food in 15 seconds.

"High quality food at moderate prices and quick service in a relaxed atmosphere are the principal reasons for the growing popularity of automatic food service. Improved technology in vending equipment, and the development of specially prepared meals

for vending are now bringing the automatic restaurant into an ever increasing number of public, industrial and institutional locations," said Ronald Wolff, Interstate prexy.

He pointed out that care had been taken in the new Brass Rail restaurant to emphasize the people associated with the automatic restaurant—rather than the machines.

To accomplish this, a Brass Rail-trained chef carver is prominently stationed at a buffer counter located between two recessed rows of vending machines. The carver prepares roast beef, turkey, ham and corned beef sandwiches to order. Also, attractively costumed bus girls are in attendance in the dining areas.

Bold use of color and light was another method for bringing life to the new Brass Rail. An "appetizing" combination of Cantaloupe Orange, Chocolate Brown and Cream was used on

Risman Calls Exec Meeting To Discuss Problems Prior To Directors Meet In Florida

Wash. D.C. Talks To Be Followed By Annual Affairs Conference

CHICAGO—The executive and finance committees of National Automatic Merchandising Association will meet January 21-22 at the Sheraton-Park Hotel, Washington, D. C., according to Louis J. Risman, NAMA president.

He said the committees will discuss problems facing the vending industry in 1963 and will make recommendations in preparation for the full NAMA Board of Directors meeting scheduled for February 14-15 in Hollywood, Florida.

Members of the executive committee are President Risman (chairman), Mystic Automatic Sales Co., Inc., Medford, Mass.; Senior Vice President Carl Millman, Automatic Merchandising Corp., Milwaukee, Wis.; Vice President J. Richard Howard, Automatic Retailers of America, Inc., Indianapolis, Ind.; Treasurer W. J. Manning, Jr., Rudd-Melikian, Inc., Warminster, Pa.; Herb A. Geiger, Geiger Automatic Sales Co., Division of United Servomation Corp., Milwaukee, Wis.; Meyer Gelfand, Macke Vending Company, Washington, D. C.; James T. McGuire, Automatic Canteen

Company of America, Chicago, Ill., and M. B. Rapp, Continental-APCO, Inc., New York.

Finance committee membership is the same as the executive committee with Treasurer W. J. Manning, Jr. as chairman.

Following the committee meetings at the Sheraton-Park is the Second Annual Association Public Affairs Conference (January 23-24) sponsored by the Chamber of Commerce of the United States.

Risman said members of the committees and NAMA staff members will represent the vending industry at the conference which is designed to inform association members, executives and other businessmen about the major national legislative and economic issues to be tackled by the First Session of the 88th Congress.

Some 2,000 association representatives and businessmen are expected to attend.

A similar conference last year attracted 11 vending industry executives.

Georgia Council Meets Jan. 19 At Americana To Be Followed By Labor Seminar, Werne Conducts

CHICAGO—The third annual meeting of the Georgia Automatic Merchandising Council is scheduled for Saturday, January 19, according to NAMA's Sidney J. Schapiro, council secretary.

Council President William Martin, Automatic Candy Company, Columbus, Ga., said the meeting is open to all Georgia vending operators whether or not they are members of the council. The meeting will be held in Atlanta beginning at 4:15 p.m. at the Americana Hotel.

The business agenda includes election of a new board of governors and officers, discussion of coming legislative problems and sales tax regulations and a review of national legislative problems.

Guest speaker will be Richard W. Funk, NAMA legislative counsel.

The Georgia council meet follows an all-day Labor Relations Seminar sponsored by NAMA which is being conducted January 19 at the Americana Hotel.

Georgia Automatic Merchandising Council is a state affiliate of National Automatic Merchandising Association.

Insalata, Whaley Promoted

CHICAGO—National Automatic Merchandising Association announced the promotion of S. John Insalata to Associate Legislative Counsel and Gerald F. Whaley to Manager, Information Services.

Insalata joined the NAMA staff as Assistant Legislative Counsel in 1960. He formerly was an attorney with the U. S. Department of Health, Education and Welfare.

Whaley became associated with NAMA in 1959 as Assistant Director of Public Relations. He previously had been Director of Public Relations for the Cook County, Illinois Sheriff's Office and a public relations consultant to several national associations.

CHICAGO — Employer-employee relations problems affecting vending operators will be explored January 19 in Atlanta, Ga., at a day-long labor Relations Seminar sponsored by National Automatic Merchandising Association.

The special seminar is the second conducted by NAMA and will be open to all NAMA member companies in 10 states including Louisiana, Mississippi, Alabama, Georgia, Florida, North Carolina, South Carolina, Tennessee, Kentucky and Virginia.

The meeting will run from 10 a.m. to 4 p.m. at Atlanta's Americana Hotel.

Dr. Benjamin Werne, NAMA labor relations consultant, will conduct the workshop and lead discussion, according to Richard W. Funk, NAMA legislative counsel and secretary to the NAMA employer-employee relations committee.

"This seminar will be a workshop and not a lecture," Funk pointed out. "The practical labor relations problems that confront NAMA vending operators will be explored thoroughly and specific recommendations for action will be advanced," he said.

NAMA conducted a similar seminar October 17, 1962 in San Francisco, California, following the national NAMA Convention there.

Funk explained that both seminars are pilot programs and the decision to conduct a future series of such meetings throughout the country will await evaluation of the first two meetings' success.

Registration fee for the seminar is \$10 per person.

Davis Will Hold Coffee School, Answer Milk Quiz

SYRACUSE—Night service schools for the new Seeburg Coffee Vendor will be held from 7:30 p.m. to 10 p.m. by the Davis Distributing Corporation, from January 14th to January 17th. Classes will be held at all 4 Davis offices.

Dwane Gesner, Seeburg factory service engineer, will conduct classes in Syracuse on Monday, January 14th, Rochester, Tuesday, January 15th, Buffalo, Wednesday, January 16th, and Albany, Thursday, January 17th.



The new Brass Rail Automatic Restaurant, which Interstate opened November 1, offers the latest in automatic food service in a relaxing, intimate setting.

New Council Prod. Mgr.

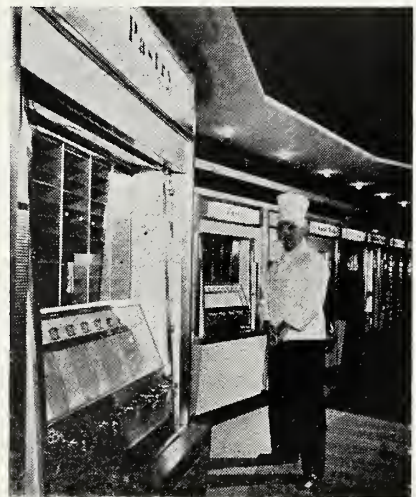


CHARLES M. BEITH

OKLAHOMA CITY — Charles M. Beith recently joined Council Manufacturing Company, Fort Smith, Ark., as production manager. He will supervise all internal production activities on the company's Icemakers, Drinkmakers and Handy Dan's Ice Vendors and components, Dansby A. Council, president, said. Beith has held supervisory positions in engineering and production with Eastern Aircraft Division of General Motors Corporation. He worked as production supervisor and cost control analyst for International Harvester Co. Prior to joining Council Manufacturing, he was chief industrial engineer and production plant manager for the plastics division of Doughboy Industries. He has studied at the Universities of Michigan and Maryland and the General Motors Institute of Technology.

the walls, tables, light fixtures and in the upholstery fabrics.

The new Brass Rail Automatic Restaurant will be open from 7:00 AM until 7:00 PM, Monday through Friday. If there is sufficient demand, Wolff said, the restaurant will be open until later in the evening.



Chef Phillip, Executive Chef of the Brass Rail Restaurants, stands before vending machines at the new Brass Rail Automatic Restaurant, which Interstate Vending Company opened in Chicago's Wrigley Building.

The BIGGEST Export News Story Is About To Break In Europe and Cash Box Will Be On Hand To Serve This 19th Annual A.T.E. Convention In London—Jan. 29th thru 31st

..... BE SURE YOUR AD IS PART OF THIS ALL-IMPORTANT A.T.E. CONVENTION SPECIAL!!!

2500 BREAK A. T. E. RECORDS SIXTEEN NATIONS VISIT LONDON'S 17th ANNUAL AMUSEMENT TRADES SHOW

Latest Equipment Exhibited From Modern Displays As Coinmen Take In 3-Day Convention

EXHIBITORS SHARE DISPLAY SPACE AS HORTICULTURAL HALL FILLS TO CAPACITY WITH PEOPLE, MACHINES

LONDON—The 17th Annual Amusement Trades Exhibition closed here on Thursday, February 2nd, on a triumphant note, after playing host to close to 2500 visitors from more than 16 countries around the world. The coin machine show started January 31st and was held in London's New Royal Horticultural Hall. The only gripe on the part of exhibitors and viewers was the limited amount of space available for displaying equipment. The Hall is a large sized auditorium but couldn't cope with the unusually large turnout. Exhibitors were delighted with the number of interested buyers seeking information and equipment and a unanimous vote of thanks went to the A.T.E. management who arranged, promoted and conducted the trade show. It was the second consecutive coin convention in London which permitted exhibition of used equipment and many products from American manufacturers.

This Exhibition which has grown from strength to strength over the years is now recognized as the major European Convention of its kind and the only one enabling exhibitors to

show and visitors to see all the latest coin operated equipment under one roof. Even so the venue proved too small to accommodate all the applicants and many of the larger firms had to make do with less space than they required to show their full range of equipment. Altogether there were 68 exhibitors occupying between them 138 stands—an increase in both figures on last year. By 10:00 a.m. on Tuesday morning the months of preparation were complete and an hour after the doors opened several hundred people were all ready thronging the hall. The turnstiles continued to click with increasing speed as the day progressed and by closing time the organizers announced that attendance figures and catalogue sales for the first day had broken all previous records. Although final attendance figures for the three-day event were not announced it was estimated that last year's total of 2099 was exceeded by over 500.

That the A.T.E. is regarded as an event of international importance to the coin machine industry is evidenced by the world wide interest which has

Pay-Out Machines Attract Wide Attention With All Types Of Machines Shown From Stands

68 FIRMS OCCUPY 138 STANDS AS A.T.E. MANAGEMENT LOOKS TO LARGER QUARTERS FOR '62

preceded the show that has attracted not only manufacturers, operators and distributors from all over the British Isles but from many overseas territories including America, Australia, Belgium, Canada, Cyprus, Denmark, France, Finland, Germany, Iceland, Malta, Madeira, Norway, Sweden and Switzerland. Early reports indicate that business wise the Exhibition has been successful and many exhibitors are known to have transacted more deals on the first day than on the three days in any previous year. However, the A.T.E. like most other comparable meets is considered to be primarily a showcase or shop window. In this respect showmanship is vitally important and this year's A.T.E. was notable for the remarkably high standard of display. Many of the specially constructed booths were more elaborately designed than at any previous show.

In an all-out effort to combat keen competition exhibitors were quick to seize the opportunity of displaying their products to the best possible advantage. As a result of careful and imaginative presentation prospective buyers were able to see, sample, and

compare prices and quality of the wide variety of equipment available under first class conditions. The success of the Exhibition cannot be gauged by hard sales conducted during the three days of showing. These are relatively small. Far more important are the contacts made and the resultant orders in subsequent weeks. As expected, in view of the new Betting and Gaming Act, the main interest was centered around cash pay-out machines, not only fruits of which there was a predominance in both new and used machines, but in equipment suitable for arcades now permissible under the new regulations. In this category id play fruits with a 2-12 pay-out but no jackpot proved big sellers. Also on view for the first time were the latest photographs and many new type games. A number of exhibitors report that with the illegality of bingo the pin tables minted public have turned their attention to amusement type flipper tables resulting in healthy sales.

REPORT ON A.T.E. EXHIBITS

AMI (GT. BRITAIN) LTD.

Another impressive stand in the centre block of the Exhibition was that of Ditchburn Equipment Ltd. and their associate company Music Maker Ltd. Here prime of place was given to the latest Seeburg 'Artist Of The Week' phonograph. Magnificently mounted on a continuously revolving stand this impressive machine was an unmistakable eye-catcher. An attractive feature is the phonograph's illuminated showcase panel where, with simple slip in letters, the name of the location can be prominently displayed. This stereo model has an automatic intermix playing both 45 r.p.m. and 33 1/3 r.p.m. Mr. George Gilbert, Vice President of Seeburg International Inc. was in town for the Convention following visits to Italy, France, Belgium and the International Seeburg Convention in Zurich. While in Europe Gilbert is reorganizing the market for Seeburg and appointing distributors for the full range of Seeburg products including phonographs, background music and vending machines. Mr. Norman Lever of the Ditchburn Organization reports many enquiries and expects to obtain firm orders as a result of the A.T.E. In the vending field Ditchburn displayed for the first time the Mini Spa Hot Chocolate and Coffee vendor. Similar to the already popular Hot Spa it carries 200 cups as opposed to 1000 and is eminently suitable for locations where through traffic is not so great.

DITCHBURN-MUSIC MAKER

RUFFLER & WALKER LTD.

Also in the centre block and occupying the largest space at the show was Ruffler & Walker Ltd. sole importers for Rock-Ola in the U.K. Mr. Gordon Walker told The Cash Box that the biggest interest had been shown in the new Rock-Ola 140 selection wall juke box. The first American wall phonograph to be both attractive and practical. The machine has exactly the same sound system as the 200 and 120 Console Rock-Ola Regis models which were also on show. The standard amplifier can be used for stereo and mono or a combination of both which is hybrid. The wall box has been very successful particularly with operators. Another highlight of the Ruffler & Walker stand was the midway shooting gallery—manufactured by the Midway Corporation of America for which they are sole agents. The major innovation in the gun which is a complete break away from the standard mirror and contact gun of the last few years. The gun fires real pellets 1/16th of an inch in diameter by means of compressed air at moving targets, ducks, owls and bears. The range and target has a pet-sax surround enabling prospective players to watch the game in progress—giving terrific player appeal. Gordon Walker also reports keen interest in full sized 16 ft. bowlers and the Williams Ten Strike United Midget Alley, unproved no doubt by the advent in this country of ten pin bowling alleys.

Another regular centre block exhibitor was The Chicago Automatic Supply Co., main distributors for all types of amusement equipment and the largest spare part mail order suppliers in the country. (Continued on following pages)

PHONOGRAPH EQUIPMENT LTD.

Some of the biggest crowds seen at the Exhibition were to be found on the stands of Phonographic Equipment Ltd. where the arrival of the latest Walther 100 selection stereo proved one of the major sensations of the show. Specially brought over from Germany for the Exhibition, the machine has created a fantastic demand and Cyril Shack, Director of Phonographic Equipment, it has all the modern lines which an operator can offer an immediate take location. Beautifully styled and finished, it has a semi-electrical selection and the title holder racks are divided in two—on the left A 1-50 and on the right B 1-50. There is a simple mechanical selection wheel in the centre of the phonograph numbered 1-50 for easy selection and two electrical buttons marked A & B. Price-wise the Lyric is the first low-priced machine of its kind to be seen here and sells at nearly £100 less than its nearest British competitor. Shack reports that business generally was up on last year.

MORRIS SHEFRAS & SONS LTD.

Morris Shefras & Sons Ltd., fruit machine specialists of many years standing were showing the Australian Jubilee fruit for the first time. This is a 24 play machine specially designed for the British market and the only one of its kind manufactured solely for this denomination. It has 2-5-10-14-18-20 pay-outs, a jackpot, a special 7-7-7 bonus and mystery pay-out and is manufactured by The New Century Novelty Co. Pty of Australia. (Continued on following pages)

Reprinted from Cash Box, February 18, 1961. Story reports on record-breaking attendance at 17th Annual A.T.E. Convention in London.

- More than 3000 international coin machine buyers expected to attend from more than twenty different countries. The largest number of buyers for your equipment marked for export sales! Reach them all at once during the A.T.E. Convention when the ONLY international trade paper in the business to attend, Cash Box, is on hand at New Royal Horticultural Hall in London (Booth #138) (as always).
- Prepare copy now and advertise your export facilities, services, list inventory for immediate delivery. Speak to the world's coin machine buyers through the pages of Cash Box in the A.T.E. CONVENTION SPECIAL ISSUE. Dated February 2nd—Deadline for copy, Wednesday, Jan. 23rd!!!

Your A.T.E. Ad Is Personally Presented To Visiting Buyers When It Appears In Cash Box—Feb. 2nd Issue!



SEND ALL COPY TO 1780 BROADWAY, NEW YORK 19, N.Y. DEADLINE FOR COPY: WEDNESDAY JAN. 23rd !!!

Milner Added To Empire's Staff

CHICAGO — Joe Robbins, general sales manager of Empire Coin Machine Exchange, of this city, announced the appointment this past week of William (Bill) Milner to Empire's sales staff.

Milner, who has been employed in the coin machine industry for more than 20 years, will handle Chicago City sales for Empire Coin.

Robbins stated that both, he and Gil Kitt, owner of Empire Coin Machine Exchange, "are delighted to add a man with Milne's experience in the coin machine business, to the firm's staff."

United Show In Milwaukee

MILWAUKEE—A large contingent of Wisconsin music operators, their families, and service personnel are expected to attend a United Inc. showing of the Wurlitzer Model 2700 at the Kaiser Knickerbocker Hotel, in this city, for the Wurlitzer Weekend celebration, which commences on Saturday, January 13, and continues on through Tuesday, January 15. Harry Jacobs Jr. explained that among the festive activities planned for the ladies is a Fashion Show, and other such singular programmed features to keep them delightfully occupied while the operators and servicemen concern themselves with the new Wurlitzer phonograph, and its outstanding characteristics.

Rosen Heads Variety Club Dinner Honoring Patti Page

PHILADELPHIA—Monday evening Jan. 14th will be a big night for Dave Rosen, the Variety Club, and the many who benefit from this philanthropic organization's charitable work. The Bellvue Stratford Hotel will be the site of a banquet headed by Rosen who will present Patti Page, the top recording star, with the Heart Award, an annual presentation. Also on hand to be honored will be Dr. Dorothy Andersen who heads Babies Hospital, located in the Columbia Presbyterian

Rowe AC Names MacGregor, Huebsch Midwest Reps

MacGregor On Vending, Huebsch To Sell Phonos

CHICAGO—Rowe AC Services has appointed Robert MacGregor as Regional Sales Manager-Vending and Paul Huebsch as Regional Sales Manager-Music for the Midwest Marketing Region, it was announced today by Jack Harper, Vice President and General Manager.

Harper said the appointments are part of Rowe's successful new decentralization program in which Regional Sales Managers work directly with distributors and operators, "giving Rowe AC much better coverage and closer working relationships with operators, to guide and assist them



ROBERT MACGREGOR



PAUL HUEBSCH

First Coin 'Wide Open'

CHICAGO—Joe Kline, president of First Coin Machine Exchange, distributors throughout the Greater Chicago region for the Wurlitzer Company, is hosting a gala five day showing in the firm's showrooms of what he acclaims as "the finest automatic, coin-operated phonograph on the market today—the all-new 1963 Wurlitzer model '2700' phonograph!"

First Coin, located at 1750 West North Avenue, on the northwest side of this city, will remain "wide open" from 10 a.m. until 9:00 p.m., daily from Monday, January 14 through Friday, January 18, to accommodate all of the music operators in this heavily populated area.

in all areas of sales, services and equipment.

"The response to our new operator-oriented market approach has been gratifying. Rowe personnel will continue to add to this program of local-level services," Harper stated.

The Midwest Region covers North and South Dakota, Minnesota, Wisconsin, Upper Michigan, Illinois, Missouri, Kansas, Nebraska and Arkansas.

Rowe distributors in the region are Atlas Music Co., Chicago and Des

Moines; Pioneer Sales & Service, Inc., Milwaukee; Central Distributors, Inc., St. Louis; and W. B. Music Company, Inc., Kansas City, Mo.

MacGregor has been with Rowe for 11 years, as Vending Co-ordinator and District Sales Manager. He resides in Wheaton, Ill., with his wife and their two children.

Huebsch was previously Vice President and General Manager of J. H. Keeney & Co., Inc. He is a resident of Skokie, Ill., is married and has four children.

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16' - 18' - 20' - 22' ASTRO-LITE
and 13' STAR-LITE MODELS
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New Wurlitzer On Display In 3 Cities Bilotta Staffs To Wine And Dine Visitors

NEWARK, N. Y.—John Bilotta is at it again! With the introduction of the 1963 Wurlitzer Model 2700 throughout the nation this week, Bilotta has decided to handle the hundreds of visiting ops at his three outlets in an unusual way. Rather than throw one big shindig for all, as he usually does each year, operators in the up-state New York area will be personally wined and dined and the check will be picked up either by Jack Shawcross in Syracuse, Neil Berard in Newark, Bob Catlin in Albany, or the boss himself if he happens to be in town that night.

The week-long premier will enable Bilotta sales reps to display and describe the Model 2700's features among which are the Golden Bar which takes the place of the TTT Button, and the Single-Coin Wallbox which also plays ten tunes at the drop of a half-dollar.

Bilotta claims the personal approach will give Bilotta reps a chance to advise ops to concentrate on their own locations and the manner in which collections can be increased rather than to "look at the other fellow's locations." "My brother Jim has experienced greater collections on his Ten Top Tunes locations and at this moment has just completed a 100% changeover on his route to Wurlitzer machines with the TTT Button and now the Golden Bar," said Bilotta. "The Golden Bar will get ops more money in the same locations which

Medical Center in New York.

On hand to entertain the ballroom crowds will be Danny and Mrs. Jodi Sands, Allen and Rossi, Red Benson and Larry Brown, and it is hoped that Jimmy Durante will be able to make it.

The Variety Club here, of which Rosen was recently appointed prominent assistant, works diligently for crippled children as well as a wide array of other charities in other areas.



JOHN BILOTTA

have fewer people these days."

Early reports stated that Bilotta sales meetings included props and pep talks. The personnel were instructed to wear jockey hats in order to handle "the speedy horses." Bilotta says "Wurlitzer has the winner for '63." Operators interested in finding out why can also receive a free full-course dinner. Servicemen were also invited both to the showing and the dinners. "I want the servicemen to see the 'inside story' on our new Wurlitzer phonograph!"

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LARGEST
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FOR SALE**

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**ARCADE—GAMES
BINGOS—RIDES
MUSIC, etc.**

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Exclusive AMI Dist. Ea. Pa.
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**OPERATE
WILLIAMS
'TOM TOM'**

2 Moving Targets.
Fast scoring and
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for 1 or 2 players.

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Williams

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**WANTED—United 16' Playtime Bowlers, As Is,
COMPLETE. ADVISE LOWEST PRICES.**

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Send for FREE
LATEST CATALOG
64 PAGES—Fully Illustrated**

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Joe Kline • Cable: "FIRSTCOIN"—Chicago
CHICAGO 22, ILLINOIS • Dickens 2-0500

Seeburg '62 Sales Hit \$51 Million Net Earnings At 89¢ Share

CHICAGO—The Seeburg Corporation reported an 162 percent increase in fully-taxed earnings for the fiscal year ended October 31, 1962. The sharp rise was achieved on a sales gain of 45 percent.

Net income in 1962 was \$1,696,310, equal to 89¢ per share on 1,900,554 shares outstanding. This includes a tax credit of \$150,000, or 8¢ per share. Net income in the previous year was \$1,051,145, equal to 55¢ per share, which included a tax credit of \$460,000, or 24¢ per share on 1,916,313 shares outstanding. Fully taxed, earnings were \$1,546,310, or 81¢ per share in 1962, compared with \$591,145, or 31¢ per share, in 1961.

Sales totaled \$51,051,415 in 1962, compared with \$35,277,000 in 1961.

Delbert W. Coleman, chairman, told stockholders that sales of all Seeburg products had increased during the year, with vending equipment volume rising most sharply. Vending sales amounted to \$25 million, 48 percent of

the total volume, compared with \$12.2 million in 1961. Mr Coleman noted that when the company began the manufacture of vending equipment in 1959, over-all sales amounted to \$23.8 million, of which vending accounted for \$3.2 million, or 13.4 percent of the whole. He also reported that the company is in the process of bringing new milk, candy and pastry machines to market, and has under construction in Hartford, Conn., a 260,000-square foot plant, scheduled for opening March, 1963, that will substantially increase production capacity.

Sales of Seeburg coin-operated phonographs rose in 1962 to \$19.6 million, compared with the previous year's \$16.8 million. The company's Background Music Division, which produces background music systems and leases recorded music, and its Qualitone Division, which manufactures hearing aids, also reported sales increases.

Year Ended October 31	1962	1961
Sales	\$51,051,415	\$35,277,000
After Tax Income	1,546,310	591,145
Special Credit	150,000	460,000
Net Income	1,696,310	1,051,145
Earnings Per Share Before Special Credit	.81	.31
Special Credit Per Share	.08	.24
Net Earnings Per Share	.89	.55
Common Shares Outstanding	1,900,554	1,916,313

Davis Skeds Phono Service Schools In All Four Upstate Showrooms

SYRACUSE — Davis Distributing Corporation will hold service schools on the new Seeburg LP Console Phonograph at all its 4 offices from 10 a.m. to 4 p.m.

Courses will be held in Albany—Tuesday, January 15th., Syracuse—Thursday, January 17th., Rochester—Tuesday, January 22nd, and Buffalo

—Tuesday, January 29th.

Harry Stuckey, Seeburg factory sales engineer, will conduct these courses from 10 a.m. to 2:30 p.m., with a special question and answer session from then until 4 p.m. Refreshments will be served at all schools.



Eastern Flashes

The new Wurlitzer phonograph Model 2700 will be the talk of this town all week long as the nation's distributors premiere the new juke box during operator showings which will be held, for the most part, in the distributor showrooms. The new phono has a Golden Bar where the Button used to be but the action's the same—Ten Top Tunes, the bargain buy for patrons. Ten singles for 50¢ and in the right location this can mean lotsa half-dollars. The TTT was reportedly a stroke of genius for Wurlitzer and the ops like it. Evidently, execs Bob Bear and A. D. Palmer know a good thing when they see it and are continuing the feature on the new line with the accent on half-dollar play—via the Golden Bar.

The new wallbox is really a fantastic thing what with single coin selection for the Ten Top Tunes, wherever you may be seated in the location. The wallbox sells for about \$39.95, one-third the price of the standard wallbox. No selections of course, but for the TTT merchandising package, you don't need them.

Harold Kaufman, new distrib in NYC will confine the festivities to his Tenth Ave. showrooms and the Bklyn. outlet. All ops in the area received invites last week.

John Bilotta who ordinarily throws a wing-ding dinner and banquet affair will hold separate showings in the three showrooms—Syracuse, Newark, and Albany, and Jack Shawcross, Neil Berard and Bob Catlin, respectively, will invite visiting ops to informal dinners during the evenings after the ops and servicemen have viewed the machine and have looked inside. Bilotta will roam the countryside as usual conducting the showings and continuing on. Big John will be seen at all three of the offices several times during the week.

The trade is delighted to hear that Jack Gordon is now Seeburg exec v.p. and a member of the Seeburg board. . . . Ditto congrats to Bill Schwartz who is now National Sales Manager in charge of vending for Seeburg. Two fine guys who were on their way up years ago and have reached the top in time to enjoy it. Good luck to 'em both!

Paul Huebsch, another coinvent with a wide circle of friends in the business has joined Rowe AC and will represent the firm in the midwestern area selling the Rowe AMI phonograph.

Bally's new horse ride "Bucky" is reported to have 'mechanical muscles' which permits the kids to get not only a rocking up and down ride but a real buckin' back kick, just like the real thing. Bill O'Donnell is delighted with the reception. Runyon Sales has the ride in New York, New Jersey and Conn.

Distributors still talking about the World Wide-Nate Feinstein-Irv Ovitz deal out in Chi. Surprised everyone when Joel Stern sold out the Seeburg distributorship to Nate who was with Atlas Music for many years.

Joe Munves received three visitors last week and each one expressed a desire to see his two new arcade machines—which are in the test stage—in production. The orbital flight machine and the AMT Racer, which won top Parks Show honors incidentally, may make it yet. One Chi factory is interested in addition to the three inquiries from top reps last week. Joe is gettin' that itchy feelin' again as the cold weather recalls the warmth of the sunny south, the parks people and the annual trek southward and westward selling arcade machines for the Mike Munves Corp., as he does each year.

Rock-Ola's Ralph Wyckoff left the firm and has been replaced by George Hincker, former ad mgr for the factory. . . . Ed Doris hit the road last week and visited with Al Simon, among others toward the end of the week.

Rowe AC Services completed regional meets in the midwest last week and came into New York on Thursday as distributors from around the Northeast milled in NYC for meets concerning the vending and music end of the business. An entire team of Rowe AC execs conducted the distrib meets.

Ops with Spanish locations can contact Seeco Records for any one of the five disk packs available each of which offers five singles offering latin tempos. The packs were recorded for ops, especially, states the notice.

Vic Haim and Morris Nahum, R. H. Belam Inc., leading exporters, escorted French distributor Louis Arnaud of Dico Company, Avignon, France, along Tenth Avenue last week in order to show him the coin machine outlets as they exist in NYC. Louis was scheduled to leave for home in a week while daughter Claudette, who was with him, expected to stay on for about six months to learn the business from the American standpoint in order to help Dad out upon her return in the summer.

Ben Robbins, Queens op, died after a long illness. Many of the vets along coinrow registered sorrow upon hearing of the Operator's passing. . . . Ted 'champ' Seidel attended a dinner at the Friar's Club with Irv Holzman and the two pals had a ball. . . . Irving Holzman was in Florida when we called him. Probably recuperating from a Chicago trip or resting up for one. The United factory is keeping Irv hopping with shuffle and bowler shipments these days.

Art Seglin, genial service rep for Rowe AC, in town for the meet, advises that George Klersey, sales rep for the same firm, will be by shortly but we missed him while we chatted with Morris Rood and Irv Kempner in the Runyon showroom. During our talk Rood told a joke but no one laughed even though it took about five minutes for him to tell it. After a full minute's silence the coinman realized a fix was on and everyone roared. At Morris, not at the joke. . . . Lou Wolberg on a diet, Barbara the switchboard gal on a diet, Kempy was dieting, and with all this action its a good thing we're not in the sugar and potato business.

Tom Sams was due into NYC on Wed in preparation for the Thursday regional meets which were held behind closed doors, natch. Harold Hoffman in Cincy told us the crew at Royal and the distributors from around the area were quite excited with what they heard from Jack Harper, Fred Pollak and Sams and the exec crew. Expect big things for the vending and music sales during 1963.

Jack Wilson, NYS Operators Guild, back from Florida, walked right into a another games problem for pool game ops in the upstate region but at press time the association leader believed it could all be straightened out via a legislative ruling from 1956.

Remember Joe Brilliant from Detroit? He's back in business distributing a potato chip vendor for Majo-Matics Sales, Royal Oak, Mich. . . . Four new LP packs out under the distribution of Rowe AC for Top Talent Tune programming: "Off Beat", Don Lamond, Command; "Della On Stage" Della Reese, RCA Victor; "Dixie Hootenany", The Dukes of Dixieland, Columbia; and "Marion McPartland Plays Leonard Bernstein," Time.

Davis Distributing will hold phono service schools in all 4 offices from Jan. 15th thru Jan. 29th. Check local offices for time and data. . . . Seeburg hit \$51 million in sales during 1962, a 45% sales increase helped. . . . Dave Rosen will head a Variety Club banquet Jan 14 when the philanthropic organization honors Patti Page with the heart award. Affair skedded for the Bellevue Stratford Hotel in Philly. Seeburg has released two new Artist of the Week packs: Judy Garland, "The Garland Touch" and King Curtis "Country Soul," both on Capitol.



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- Gives Phonos new Look!
- Easy to Install!

Kits for Seeburg B, C, G & W, R & J. \$39.95 ea.

Kits for Wurlitzer 1700, 1800, 1900, 2000, 2100, 2104 \$36.95 ea.

Kit for Seeburg V & VL. \$79.95 ea.

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Seeco Issues Spanish Disk Packs

NEW YORK—Seeco Records, Inc., manufacturer of Spanish singles and LP's has taken a most unusual step forward in an effort to increase the sales of singles. Aimed primarily at the juke box operator whose trade is with the Spanish speaking public they have selected twenty-five of their best selling singles and made five juke box packages consisting of five singles each. The package will contain strip titles of each selection for easy insertion into the juke boxes.

Palmer In Philly

PHILADELPHIA—Jack Palmer, head of the newly formed Belinraco, a Belgian importing firm, arrived here last week to set up new offices for the purpose of buying equipment for shipment to Europe.

START '63 WITH A BANG!!

GAMES	PHONOGRAPHS	VENDING
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WORLD BEAUTIES 209.50	CONTINENTAL 2-100 \$745.00	SEEBURG 800E2XM 199.50
HIGHWAYS 209.50	CONTINENTAL 1-200 675.00	CORSAIR 30 COL. CIG. 139.50
SEVEN SEAS 209.50	w/stepper 595.00	CORSAIR 20 COL. CIG. 119.50
MISS ANNABELLE 174.50	K120 545.00	NATIONAL 11 COL. CIG. 147.50
NAGS 169.50	LYRIC 525.00	STONER 8 COL. CANDY 149.50
SUNSHINE 169.50	J200E 395.00	CANDY 6 COL. CANDY 5¢ 49.50
DARTS 169.50	E120 219.50	SEEBURG 4CD COLD DRINK MACHINE LIKE NEW \$1045.00
DANCING DOLLS 159.50	WURLITZER 2000 239.50	YOUR CHOICE OF THE FOLLOWING . . . \$50.00 ea.
SPOT POOL 119.50	WURLITZER 2150 499.50	COFFEE MACHINES: BAR-VEND COFFEE, BERT MILLS 500SE, ROWE VK5, COLE HOT SPA HSM, COLE SPA HOT HS, BERT MILLS VK4.
TIC TAC TOE 99.50	ROCKOLA 1475 219.50	
CROSSWORD 89.50	ROCKOLA 1455D 219.50	
QUEEN OF DIAMONDS 89.50	ARCADE	
FOUR STAR 79.50	MIDWAY SHOOTING	
STRAIGHT FLUSH 79.50	GALLERY \$199.50	
NAPLES 69.50	TITAN GUN 289.50	
SATELLITE 69.50	C. C. RAY GUN 249.50	
HARBOR LITES 59.50		

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Chicago Chatter

The big news of this infant New Year 1963 thus far is the new ownership and management team takeover at World Wide Distributors. Which is now headed by widely popular Nate Feinstein, formerly general manager at Atlas Music Company. Irv Ovitz, another ex-Atlas Music staffer, looms into the World Wide picture as a partner and associate. According to Nate, popular World Wide people remaining are Joel Stern, Fred Skor, Art Wood, Howie Freer, Kurt Kluever, Marion Berry; and, in fact, all the personnel on hand prior to his takeover. All the facts can be seen in another page in this section of Cash Box. We wish the new management team, headed by Nate Feinstein, our sincerest Cash Box Congrats. Have a happy, prosperous 1963, fellows!

Very best wishes were extended to Nate Feinstein, et al, at World Wide Dist., by the top management of the Seeburg Corporation. Well wishers included Delbert Coleman, Jack C. Gordon, Tom Herrick, Bill Adair, Bruce Jagor, Stan Jarocki, and many others.

A powerful vote of confidence was also extended to the World Wide organization by Chicago Dynamic Industries' Sam Wolberg, Sam Gensburg, Mort Secore, Jerry Koci, Avron Gensburg and Herb Bidekap. World Wide distributes Chicago Coin's amusement games in this wide area.

Bill O'Donnell, general sales manager of Bally Mfg., announced the release to the trade last week of Bally's new "Bucky" coin-operated saddle horse kiddieride. Bill sez it's a bucking bronco with real bucking action to delight the small fry.

This week marks the exciting introduction of the new Wurlitzer model "2700" coin-operated phonograph. In keeping with this theme Joe Kline, prexy of First Coin, is hosting a five day showing, complete with refreshments, etc., (commencing Jan. 14 thru Jan. 18) in the firm's showrooms. On hand with Joe will be Wurlitzer's Bert Davidson and C. B. Ross. Also, First Coin's Sam Kolber, Fred Kline, Cliff Mueller, Joyce Larson and Mary Gray.

Herb Oettinger and Bill DeSelm, jointly announced the intro last week of United Mfg's. new bowling twins, "Cypress" big ball bowler and "Sparky" shuffle alley bowler (puck type). . . . In another personnel move last week George Hincker, who formerly handled advertising and sales promotion at Rock-Ola Mfg. Corp., returned to Rock-Ola replacing Ralph Wyckoff. Edward G. Doris, executive vice president is making the rounds calling on the trade along the eastern seaboard.

Just a reminder: The Amusement Trades Exhibition (A.T.E.) is slated for February 2, 1963, in London, England. This trade show is a must for roughly 3,000 coin machine buyers. As usual, Cash Box will be the only international coin machine trade magazine to exhibit at the big show. Get your advertising copy in early! (Deadline, Wed. Jan. 22).

Gil Kitt, owner of Empire Coin Machine Exchange, announced the appointment last week of Bill Milner, a 20 year plus coinvet, to handle Chicago sales. Sales chief Joe Robbins infos that the "Bobbys Twins"—Jack (Bottles) Burns and Big Bill Herbord are back on the road with a vengeance. Jack is covering the state of Michigan and Bill is touring Illinois.

Want to read an interesting, enlightening yarn? Read the current issue of Harper Magazine. In this story Dave and Alvin Gottlieb explain to the author Bernie Asbell the case for the pinball amusement game. Good publicity for the coin machine industry!

Among the well wishers to Nate Feinstein and Irv Ovitz this week were Jack Harper, president of Rowe AC Services, and vice prexies Dean McMurdie, Fred Pollak, Tom Sams, and the rest of the executive staff at Rowe AC. Also Eddie Ginsburg and Harold Schwartz, of Atlas Music Co. It is recalled by us that Nate's association with Eddie and Harold, and of course, the late lamented Morrie Ginsburg goes back many years. . . . Bill Phillips, general manager of Atlas Music Company of Des Moines, Iowa, announced the appointment of Tom Freestone to his sales staff.

We don't know if Art Weinand enjoyed the Chicago Bears' football game he attended several weeks ago. One thing is certain, he isn't at all pleased with the infection he received after bumping his knee on a seat. After all these many weeks he's having quite a bit of discomfort, and his doc isn't satisfied with the slow healing process.

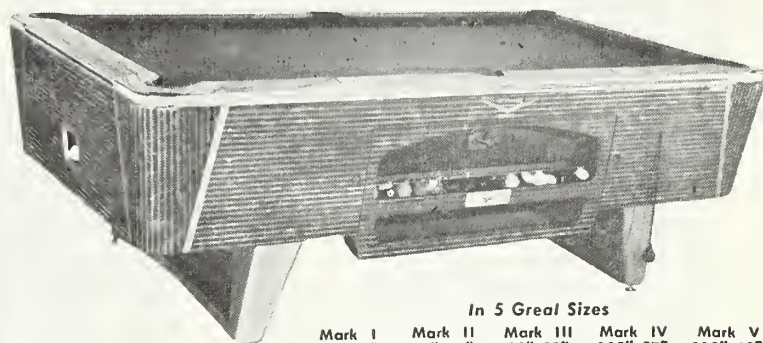
They're burning the midnight oil at J. H. Keeney & Co., and president Roy McGinnis and vice prexy Dick Tennes have great plans for the coming months. Clayton Nemeroff is convalescing well at Columbus Hospital and expects to be back at his desk shortly. . . . A busy firm is J. F. Frantz Mfg. Co., where Johnny Frantz is enjoying great success with his four amusement games. They are "Little Leaguer—Double Header" baseball, "Save Our Business," "U.S. Marshal" and "Kicker & Catcher."

Congrats and best wishes to John Insalata and Gerald F. Whaley, who were promoted at National Automatic Merchandising Assn. by executive director Thomas Hungerford. Insalata was upped to associate legislative counsel, and Gerry Whaley to manager of Information Services for NAMA.

Harry Jacobs, Jr., president of United, Inc. of Milwaukee, is holding a big, gala showing of the new Wurlitzer model "2700" phonograph at the Kaiser Knickerbocker Hotel in Milwaukee for Wisconsin operators. A highlight of this showing will be its extension in conjunction with the annual meeting of the Milwaukee Phonograph Operators' Assn. at the Ambassador Hotel Monday evening, January 14. The entire showing at United, Inc. will run from Saturday, Jan. 12 thru Tuesday, Jan. 15.

Visitors along coinrow during the past week included such coinjets as Frank Fabiano, of Buchanan and Detroit, and Chicago operators Louis Arpaia and Bill Clory. During their rounds Louie and Bill stopped in at World Wide to convey best wishes to new World Wide partners Nate Feinstein and Irving Ovitz. Also to say hello to Joel Stern, Fred Skor, Howie Freer and Kurt Kluever.

The New DeLuxe *Eldorado* for '63



In 5 Great Sizes
Mark I 77"x45" Mark II 85"x47" Mark III 92"x52" Mark IV 105"x57" Mark V 113"x63"

IMITATED BUT NEVER DUPLICATED

- Introducing a unique, new scaring mechanism built into top frame
- New Design, all formica top frame
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- Removable recessed drawer contains entire mechanism—slate need not be removed for adjustments
- Full ball viewer permits ball to be seen from any angle
- Cue ball return, cue stick box, chalk holder all on shooter's end
- First quality sticks, balls and cloth
- Professional molded rubber cushions
- ABT Coin Chutes
- Extruded aluminum molding between cabinet and top frame—no screws showing
- Recessed pocket rubber
- Famous, jam-proof ball mechanism
- New Design tapered legs slip easily into place
- Available in platinum walnut, mahogany or teak.

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Locations love it! Fully perfected, full-range, self-contained Stereo Round* . . . only in the Rowe AMI. The new Rowe AMI lets you program 200, 160 or 100 selections. All in one phonograph. See it—At your Rowe AMI Distributor

*Patent pending
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IN
EVERY TYPE OF LOCATION
EVERYWHERE

NOW! DYNAMIC ANIMATION IN A SINGLE PLAYER GAME

Gottlieb's RACK-a-BALL



BALLS ROLL UP ON RACK IN LIGHT BOX!

Scoring any lit rollover rolls multi-colored balls up on rack in light box.

Specials scored for racking up 9 balls.

- Additional specials scored for racking up more balls.
- Hitting blue, green, and red targets lights pop bumpers for high score and bottom roll-overs for specials.
- Match feature • Sparkling cabinet design

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION!



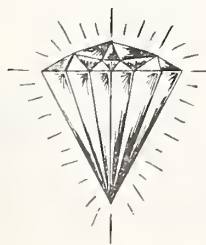
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It's Always Profitable to Operate Gottlieb Games!

THE TTT* BUTTON MADE WURLITZER NO. 1 IN UPPER NEW YORK STATE . . . AND THE GOLDEN BAR* WILL MAKE WURLITZER THE NO. 1 SELLING PHONOGRAPH IN THE COUNTRY!

*Ten Top Tunes at the press of the Golden Bar is the answer to greater collections in all types of locations, because you make it easy for the customer to spend 50¢! See it on the 1963 Wurlitzer Model 2700 being premiered this week in the Bilotta show-rooms in Syracuse, Newark and Albany . . . and don't forget to ask about that jewel of a money maker . . .



THE FANTASTIC WURLITZER WALLBOX which gives patrons the TTT* at the press of a button. Reaps the harvest of half-dollars in those wallbox stops! (and it's only 6" x 9").

COME SEE AND HEAR THE MODEL 2700 ON DISPLAY ALL WEEK LONG DURING NATIONAL WURLITZER DAYS!

BILOTTA ENTERPRISES

NEWARK: 224 N. Main Street

Ask for Neil Berard

ALBANY: 1226 Broadway

Ask for Bob Catlin

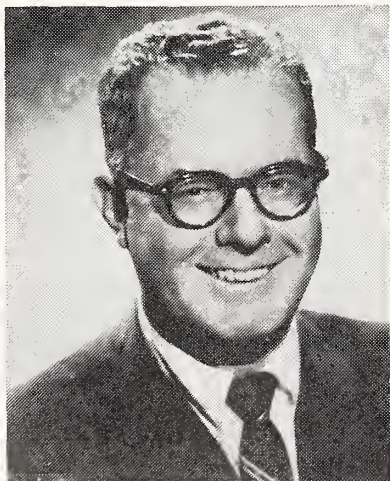
REX-BILOTTA CORP.

SYRACUSE: 821 So. Salina St.

Ask for Jack Shawcross

World Wide Sold To Feinstein and Ovitz

Joel Stern Sells To Atlas Music Execs, Remains As Sales Head



NATE FEINSTEIN

CHICAGO—One of the most dramatic events on the Chicago coin machine scene, marking the termination of the year 1962, was the official announcement by William S. Adair, vice president in charge of sales for the Seeburg Corporation, that Joel Stern has sold his interests in World Wide distributors, of Chicago. The new ownership is headed by Nate Feinstein, partner and general manager; and Irving Ovitz, partner. Both veteran coinmen were previously with Atlas Music Company, of Chicago.

Nate Feinstein spent more than 20 years with Atlas Music Company. The last two years in the position of gen-

eral manager. He will assume similar duties, along with ownership, with World Wide Distributors.

Irv Ovitz has enjoyed a long, varied experience in the coin machine industry, dating back to 1937, when he started with Atlas Music Company. He left the company in 1943 to enter the Armed Forces during World War II. Subsequently, he was partner and sole owner of several coin machine enterprises during the interim, but rejoined Atlas Music Company, and remained there for several years until the present move to World Wide Distributors.

Said Feinstein: "We are tremendously pleased to head such a fine, successful company. Nothing has been changed in the operational setup, and the many fine coin machine and vending lines that World Wide has been proud to represent will remain a very integral part of our organization."

"It is certainly not our intention to make any changes in the management or operational personnel," he continued.

"Also, Joel Stern will remain in an executive sales capacity. And, we are delighted to be able to utilize his wide experience."

"We wish to remind operators in this wide area that World Wide Distributors is the only company in this vast mid-western region, or perhaps throughout this country, that has been



IRV OVITZ

offering the only Total Rental and Sales program to operators," Feinstein added. "Total Service" means, either rental or sales of new or used amusement games; rental or sales of new or used music equipment; rental or sales of vending machines; and rental or sales of Seeburg background music and vending machine lines.

Other direct factory lines include Chicago Coin Machine products (manufactured by Chicago Dynamic Industries, Inc.), and billiard pool tables manufactured by Valley Sales & Manufacturing Company and the Irving Kaye Company.

**WURLITZER
HAS THE
WINNER**



**WE'VE SEEN AND HEARD IT
WE KNOW IT**

**ANGOTT DISTRIBUTING
COMPANY, INC.
DETROIT, MICHIGAN**

**THE SMART MONEY
IS GOING ON
WURLITZER**



**WURLITZER HAS
THE WINNER**

**BILOTTA
ENTERPRISES, INC.
NEWARK, NEW YORK • ALBANY, NEW YORK
SYRACUSE, NEW YORK**

**PUT YOUR MONEY
ON A SURE THING
...WURLITZER**



**THE WURLITZER 2700
TOPS THEM ALL FOR
FEATURES**

**BRADY DISTRIBUTING
COMPANY
CHARLOTTE, NORTH CAROLINA**

**GREATEST
MONEY-MAKER
OF THEM ALL**



WURLITZER 2700

**BRANDT DISTRIBUTING
COMPANY, INC.
ST. LOUIS, MISSOURI**

**LEADS THE FIELD
BY SEVERAL LENGTHS**



**THE WURLITZER
2700**

**CENTRAL DISTRIBUTING
COMPANY
OMAHA, NEBRASKA**

**THE FAVORITE
FOR HIGH
EARNING POWER**



**IN LOOKS...IN SOUND
...IN EARNING POWER**

**CLEVELAND COIN MACHINE
EXCHANGE, INC.
CLEVELAND, OHIO • TOLEDO, OHIO**

**DON'T PUT YOUR
MONEY ON
AN ALSO-RAN**



**WURLITZER HAS
THE WINNER**

**COMMERCIAL MUSIC
COMPANY, INC.
DALLAS, TEXAS**

**WATCH IT WIN
GOING AWAY**



**THE FAVORITE FOR
EARNING POWER**

**F. A. B. DISTRIBUTING
COMPANY, INC.
NEW ORLEANS, LOUISIANA**

**SETS THE PACE
RIGHT FROM
THE START**



**WURLITZER 2700
WINS GOING AWAY**

**CONSOLIDATED MUSIC
COMPANY
LAS CRUCES, NEW MEXICO**

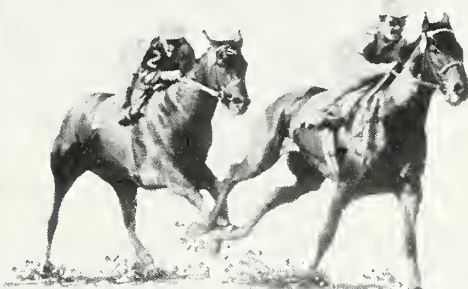
**NO GARRISON
FINISH HERE**



**WURLITZER 2700
WINS GOING AWAY**

**CRUZE DISTRIBUTING
COMPANY, INC.
CHARLESTON, WEST VIRGINIA**

**LEAVES THE
OTHERS
AT THE POST**



**THE 2700 TOPS THEM
ALL FOR FEATURES**

**CULP DISTRIBUTING
COMPANY
OKLAHOMA CITY, OKLAHOMA**

**LEADS THE FIELD
BY SEVERAL
LENGTHS**



**WURLITZER HAS
THE WINNER**

**DIAMOND COIN MACHINE
EXCHANGE, INC.
NORFOLK, VIRGINIA**

**DON'T PUT YOUR
MONEY ON
AN ALSO-RAN**



**WURLITZER HAS
THE WINNER**

**DRACO SALES COMPANY
DENVER, COLORADO**

**WURLITZER
HAS THE
WINNER**



**WE'VE SEEN AND HEARD IT
WE KNOW IT**

**FIRST COIN
MACHINE EXCHANGE, INC.
CHICAGO, ILLINOIS**

**WATCH IT WIN
GOING AWAY**



**THE FAVORITE FOR
EARNING POWER**

**LEW JONES DISTRIBUTING
CO., INC.
INDIANAPOLIS, IND. • COVINGTON, KY.**

**THE SMART MONEY
IS GOING ON
WURLITZER**



**THE 2700 TOPS THEM
ALL FOR FEATURES**

**MID-WEST DISTRIBUTORS
KANSAS CITY, MISSOURI
UNITED DISTRIBUTORS, INC.
WICHITA, KANSAS**

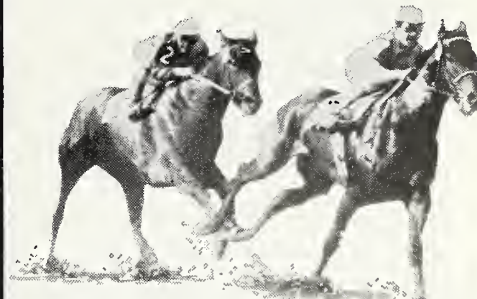
**SETS THE PACE
RIGHT FROM
THE START**



**THE WURLITZER
2700**

**MUSICAL DISTRIBUTORS
CORPORATION
BROOKLYN, NEW YORK • NEW YORK, N. Y.**

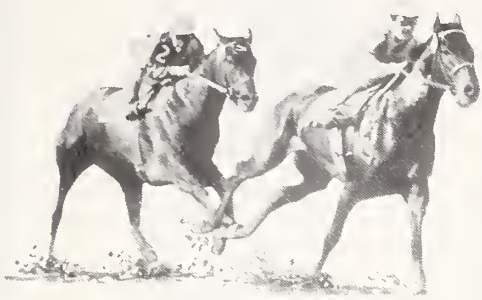
**GREATEST
MONEY-MAKER
OF THEM ALL**



WURLITZER 2700

**NORTHWEST SALES
COMPANY
SEATTLE, WASHINGTON • PORTLAND, ORE.**

**PUT YOUR MONEY
ON A SURE THING
...WURLITZER**



**THE WURLITZER 2700
TOPS THEM ALL FOR
FEATURES**

**BILL WILLIAMS
DISTRIBUTING CO.**

HOUSTON, TEXAS • SAN ANTONIO, TEXAS

**WURLITZER
HAS THE
WINNER**



**THE WURLITZER
2700**

**DAN STEWART
COMPANY**

SALT LAKE CITY, UTAH

**GREATEST
MONEY-MAKER
OF THEM ALL**



**WE'VE SEEN AND HEARD IT
WE KNOW IT**

**ROTH NOVELTY COMPANY
WILKES-BARRE, PENNSYLVANIA**

**SETS THE PACE
RIGHT FROM
THE START**

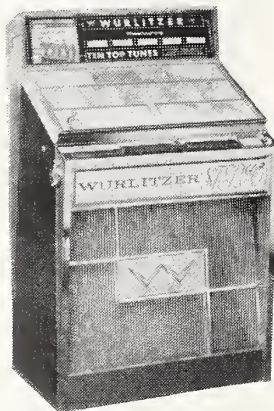


**WURLITZER HAS
THE WINNER**

THE WURLITZER COMPANY

**LOS ANGELES, CALIFORNIA
BOSTON, MASSACHUSETTS**

**DON'T PUT YOUR
MONEY ON
AN ALSO-RAN**



**EMARCY DISTRIBUTING
COMPANY**

SAN FRANCISCO, CALIFORNIA

**LEADS THE FIELD
BY SEVERAL
LENGTHS**



**THE 2700 TOPS THEM
ALL FOR FEATURES**

**SOUTHERN MUSIC DISTRIBUTING
CO., INC.**

**ORLANDO, FLORIDA
JACKSONVILLE, FLORIDA**

**WATCH IT WIN
GOING AWAY**

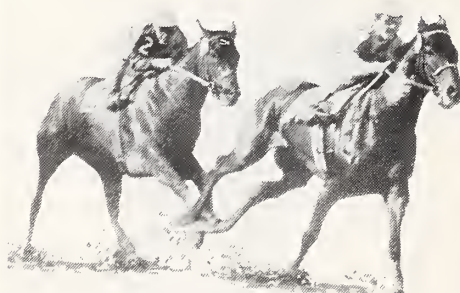


**THE WURLITZER 2700
TOPS THEM ALL FOR
FEATURES**

**SANDLER DISTRIBUTING
COMPANY**

MINNEAPOLIS, MINNESOTA

**THE SMART MONEY
IS GOING ON
WURLITZER**



**THE FAVORITE FOR
EARNING POWER**

**PEACH STATE MUSIC
COMPANY**

**MACON, GEORGIA • ATLANTA, GEORGIA
COLUMBIA, SOUTH CAROLINA**

**LEAVES THE
OTHERS
AT THE POST**



**LEADS THE FIELD
BY SEVERAL LENGTHS**

**ROCK CITY DISTRIBUTING
CO., INC.**

NASHVILLE, TENNESSEE

WURLITZER

2700

200 AND 100
SELECTIONS



WURLITZER

2700

the
greatest
money-maker
of
them
all



Look at the Wurlitzer 2700 in either its 200 or 100-selection version. Listen to it play. Run down its long list of fabulous features.

The better you know the automatic phonograph business, the quicker you'll reach the conclusion — this is the year's big money-maker! You can invest in it knowing that you can count on it to out-earn anything in the field.

Let's start with its styling.

Size-wise it's just right. Big enough to command attention. Small enough not to demand too much floor space.

The smart new chromed dome features the most versatile, colorful display panel in the industry.

The all-new program panel, better designed, better lighted, better slanted than ever to make tune-choosing easy, is visible under a glass attractively trimmed with a fired-on pattern of gleaming gold.

The selector panel holds a host of styling and functional firsts . . . including the great new "Golden Bar" Ten Top Tunes Selector.

The glowing glass "Wurlitzer Stereo" panel is an unparalleled play-promoter crowning a brightly chromed grille that features a die-cast "W" mounted on a glittering gold rectangle.

The sides of the Model 2700 are Oriental Walnut wood-grained Dinoweld panels framed with stainless steel strips that serve as protective rails. Each side features a back-lighted, see-deep Wurlitzer crest medallion encased in a raised chrome-finished ring.

Never before has a phonograph combined such beauty of cabinetry, such unique illumination with so powerful a play-promoter as the Ten Top Tunes feature.

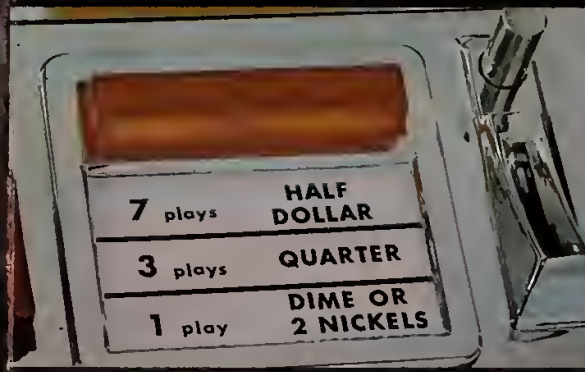
Viewed from any angle in any location (including what you will see in the cash box), it is by far the greatest money-maker of them all.



Model 2700

2

Every one of these WURLITZER 2700 features is money in the bank for you



TEN TOP TUNES FEATURE NOW OPERATED BY A GOLDEN SELECTOR BAR

The Wurlitzer Ten Top Tunes feature has proved in thousands of locations the greatest play-stimulator ever developed. To this exclusive Wurlitzer feature is now added even greater appeal. On the selector panel next to the coin insert is the new Wurlitzer Golden Selector Bar. Every time a half-dollar coin is deposited, the Golden Bar glows brilliantly, displaying the message "Press for Top Tunes." Pressing the bar extinguishes the light, starts the top tunes playing. A marvelous extra income feature.



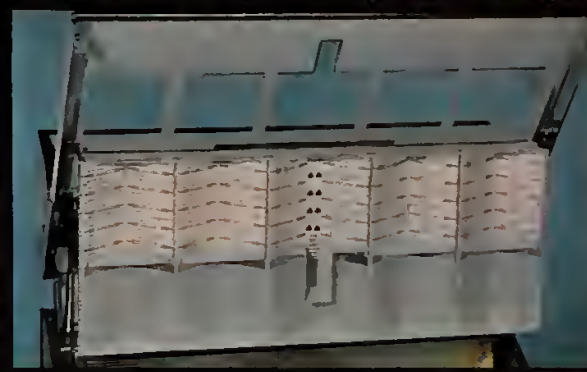
NEW SELECTOR PANEL

This newly designed panel incorporates keys similar to those on an instrumental keyboard. Constructed of long lasting Lucite plastic with slight finger depressions, bright red in color, they enable patrons to select tunes with greater accuracy and ease. Keys are arranged in one bank of 20 and one bank of 10 on the 200-selection phonograph, two banks of 10 on the 100-selection model. There is no reset button. To change selection, simply press another key in the same bank. Original key will snap up if key in second bank has not been pressed to complete circuitry. New tapered flange coin insert allows greater accuracy when depositing coins.



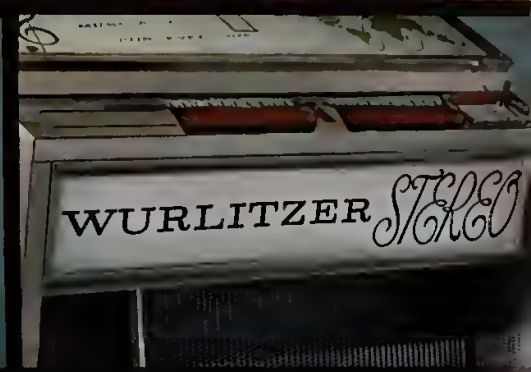
NEW DOME DISPLAY

The 2700's top Display Panel is a colorful and compelling invitation to play this incomparable instrument. Its versatility is almost unlimited. It can be used for location personalization and to feature an album cover in conjunction with Music of the Week or Ten Top Tunes program. The transparent, backlighted letters can glow in limitless color combinations—thanks to the availability of special color strips, or the use of 28" colored fluorescent tubes. Complimentary or contrasting color fluorescent tubes are also available for the WURLITZER STEREO panel and grille illumination.



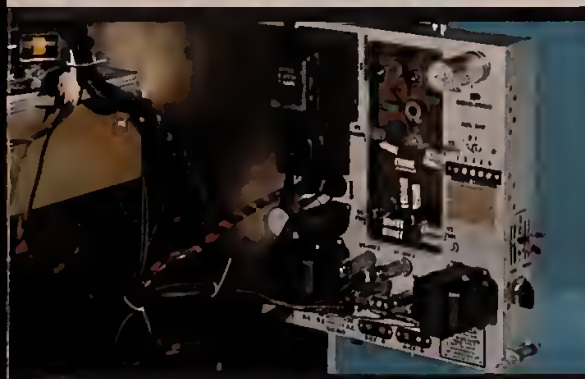
HIGH-SPEED TITLE STRIP CHANGING

Raise the dome, the program frame and holders move up with the lid. Pull in on two-spring-loaded slide bars and the entire rear hinged program unit drops in a vertical position. The V-shape of each section allows for quick, easy access to all title strips. Record changing is almost automatic. Tone arm adjustment and needle changing are quickly accomplished while dome is in raised position. Dual dome lock protection and twin fall supports are provided for added rigidity. Another Wurlitzer extra-quality feature that every operator will appreciate.



WURLITZER PROMOTIONAL PANEL

The presence of Wurlitzer Stereophonic Music — a real extra play-producer — is impressively indicated by softly glowing, edge-lighted letters fired on a glass panel framed in anodized silver. This panel serves a double purpose. It not only promotes play, but has a utilitarian use. The release of two inside spring latches enables you to lower it for immediate access to the switch banks and for changing the 28" fluorescent tubes in the grille color shield.



SIMPLIFIED AMPLIFIER SERVICING

Amplifier rests on free-floating mounts. Release a single spring-loaded screw latch and it can be pivoted out so entire pan is accessible for circuitry check or tube changing. If, for any reason, it is desirable to remove the amplifier, merely pull the plugs, lift up a quarter inch, and it's free.



ILLUMINATED SIDE PANEL MEDALLIONS

Each side of the Wurlitzer 2700 cabinet features a sculptured Wurlitzer Crest medallion encased in a raised chrome ring and illuminated from within — a decorative touch that gives the instrument added eye appeal.



HIGHLY STYLIZED COLORFUL GRILLE

The brightly chromed Model 2700 grille can be illuminated in many color combinations, and features a striking chromed "W" mounted on a glittering gold background. Topped by the illuminated "WURLITZER STEREO" panel, the effect is one of exceptional beauty.

BASIC PHONOGRAPH SPECIFICATIONS

MODELS 2700 - 2710

SIZE: Height 54 7/8" Width 32 1/4" Depth 27 5/8"

RECORD CHANGERS

Model 2700	Model 2710
200 Selections	100 Selections
from 100	from 50
33 and 45	33 and 45
seven-inch records	seven-inch records

SPEAKERS

Two 12-inch, one heavy duty and one mid-range. One 3 1/2-inch tweeter.

Both models equipped with multipurpose sonotone pickup with dual 7/10 mil. sapphire stylus.

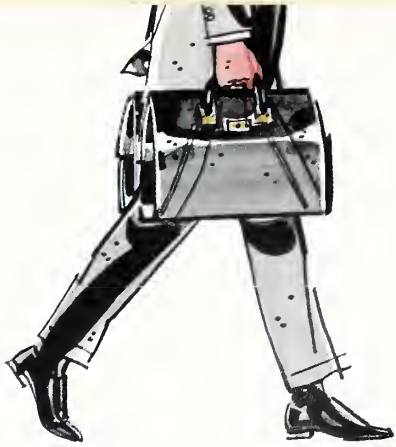
WATTAGE. Complete 325 Maximum with auxiliary equipment 460 Standby 125

SOUND SYSTEM AMPLIFIER

Slide switch converts from monophonic to stereophonic sound system. Each amplifier contains automatic, two-channel, level control. Four-step, bass and treble controls for each channel. Balance control and manual loudness control.

WEIGHTS

Model 2700		Model 2710	
Uncrated	332 lbs.	Uncrated	317 lbs.
Crated	378 lbs.	Crated	363 lbs.



Every Unit of Wurlitzer Remote Equipment Is Designed to Boost Collections

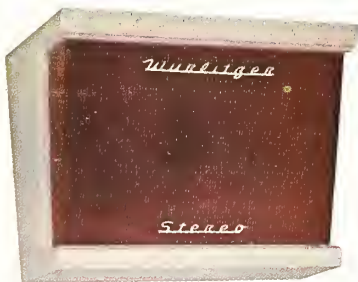
STEREO SPEAKERS

that assure any location true stereo or full range high fidelity sound coverage regardless of its size, shape or area.



STEREO EXTENDER Model 5125

New wraparound grille in antique bronze finish features brass-plated zinc "W" and script "Stereo," brass moldings. Neutral finish top and bottom. A 6" x 9" oval speaker is set in a 20° fixed baffle. Treble and middle sound ranges extend stereo sound through location. Sold in pairs.
DIMENSIONS: 12" High, 14" Wide, 8" Deep.



WALL SPEAKER Model 5123

Top and sides are neutral finish with wraparound grille of fabric. "Wurlitzer" and "Stereo" in brass-plated zinc castings on speaker face. Has 12" full range fidelity speaker, including 3½" coaxial tweeter, with baffle to enhance brass resonance.

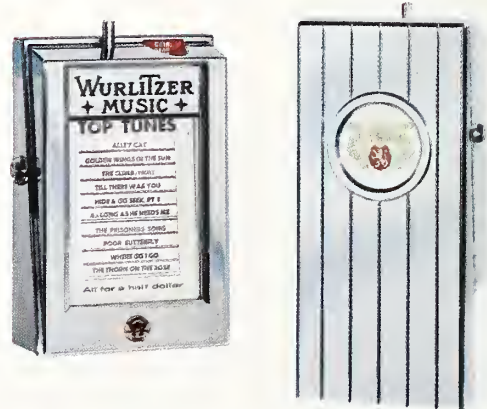
DIMENSIONS: 26" Wide, 20" High, 11" Deep.

STEREO DIRECTIONAL SPEAKER Model 5126

Uniquely designed to fill a variety of requirements. May be mounted on wall or in corner. Vertically or horizontally rotated 180°. Bronze metal grille, sturdy metal case. Neutral finish. Houses 6" x 9" speaker. Has fader control and matching transformer. Mounting brackets furnished. Packaged in pairs.
DIMENSIONS: 22½" High, 9¼" Wide, 8" Deep



HALF-DOLLAR SINGLE COIN WALL BOX Model 5010



The already fantastic play-stimulating power of the Wurlitzer Ten Top Tunes feature gets an added boost from these wonderful little wall boxes. Only 6" wide, 9" high and 2¾" deep, they fit on bars, counters or in booths. Patron doesn't have to move from his seat to enjoy the programmed top tunes at the drop of a half-dollar coin. DeLuxe chromed bracket permits eye-appealing installation, features Wurlitzer Crest with see-deep effect. Also available in aluminum finish.

WALL BOX Model 5250



Accepts all coins including half-dollars. Has credit indicator and coded key. Top-operated program pages and title strips illuminated top and bottom. Chromed die-cast case. Available as Model 5250 (200 Selections) and Model 5200 (100 Selections).
DIMENSIONS: 15½" High, 11" Wide, 8" Deep.



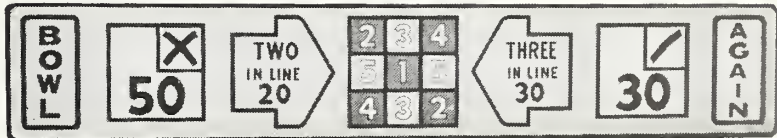
THE WURLITZER COMPANY NORTH TONAWANDA, NEW YORK

107 Years of Musical Experience

UNITED'S CYPRESS BOWLING ALLEY

Features

LINE-UP SCORES



Plus 6 ADDITIONAL WAYS TO SCORE

- ADVANCE
- REGULATION
- BONUS
- SPECIAL
- ALL SPARES
- FLASH

Plus
**Players' Choice of
 EASY STRIKE OR NORMAL STRIKE**

**1 to 6
 Can Play**

DIME COIN MECHANISM
 2 for 25c COIN MECHANISM
 OPTIONAL AT EXTRA COST

FLUORESCENT
 LIGHTING
 IN
 BACK-BOX

**HIGHEST
 RESALE
 VALUE**

Available in
 13 FT. and 16 FT.
 Standard Lengths

★
 4 FT. and 8 FT. Sections
 are available to
 increase lengths as desired

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

**CHROME
 RAIL**

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

UNITED OPERATORS ARE SUCCESSFUL OPERATORS

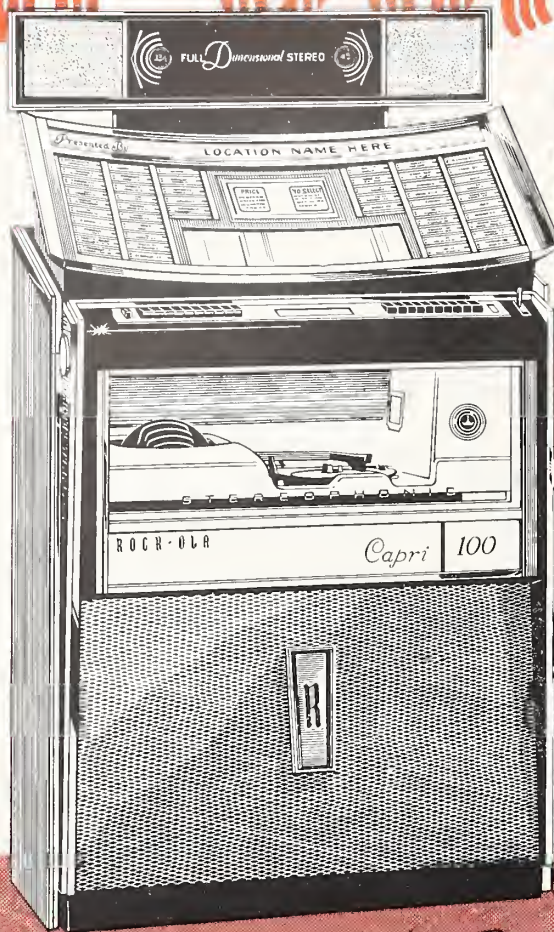
UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO

ROCK-OLA

**BIG STYLE!
BIG DESIGN!
BIG APPEAL!**

The Capri 100 is enhanced with beautiful brilliant colors and gleaming metal appointments. This plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO Sound makes the Capri 100 the most wanted phonograph.

MODEL 404



ROCK-OLA

Capri 100

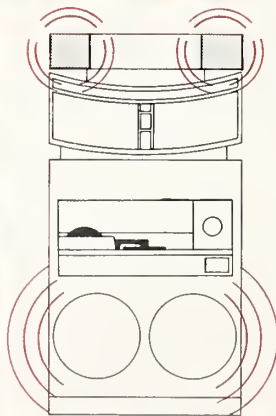
with Full Dimensional Stereo
MODEL 404 DELUXE
STEREO-MONAUURAL PHONOGRAPH

PRE-ANGLED 2 1/2" TWEETERS ON BOTH SIDES

LOCATION PERSONALIZATION

Supply of easily inserted letters, numbers, etc. are included to enable you to provide your locations with personalized phonographs.

FEATURED STAR DISPLAY PANEL
For model 404 Capri 100 Selection Phonograph



NEW ROCK-OLA EXCLUSIVE

FULL DIMENSIONAL STEREO

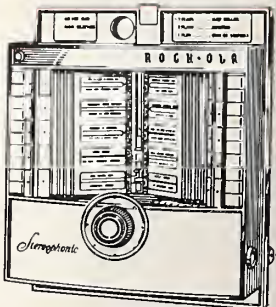
TRUE FULL DIMENSIONAL STEREO SOUND

is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters... with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus assuring complete location satisfaction and maximum earnings.

NEW ROCK-OLA WALL BOX

- Entire mechanism removable for fast efficient servicing!
- Extra large cash box.
- Deep recessed 50¢ coin chute.
- Completely sealed hinged front door.
- Revolutionary new selection system.
- High styled design.
- Accumulator permits multiple coin deposits.
- Rugged construction.

Model 1558 (160 selections) Wall Box
Model 1564 (100 selections) Wall Box



SEE THE BIG 3 FOR '63



RHAPSODY 160



CAPRI 100



CAPRI 100

With Full Dimensional Stereo
Model 404 Deluxe Stereo
Monaural Phonograph

With Full Dimensional Stereo
Model 404 Deluxe Stereo
Monaural Phonograph

Model 404 Deluxe Stereo
Monaural Phonograph

LOOK TO ROCK-OLA FOR
ADVANCED PRODUCTS FOR PROFITS

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue
Chicago 51, Illinois

