

Cash Box

MARCH 17, 1962



Mercury's versatile David Carroll is seen in two settings in which he has been consistently successful for many years. On the left he is the artist—a talented recording star featured on many hit singles and LP's. Dave is currently clicking in the singles area with "White Rose Of Athens," and his latest LP, just issued, is "Let's Dance To The Movie Themes." On the right Dave is the A & R director, an equally successful career he enjoys at Mercury. Dave's vast musical background and keen business sense has helped him create dozens of hits for the many artists on Mercury labels. Mercury has designated March as David Carroll Month and is featuring the artist's album catalog in a special program.

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FOUNDED BY BILL GERSH

Cash Box

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TREND ON THE RECORD SCENE

A change which has completely altered the basic structure of the film industry during the past fifteen years and which has had a similar effect in the television industry during the past ten years is being felt with more frequency each passing month in the record industry.

Little more than a decade ago, the film industry was almost completely under the control of a handful of major studios with artists under contract to the studios on a salaried basis. In early television the networks financed most ventures and owned the properties, rerun rights, etc. But today many top stars in both the film and TV business own and control their own properties and lease or sell them to the majors.

Although this system is not yet as rampant in the record industry and may never develop to the extent it has in the other industries, it is nevertheless being noted with greater frequency every year. Many leading artists, usually consistent record sellers, have formed their own record companies frequently turning over distribution rights to a bigger, long-established company. By doing this they can record whatever they wish, handle their own sessions while retaining ownership of all their product allowing them to perhaps eventually sell this product to some company on a capital gains basis. Other artists, while enjoying the security offered in a contract with a solidly estab-

lished label, are using some of their income to form a label for which they can act as A & R head and develop new talent—a move which, if it clicks, serves as insurance for the years when a hot artist's popularity fades.

Although this is not a new development in the record industry, it seems to have been gaining during recent months. The rise of the independent producer as an important entity on the record scene and his method of selling masters to other labels as well as the many new contractual agreements that have ensued since his rise to prominence, probably played an important role in recording artists forming their own corporations and operating in a somewhat similar manner. But with the film and television industries setting an example, it was probably inevitable that the same situation would develop in the record industry just as the past decade has seen almost every important recording artist enter the music publishing business.

With the tax structure in the U.S. making it difficult for a performer who hits big and then fades out just as rapidly to retain much of the money he earned during his hot years, we will probably be seeing more and more big name performers forming companies through which they may develop new names, new product, build catalogs and in some cases release their own recordings.



Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—MARCH 17, 1962

	Position	3/10	3/17
1—HEY! BABY	1	2	
★BRUCE CHANNEL-Smash-1731 ★BAN-LONS-Fidelity-4051			
2—MIDNIGHT IN MOSCOW	3	5	
★KENNY BALL-Kapp-422 ★JAN BURGINS-London-10503 ★TROY WALKER-GNP-179 ★TEDDY BUCKNER-GNP-180 ★AIMABLE ORK-GNP-180			
3—DON'T BREAK THE HEART THAT THAT LOVES YOU	4	9	
★CONNIE FRANCIS-MGM-13059			
4—LET ME IN	5	10	
★SENSATIONS-Argo-5405			
5—DUKE OF EARL	2	1	
★GENE CHANDLER-Vee Jay-416 ★TIMMY REYNOLDS-Operators-2008			
6—WHAT'S YOUR NAME	8	14	
★DON & JUAN-Bigtop-3079			
7—TWISTIN' THE NIGHT AWAY	12	21	
★SAM COOKE-RCA-7983			
8—SLOW TWISTIN'	30	71	
★CHUBBY CHECKER-Parkway-835			
9—HER ROYAL MAJESTY	10	20	
★JAMES DARREN-Colpix-622			
10—DREAM BABY	17	28	
★ROY ORBISON-Monument-456			
11—SHE'S GOT YOU	14	19	
★PATSY CLINE-Decca-31354			
12—SMOKY PLACES	13	13	
★CORSAIRS-Tuff-1808			
13—THE WANDERER	9	4	
★DION-Laurie-3115			
14—LOVE LETTERS	29	40	
★KETTY LESTER-Era-3068			
15—BREAK IT TO ME GENTLY	6	6	
★BRENDA LEE-Decca-31348 ★SANDY LYNN-Operators-2007			
16—TUFF	15	15	
★ACE CANNON-Hi-2040			
17—THE TWIST	7	3	
★CHUBBY CHECKER-Parkway-811 ★ERNIE FREEMAN-Imperial-5793 ★HANK BALLARD & MIDNIGHTERS-King-5171 ★BILLY WADE-Operators-2003			
18—YOUNG WORLD	44	81	
★RICKY NELSON-Imperial-5805			
19—COME BACK SILLY GIRL	25	42	
★LETTERMEN-Capitol-4699			
20—I'VE GOT BONNIE	27	39	
★BOBBY RYDELL-Cameo-209			
21—CRYING IN THE RAIN	11	7	
★EVERLY-BROTHERS-Warner Bros.-5250			
22—LOVE ME WARM AND TENDER	39	64	
★PAUL ANKA-RCA-7977			
23—WHERE HAVE ALL THE FLOWERS GONE	26	29	
★KINGSTON TRIO-Capitol-4671			
24—PERCOLATOR (TWIST)	20	23	
★BILLY JOE & CHECKMATES-Dore-620			
25—DEAR LADY TWIST	21	11	
★GARY U.S. BONDS-Legrand-1015 ★TIMMY REYNOLDS-Operators-1007			
26—MY BOOMERANG WON'T COME BACK	22	32	
★CHARLES DRAKE-United Artists-398			
27—I'M BLUE (GONG-GONG SONG)	18	16	
★IKETTAS-Atco-6212			
28—CHIP CHIP	16	17	
★GENE McDANIELS-Liberty-55405			
29—PLEASE DON'T ASK ABOUT BARBARA	36	60	
★BOBBY VEE-Liberty-55419			
30—THE PEPPERMINT TWIST	19	8	
★JOEY DEE & STARLITERS-Roulette-4401 ★CONTINENTAL COUSINS-Palette-5092			
31—MASHED POTATO TIME	58	74	
★DEE DEE SHARP-Cameo-212			
32—A LITTLE BITTY TEAR	24	18	
★BURL IVES-Decca-41330 ★WANDA JACKSON-Capitol-4681 ★JOEY BROOKS-Columbia-42251 ★CROSBY BROS.-Dot-16300 ★RAY SANDERS-Liberty-55267			

	Position	3/10	3/17
33—COTTONFIELDS	28	24	
★HIGHWAYMEN-United Artists-370			
34—(DO) THE NEW CONTINENTAL	32	35	
★DOVELLS-Parkway-833			
35—JOHNNY ANGEL	63	97	
★SHELLY FABARES-Colpix-621			
36—GOOD LUCK CHARM	—	—	
★ELVIS PRESLEY-RCA-7992			
37—AFRIKAAN BEAT	38	45	
★BERT KAEMPFFERT-Decca-31350			
38—CRY TO ME	40	44	
★SOLOMON BURKE-Atlantic-2131			
39—YOU WIN AGAIN	49	63	
★FATS DOMINO-Imperial-5816			
40—JAMIE	48	51	
★EDDIE HOLLAND-Motown-1021			
41—HE KNOWS I LOVE HIM TOO MUCH	43	46	
★PARIS SISTERS-Gregmark-10			
42—WALK ON THE WILD SIDE	47	53	
★BROOK BENTON-Mercury-71925 ★TITUS TURNER-Jamie-1213			
43—CRY, BABY CRY	51	62	
★ANGELS-Caprice-112			
44—NORMAN	23	12	
★SUE THOMPSON-Hickory-1159			
45—SOMETHING'S GOT A HOLD ON ME	52	67	
★ETTA JAMES-Argo-5409			
46—BABY IT'S YOU	31	26	
★SHIRELLES-Scepter-1227			
47—LOLLIPOPS & ROSES	55	57	
★JACK JONES-Kapp-435 ★JOE HARNELL-Kapp-609			
48—WHEN MY LITTLE GIRL IS SMILING	60	79	
★DRIFTERS-Atlantic-2134			
49—LOVER, PLEASE	77	93	
★CLYDE McPHATTER-Mercury-71941 ★DENNIS TURNER-Louis-2002			
50—POP-EYE	54	55	
★HUEY SMITH-Ace-649			
51—THE GREATEST HURT	41	25	
★JACKIE WILSON-Brunswick-5521			
52—HEY! LET'S TWIST	37	41	
★JOEY DEE & STARLITERS-Roulette-4408			
53—PATTI-ANN	67	80	
★JOHNNY CRAWFORD-DeI-Fi-4172			
54—I KNOW	33	30	
★BARBARA GEORGE-A.F.O.-302			
55—DEAR ONE	74	100	
★LARRY FINNEGAN-Old Town-1113 ★Darrell McCall-Philips 40015			
56—TWISTIN' POSTMAN	34	34	
★MARVELETTES-Tamla-54054			
57—YESSIREE	62	69	
★LINDA SCOTT-Congress-101			
58—NUT ROCKER	65	77	
★B. BUMBLE & STINGERS-Rendezvous-166 ★JACK B. NIMBLE & QUICKS-Dot-10319			
59—TOWN WITHOUT PITY	42	36	
★GENE PITNEY-Musicor-1009			
60—WHAT'S SO GOOD ABOUT GOODBYE	45	27	
★MIRACLES-Tamla-54053			
61—THE ALVIN TWIST	71	—	
★DAVID SEVILLE & CHIPMUNKS-Liberty-55424			
62—SOUL TWIST	68	72	
★KING CURTIS-Enjoy-1000			
63—DRUMS ARE MY BEAT	57	59	
★SANDY NELSON-Imperial-5809			
64—LIZZIE BORDEN	35	37	
★CHAD MITCHELL TRIO-Kapp-439			
65—B'WA NINA	53	54	
★TOKENS-RCA-7991			
66—TEARS AND LAUGHTER	56	58	
★DINAH WASHINGTON-Mercury-71922			
67—CAN'T HELP FALLING IN LOVE	46	33	
★ELVIS PRESLEY-RCA-7968 ★KEELY SMITH-Dot-16298 ★FOUR ESQUIRES-Terrace-7502			
68—BALLAD OF THUNDER ROAD	76	99	
★ROBERT MITCHUM-Capitol-1986			

	Position	3/10	3/17
69—ECSTASY	50	52	
★BEN E. KING-Atco-6215			
70—IF A WOMAN ANSWERS	81	88	
★LEROY VAN DYKE-Mercury-71926			
71—CAJUN QUEEN	64	31	
★JIMMY DEAN-Columbia-42282 ★RED SOVINE-RCA-7981			
72—LETTER FULL OF TEARS	61	38	
★GLADYS KNIGHT & PIPS-Fury-1054			
73—OUR ANNIVERSARY	72	73	
★SHEP & LIMELITES-Hull-748			
74—GINNY COME LATELY	—	—	
★BRIAN HYLAND-ABC-10294			
75—I'LL SEE YOU IN MY DREAMS	69	50	
★PAT BOONE-Dot-16312 ★JIM GAYLOR-Stacy-929			
76—WHITE ROSE OF ATHENS	83	89	
★DAVID CARROLL-Mercury-71917 ★NANA MOUSKOURI-Riverside-4513 ★CHORNETTES-Cadence-1417 ★GEOFF LOVE-United Artists-436			
77—A GIRL HAS TO KNOW	82	94	
★G-CLEFS-Terrace-7506			
78—MOMENTS	80	85	
★JENNEL HAWKINS-Amazon-1003 ★JOYCE DAVIS-United Artists-425			
79—YOU BETTER MOVE ON	87	—	
★ARTHUR ALEXANDER-Dot-16309			
80—THAT'S MY PA	75	48	
★SHEB WOOLEY-MGM-13046			
81—SHE CAN'T FIND HER KEYS	90	—	
★PAUL PETERSON-Colpix-620			
82—CHATTANOOGO CHOO CHOO	73	49	
★FLOYD CRAMER-RCA-Victor-7978			
83—SWEET THURSDAY	84	—	
★JOHNNY MATHIS-Columbia-42261			
84—BERMUDA	78	78	
★LINDA SCOTT-Canadian-American-134 ★FOUR SEASONS-Gone-5122			
85—THE RAINS CAME	94	—	
★BIG SAMBO-Eric-7003			
86—TWO OF A KIND	—	—	
★SUE THOMPSON-Hickory-1166			
87—SOLDIER BOY	—	—	
★SHIRELLES-Scepter-1228			
88—STRANGER ON THE SHORE	—	—	
★MR. ACKER BILK-Atco-6217 ★SAMMY GARDNER-Norman-517			
89—GOODBYE TO TOYLAND	96	100	
★VONNAIR SISTERS-Vista-390			
90—YES INDEED	92	98	
★PETE FOUNTAIN-Coral-65549			
91—THE ONE WHO REALLY LOVES YOU	—	—	
★MARY WELLS-Motown-1024			
92—CLOWN SHOES	95	100	
★JOHNNY BURNETTE-Liberty-55416			
93—ANNIE GET YOUR YO-YO	—	—	
★LITTLE JR. PARKER-Duke-345			
94—ANYTHING THAT'S PART OF YOU	—	—	
★ELVIS PRESLEY-RCA-7992			
95—TELL ME	—	—	
★DICK & DEEDEE-Liberty-55412			
96—SHE CRIED	—	—	
★JAY & AMERICANS-United Artists-415			
97—SHOUT, SHOUT (KNOCK YOURSELF OUT)	—	—	
★ERNIE MARESCA-Seville-117			
98—AMOR	—	—	
★ROGER WILLIAMS-Kapp-447 ★GINO MESCOLI-Vesuvius-1055			
99—PLAY THE THING	—	—	
★MARLOWE MORRIS QUINTET-Columbia-42218			
100—QUARTER TO FOUR STOMP	—	—	
★STOMPERS-Landa-684			
100—THE BIG DRAFT	—	—	
★FOUR PREPS-Capitol-4716			
100—DUCHESS OF EARL	—	—	
★PEARLETTES-VeeJay-435 ★BOBBY SMITH & DREAM GIRLS-Bigtop-3100			

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THE ACTRESS

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TWISTIN'
MATILDA

45-3300

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9

from the hit happy

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SHOUT!

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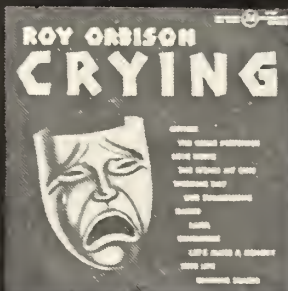
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Stereo SM14007 Mono M4007

THE AMERICAN LONDON GROUP

539 W. 25th St., N. Y. 1, N. Y.

Victor "Discount Days" On All LP's

NEW YORK—The entire LP catalog of RCA Victor Records—pop, jazz and classical, mono or stereo—will be offered to consumers at special discounts for a period of one month beginning March 15.

The discounts involved in the program, the label's fourth annual spring consumer sale, will be determined by individual participating dealers. No further details were announced.

In addition to making available the label's catalog, the program, called "Once-A-Year Discount Days," will enable the consumer to purchase new releases for March and April at special prices.

Victor will promote the program with an expenditure for both national and local advertising of over \$500,000. Included in the advertising are three one-minute full-color network TV commercials which will appear over

the NBC Walt Disney series, "The Wonderful World of Color." These will be seen March 18, March 25 and April 8 and will highlight "Discount Days" point-of-sale, featuring the new "Aida" package with Leontyne Price and LP's by Paul Anka, Lime-liters and the original-cast album of "How To Succeed . . ."

National consumer advertisements will appear in the New York Times Magazine, Playboy, New Yorker, Esquire, Paperback Review, Teen, Saturday Review, Schwann Reporter and Holiday.

Local advertising and radio spots will include the name of the dealer in the specific area. "Discount Days" window displays, wall streamers, pennants and signs will also bring this once-a-year event to the attention of the disk buyer.

Vladimir Horowitz To Columbia



Vladimir Horowitz (left) signs his new contract with Columbia in the presence of Goddard Lieberson, president of Columbia Records.

NEW YORK—The sound of Vladimir Horowitz, the great pianist, will now be heard on Columbia Records.

The signing of a long-term pact between the artist and the label, which ends his more than 30 year association with RCA Victor Records, was announced last week by Goddard Lieberson, president of Columbia, at a special news conference in New York.

Horowitz will begin recording, in Columbia's New York studios, a cycle of recital albums within the next few weeks, with his initial offering on Columbia to be released next Oct.

The label did not announce the name of the work which would be the performer's bow for the label because, it noted, prior knowledge would "take-the-edge-off" the actual releasing of the LP.

It is understood, however, that Horowitz is likely to record with Eugene Ormandy and The Philadelphia

Orchestra, exclusive Columbia attractions. Ormandy was reported as "thrilled" with the announcement of the pianist's affiliation with the label.

Horowitz, who has not made a concert appearance since 1953, prefers recording at home, but Lieberson said the label would hold most of his sessions in its studios.

Though it naturally has a wealth of previous releases by Horowitz, it was learned that Victor does not have any approved dates by the artist in-the-can.

Horowitz, born in Russia in 1905, made his American debut in 1928 at Carnegie Hall, performing the Tchaikovsky piano concerto No. 1 with New York Philharmonic Orchestra conducted by the late Sir Thomas Beecham, also making his U.S. bow.

In 1931, he made his first recording for Victor, Rachmaninoff's third piano concerto.

Artia 10 Disk Classical Library At \$9.97

NEW YORK—A 10-LP collection of classical music, performed by top artists, is being made available to consumers at a list price of \$9.97 by Artia-Parliament Industries.

"This is the dealer's only answer to the record clubs," declared Peter Sutro, vice-president of API, who is in charge of the project.

"Today, record clubs sell 50% of all classical recordings. The dealers will . . . for the first time be able to compete with record club prices."

Sutro said that over 100,000 copies of the package, tagged "The World's Greatest Music," had already been shipped, with another 250,000 on order.

The set goes on sale this week (11) at leading outlets in New York City, with other eastern cities to follow. According to the label, distribution will go national as production permits.

The package consists of 16 classical staples interpreted by such artists as pianists Sviatoslav Richter, Emil Gilels, violinist David Oistrakh, conductors Hermann Scherchen, Roger Desormiere, Zdenek Chalabala, Jaroslav Vogel, Kurt Sanderling, Karel Ancerl, Vaclav Talich and Lovro von Matacic. Various foreign orchestras are featured.

The works include: Dvorak: "New World" Symphony; Tchaikovsky: Symphony No. 6 ("Pathetique"), piano concerto No. 1 "1812 Overture"; Beethoven: Symphony No. 3 ("Eroica"), piano concerto No. 5 ("Emperor"); Mozart: piano concerto No. 21, violin concerto No. 3; Rimsky-Korsakof: "Scheherazade"; Debussy: "La Mer"; Mendelssohn: "Midsummer Night's Dream" Overture; Borodin: "Polovtsian Dances"; Smetana: "Bartered Bride" Overture; Mussorgsky: "Night On Bald Mountain"; Brahms: "Tragic" Overture.

Accompanying the disks, all recorded abroad and pressed here by Columbia Record Productions, is a brochure offering detailed info on each work.

More such releases to come is indicated by the labeling of the package as "Volume 1."

New Passover LP



NEW YORK—Sholom Secunda, one of the leading composers of Jewish music, goes over a new score that he has written with Richard Tucker and is tagged "Passover Seder Festival." Tucker is cantor soloist on the new service and Mills Music has published the music. The album has been issued on Columbia in time for this year's Passover holiday.

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New Post Office Ruling On Educational Material

NEW YORK—A new Post Office ruling on the mailing of educational material, under which many records are mailed, has resulted in the return of many disks, particularly those sent to radio stations.

Under the new ruling, the complete address of the party to receive the mail is required or the mail will be returned to the sender. The sender is then charged, at the time the mail is returned, 8¢ postage or postage at the single piece third class rate, whichever is higher.

As an example of the new ruling, a record mailed to Radio Station WNEW, New York, N.Y. is not sufficient. The correct address should read: Radio Station WNEW, 565 Fifth Ave., New York, N.Y.

Artists and A&R Men Debate

NEW YORK—The choice of which track of a disk session to be ultimately made available to the consumer should be the result of give-and-take between the artist and A&R man.

This textbook call for mutual understanding between the two and the rough road to putting it into practice, considering the conflict that arises when the artist feels he must express himself in the most creative way he can and the A&R man is confronted with making the most saleable product, was debated last week at the Plaza Sound Studios, this city, by artists and A&R men, who gathered under the sponsorship of NARAS, the disk awards society. Four men represented the artists and four the A&R men.

The debate, not lacking in merry

moments, thanks to the well-honed wit of the moderator, Goddard Lieberson, president of Columbia Records, and asides from Steve Lawrence, who represented pop artists, made clear that both forces had rights to their say in making disk product, but that "Artist Vs. A&R Man," as the debate was labeled, was a classic battle between the two that could not—and should not—be settled.

A standing-room only audience heard the debate. According to a NARAS official, there were seats for 200 persons and about 50 persons were standing. He added that about 50 persons were turned away.

Billy Taylor, the pianist who represented with jazz field, was the most

(Continued on page 33)

Vito Samela Named Capitol's Head Of Singles Sales & Promo

HOLLYWOOD — Vito Samela has been promoted to national single record sales and promotion manager for Capitol Records Distributing Corp. Announcement of the appointment was made here last week by Stanley M. Gortikov, CRDC vice president and general manager, to whom Samela will report.

In his new post Samela replaces Jay Swint, who resigned from CRDC to enter the personal-management business.

Samela, a 14-year veteran with CRDC, will assume his new duties April 1. Until his promotion, he was the firm's regional sales and operations manager for the northeastern states, the biggest region in dollar volume in the CRDC network. When he assumes his new post, Samela will move his office from CRDC's New York branch to Capitol's New York

executive offices at 1730 Broadway, where he will work closely with Joseph Csida, Capitol Records vice president for eastern operations and senior executive in charge of Capitol's singles business.

Since beginning his CRDC career in June 1948, as a salesman in the old Scranton (Pa.) branch, Samela has been involved in all areas of distribution, including sales, promotion, and operations.

After serving as a salesman for several years, he was promoted to sales manager of the Scranton branch and in 1956 was named sales manager of the larger Philadelphia branch. In April, 1957, he was appointed sales manager of the New York branch, CRDC's largest sales outlet. He was promoted to Regional Sales and Operations Manager in November, 1959.

UA Plan For 8 New LP's, Catalog Of Pic Music

NEW YORK—Spring begins this week for United Artists Records. The label is bowing eight new LP's to be tied-in with a double-pronged program called "Swing to Spring."

Besides a program for the new albums, a Phase 2 tag will involve the label's second annual "All Out for Oscar" deal to be run in conjunction with the spring release.

Both plans begin March 15 and run through April 30.

The new LP's include: the original-cast album of "A Family Affair," starring Shelley Berman (UA's first B'way show caster); "15 Golden Hits," with The Highwaymen, Ferrante & Teicher, Gene Pitney, Al Caiola, Don Costa and others; "Latin Twist" with Tito Rodriguez; "Golden Blues" by Barbara Russell; a new dance album by Phil Upchurch; "Yesterday's Goodies," including Marv Johnson, The Clovers, The Falcons; "One, Two, Three Waltz" by Roger Wayne; the first UA album by George Jones.

Also in the plan are "The Many Sides of Gene Pitney," including his "Town Without Pity" hit (Musicor) and "Midnight in Moscow" by Al Caiola and his Magnificent Seven.

The "All Out for Oscar" promotion will include 19 top albums devoted to flick music. It will be timed to afford distributors and dealers the full promotional value of the Academy Awards, which will be announced on April 9.

The plan includes the following: "Great Motion Picture Themes"; "Exodus," Hollywood Symphony Orch.; "Theme from the Magnificent Seven" by Al Caiola; "Magnificent Motion Picture Music" by Don Costa; "Motion Picture Themes Ala Dixieland" by Roy Liberto; "Great Motion Picture Themes, Vol. 2"; "West Side Story" by Ferrante & Teicher; "West Side Beat" and "Motion Picture Cha Cha Cha," both by Tito Rodriguez.

Also included are the soundtracks from: "The Unforgiven," "Never on Sunday," "Goodbye Again," "Paris Blues," "The Vikings," "The Big Country," "I Want to Live," "Modern Times," "The Apartment" and "The Horse Soldiers."

Haley & Comets Join Roulette

NEW YORK—Bill Haley & The Comets, who were close at hand when rock 'n roll first began its climb, have been signed to an exclusive pact with Roulette Records.

This week (14), the group opens an engagement, until March 25, at New York's Roundtable, where the label will cut "live" sessions for singles and a twist album.

Haley and his outfit are also set for a three week Mexican tour which will begin April 3, after which they go to Las Vegas to open at the El Cortez Hotel for three weeks starting May 3.

During the early years of Rock and Roll, the Haley Comets were responsible for some of the biggest records in the industry including such smashes as "Rock Around The Clock," a rock and roll standard, "Shake Rattle and Roll," and a host of others.

WB Offers 4 New Albums For March

NEW YORK—Talent new to the Warner Bros. label is featured in three of the four albums set for March release by the diskery.

"Peter, Paul & Mary" is the debut LP of the folk trio, cut "live" at New York's Blue Angel; "Singin' & Swingin'" is a disk return for The Pied Pipers and The Jerry Gray Orchestra; "Dynamic Adventures in Sound," in the label's new Stereo Workshop series, features pianist-arranger Mel Henke.

"Hits of the Hops!" is a collection of singles successes culled from the catalogs of WB and Challenge, distributed by WB (artists include the Everly Bros., Jerry Wallace, Joanie Sommers and eight others).

Heavy trade and national magazine advertising will backup the release, with strong concentration being placed on the "Peter, Paul & Mary" set during the group's current engagement at The Hungry i in San Francisco and a forthcoming nationwide college tour.

The Stereo Workshop series continues to receive special advertising attention, with ads currently appearing in most major national musical and sound periodicals.

Decca Reports Second Highest Annual Earnings In '61

Earnings Equal To \$3.08 Per Share

NEW YORK—Earnings for Decca Records in 1961 were the second highest in the history of the firm, exceeded only by the record year of 1960.

This was reported by Milton R. Rackmil, president, last week in an annual report to stockholders.

Consolidated income for the year 1961 including its subsidiary Universal Pictures Co., Inc., amounted to \$3,964,642, equal to \$3.08 per share on the 1,285,701 shares outstanding in the hands of the public on December 31, 1961. For the record year 1960, such income was \$5,524,757, equal to \$4.29 per share on the same number of shares outstanding at the end of that year. Stockholders were told that 1961 was the 25th consecutive year of dividend payments by Decca and after giving effect to the two-for-one stock split in 1946, the annual dividend rate was the highest in Decca's history.

Decca earned \$1.62 in the fourth quarter of 1961 as against earnings of \$1.46 for the previous nine month period. Sales of the record division for the year were higher than for the

previous year and net earnings more than doubled. It was voted that the improvement in operations of the record division was most marked in the last months of 1961 and the beginning of 1962 with the result that the current year was getting off to an "excellent start."

In 1961, 202 albums were released under the Decca, Coral, Brunswick and Vocalion labels as compared to 209 in 1960, 310 in 1959 and 427 in 1958. This is in line with the new program of concentrating Decca's best efforts with records of greater potentialities, which resulted in the record division's highest net earnings since 1957.

Directors of Decca Records last week declared a regular quarterly dividend of 30¢ per share on the label's capital stock. Dividend is payable March 30, 1962, to stockholders of record March 19, 1962.

RCA Italiana Officially Opens New Rome Studios

ROME—The huge expanse in the photo below is RCA Victor's newest studio as well as the world's largest. Located in Rome, Italy, the tremendous Studio A, along with the building which houses it, was officially christened on March 1st before more than 1500 spectators including Victor affiliates from all across the globe, members of the international press, religious leaders, political dignitaries and leading record industry figures not affiliated with Victor.

Although RCA Italiana's new recording studio building houses four studios, the overwhelming Studio A was the main subject of conversation throughout the Inauguration Week in Rome. 120' long x 80' wide x 40' high, the aggregate volume of the studio is approximately 400,000 cubic feet. The studio can accommodate 250 persons (orchestra, chorus and principals) and has a reverberation time of two seconds. The two-second reverb time was the major reason for the size of the large studio, built not only to accommodate a full opera cast and orchestra but also to recreate the life-like reverb time heard in an opera house or concert hall. Studio A features a completely removable stage as well as a special floating wood floor which is completely separated from the rest of the structure.

The studio's sound insulation has been obtained by means of wooden semi-cylindrical panels placed on the walls and ceiling. Each panel is movable for desired effects. Panels on the left and right of stage are on rollers and glide together to form an arc when desired. With the addition of the new studio building, RCA Italiana can now record, edit, master, plate and press records in its one Rome locale. The studio is available for any company wishing to use it.

The studios are also equipped with film projection facilities and it is expected that many of the future European and even American film tracks will be cut in these studios.

Completely air-conditioned, the studio building has re-recording, editing, listening and transfer rooms, a laboratory, audition room and offices. Victor will record "Madam Butterfly" with Leontyne Price in Studio A this summer.

The inauguration week was an adventurous one for the Victor affiliates from around the world. Included in the week's ceremonies were an audience with the Pope, an audience with Italy's President Groncri, dinners in Rome's best restaurants and sight-seeing trips throughout the glamorous city of Rome. One much talked about sight was Harry Belafonte and Leon-

tyne Price dancing the Twist together at a cocktail party.

On Thursday, March 1, George Marek, vice president and general manager of RCA Victor's record division, speaking from the stage of the darkened Studio A, delivered a most interesting inaugural address (with an Italian translation of his speech appearing simultaneously on slides) which related the reasons for Victor's building the new studios in Rome.

Marek brought things up to date with a brief history of the recording industry from 1900 to the present, using films and slides to make his point. Marek's speech highlighted the important effects on the growth of the record world of European and Italian artists such as Caruso and Toscanini.

Then Marek turned to the subject of the new studios and the reason for their being built.

"I. We believe in the future. The record industry will have its up and downs. We will have problems aplenty. But—our business will grow. Our art, whether it is called "music" or "musica" or "Musik" or "musique" has now proved itself an indispensable companion. If civilization will continue, music will continue.

"If our recording business grows,

(Continued on page 32)



ROME—RCA Italiana's 80 x 120 x 40 Studio A, the largest studios in the world.



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

"SHOUT"—Parts 1 (2:33) & 2 (2:43)

[Wemar, Nom BMI—Isley Bros.]

JOEY DEE & THE STARLITERS (Roulette 4416)

Dee & his Starliters follow their "Peppermint Twist" and "Hey! Let's Twist"—"Roly Poly" duo with what looks like their third chart item in-a-row. On this one (culled from their "Hey! Let's Twist") they twist up a 2-part frenzy as they revive the short-while-back Isley Bros. smash, "Shout." Take your pick on this torrid double-decker.

"TWIST, TWIST SENORA" (2:35) [BMI]

"FOOD OF LOVE" (2:05)

[Rock Masters BMI—Anderson, Barge, Guida]

GARY (U.S.) BONDS (Legrand 1018)

Bonds & Co. dish up another happy-sounding affair that's headed for hitdom. It's a spirited, hand-clapping, gang-shout'er, dubbed "Twist, Twist Senora," that's right up the teeners' alley once again. "Food Of Love," on the other half, is from the pounding rock-a-cha-dept.

"WHAT'D I SAY"—Parts 1 (2:15) & 2 (1:43)

[Progressive BMI—Charles]

BOBBY DARIN (Ato 6221)

Darin, who's coming off a very big double-header in "Irresistible You" and "Multiplication," can have another sales-sizzler in this new Ato release. It's a fabulous, 2-part revival of the Ray Charles classic, "What'd I Say," that Bobby and the Jimmie Haskell ork-chorus belt out in ultra-commercial fashion. Part 2 seems to have the edge.

"HIDE 'NOR HAIR" (3:09) [Tangerine BMI—Mayfield]

"AT THE CLUB" (2:57) [Tangerine BMI—Mayfield]

RAY CHARLES (ABC-Paramount 10314)

Ray Charles checks in with another sales heavyweight as he knocks out a twistin' blues dandy tabbed "Hide 'Nor Hair." Side's loaded with the dual-mart hit ingredients that'll send it on its way in no time flat. There's an "At The Club" atmosphere on the other end as Ray & his friends talk up a slow rhythmic bit. Top notch support from the Charles crew supervised by Sid Feller.

"YOU TALK ABOUT LOVE" (2:35) [Saturn BMI—George]

"WHIP O' WILL" (2:35) [Saturn BMI—George]

BARBARA GEORGE (A.F.O. 304)

"You Talk About Love" appears to be Barbara George's second smash-eroo in-a-row. Gal, who rose all the way up the charts with her Sue-distributed A.F.O. bow, "I Know," is again in top rock-a-cha-cha form on the new stand. Tantalizing instrumental assist rounds out the winner. Fetching novelty cha-rock sounds on the other end.

"YOU ARE LIKE THE WIND" (2:33) [Conrad BMI—Clark]

"DRUMS IN MY HEART" (2:45) [Conrad BMI—Clark]

DEE CLARK (VeeJay 428)

It's more than likely that "You Are Like The Wind" will be Dee Clark's next big chart outing. It's an emotion-packed slow, steady beat romancer, dubbed "You Are Like The Wind," that sports a real interesting string-filled (with sound effects) ork-choral Horace Ott arrangement. Could be a top ten'er. More dramatically effective stuff on the heavy beat "Drums In My Heart" stand.

"THERE'S NOTHING LIKE LOVE" (2:41)

[Pear, Figure BMI—Woods, Kirkland, Wilson]

"I FOUND LOVE" (2:45) [Pearl BMI—Wilson, Tucker]

JACKIE WILSON & LINDA HOPKINS (Brunswick 55224)

Here's one that can take the wax mart by storm. It teams up, for the first time, Jackie Wilson and Linda Hopkins, on an exciting, gospel-flavored rock-a-cha-cha romancer dubbed "There's Nothing Like Love." Fabulous choral-ork background supplied by Dick Jacob's outfit. Lots more excitement on the rockin' twist'er, "I Found Love." Could be a big double-header.

"EV'RYBODY'S TWISTIN'" (2:30) [Mills ASCAP—Koehler, Bloom]

"NOTHING BUT THE BEST" (3:00) [Barton ASCAP—Rotella]

FRANK SINATRA (Reprise 20,063)

Sinatra, who hit the wax mart last week with the ballad beaut, "Star-dust," hops on the twist bandwagon (for the first time) this week. It's a knee-swingin' dandy, titled "Ev'rybody's Twistin'," that Frank and the Neal Hefti crew belt out in slick style. "Nothin' But The Best" finds the artists in a pleasant easy-swing stand.

THE OXFORDS (Golden Crest 569)

(B+) "TOY BALLOONS" (2:12) [Heatherfield BMI—Mure] Tuneful item, which has reportedly made noise in England, is performed with lots of continental-styled charm by the zither-led musicians. Could catch-on here.

(B) "THE YOU-CAN-SIT-DOWN-AT-THE-PIANO-AND-PLAY-IT - YOURSELF - WITH - ONLY - THREE-FINGERS BOOGIE" (1:59) [Gamut ASCAP—Levitan] Another catchy sound on a number that easily gets top prize in the title-length-of-the-week-department.

CHARLES McCULLOUGH

(Dootone 467)

(B+) "I CRIED ALL NIGHT" [Dootsie Williams BMI—McCullough] Charles McCullough who picked some of the territorial action with "My Girl," offers a slow-paced self-penned lament on a traditional r&b theme. Chanter's sincere delivery should help the side create some excitement with the fans.

(B+) "MARY'S PARTY" [Dootsie Williams BMI—McCullough] Here the chanter comes on strong for a lively, high-spirited side in the happy blues vein. Wax should appeal to teens.

DeDe YOUNG (Ascot 2101)

(B) "REMEMBER YOU BELONG TO ME" (3:04) [Jason BMI—Evans, Olsen] Gal is saying goodbye to her overseas-bound G.I. boyfriend in this tender teen-ballad session, among the first issues from UA's new subsid.

(B) "I'LL NEVER STOP LOVING YOU" (1:57) [Scope BMI—Evans, Olsen] Bouncy rock-a-cha cut. Tune is not the oldie.

THE DOMINOES (Melbourne 103)

(B+) "JOHN HENRY (He's Got a Mighty Note)" (2:18) [Beam & Jaspur BMI—] Boys offer a fine, lusty folk outing. This effective presentation can get important exposure. Deck is handled by Beta Distributors in N.Y.

(B) "TWO BROTHERS" (2:45) [Shapiro, Bernstein ASCAP—Gordon] This folk ballad, previously cut, tells of two brothers who fought on opposing sides during the Civil War.

THE GONGETTES

(Original Sound 21)

(B+) "GONG, GONG-I'M BLUE" (2:22) [Progressive Placid BMI—Turner] This is a humorous take-off on the current hit by The Ikettes (Atco), featuring an exaggerated version of the gong-gong chants used on the click. Lots of teen sound value here.

(B) "TROUBLE" (2:00) [Balladeer ASCAP—Winkle, Darian, DeLory] Larks take a recess as the musicians deliver a pro, medium-beat rocker.

BILLY VAN (DRA 317)

(B+) "WHEN YOU'RE IN LOVE" (2:34) [ShepMike BMI—Van] New songster-writer makes an impressive debut on the recently formed Hollywood-based label. He's clefted an appealing softie, and he presents it with a solid teen-ballad sense. Fine ork-chorus accompaniment. Might move.

(B) "A YEAR AGO" (1:46) [ShepMike BMI—Van] An interesting folk-type romantic is done with a haunting rock arrangement.

RAMSEY LEWIS TRIO (Argo 5411)

(B+) "I GOT PLENTY OF NOTHING" (2:40) [Gershwin ASCAP—Gershwin, Gershwin, Heywood] Jukeboxes have another fine stint from the pianist and his crew. This time its a swingin' stint whose good-nature admirably captures the free-spirit theme of the great number from "Porgy & Bess."

(B) "THANKS FOR THE MEMORY" (2:43) [Paramount ASCAP—Rainger, Robin] Bass sends out the melody in this interesting take on the durable. Both tracks are from an LP, "Never On Sunday."

DICK RUEDEBUSCH (Jubilee 5008)

(B) "GAMBLER'S BLUES" (2:40) [Woodrow ASCAP—Arr. & Adapt. Seivert] The new trumpeter, a discovery of Woody Herman, does an impressive blues solo on this retitling of "St. James Infirmary." A distinctive display that's worth air-time. Side is from an album tagged "Meet Mr. Trumpet."

(B) "STAVIN' CHANGE" (2:10) [E. H. Morris ASCAP—Bernard] Against a Dixieland setting, a vocalist offers the old blues item.

NICK PERITO ORCH.

(United Artists 430)

(B) "JESSICA" (2:01) [Unart BMI—Negulesco, Monnot] The charming item from a pic of the same name is done in an engaging continental manner by the Perito ork. Solid sunny programming idea. Maurice Chevalier, starred in the flick, has a vocal version of the tune on UA.

(B) "THERE'S A ROOM IN MY HOUSE" (2:15) [Sunbeam BMI—Kander, Goldman, Goldman] Pretty ork display of a lovely ballad from the new musical, "A Family Affair."

SAMMY REYNOLDS (Dore 627)

(B+) "OLIVE OYL" (2:17) [Hillary BMI—Politi] The rash of "Popeye" decks, the Top 100 version done by Huey Smith, is answered with a fine R&B novelty sound from the songster and his combo-chorus backdrop. Can succeed.

(B) "COOKING WITH OLIVE OYL" (2:11) [Hillary BMI—Politi, Lippke] Musicians solo in solid rock style.

SUGARPIE DESANTO

(Gedinson's 100)

(B+) "A LITTLE TASTE OF SOUL" (2:15) [B-Flat BMI—Sugarpie] Here's a fast-moving, catchy opus which could be the artist's first click in quite a while. Desanto belts out the lyrics with top-drawer poise and range.

(B) "STRANGE FEELING" (2:25) [B-Flat BMI—Sugarpie] This side's a moving, inspirational blues ballad. Wax might garner some spins.

ROBERTINO (Kapp 445)

(B+) "AVE MARIA" [—Schubert] The famed opus is performed with taste and appeal by the young Italian star, who is supported by a lovely soft-spoken string backdrop. Highly satisfying reading especially useful during religious holidays.

(B) "SANTA LUCIA" (2:42) [—Cottrau] Another warm rendition of a familiar religious number. Both sides are sung in Italian.

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AL CAIOLA'S

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**EXPERIMENT
TERROR**

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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

- "EXPERIMENT IN TERROR" (2:16) [Southdale ASCAP—Mancini]
 "TOOTY TWIST" (2:10) [Southdale ASCAP—Mancini]
 HENRY MANCINI & ORK (RCA Victor 8908)
- "EXPERIMENT IN TERROR" (2:00) [Southdale ASCAP—Mancini]
 "SERGEANT'S THREE MARCH" (2:23) [Ding Dong BMI—May]
 AL CAIOLA (United Artists 438)
- "EXPERIMENT IN TERROR" (2:49) [Southdale ASCAP—Mancini]
 "LA CUCARACHA" (1:50) [4-Star Sales BMI—Burgess]
 THE CHAMPS (Challenge 9140)

The new, intriguing pic theme, "Experiment In Terror," penned by Henry Mancini, hits the wax scene this week via three standout performances. One features clefter Mancini (who's still riding high with his "Moon River" original) in a hauntingly captivating, slow paced RCA stand. There's a very interesting rock approach by UA guitarist Al Caiola & his ork backing and a solid busy-beat pose from Challenge's teen-market vets, the Champs. Mancini's coupler is a twist de-lighter from the same pic; Caiola has a lively title tune reading from Frank Sinatra's newest pic; the Champs are back in their famed "Tequila" style for their flip.

- "I'D NEVER FIND ANOTHER YOU" (2:55) [Aldon BMI—Goffin, King]
 "I'D NEVER FIND ANOTHER YOU" (2:30) [Aldon BMI—Goffin, King]
 "LOVE ON YOUR LIPS" (2:13) [Aldon BMI—Miller, Scott]
 "UH HUH" (2:15) [Spanka BMI—Anka]
 PAUL ANKA (ABC-Paramount 10311)

"I'd Never Find Another You," a currently biggie for Billy Fury in England (and recently released here on London), should be the center of a big chart battle in the coming weeks. Two strong reasons are these superb teen beat cha cha readings—by Epic's young hit-maker Tony Orlando (side's from his short-while-back LP, "Bless You") and by Paul Anka (cut while he was with ABC). Carole King handled Tony's session while Sid Feller was on Paul's date. Orlando has a pretty multi-tracked cha cha weeper coupler while Anka's in top rockin' blues form on his undercut.

- "CATERINA" (2:11) [Roncom ASCAP—Shuman, Bower]
 "THE ISLAND OF FORGOTTEN LOVERS" (2:35) [Roncom ASCAP—Manning, Twomey]
 PERRY COMO (RCA Victor 8004)

Perry oughta be making a chart stand real soon with this Victor newie. It's a refreshing lilter, tagged "Caterina," that rests in a charming vocal and instrumental showcase supplied by Perry, the Ray Charles Singers and Mitchell Ayres' ork. The sad, "Island Of Forgotten Lovers," takes a soft shuffle ride flipside.

- "HOMBRE" (2:22) [January BMI—Spencer, Cooper]
 "I CONFESS" (2:28) [Francap BMI—Mastrangelo, Milano, D'Aleo]
 THE BELMONTS (Sabina 503)

Looks like the Belmonts are gonna take another trip to hitsville as they come thru with a solid follow-up to their recent Sabina chart outing, "I Need Someone." This one's a happy-go-lucky South-of-the-border flavored novelty jumper, dubbed "Hombre," that the fellas knock out in spirited style. Dandy Pete Bennett-ork showcase. "I Confess" is a haunting, beat-ballad-with-strings companion piece.

- "EENIE MEENIE MINI MO" (2:01) [Fast BMI—Robinson]
 "BEHIND THE 8 BALL" (2:10) [Fast BMI—Robinson, Lewis, Sehorn]
 LEE DORSEY (Fury 1061)

Lee Dorsey can get back in the "Ya Ya" hit groove with this new Fury effort. It's a captivating novelty twist'er, titled "Eenie Meenie Mini Mo," that Dorsey and the instrumentalists spin in spirited style. Looks like a pop-r&b sales-giant. "Behind The 8 Ball" continues the tasty twist pace.

- "TRA LA LA LA LA" (2:30) [Saturn BMI—I. Turner]
 "PUPPY LOVE" (2:35) [Saturn BMI—I. Turner]
 IKE & TINA TURNER (Sue 757)

Ike & Tina Turner, riding a string of r&b-pop clicks that recently included "A Fool In Love," should continue their winning ways with this one. It's a bright rock-a-cha-cha, labeled "Tra La La La La," that Tina & a chorus invitingly chant against a terrific Ike Turner instrumental backdrop. Backing's a rippling rhythmic blueser tabbed "Puppy Love."

- "THE NEW HULLY GULLY" (2:15) [Arc BMI—Fisher, Temple]
 "ANYTIME" (2:10) [Arc—Legion BMI—Townes, Townes]
 THE VIBRATIONS (Checker 1011)

The pop-r&b hit-making crew should take another trip towards money-making territory with their newest Checker offering. It's a first-rate teen-rock account of "The New Hullly Gully," that the kids'll go wild for. Flip (not the same as the Eddie Fisher oldie), features speedy romantic stuff from the crew.

TY WHITNEY (Denny 4466)

(B) "GONNA SET A NEW RECORD" (2:04) [Densue BMI—Lubin, Stenner] Actor-songster tops a lively twist sound on a ditty about a guy, previously a run-around, who says he's going to settle down with his new find. Good gal chorus asset. Label is based in Hollywood.

(B) "THE OTHER SIDE OF LOVE" (2:13) [Densue BMI—Lubin, Stenner] Moody blues-type rock-ballad.

TONY OSBORNE ORCH.
(Kapp Medallion 611)

(B+) "TURKISH COFFEE" (2:10) [Ludlow BMI—Osborne] On Kapp's "sound" label, the English maestro-pianist helms an exciting instrumental outing, naturally spiced with an Oriental approach. Could catch-on.

(B) "TONY'S TUNE" (2:06) [Ludlow BMI—Osborne] Nice bouncy sound on an amiable ditty.

THE GINOS (Challenge 9141)

(B+) "VAYA CON DIOS" (2:27) [Irwin Howard ASCAP—James, Pepper] The lovely oldie, once a big success for Les Paul & Mary Ford, is appealingly essayed by the larks against an attractive light-beat rock-a-string sound. Worth teen-directed spins.

(B) "I CAN'T GO ON" (2:32) [4-Star Sales BMI—Gino, Gino] Team's silken blend is heard on a slow-beat wistful.

BEE BEE CARN (Laurie 3117)

(B+) "LET'S MOVE" (1:54) [Ernkel BMI—Carn, Mason] Infectious R&B-flavored dance invitation from the songster and his instrumental backing. Strong, twistable take that could catch-on.

(B) "IT'S LOVE, IT'S LOVE, IT'S LOVE" (1:50) [Ernkel BMI—Carn, Mason] Kids will also dig the catchy nature of this love-found stint in which Carn's vocal is backed by an interesting calypso arrangement.

THE SPINNERS (Tri-Phi 1007)

(B+) "ITCHING FOR MY BABY BUT I DON'T KNOW WHERE TO SCRATCH" (2:34) [Fuqua BMI—Fuqua, Gordy] Fine busy-beat novelty blueser from the songsters, who sport an interesting lead. They're accompanied by a catchy Latin-blues combo approach.

(B) "WHAT DID SHE USE" (2:05) [Fuqua BMI—Palmer, Fuqua, Gordy] Nice easy-go stint about a guy who's head-over-heels in love with the gal.

JOE DEE & HIS TOP HANDS
(Pat Riccio 1105)

(B+) "BLIND HEART" (2:26) [Tune House ASCAP—Priore, Noto] The Ted Heath ork's sometime back success returns in a solid full ork display. This is a strong production and could mean a Top 100 entry for the N.Y. based diskery.

(B) "HONKY TONK GUITAR" (2:01) [Tune House ASCAP—Priore, Triguero, Denker, Riccio] More instrumental finesse, though, as the title may suggest, in an entirely different format.

KING CURTIS (Tru-Sound 406)

(B+) "TWISTIN' AND JIVIN'" (2:45) [Curtis] King Curtis who is currently clicking with "Soul Twist" comes up with another instrumental terpsichorean-oriented etching on this hot side taken from his new album. Tune's infectious, fast-moving beat and warm melodic line make it a natural for deejay attention. Side should make some noise.

(B+) "I HAVE TO WORRY" (2:41) [Curtis] This time out Curtis renders a fine traditional blues side with enough good stuff to score. Tune has an effective shuffle-beat melody. First-rate wax.

GERRY BECKLES (London 10601)

(B+) "NO LOVE FOR JOHNNY" (2:50) [Bourne-Rank ASCAP—Bricusse, Arnold] Haunting moody from a British flick of the same name is hauntingly performed by the songster and full ork backdrop. Lots of "good-music" jocks will be spinning.

(B) "COME BACK RUNNING" (2:20) [Bourne-Rank ASCAP—Hawker, Shakespeare] More in the teen groove is this rhythmic rock-a-string pose.

LINDA LEIGH (Reprise 20060)

(B+) "PLEASE" (2:25) [Barton ASCAP—Rotella, Sanicola] A pretty Italian-flavored dramatic romantic is done with vocal polish by the lark, who is sometimes over-dubbed. She's got a big-sounding ork-chorus setting. Likely to be in for strong airplay.

(B) "SOMEONE SPECIAL" (2:10) [Barton ASCAP—Schwimmer, Sands] Thrush is mostly multi-tracked in this easy-go wistful date.

DON VITALE (Conquest 4501)

(B) "SOLDIER'S LULLABY" (2:34) [Mildwood BMI—Vitale, Periroth] An attractive number is a G.I.'s lullaby to his loved-one, and Vitale and his combo-femme chorus backdrop render it with teen-market feeling. Worth spins.

(C+) "PLEASE TELL HER" (2:13) [Milkwood BMI—Vitale, Periroth] Less success on a rock-a-cha romantic.

BEE JAY (Clock 1743)

(B) "I'LL GO ON" (2:18) [Emit BMI—Harrison] Persuasive blues performance by the vocalist, who is making his bow on the Mercury-handled diskery. Both the R&B and teen markets will appreciate the wistful sentiments here.

(B) "THERE'S NO ONE FOR ME" (1:55) [Emit BMI—Harrison] This session presents the artist in an upbeat role.

CATERINA VALENTE
(London 10003)

(B) "THE SPELL OF LOVE" (2:30) [Chappell ASCAP—Weiss] Thrush offers another of her distinctive vocals, sometimes multi-tracked, on a pretty number. Rich orchestral backing is mostly a tango affair.

(B) "DON QUIXOTE" (2:52) [Consolidated ASCAP—Alguero, Goode] A dramatic affair about the famed fictional character who tried to live as the knights of old.

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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

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.

"THE JOKE" [Arc, Orleen BMI—Hall]

"YOU CAN THINK WHAT YOU WANT" [Arc, Orleen BMI—Hall]

REGGIE HALL (Chess 1816)

Chess has latched onto a hot master purchase from Rip. It features Reggie Hall and the ork-chorus in a delectable novelty tabbed "The Joke." It's a rhythmic rock-a-cha-cha that has a melody flavor of "He's Got The Whole World In His Hands." Coupler's a heartfelt beat-ballad hip-swinger.

"BIG JOE MOE" (2:43) [Jobete BMI—Stevenson, Holland]

"EVERYBODY KNEW IT" (2:16) [Jobete BMI—Gordy]

SINGIN' SAMMY WARD (Tamla 54057)

"Big Joe Moe" can be important topic of pop-r&b teen conversation in the weeks to come. He's the guy that Singin' Sammy Ward wails about on this sensational Tamla session. Effective vocal and instrumental support. Keep close tabs on this side. Backing's a change-of-pace beat-ballad romantic blueser.

"LITTLE BUG" (3:14) [Robert Mellin BMI—Russell]

"NIGHTS OF MEXICO" (2:53) [Robert Mellin BMI—Russell, Passman]

RUSSELL BYRD (Wand 121)

Byrd, who made some territorial noise a short-while back with "You'd Better," can step out on the national level with this one. Tabbed "Little Bug," it's a soft folk-calypto tale about what could be the most important insect since Brook Benton's "Boll Weevil." Watch it closely. Coupler's an easy-beat Latin weeper.

"JUST PLAIN HURT" (2:15)

[Marty, Tree BMI—Crutchfield, McAlpine]

"TALKIN' NO TRASH" (1:55) [Cedarwood BMI—Walker]

CHUCK REED (Hit 101)

Here's one that could develop into a chart-maker for the Valparaiso, Fla.-based hit diskery. It's a touching teen plaintive, tabbed "Just Plain Hurt," that Chuck Reed warbles with lots of conviction. Inviting full ork-chorus affair. Backing's a snappy rock-a-twist'er.

Best Bets

FRANKIE AVALON
(Chancellor 1107)

(B+) "YOU ARE MINE" (2:55)
[Debmar ASCAP—Marcucci, DeAngelis] Inviting lovey-dovey is handsomely performed by the singer, who's supported by an attractive ork-chanting chorus setting. With sufficient exposure, side could make Top 100 news.

(B) "PONCHINELLO" (2:49)
[South Mountain BMI—Randazzo, Weinstein, Barberis] A fella plays the role of the tragic clown in relationship with his gal in this appealing light rock-a-cha affair.

THE BLUE-BELLES
(Newtown 5000)

(B+) "I SOLD MY HEART TO THE JUNKMAN" [Mills ASCAP—Rene, Rene] The evergreen can make the chart rounds once again as a result of this sock new rock-a-string cha cha arrangement. Could be a first-time-out click for the Blue-Belles, who bow on the Sunset-distributed label.

(B) "ITTY BITTY TWIST" [Fury BMI—Martin, Hall] Femmes are in a happy twist pose on this end.

THE REDWOODS (Epic 9505)

(B+) "PLEASE, MR. SCIENTIST" (2:36) [Trinity BMI—Barry, Resnick] Vocal attraction, which almost broke through with "Shake Shake Sherry," can get around with a space-age variation on the "Mr. Custer" idea. Laff lyrics are presented with an infectious, easy-beat R&B touch.

(B) "WHERE YOU USED TO BE" (2:25) [Trinity BMI—Barry, Rosenblatt] Youngsters will feel for this well-done wistful performance.

PEE WEE HUNT (Capitol 4727)

(B+) "SUNRISE IN SIBERIA" (1:40) [Lorin—Grean] Inspired by the success of Kenny Ball's "Midnight In Moscow," the deck is a funny novelty in which zany dialog is set against a Dixieland reading, ala "Midnight," of "The Volga Boatman." Should be eyed.

(B) "12th ST. TWIST" (2:27)
[Shapiro, Bernstein & Jerry Vogel ASCAP—Bowman] The twist has its two-cents-worth in this swingin', New Orleans reading of the perennial, "12th St. Rag."

BETTY & JAY (DRA 310)

(B+) "LOVE IS TO BLAME—part 1" (2:35) [ShepMike BMI—Janette, Lewis] The twosome open their vocal talents full-blast on this rockin', hard-driving r&b wax. The couple effectively get the most out of a moving lyric on the side. Deck has plenty of potential.

(B+) "LOVE IS TO BLAME—part 2" (2:32) [ShepMike BMI—Janette, Lewis] More of the same good blues sounds. Either side here has a chance of making it.

TONY & NORM (Poplar 110)

(B+) "I WONDER" (2:09) [Hawk BMI—Luizza, Gravson] The recently formed N.Y.-based label could make noise the first time out with this intriguing light-beat plaintive from the songsters, whose back-drop includes distinctive guitar comments. Should be eyed.

(B) "AIN'T THAT ALRIGHT" (2:06) [Hawk BMI—Luizza, Gravson] Wild sock stint here.

THE SHERWOODS (Johnson 115)

(B+) "A GAY RANCHERO (Les Altenitas)" (2:10) [E. B. Marks BMI—Espenosa] The Latin oldie gets a very cute, gimmicky rock sound from the instrumentalists. Besides the offbeat guitar work, there's good-sounding whistle and handclap bits. Could showup.

(B) "BACK OFF" (2:00) [Joli BMI—Renda, DiGiacomo, Clements] Blues rockin' with an organ and sax doing the top work.

TOMMY BUTLER (Clyde 1002)

(B) "HOME ON THE RANGE" (2:20) [Zarak BMI—Williams, Butler, Hall, Ray] The familiar number gets an offbeat, bouncy blues rendition from the vocalist and combo-chorus. Diskery headquarters in Chicago.

(B) "ORGAN GRINDER'S SWING" (2:10) [Mills ASCAP—Hudson, Parish] Sunny blues reading of the oldtimer.

GEOFF LOVE ORCH.
(United Artists 436)

(B) "NIANA" (2:37) [Peter Schaeffers BMI—Newell, Hadjidakis] The ork goes full blast in this big-sounding survey of a commanding number, melody by Manos ("Never On Sunday") Hadjidakis. Chanting chorus is also included.

(B) "THE WHITE ROSE OF ATHENS" (2:34) [Peter Schaeffers BMI—Newell Hadjidakis] A charming instrumental version of the big tune, also written by Hadjidakis.

JEAN-MICHEL DEFAYE
(Philips 40013)

(B+) "FLAMENCO GUITAR" (2:38) [Mills ASCAP—Maine, Liferman, Mitchell, Parrish] The oldie gets a rich, aptly Spanish-flavored sound from the foreign ork. Don Costa (Columbia) is also represented with a new reading of the opus.

(B) "REVE, MON REVE" (2:45) [BIEM—Sinavine, Cour] Lush moody with a cha-cha rhythm.

BILL LOOSE & JACK COOKERLY
(Reprise 20061)

(B) "JOHN GLENN'S THEME" (1:59) [Ding Dong BMI—Hershensohn] America's space hero is saluted with an appropriately soaring melody, done with a very lush sound by the ork-chorus.

(B) "FRIENDSHIP 7" (2:00)
[Ding Dong BMI—Hershensohn] Similar approach for a theme named after the capsule that carried Col. Glenn.

REMO CAPRA (Vesuvius 1052)

(B) "NUN E' PECCATO (It's No Sin)" (2:42) [BIEM—Rossi, Calise] The songster, who once cut on the Columbia label, intimately warbles the Italian-lyric ballad.

(B) "DUE NOTE (Two Notes)" (2:33) [BIEM—Amurri, Feale, Canfora] Capra warbles another ballad, this time in English.

EDEN KANE (London 9516)

(B+) "FORGET ME NOT" (2:00)
[Essex ASCAP—Vandyke] The English songster's current smash is now available here. It's a very interesting rock-a-cha reading of a tune with an inviting melodic line. Could make it with the U.S. teenagers too.

(B) "A NEW KIND OF LOVIN'" (2:15) [Essex ASCAP—Sears] Much of a American, funky semi-belt sound from the performer and his combo backing.

FRANKIE FORD (Imperial 5819)

(B+) "THEY SAID IT COULDN'T BE DONE" (2:00) [Travis BMI—Bartholomew, King] Today's scientific miracles are noted in this effective funky-beat, ala Fats Domino dates, outing from the reliable vocalist and musicians. This take might do it, too.

(B) "A MAN ONLY DOES (What a Woman Makes Him Do)" (2:37) [Eden BMI—Otis, Owens] Nice intimate ballad affair on a number with some touches of "Try a Little Tenderness."

WEE WILLIE (Heartbeat 6)

(B) "CHINATOWN TWIST" (2:05) [Remick ASCAP—Schwartz, Jerome] Joyful honky-tonk piano spotlight for the standby. Another reliable entry from the label that specializes in juke-box material.

(B) "IRISH TWIST" (1:50) [Ros-siter—Krenz] More of the same on a familiar Irish tune.

JOHNNY DENATO ORCH.
(Bear 5001)

(B) "TING-A-LING" (1:58) [Sai-Tor ASCAP—Stuart] Guitar has that percolator sound in this light-beat Latinish display from the ork. Amiable entry. Diskery is located in N.Y.

(B) "YOU WON'T LET ME FORGET" (2:34) [Sai-Tor ASCAP—Baier, Armstrong, Stuart] Accordion is the feature of this pleasing softie.

LES McCANN LTD (Pacific Jazz 341)

(B) "TWIST CHA-CHA" (2:44)
[Jana ASCAP—McCann] The popular steps are wrapped-up in good-sounding jazz dressing in this display by the well-received pianist and his crew.

(B) "A LITTLE ¾ FOR GOD & CO." (3:05) [Jana ASCAP—McCann] Easy jazz waltzing here.

Wait a couple minutes,
honey—they're playing
Don Costa's
"HEADIN' HOME"

Yeah—
Orchestra Del Oro
is about the next best
thing I can think of
right now . . .

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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 PLAYMATES (Roulette 4417)

(B+) "A ROSE AND A STAR" (2:22) [Vanno ASCAP—Vance, Carr] Songsters, a vocal crew with lots of chart experience, could go places, with enough exposure, with this their appealing blend on a pretty folk-type ballad in praise of the loved-one.

(B) "BACHELOR FLAT" (2:16) [Moosh & Vanno ASCAP—Vance, Carr] Happy stand about a fella who's going to lose his bachelorhood status.

MOE KOFFMAN (Ascot 2100)

(B+) "SWINGIN' SHEPHERD BLUES TWIST" (2:01) [Kahl BMI—Koffman] This is a solid updating of flutist Koffman's years-back click. New twist format could mean a chart return for the artist and his ditty. Label is the new UA affiliate.

(B) "TRAIN WHISTLE TWIST" (2:15) [Dominion BMI—Koffman] Similar twist goings-on here.

HENRI RENE ORCH. (Decca 31370)

(B+) "LAST YEAR AT MARIENBAD" (2:31) [Bruder BMI—Seyrig, Wayne, Moore] A lovely pic tune is beautifully portrayed, with the Rene ork opening with a sweet sound, later joined by a fine lark named Julie Joyce. Very attractive legit offering.

(B) "MARIANNE" (1:58) [Bruder BMI—Monk, Wayne, Moore] A male chorus is featured on a bright number—not the old calypso item—from the French flick, "Les Liaisons Dangereuses."

OEDERLAND ORCH.-CHOIR (Seeco 6079)

(B+) "IT'S A LONG, LONG WAY TO TIPPERARY" [Chappell ASCAP—Judge, Williams] The deck, a foreign master purchase for Seeco, is a strong big-band (& chanting chorus) swinger on the old favorite. Figure heavy airplay this way. Can score.

(B) "RED, WHITE & BLUE (Stars & Stripes Forever)" [Sujan—Sousa] The famed Sousa piece is also caught in a bright swing format.

BENNY SPELLMAN (Minit 644)

(B+) "LIPSTICK TRACES (On a cigarette)" (2:25) [Minit BMI—Neville] Though the take has traces of Ernie K-Doe's "Mother-In-Law," this strong R&B-styled, infectious entry can move. First-rate blues item is done with a sound that will keep R&B audiences and teens interested throughout.

(B) "FORTUNE TELLER" (2:12) [Minit BMI—Neville] Castanet-like sounds are included in this colorful blueser.

CONNIE STEVENS (Warner Bros. 5265)

(B+) "WHY'D YOU WANNA MAKE ME CRY" (2:05) [Aldon BMI—Goffin, King] Thrush-acress gives the teen-beat crowd an interesting rhythmic rock session. Her semi-belt stint is backed by a fine, busy-sounding full-ork-chorus arrangement. Has a Top 100 chance.

(B) "JUST ONE KISS" (2:18) [Sherman & DeVorzon & Jaf BMI—Cole, Haley] Warm, soft-triplet ballad turn by the performer.

BOB HALLEY (Columbia 42354)

(B+) "DOESN'T ANYBODY MAKE SHORT MOVIES ANYMORE" (3:00) [Hollyjo & Emily ASCAP—Tobias, Pockriss] Engaging novelty issue about a fella who could do without those seemingly endless flicks being made these days. The humorous lyrics are read by Halley against a fine bouncy-beat Nashville sound. Might make noise.

(B) "THE KEY TO ROOM 303" (2:50) [Hollyjo & Emily ASCAP—Tobias, Pockriss] Good-sounding country-styled plaintive is done with a catchy backdrop arrangement.

THE RONETTES (May 114)

(B+) "YOU BET I WOULD" (2:09) [Aldon BMI—Kaplan, King] Gals and their combo setting offer a first-rate bright-beat statement. Statement, which has a pro twist approach, could do chart business. Label is a Colpix affiliate.

(B) "SILHOUETTES" (2:23) [Regent BMI—Slay, Crewe] The teen "classic," originally done by The Rays, is revived with finesse.

TOMMY FISHER (B&D 1314)

(B+) "AUDREY" (2:35) [Elmer BMI—Fisher] Fisher, who has some of the vocal characteristics of Johnny Mathis, does a fine essay on the very pretty name-song. Simple hint-of-the-beat organ-included combo backing. This take could develop into something.

(B) "ROCK & ROLL ROBIN HOOD" (2:05) [Elmer BMI—Fisher] Upbeat novelty blueser.

SHIRLEY & LEE (Imperial 5818)

(B+) "THE JOKER" (1:57) [Travis BMI—Bartholomew, King] The longtime song duo does an inviting essay on a pretty blueser about a gal who digs this guy against the better judgment of another fellow. Original-sounding softie.

(B) "TOGETHER WE STAND (Divided We Fall)" (2:00) [Travis BMI—Bartholomew, King] Cheerful call for romantic unity.

BIG BO (Duchess 1013)

(B+) "BIG BO'S—TWIST" (2:44) [Seg-Way BMI—Thomas] The dance fad is done with strong combo drive. This is twistin' that keeps the kids well in mind.

(B) "HULLY GULLY, NOW" (2:33) [Seg-Way BMI—Thomas, Smith] This hully gully stand features a shout vocal and another solid sound from the musicians.

GAR BACON (Bandbox 291)

(C) "THE GIFT OF TIME" (2:40) [Myers ASCAP—Ericson] Sentimental vocal by Bacon on slow waltzer. String-included ork softly supports.

(C) "THE GHOST OF LOVE" (2:02) [Myers ASCAP—Ericson] Weird Latinish novelty.

THE U.S. ROCKETTS (Kimco 100)

(B+) "MARCH OF THE SIAM-ESE CHILDREN" (1:57) [Williamson ASCAP—Rodgers, Hammerstein] The famed march number from "The King & I" is done with a generally effective rock-inclined, guitar-led sound from the instrumental crew.

(B) "BODACIOUS" (2:18) [Continental BMI—Bennett] Good-sounding funky beat beltin'. Title is the phrase often mentioned in the Snuffy Smith cartoon strip.

MATTHEW REID

(ABC-Paramount 10305)

(B+) "THE TARZAN TWIST (Bwana Ungau)" (2:21) [Saturday ASCAP—L'Heureaux] Cute-sounding twister with a jungle language chant gimmick as the feature. A charming outing by the song crew that could get around.

(B) "THROUGH MY TEARS" (2:32) [Saturday ASCAP—L'Heureaux] Nice easy-beat affectionate.

MARTY WYTE (Brosh 501)

(B) "QUEEN OF THE MARDI-GRAS" (1:58) [Silver Star & Peer Int'l BMI—Young, White] Top gal of the recent New Orleans fete is saluted with a lively rock-a-billy sound by the songwriter and his combo-chorus accompaniment.

(B) "THE HOBO SONG" (2:01) [Silver Star & Peer Int'l BMI—Young, White] Easier country-flavored doings.

CODY BRENNAN (Swan 4103)

(B) "TRAGIC HONEYMOON" (2:43) [Conley ASCAP—Lindauer] Newly married youngsters get killed in an auto accident as they head for their honeymoon. Though well done by Brennan and his full ork backing, stations are shying away from such "sick" themes.

(B) "SHAKE THE HAND OF A FOOL" (2:31) [Claridge ASCAP—Bond, James] A Spanish-flavored arrangement for this plaintive.

TEDDY & THE TWILIGHTS

(Swan 4102)

(B+) "WOMAN IS A MAN'S BEST FRIEND" (2:16) [Claridge ASCAP—Cohen] How would you like to wake up all alone and look a dog in the face? This is part of the argument for femmes against canines, cats, etc. offered in this funny item, delivered with a pro infectious, medium-beat sound by the songsters and musicians.

(B) "GOODBYE TO LOVE" (2:40) [Claridge ASCAP—Smith] Tender plaintive in which the guy may well go back to canines, cats, etc.

DESDA (Del-Fi 4174)

(B) "SPLISH SPLASH TWIST" (2:12) [Portrait BMI—Darin, Murray] The old Bobby Darin is wrapped in a twist beat, with the lark nicely belting out the still humorous lyrics.

(B) "SITTIN' IN THE CORNER" (2:05) [Empire ASCAP—Therry] Lass is multi-tracked in this light-beat view of a folkish romantic.

CHUCK BRADFORD (Fire 505)

(B+) "YOU'RE GOING TO MISS ME (When I'm Gone)" (2:33) [Fast-Bradford] Infectious blues vitality from the warbler and his musical setting, which has some attention-getting gimmicks. Fine belt stuff for the R&B trade.

(B) "SAY IT WAS A DREAM" (2:05) [Fast BMI—Bradford] Earthy blues date.

LULU REED & FREDDY KING (Federal 12457)

(B+) "DO THE PRESIDENT TWIST" (2:44) [Sonlo BMI—Thompson, Bridge] Lulu Reed teams up with Freddy King for an extremely effective twist side. The twosome reads a good lyric over the fast-moving strains of the Sonny Thompson ork. Wax has plenty of pop market potential.

(B) "YOUR LOVE KEEPS A-WORKING ON ME" (2:30) [Sonlo BMI—Thompson, Bridge] Here the lark goes it alone in a more familiar blues tradition. Side should attract a slew of Reed admirers.

MARGIE RAYBURN (Dot 16327)

(B) "MUD PIES" (2:20) [Landsdowne-Winston ASCAP—Schwimmer, Coe] Joining Dot after a three year stay at Liberty, the country-pop lark warbles a catchy, philosophical folkish number against a sprightly combo-chorus setting.

(B) "HELLO, MR. HEART-BREAK" (2:05) [Landsdowne-Winston ASCAP—Rayburn] A sad one about a gal who, with her man gone, has another expected visit from "Mr. Heartbreak."

RELIGIOUS

KELLY BROTHERS (Federal 12458) "I'm So Glad Today"/"I'll Be a Witness There Too"

LITTLE BARBARA ANN WARD (Revelation 143) "What Do You Think Of Jesus"/"By The Grace Of God"

DEWEY YOUNG & FLYING CLOUDS (Revelation 145) "Guide My Mind"/"He's Around"

CROSS JORDAN SINGERS (Revelation 142) "Sinner Man's Prayer/Precious Lord"

SENSATIONAL CANARIANS (Revelation 141) "Place Called Heaven"/"Who Wrote The Bible"

HIGHLIGHT GOSPEL SINGERS (Revelation 144) "Let's Talk About Jesus"/"The Bible Told Me So"

JAZZ

KENNY DORHAM & JACKIE McLEAN (Pacific Jazz PJX 338) "US"/"No Two People"

RON JEFFERSON (Pacific Jazz PJX-337) "Little One"/"Love Lifted Me"

CY TOUFF-RICHIE KAMUCA ORCHESTRA (Pacific Jazz X-339) "What Am I Here For"/"Keester Parade"

JAZZ CRUSADERS (Pacific Jazz X-340) "Sinnin' Sam"/"Tonight"

JOHN WRIGHT (Prestige 212) "Makin' Out—Parts 1 & 2"

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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 JOHNNY JINGO
<i>Hayley Mills (Vista 395)</i> | 12 JUST ANOTHER FOOL
<i>Curtis Lee (Dunes 2012)</i> | 23 STARDUST
<i>Frank Sinatra (Reprise 20059)</i> | 37 ALL YOU HAD TO DO
<i>Chris Montez (Monogram 500)</i> |
| 2 HERE IT COMES AGAIN
<i>Chantels (Carlton 569)</i> | 13 HELP ME
<i>Andy Williams (Columbia 42265)</i> | 24 ROLY POLY
<i>Joey Dee & Starlitters (Roulette 4408)</i> | 38 YOU LIED
<i>Joanie Taylor (Herald 568)</i> |
| 3 ALONG CAME LINDA
<i>Tommy Boyce (RCA Victor 7975)</i> | 14 NOW LET'S POPEYE/
CHECK MR. POPEYE
<i>Eddie Bo (Swan 4099)</i> | 25 ONE LOVE, ONE HEARTACHE/
CHAPEL BY THE SEA
<i>Billy Vaughn (Dot 16329)</i> | 39 UPTOWN
<i>Crystals (Philles 102)</i> |
| 4 GEE BABY
<i>Ben & Bea (Philips 40000)</i> | 15 I WANT TO LOVE YOU
<i>Renee Roberts (New Phoenix 6198)</i> | 26 "X-15 CONCERTO"
<i>Elliott Evans (Reprise 20039)</i> | 40 I WILL
<i>Vic Dana (Dalton 51)</i> |
| 5 WHAT AM I SUPPOSED TO DO
<i>Ann-Margret (RCA Victor 7986)</i> | 16 JAM (Part 1)
<i>Bobby Gregg & Friends (Cotton 1003)</i> | 27 TO LOVE SOMEONE
<i>Ral Donner (Gone 5125)</i> | 41 TO KNOW HIM IS TO LOVE HIM
<i>Nancy Sinatra (Reprise 20045)</i> |
| 6 DO YOU KNOW HOW TO TWIST
<i>Hank Ballard & Midnighters (King 5593)</i> | 17 DO THIS, DO THAT
<i>Little Nat (Kip 242)</i> | 28 MEMORIES OF MARIA
<i>Jerry Byrd (Monument 449)</i> | 42 HULLY GULLY CALLIN' TIME
<i>Jive Five (Beltone 2019)</i> |
| 7 FLYING BLUE ANGELS
<i>George, Johnny & Pilots (Coed 555)</i> | 18 IDA JANE
<i>Fats Domino (Imperial 5816)</i> | 29 I FOUND A LOVE
<i>Falcons (LuPine 1003)</i> | 43 ONE OF THE GUYS
<i>Vinnie Monte (Jubilee 5417)</i> |
| 8 YOU DON'T MISS YOUR WATER
<i>William Bell (Stax 116)</i> | 19 LOVE THEME FROM EL CID
<i>Billy Storm (Infinity 013)</i> | 30 TWISTIN' MATILDA
<i>Jimmy Soul (S.P.Q.R. 3300)</i> | 44 GONNA MISS YOU AROUND HERE
<i>B. B. King (Kent 372)</i> |
| 9 I'M ASKING FORGIVENESS
<i>C.L. & Pictures (Dunes 2010)</i> | 20 COLINDA
<i>Rod Bernard (Hall-Way 41902)</i> | 31 SUGARTIME TWIST
<i>McGuire Sisters (Coral 62305)</i> | 45 PARADISE COVE
<i>Surfmen (Titan 1723)</i>
<i>Martin Denny (Liberty 55246)</i> |
| 10 SHOUT (Part 1)
<i>Joey Dee & Starlitters (Roulette 4416)</i> | 21 MOTORCYCLE
<i>Tico & Triumphs (Amy 835)</i> | 32 OH JOHNNY
<i>Janie Grant (Caprice 113)</i> | 46 MEET ME AT THE TWISTIN' PLACE
<i>Johnny Morrisette (SAR 126)</i> |
| 11 SUMMERTIME
<i>Rick Nelson (Imperial 5805)</i> | 22 CINDERELLA
<i>Jack Ross (Dot 16333)</i> | 33 DR. FEEL-GOOD
<i>Dr. Feelgood & Interns (Okeh 7144)</i> | 47 DO THE SURFER'S STOMP
<i>Bruce Johnston (Donna 1357)</i> |
| | | 34 GUITAR BOOGIE SHUFFLE
TWIST
<i>Virtues (Sure 1733)</i> | 48 LOVE IS A SWINGIN' THING
<i>Shirelles (Scepter 1228)</i> |
| | | 35 SMILE/STREET OF PALMS
<i>Ferrante & Teicher (United Artists 406)</i> | 49 THE CRAWL (Part 2)
<i>Willie Mitchell (Hi 2044)</i> |
| | | 36 GINNY IN THE MIRROR/
I WON'T BE THERE
<i>Del Shannon (Bigtop 3098)</i> | 50 SHAKE, SHAKE, SHERRY
<i>Edsels (Capitol 4675)</i> |

THE GREATEST INSTRUMENTAL OF THE YEAR!

MR. ACKER BILK

STRANGER ON THE SHORE

6217



A T C O R E C O R D S

1841 B'way, New York, N. Y.

The BIG, BIG, LOVE BALLAD of '62'

YOU ARE MINE

FRANKIE AVALON

C-1107
B/W
PONCHINELLO

Produced by DON COSTA



**ALREADY
BROKE WIDE
OPEN IN
NEW YORK AND
PHILA.**

**SOLD OVER
50,000
IN ONLY
ONE WEEK**

BEAUTIFUL FULL-COLOR SLEEVE AVAILABLE

STOCK UP NOW!!!

THREE GREAT AVALON ACTION ALBUMS!!!



CHL-5025 ITALIANO



CHL-5022 AND NOW ABOUT MR. AVALON



VERBS WHY BERRY SOX TO STOCKINGS
DE DE DONAH DON'T THROW AWAY ALL THOSE TEARDROPS
GINGERBREAD TOGETHERNESS WHERE ARE YOU
TUXEDO JUNCTION DON'T LET LOVE PASS ME BY TWO FOOLS
ALL OF EVERYTHING TALK, TALK, TALK A PERFECT LOVE
CALL ME ANYTIME JUST ASK YOUR HEART I'LL WAIT FOR YOU

CHL-5018 A WHOLE LOTTA FRANKIE

**...STRONG,
SOLID SALES
...A MUST
FOR EVERY
DEALER**



DIST. BY ABC PARAMOUNT RECORDS, INC.

Radio Active Chart— How It Operates

In an effort to keep all facets of the record industry informed about activity in every area of the business, Cash Box last month introduced a new feature called "The Radio Active Chart," a feature designed to indicate which new records key radio stations in every important market throughout the country have added to their play list during the preceding week.

In order to fully appreciate the weekly findings of the "Radio Active" survey, we will offer an explanation column for the next few weeks so that our readers can clearly understand how the results are derived and the method used in reporting them.

The list is, in essence, a simple compilation based on information submitted to us each week by program directors of key radio stations in every important record market throughout the country.

Every week, each key station's program director informs us of all the new records his station is planning to play during the coming week. Each station may list as many new titles as it is adding each week to its play list, whether it be just two or forty titles. Each station is given equal weight in the survey and the results are reported in percentages.

For example, if half of the stations reporting in one week's survey list a hypothetical song "I Have Dreamed" by John Smith, then the song will be given 50% in the column titled "% OF STATION ADDING TITLES TO PROG. SCHED. THIS WEEK." If Smith happens to be the hottest artist in the country and one might expect him to have 100% acceptance in the first week, some consideration must be given to the fact that a record sent to stations from the east coast takes a bit longer to reach stations on the west coast. And a station reporting to us may not yet have received his pressing of the Smith record when he submitted his report to us. In this case, however, chances are the following week's report will make up for the time lag. If in the second week another 40% of the stations list the Smith record (a second listing of the Smith record by a station which listed him in the preceding week is not used again) then Smith's disk is listed in the 40% spot. To keep the reader aware of the record's action during preceding weeks, in the column on the right, "TOTAL % OF STATION TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE," Smith's record will show a 90% figure—50% from last week and 40% from this week, making the 90% total. Some records may add a few stations at a time over a period of months. This action will be indicated as the record progresses.

For a song to be listed in large type on the chart, it must receive more than ten percent acceptance in a one week period. A song will be carried in this section as long as it adds 10% or more of the stations each week.

Other titles showing less than 10% acceptance but more than 5% in any week will be listed in smaller type at the foot of the chart and will be posted there as long as they fall into this bracket. Should they exceed 10% in the next week, they will then be posted in the bold face section and their previous week's percentage will be noted on the right. A song will fall off the chart as soon as it gets less than 5% of the stations in the new week's tally.

All stations used are key radio stations and each area in the survey is a key record market. The list of stations were compiled with the cooperation of a large number of important regional and national promotion men throughout the country who listed three stations in order of strength in each of the markets they considered most important to pop records. In almost every case, the leading station in an area agreed to offer its assistance in the "Radio Active" survey. Every major record market is covered in our survey.



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.

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
62%	Good Luck Charm	Elvis Presley	RCA Victor	62%
41%	Johnny Jingo	Hayley Mills	Vista	55%
33%	All This For Sally	Mark Dinning	MGM	33%
26%	I Will	Vic Dana	Dolton	40%
22%	Uptown	Crystals	Philles	30%
20%	Big Draft Medley	Four Preps	Capitol	20%
20%	Alvin Twist	David Seville & Chipmunks	Liberty	46%
20%	Lover Come Back	Doris Day	Columbia	20%
19%	Anything That's Part Of You	Elvis Presley	RCA Victor	19%
18%	Jam (Pt. 1)	Bobby Gregg	Cotton	18%
16%	She Cried	Jay & Americans	UA	31%
16%	To Love Someone	Ral Donner	Gone	16%
14%	Amor	Roger Williams	Kapp	35%
14%	Shout Shout	Ernie Maresca	Seville	27%
13%	Ginny In The Mirror	Del Shannon	Big Top	36%
13%	Popeye Stroll	Mar-Keys	Stax	13%
13%	Soldier Boy	Shirelles	Scepter	13%
13%	Love Is A Swingin' Thing	Shirelles	Scepter	13%
12%	Shout (Pt. 1)	Joey Dee	Roulette	12%
12%	The One Who Really Loves You	Mary Wells	Motown	12%
12%	Cinderella	Jack Ross	Dot	12%
12%	Patricia Twist	Perez Prado	RCA Victor	12%
11%	You Talk About Love	Barbara George	AFO	11%
11%	Two Of A Kind	Sue Thompson	Hickory	11%
10%	Young World	Ricky Nelson	Imperial	86%
10%	Sugartime Twist	McGuire Sisters	Coral	41%
10%	Bie Mir Bist Du Schoen	Frank Slay	Swan	27%
10%	If A Woman Answers	Leroy Van Dyke	Mercury	36%
10%	Tell Me	Dick & Deedee	Liberty	21%
10%	The Truth About Youth	Annette	Vista	36%
10%	Dear One	Larry Finnegan	Old Town	49%
10%	Buttons & Bows	Browns	RCA Victor	31%
10%	Walk On The Wild Side	Brook Benton	Mercury	20%
10%	Stranger On The Shore	Acker Bilk	Atco	18%
10%	Auf Wiedersehen Marlene	Bob Moore	Monument	10%
10%	Stardust	Frank Sinatra	Reprise	10%
10%	Hully Gully Callin' Time	Jive Five	Beltone	10%

LESS THAN 10% BUT MORE THAN 5%

Moon Pilot Melady
Camarata (Vista)

Runaway
Lawrence Welk (Dat)

Let Me Love You
Buddy Greco (Epic)

La De Dah
Jerry Jackson (Kapp)

Farever My Love
Jane Margan (Kapp)

One Of The Guys
Vinnie Mante (Jubilee)

Walkin'
Jerry McGee (Reprise)

You Take The Table
Claude Gray (Mercury)

The Right Thing To Say
Nat King Cole (Capitol)

Another
Teresa Brewer (Coral)

Ridin' Haad
Coasters (Atco)

You Better Move On
Arthur Alexander (Dat)

Love Letters
Ketty Lester (Era)

Gee Baby
Ben & Bea (Philips)

She Can't Find Her Keys
Paul Peterson (Calpix)

Mashed Potato Time
Dee Dee Sharp (Camea)

Patti-Ann
Jahnnny Crawford (Del Fi)

Our Anniversary
Shep & Limelites (Hull)

Saul Twist
King Curtis (Enjoy)

Nut Rocker
B. Bumble (Rendezvous)

BOUNCY **BIG** **SINGLE**



45 RPM

RCA VICTOR
47-8004



Caterina

**PERRY
COMO**

The Island
of
Forgotten
Lovers

#8004 His first single of '62... a lilting, light-hearted melody with "hit" all over it! Backed by a catchy ballad, "Island of Forgotten Lovers." For instant action, order now... order big!

RCA VICTOR 
THE MOST TRUSTED NAME IN SOUND

ANOTHER BIG WINNER FROM...

The Coasters RIDIN' HOOD

b/w
TEACH ME HOW TO SHIMMY
6219

A BIG VOICE... A BIG RECORD!

Jimmy Ricks AND THE RAVES HOMESICK

b/w
DADDY ROLLIN' STONE
6220



ATCO
RECORDS
1841 Broadway, New York 23 N Y



JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

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

BABY, IT'S COLD OUTSIDE
Ray Charles & Betty Carter
(ABC Paramount 10298)

RIDIN' HOOD
Coasters (Atco 6219)

BREEZE AND I & PETER GUNN
Maximilian (Bigtop 3095)

GINNY IN THE MIRROR
Del Shannon (Bigtop 3098)

MIDNIGHT SPECIAL
Jimmy Smith (Blue Note 1819)

THE RIGHT THING TO SAY
Nat "King" Cole (Capitol 4714)

SHAKE, SHAKE, SHERRY
Edsels (Capitol 4675)

FLYING BLUE ANGELS
George Johnny & Pilots (Coed 555)

SUGAR BLUES
Don Costa (Columbia 42307)

TAKE FIVE
Carmen McRae (Columbia 42292)

MITCH MILLER PACK (5 singles)
(Columbia MM 1&2)

ORGAN PACK (5 singles)
Ken Griffin
(Columbia KG 1 & 2)

HONKY TONK ANGELS
Kitty Kallen (Columbia 42247)

SHOULD I SURRENDER
Doris Day (Columbia 42260)

JAZZ PACK (5 singles)
Various Artists
(Columbia HIP 1 & 2)

ANOTHER
Teresa Brewer (Coral 62306)

ONE LOVE, ONE HEARTACHE
Billy Vaughn (Dot 16329)

JUST ANOTHER FOOL
Curtis Lee (Dunes 2012)

I'M GLAD THERE IS YOU
Gloria Lynne (Everest 19431)

ARCHIE'S MELODY
By Liners (Felsted 8631)

OPERATORS' SPECIAL (5 Singles)
Seymour & His Magic Trumpet
(Heartbeat)

DO YOU KNOW HOW TO TWIST
Hank Ballard & Midnighters (King 5593)

TWIST, TWIST SENORA
U.S. Bonds (Legrand 101)

THIRD WINDOW FROM THE RIGHT
Dean Barlow (Lescay 3004)

YES, WE HAVE NO BANANAS
Anthony Newley (London 9512)

I WANT TO LOVE YOU
Renee Roberts (New Phoenix 6198)

PATRICIA TWIST
Perez Prado (RCA Victor 8006)

TEARS BROKE OUT ON ME
Eddy Arnold (RCA Victor)

STARDUST
Frank Sinatra (Reprise 20,059)

TWIST ITALIANO
Lou Monte (Reprise 20,044)

I REMEMBER TOMMY (5 Singles)
Frank Sinatra Pack (Reprise PP-1)

ONE MINT JULEP
Sarah Vaughn & Quincy Jones (Roulette 4413)

**NOW LET'S POPEYE/
CHECK MR. POPEYE**
Eddie Bo (Swan 4099)

STREET OF PALMS/SMILE
Ferrante & Teicher (UA 406)

ISLE OF SIRENS
Jerry Butler (Vee Jay 426)

JOHNNY JINGO
Hayley Mills (Vista 395)

THE TRUTH ABOUT YOUTH
Annette (Vista 394)

NEW ADDITIONS to TOP 100

36—**GOOD LUCK CHARM**
Elvis Presley (RCA Victor 7992)

86—**TWO OF A KIND**
Sue Thompson (Hickory 1166)

87—**SOLDIER BOY**
Shirelles (Scepter 1228)

88—**STRANGER ON THE SHORE**
Mr. Acker Bilk (Atco 6217)

91—**THE ONE WHO REALLY LOVES
YOU**
Mary Wells (Motown 1024)

93—**ANNIE GET YOUR YO-YO**
Little Jr. Parker (Duke 345)

94—**ANYTHING THAT'S PART OF YOU**
Elvis Presley (RCA Victor 7992)

95—**TELL ME**
Dick & Deedee (Liberty 55412)

96—**SHE CRIED**
Jay & Americans (United Artists 415)

97—**SHOUT, SHOUT (Knock
Yourself Out)**
Ernie Maresca (Seville 117)

99—**PLAY THE THING**
Marlowe Morris Quintet (Columbia 42218)

100—**QUARTER TO FOUR STOMP**
Stompers (Landa 684)

100—**THE BIG DRAFT**
Four Preps (Capitol 4716)

100—**DUCHESS OF EARL**
Pearlettes (Vee Jay 435)



Now hear this...

"ALL OF THIS FOR SALLY"

b/w
"THE PICKUP"
Mark Dinning
K 13061

Frankie Ford

"They Said It Couldn't Be Done"

Imperial #5819



Two great sides!

"THE PRISONER'S SONG"

and
"THEM THERE EYES"

Adam Wade

Coed 566

Redd Foxx at Jazzville, U.S.A.

Redd Foxx #820

Laff of the Party, Vol. 9

Billy Allyn #824

The Whole Hattie Noel

Hattie Noel #823

DOOTO

REG. U.S. PAT. OFF.



"YOU ARE LIKE THE WIND"

DEE CLARK

Vee Jay #428



1449 S. MICHIGAN AVE
CHICAGO 16, ILL.

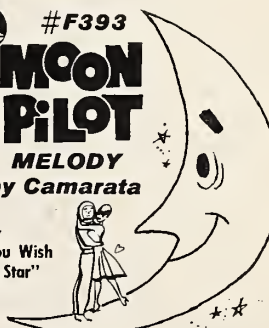


#F393

MOON PILOT MELODY

by Camarata

b/w
"When You Wish
Upon A Star"



BREAKING BIG!

"WALKING CANE"

Billy Duke

20th Fox 296
1721 Broadway, N.Y. 19.

Mills HIT REMINDERS

Imported from France!

"FLAMENCO GUITAR

Don Costa—Columbia

Jean-Michel DeFaye—Philips

Sinatra versus "Stardust"

the verse of

"STARDUST"

Frank Sinatra—Reprise

MILLS MUSIC
1619 B'way, N. Y. 19

ALBUM PLANS

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

ABC-PARAMOUNT

All ABC-Paramount, Impulse and Westminster LP's are available at a 12% discount. Expires: March 31.

CONCERT-DISC

Complete catalog including new releases by Red Nichols and Frank Hamilton offered on a one-free-for-every-five-purchased basis. Label's "Success In Life" series and The Businessman's Record Club series available at additional 10% discount. No termination date has been set.

DECCA

The entire Decca, Coral and Brunswick catalogs are available under an incentive plan, details of which are available from local Decca distributors. No termination date has been set.

KAPP

10% discount on the entire catalog, including the Medallion series, with dating to qualified dealers. Expires: Mar. 15.

LIBERTY

Deal on all Julie London & Martin Denny LP's: 10% discount, 100% exchange privilege, with merchandise exchangeable any time after July 1, 1962. Half payments in April and May. Expires: March 23.

MERCURY

"David Carroll Month Plus 2"—Dealer gets one free additional LP for every six purchased in the Carroll catalog. All purchases made under the Carroll plan are 100% exchangeable, permissible between June 1-15, 1962. A 99¢ Carroll sampler is not included in the deal.

For every 9 of the 14 new albums for March purchased, the dealer may select 1 additional LP at no charge. 10% exchange privilege. Expires: April 15.

MGM

10% discount on all LP's, excluding Connie Francis product (see below). Expires March 31. "Connie Francis Month"—The star's LP's are being offered on a 1-free-for-every-4 purchased during March.

MONITOR

5 LP's—4 classical, 1 pop, are available to distributors for \$1 to retail at \$1.98. No expiration date has been set.

PHILIPS

12 LP's free with the purchase of 100. Deferred payment plan with payments set for March 1, April 1 and May 1. LP's 100% exchangeable during the first 15 days of May. Expires: March 20.

RCA VICTOR

"Once-A-Year-Discount Days"—The label's entire LP catalog is available at special discounts to consumers. Contact local distributor for details. Expires: April 15.

RIVERSIDE

The label plus its affiliates, Jazzland, Washington and Offbeat, are making their catalogs available on a buy-10-get-2-free basis during Jan.-Feb. 100% exchange policy; deferred billing.

SMASH

Label's first LP product, 6 albums, is available on a buy-7-get-1-free basis. No termination date has been set.

TAMLA-MOTOWN

The entire Tamla-Motown catalog is available on a buy-6-get-1-free basis. Expires: March 15.

VERVE

1-free-for-every-5-purchased on 8 new LP's for March. Expires: March 31.

YESUVIUS

The label, dealing mostly in Italian recordings, is making its Series 1300 catalog available on a buy-5-get-1-free basis. No termination date has been set.

Top Mercury Stereo LP Distrib



CHICAGO—Bill Caldwell, second from left, is congratulated by Mercury Records topper, Irving B. Green, for his Oklahoma Record & Supply, Oklahoma City, being named top 1961 Mercury Distributor of stereo albums. At left is Kenny Myers, Mercury sales manager; center is Hal Dorn and on the right is Dave Forsythe, both of the Oklahoma City Distributorships.

CANADIAN AMERICAN

Nicki North

MAGIC EYES

CA 136

RECORDS, Ltd.

150 West 55th Street New York

The Greatest!

MARY WELLS

"THE ONE WHO REALLY LOVES YOU"

Motown 1024

Motown Records

AMERICA AWAITS

the ballad of

"JOHN GLENN"

by

HUEY LONG

Fidelity 5-4055



Full Pictorial Jacket

FREE Simulated Gold
ASTRONAUT Rings furnished
distributors to be given away with each record

FIDELITY RECORDS, INC.

P. O. Box 1411 Wichita Falls, Texas

Ph. 692-0891

NEW YORK:

George Scheck, personal mgr. of MGM's smash-maker, Connie Francis, sends along word that the location for the filming of "I'll Follow The Boys," has been switched from New England to England and southern France to incorporate European tourist influx into the script and to help the lark keep prior commitments for a European concert tour. Prior to her departure, Connie'll appear at the Eden Roc in Miami, come 3/27. . . . Epic topper Len Levy expecting a pair of smashes in Tony Orlando's latest, "I'll Never Find Another You" (culled from his "Bless You" LP) and the Redwoods' newest, "Please Mr. Scientist." . . . Atlantic execs honored Nicole and Eddie Barclay with a twistin' party at the diskery's studios, 3/6. . . . Valmor's Cathy Jean & The Roomates are teamed up once again for their newest session, "Please Tell Me." Lark's currently on a mid-west east coast p.a. and TV trek in behalf of the lid. . . . Coral thrush Thelma Carpenter currently mesmerizing patrons during her month's stay at the new Greenwich Village nitery, The Blackjack. . . . Over at Brunswick the hot news centers around the Jackie Wilson-Linda Hopkins' duet, "There's Nothing Like Love" and "I Found Love."

Ohio, and heading for a prolonged engagement on the west coast, are also taking time out to promote their new release, "Tra La La La La."

Carlton prexy Joe Carlton excitedly notes that the Chantels' "Here It Comes Again" is a breakout deck in Philly, Boston, Frisco and on the move all across the country. . . . Congrats this week go out to Edwina & Sid Prosen, on the birth of Jeffrey Edward; to the Julie (MGM) Riffkinds on the birth of Steven Jeffrey; to Carole King & Jerry Goffin on the birth of Sherry Marlene; and to Danny Stradella on the 17th Ann'y. of his famed Hide-A-Way. . . . NBC has commissioned composer-arranger-conductor (and harmonica virtuoso) Eddie Manson, who currently has a "Great Eddie Manson" LP on 20th-Fox, to write the score for the upcoming spec, "U.S. 1, American Profile." . . . Danny Crystal flipping over initial reaction to the Doris Day-Andre Previn package, "Duet." . . . Abby Steinberg notes that correct pubbery credits on Elvis Presley's new Victor entry, "Good Luck Charm," belong to Arch Music ASCAP. . . . Elmer Dade, of B&D Records, tells us that he has set Tommy Fisher, whose newest is "Audrey," for a 3/16 "T.J." waxhop. . . . Pinkard pubbery prexy, Maceo Pinkard, being

trib the line) brass. Prime topic is the "Walk On The Wild Side" LP. . . . Emmy Ora quite excited with the action on her Chelsea release, "Some Of These Days." . . . Ben Arrigo up and down the upper east coast—working on Enrico's "Marie, Marie" Laurie stand. . . . Epic's actor-singer George Maharis announced that his (and his mgr. Mimi Weber) Geomi Prod. has acquired 2 original film properties. Here's hoping for a speedy recovery for Mimi, who just entered Mt. Sinai Hospital for minor surgery.

CHICAGO:

Ace promo team Barney Fields and Erwin Barg, who recently joined forces to establish their own freelance record promotion and publicity firm here, are kicking off their new partnership with a couple of surefire sellers in singles "Twistin Linda" by Jimmy Ty (Bella) and "Singapore Sling" by T. Parker Gibbs (Felsted). . . . Vee-Jay's a&r director Calvin Carter is expecting peak sales performances from hot new releases "You Are Like The Wind" b/w "Drums In My Heart" by Dee Clark and "Colinda b/w "Who's Gonna Rock My Baby" by Rod Bernard (Hall-Way). . . . Local thrush Joyce Davis, in the national spotlight with her UA outing

week and all excited about the label's tremendous line of new releases. . . . Sutherland owner and Vee-Jay topper E. Abner completed negotiations with the Al Grey-Billy Mitchell Sextet for a series of twenty-two dates in 1962 at the southside nitery. . . . Hot new entries from the RCA-Victor stable, according to Stan Pat, includes Perry Como's "Caterina" on which he's backed by his TV cohorts the Ray Charles Singers and Mitchell Ayres ork (deck'll be premiered on Perry's 3/7 TV'er); "Experiment In Terror," from the Columbia flicker of the same name, waxed by Henry Mancini and ork; and "(The Legend Of) Brown Mountain Light" by Sonny James. . . . Out at Record Dist., Tony Galgano and Rube Lawrence are reporting plenty of sales action on Bobby Christian's "Strings For A Space Age" LP (AF) and Paul Gallis' "Boogie Twist" single (Heartbeat). . . . Erroll Garner, out with "Close Up In Swing" LP (ABC), does a one-nighter at the Opera House 3/10.

Canadian-American's Bernie Lawrence, covering the local circuit with newly signed artist Jennie Smith and her label bow "It's Murder For Roberta" b/w "Your First Broken Heart" and loudly praising The Belmonts' "I Confess" b/w "Hombre" and "Magic Eyes" by Nicky North &



CONNIE FRANCIS



JEFF LOW



TONY ORLANDO



SKIP CUNNINGHAM



SHANI WALLIS



TOMMY FISHER

Reprise's Ernie Farrell long-distancing from L.A. that the label has hot items in Elliott Evans' "X-15 Concerto," Jerry McGee's "Walkin'" and Dean Martin's label bow, "Tik-A-Tee, Tik-A-Tay." Fenway distribs' now handling the line in the Pittsburgh mart. . . . Columbia's multi-talented Oscar Brown, Jr. to headline a 2-week stint at the Blue Angel, starting 3/15. . . . Cosnat's sales-gal Evelyn Cornell sez that the Drifters are red-hot with their "When My Little Girl Is Smiling" single and "Save The Last Dance For Me" Atlantic LP. Solid newcomers include Joanie Taylor's "You Lied" (Herald) and the Falcons' "I Found A Love" (Nu-Pine). . . . George Brown, mgr. of Lou Monte, informs that Lou and his family left, last week, for Italy. While there, he'll be doing dates in Rome and Milan. . . . Jude's Tony Lawrence, who currently has "A Million Words" and "I Need Somebody," will be doing a host of east coast radio and TV dates in the coming weeks.

Smash's Charlie Fach telegrams from the "Windy City" that Jack Cook's "Run Boy Run" (on the Smash-distributed Ramco label) is selling in hit proportions in the Minneapolis and L.A. areas. . . . Brook Benton, whose latest Mercury click is the title-tune sound-track'er, "Walk On The Wild Side," currently reading movie role scripts. Artist opens a Vegas engagement, at the Sahara, on the 15th—for 3 weeks. . . . This week's Bobby Rydell-Frankie Day postcard bears the Copenhagen postmark. . . . Roulette's Joey "Hey, Let's Twist Dee" & his Starlites recently awarded 'Best Small Combo of '61' by Dick Clark's American Bandstand. . . . Imperial's Fi-Dells making the N. Y. deejay rounds with their new duo, "Don't Let Me Love You" and "What Is Love." . . . Sue's Ike & Tina Turner, currently working in Dayton,

saluted by N. Y. radio on his 40th year with ASCAP.

Singer-dancer Skip Cunningham, who taped a "PM" segment for TV viewing on 3/9, has been signed by Kapp Records. Artist joins Gary Crosby, Claudia McNeil, Benny Benjamin and Sol Marcus in a song tribute to Benny & Sol's greats. Syracuse honor student Jeff Low, who graduates in January of '63, has just inked a wax pact with Eddie Heller's new Tribute diskery. Debut tags are "Won't You Return" and "He Gives." Both Skip and Jeff are in Beverly Shecter's MB Talent mgmt. fold and both are handled by Morse-Gurtman for PR. . . . Publicity gal Joyce Becker items: that Mercury's Tina Robin's in a 3-week Juarez, Mexico stand; that Liberty's Johnnie Ray follows Tina there; that Capitol's Kenny Miller heads for Hollywood after a 2-week stint at the Crystal Room with his twist band; that Barbara Evans has a hot sales item in her Pioneer deck, "The Pretty One," and that Diamond topper Joe Kolsky's on a mid-west deejay promo jaunt in behalf of the Jordan & Wayne slice, "Find A Little Happiness." . . . Budd Hellowell dropped by to plug the Bob Di'Neir Tops LP, "A Star Is Born." All tunes in the set being penned by Steve Allen. . . . Clown's Sam Pruitt writes that Jimmy Castor & his Quintet close 4 weeks at Sylvia's Blue Morocco in the Bronx and head out on an east coast wax hop tour for their label bow, "The American Twist."

Mercury's Ernestine Anderson, notes Ida Maletz, did a coast wax session with Quincy Jones. . . . Milton Karle up to tell us 'bout the Persian (at the Plaza) Room's next attraction, Shani Wallis—starting 3/28. The English thrush records for the Philips label. . . . Choreo's Jackie Mills in town to confer with MGM (they dis-

"Moments," opened at the Tivoli Theater 3/2. . . . Concert violinist Isaac Stern, appearing with the Chicago Symphony Orchestra, was feted by Columbia Records local reps at a cocktail party in the Maison LaFite 3/2.

Some glowing reports from the Peoria-Milwaukee area, received by Dot's Ralph Cox, indicate another smash a la "Happy Jose" for Jack Ross with his follow-up outing "Cinderella." In fact, action prompted deejays Bob Edwards (WPEO-Peoria) and Jim Stagg (WOKY-Milwaukee) to initiate contests in connection with the deck. . . . Potential winners out of J. H. Martin Dist., according to Bob Spendlove, include "Headin' Home" by Orchestra Del Oro (Sonodor), "Shout Shout" by Ernie Maresca (Seville) and "Twistin Matilda" by Jimmy Soul (SPRQ). . . . Folk singer Joan Baez, on the album chart with Vanguard package "Joan Baez Vol. II," and the Greenbriar Boys are set for a one-nighter at Orchestra Hall 3/17. . . . Ben Wood (Midwest Mercury) has been brushing up on his history in preparation for an upcoming tour of Civil War Round Table groups, colleges and high schools, in conjunction with Mercury's widely acclaimed Civil War package "Fort Sumter To Gettysburg." Mercury has prepared a film clip and stereo narrative for viewing at the various stops. . . . In a more popular vein, the label is hotter than ever with blockbusters "Lover Please" by Clyde McPhatter, "If A Woman Answers" by Leroy Van Dyke and "You're Nobody Till Somebody Loves You" by Damita Jo. Latter deck was showcased recently on the Ed Sullivan TV'er. . . . Brian Hyland will be doing his current ABC-Paramount click "Ginny Come Lately" at the local hops 3/10.

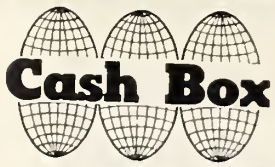
Westminster's midwest sales manager Marty Goldstein, in town last

the Citations. . . . Ed Yalowitz (Garmisa) is expecting the usual speedy chart rise with Ray Charles' latest doubleheader "Hide Nor Hair" b/w "At The Club" (ABC). . . . "A Night With George Gershwin," featuring Rhonda Fleming, Earl Wrightson, Skitch Henderson, Ray Charles Singers and Saverio Saridis, has been booked into McCormick Place's Arie Crown Theater 3/27-4/1. . . . Excellent sales reports from United Record Dist. on The Shirelles' newie "Soldier Boy" (Scepter) and Bobby Bland's two-sider "Jelly Jelly Jelly" b/w "Ain't That Loving You" (Duke). . . . Promo man Harvey Goldstein (M. S. Dist.) info's he's received very favorable reaction around town to recent releases "I Will" by Vic Dana (Dolton), "Two Of A Kind" by Sue Thompson, following her "Norman" smash, and "Space Man" by Nicky Roberts (Cinema). Latter deck is also kicking up in Milwaukee. Incidentally, a good portion of the M.S. staff attended the recent nuptials in Omaha of their former co-worker Kappa's Phil Skaff. . . . Duke Ellington brings his orchestra into the Regal Theater 3/9 for a week.

HOLLYWOOD:

Saverio Saridis signed for a coast-to-coast tour with the "A Night With Gershwin" concert. Saridis moves into the tour following an extended engagement at New York's Plaza Hotel & an appearance on the Ed Sullivan Show. . . . Pete Fountain, Jazz clarinet virtuoso, to headline "Jazz at the Pacific" at Santa Monica's Civic Auditorium, on 3/17. While in Hollywood, Fountain will cut two LP's for Coral.

Pye Records of Australia will release Al Anthony's ALA platter hit, "The Seventh Day," to the Australian market. . . . Tony Brent is recording a new ballad, "That's The Way Love Goes," by Kent Wyatt, for Brentaine Productions. . . . Composer-arranger



RECORD RAMBLINGS

Bob Thompson has written special music & lyrics to be used as verses, for four standards recorded by Judy Garland for two Capitol albums. . . . The Blue Jays, with a new Milestone Records' release, "Let's Make Love," distributed through CIRCA. . . . Disc jockey Roger Carroll was emcee for Peter Nero's first west coast appearance, at the Pasadena Civic Auditorium, 3/3.

Composer Bob Chandler and Bill Landau have joined the staff of Daywin and Artists Music Companies. Pair's initial collaboration, "That's All It Takes," waxed by Carol Connors and released by Columbia Records. . . . Ann Hathaway currently appearing at the King's Supper Club in Santa Barbara. . . . Dot recording star Keely Smith, has an offer from England to do ten TV Spectaculars this summer. . . . "Gonna Miss You Around Here" on Kent, by B. B. King getting strong sales action. . . . The show, "Disk Jockeys Bowl Over Heart Disease," was televised live over KTTV, as ten radio personalities earned fifty cents a pin, for the Los Angeles County & Bud Baker Memorial Heart Funds.

Jimmy McHugh will be acquiring property on So. Vine St. in Hollywood where he intends to house his pub-



EDDY MANSON



BOB DINIER



PETE FOUNTAIN

lishing company. . . . "Jazz from the Penthouse," a new weekly half-hour jazz program to be broadcast live & direct from the Seattle nightspot, starting 3/7 on KING-FM. . . . Bobby Rydell rings the bell with a new release on Venise Records, sides are, "Happy, Happy" and "Fatty, Fatty." . . . Glen Campbell, Crest Records new disk star clicking with "Miracle of Love" b/w "Once More." . . . Max Feitrag of Limax Distr. reports, "The Town I Live In" by McKinley Mitchell, off to a smash hit in So. Calif. . . . Henri Rose and Bobby Stevenson have returned to the Lady Luck Lounge at the Desert Inn, Las Vegas.

HERE AND THERE:

PHILADELPHIA—Humming with Warner Bros., at David Rosen distrib., notes Ronnie Singer, are Cathy Carroll's "The Young Ones" and Helen LaCroix's "Dear Abby." With Kapp, accordin' to Bill Mulhern, it's Goochie Rene's "Look At Your Girl." Jerry Jackson's "La Dee Dah" and the Pete King Chorale's "Care For Me," ABC's man, Matty "The Humdinger" Singer it's Sonny Gianoumi's "Last Blast Of The Blasted Bugler" and (on Chancellor) Frankie Avalon's "You Are Mine" and Russ Faith's "Theme For Jacqueline" (a re-release). Richie "The Filipino" Salvador adds a pair of sales-sizzlers in the Vibrations' "The New Hully Gully" (Checker) and Jerry McGee's "Walkin'" (Reprise). . . . Hot items with Columbia's Ted Kelleam are Johnny Mathis' "Sweet Thursday," Anita Bryant's "Step By Step" (she was set for the 3.8 Dick Clark'er), Kitty Kallen's "Honky Tonk Angel" and 2 newies, "Little White Sneakers" by Buzz & Al and "How Does The Wine Taste" by Carmen McRae from "We Take The Town."

Saul Lampert types that he's getting tremendous reaction to Ronnie & the Hi-Lites' "I Wish That We Were Married" (Joy), Neil Sedaka's "Oh Delilah" (Pyramid), the Blue Belles' "I Sold My Heart To The Junkman" (Newton), the Raging Storms' "May I Have This Dance" (Warwick) and the Senors' "May I Have This Dance" (Sue). . . . Creating a sales-fire with Marnel's Larry Cohen are Jay & the Americans' "She Cried" (UA), the Chantels' "Here It Comes Again" (Carlton), Al Casey's "Cookin'" (Stacy), Rick Nelson's "Young World" (Imperial), Dr. Feelgood & the Ben Caseyites' "Dr. Feelgood" (Okeh) and Big Bo & the Arrows' "Big Bo Twist" (Duchess).

Frank J. Dingatore items that Steve Gibson & the Red Caps (formerly with ABC) have signed a Mercury wax pact with their debut release being, the "Blueberry Hill" LP—waxed at Hollywood's New Faces Club. . . . Bob Heller's breakout lid this week is Jimmy Wilde's "Crazy Eyes." In the pick-hit dept. it's "Blind Date" by the Dynamics on Liban while Jeb Stuart's "I Betcha Gonna Like" (Phillips) is garnering loads of attention. . . . The buzz from Mainline's Buzz Curtis concerns Dee Clark's "You Are Like The Wind" (VJ), Russell Byrd's "Little Bug"

(Wand), the Jive Five's "Hully Gully Calling Time" (Beltone), Delores Ware's "Falling In Love" (Sharon) and the Shirelles' "Baby It's You" (Scepter LP). . . . Big new releases with Cambridge's Don Wright include Barbara George's "You Talk About Love" (AFO), Ral Donner's "To Love Someone" (Gone), James Ray's "Itty Bitty Pieces" (Caprice), Timmy Brown's "Gabba Gabba" (Marashel) and the Dubs' "Now That We Broke Up" (End). . . . Records heading for the top, according to Fran Murphy, of Ed Barsky's outfit, are Conway Twitty's "Portrait Of A Fool," Hoagy Lands' "Goodnight Irene," Jay Lewis' "Love Is Real," Martin Denny's "Paradise Cove" and the Neighbors' "Biggest Ride Since Paul Revere." Liberty's Si Zenter in town for a pair of local p.a.'s. . . . Indie promo specialist Ed Cotlar working away on Sue Thompson's "Two Of A Kind" (Hickory), Bob Braun's "Till Death Do Us Part" (Decca), Mark Dinings' "All Of This For Sally" (MGM) and Jimmy Ty's "Twistin' Linda" (Bella).

DETROIT—Fortune Records' Dev Brown excitedly letters that the diskery has a smasher in Nathaniel Mayer & the Fabulous Twilights' "Village Of Love" and that the long-running click, "The Wind"—by Nolan Strong & the Diablos—is starting to step out again, especially so in N.Y.C. . . . Word from Biegel: Kaplan's Sammy Kaplan has it that Roulette's Morris Levy has appointed the firm to handle promo in the area on the label's products which currently includes Joey Dee's "Hey! Let's Twist," Jimmy Anthony's "The Slow Twist" and Sarah Vaughan's "One Mint Julep."

Headed for Chartsville!

"SUGARTIME TWIST"

The McGuire Sisters

Coral #62305

"VIOLETTA"

RAY ADAMS

LAURIE-3118

Brand new LP!

"DIXIE TWIST"

King Curtis

Tru-Sound 15009

R&B DJ's SEND for copies:

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DUmont 4-6900

Brand new and already on the move!

"ONE DOLLAR DOWN"

Bill Courtney

Versatile 109

Headed for Hitsville!

"A WOMAN IS A MAN'S BEST FRIEND"

Teddy

and the Twilights

Swan 4102



IN THE WINNER'S CIRCLE

Ramsey Kearney

KEEP YOUR LOVE

FOR ME

HICKORY 1162

"I WANT TO LOVE YOU"



Renee Roberts

"I WANT TO LOVE YOU"

#6198

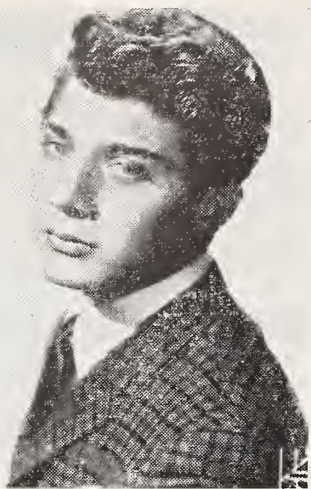
NEW PHOENIX RECORDS

Hartland, Wisconsin



BIOS FOR DEEJAYS

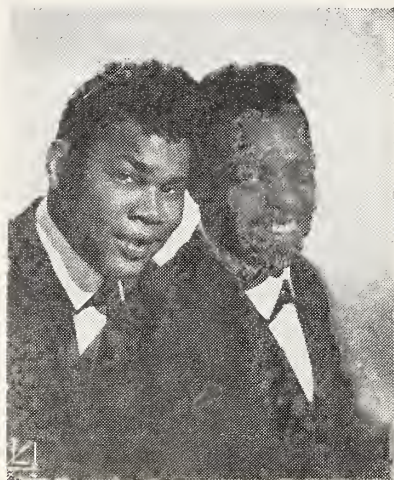
Paul Anka



In 1960, when Paul Anka turned 18 and was of legal age to appear in nightclubs, an exciting and most important new phase of his young but sensational career was launched. Debuting his act at Las Vegas' Sahara to tumultuous acclaim, he moved on to New York's Copa and came away with a record-breaking engagement. Dates in a Miami Beach hotel and other famed niteries are now permanent stops in his constant travels.

Born on July 30, 1941 in Ottawa, Paul's big break came when he approached Don Costa, then A&R head for ABC-Paramount Records, with four songs he had written. Among them was "Diana," which Costa and other AmPar execs felt Anka should record for them himself. It became a million-seller and launched the career of one of today's most consistent hit-makers. Anka recently signed with RCA Victor where he is currently hitting with "Love Me Warm And Tender."

Don & Juan



Roland Trone, known as Don, and Claude Johnson, known as Juan, from the singing team of Don and Juan. They have been together approximately a year and a half. The oddity lies in the fact that Juan, who is a song writer and had been with another group, got a job as a painter, painting apartments, in Long Beach, Long Island. As is normal, painters work in pairs and, of course, his partner was, on the job, Don.

To work their weary hours away, they started to sing together and, as Juan had written quite a few original songs, and Don played the piano, both having musical abilities, during the work day they sang and worked out arrangements.

They were brought to the attention of Peter Paul, their manager, by one of the tenants in the building where they were working as painters. Recognizing the potential talent, he took them to Big Top Records and, of course, the rest is history. Their current wax, "What's Your Name," is currently high on the Top 100.



PLATTER SPINNER PATTER

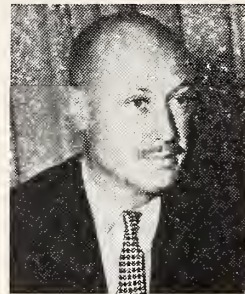
Proof positive that softer sounds are making their presence felt is KRNO-San Bernardino. To call attention to its new music policy of standards, current pops and no rock 'n roll, the station recently scheduled the Joanne Cameron disk of "I've Got A Crush On You" on Norman for 18½ hours straight from 5:30 AM to sign-off at midnight.

WXYZ-Detroit night-time person-

prepared a double-faced pamphlet which he is issuing to radio stations in the Peoria (WIRL)-South Bend (WJVA)-Madison (WISM)-Wausau (WRIG)-Chicago (WLS) areas inviting listeners to "do the twist with radio station (call letters) and Connie Francis." The pamphlet contains a shot of the album cover and a set of Twist instructions prepared by a national dance instructor from Fred Astaire studios and is available upon request from the listeners.



HOT ROD (WWRL-NEW YORK)



DICK DOTY (WINZ-MIAMI)



JOE NIAGARA (WIBG-PHILADELPHIA)

ality, Joel Sebastian, performed last week as host and entertainer at the sixth annual Notre Dame "Mardi Gras" record dance at the Notre Dame High School.

WLOL-Minneapolis has just completed a contest asking its audience "Where Do You Listen to WLOL?" Winning entries included a listener in a submarine who listened 58 feet down (the antenna was exposed), another who tuned in quite a ways up—in sail plane and one husband and wife satisfied their respective love for sports and the movies by going to movies where sports fan husband listened to Ray Christensen's play-by-play on a transistor radio with an ear plug attachment.

Hod Rod is spinning platters for both WWRL-New York and WHAT-Philadelphia. The deejay regularly commutes between the two cities for his air shows.

Bandleader Les Baxter was Paul Compton's latest "in person" guest on his KHJ-Hollywood deejay show. For one hour the musician was interviewed and his music was aired for the fans. The hour segment is part of Compton's regular three-hour show.

Atco's Bob Altshuler credits Bertha Porter, program director at WDRC-Hartford, with kicking off the Mr. Acker Bilk wax of "Stranger On The Shore."

WJAS-Pittsburgh recently featured an all-day salute to Tommy Dorsey on Feb. 28, the anniversary of the great bandleader's birth. . . . WJAS program manager Gil Faggen is currently attempting to get the station's two remaining bachelors, Jim Fitzgerald and Jim White, married off this week, which is national bachelor's week. Listeners will be requested to write the station telling why the deejays would make good husbands. Fitzgerald is the morning man at WJAS, and White has the popular "nite mayor" show from 8 p.m. to 1 a.m. Monday through Friday.

In conjunction with the release of the new Connie Francis LP "Do The Twist" on MGM, promo man Russ Bach of the label's local outlet has

WAKE-Atlanta in a merchandising promotion with the 1962 Holiday On Ice had its jockeys, the happy hitparaders, hit the ice during WAKE family night at Holiday On Ice at the Atlanta City Auditorium, on February 22, 1962. WAKE family bucks, simulated dollar bills, worth \$1.00 towards any price admission, were distributed through many merchants and at the station approximately two weeks before the show. The night of the performance proved to be quite a success. WAKE family bucks proved to be a good drawing card filling the house. During intermission the hitparaders, Lucky Knight, Stan Richards, Buddy Moore, Bob McKee, Gene Blaine and Paul Drew with the help of a Holiday On Ice star skater gave away the door prizes including a television set, ice skates, and transistor radios.

For "discovering an unusual way to twist around the world," WTBE-Spartanburg has presented its first silver dollar award to astronaut John Glenn. WTBE manager John K. L. Peterson announced inauguration of the silver dollar award—to recognize unusual achievements—the day after Glenn's orbital flight. The first silver dollar went air mail special delivery to the space hero at Cape Canaveral. In a letter to the Marine colonel, Peterson added: "Around WTBE we call you 'Big John'."

Newsman Dick Doty has been named veep in charge of news and public affairs for WINZ-Miami. He has for the past year been WINZ vice president in charge of news and public relations.

VITAL STATISTICS:

Joe Niagara is back with WIBG-Philadelphia. Niagara was formerly with KIBG-Hollywood. . . . Tim Tyler exits his air duties on KDOK-Tyler, Texas to assume new spinning chores with WIRL-Peoria. . . . Dave Andrews named music director for KPRC-San Francisco. . . . George Gregg, air personality and music director at KSO-Des Moines for the past three years leaves the station to go with KIOA in the same city. . . . Gary Mercer moving from WNCO-Ashland, Ohio to WTLB-Utica, New York. . . . George Williams now holding down the program director chair at WMAK-Nashville.

"SOMETHING'S GOT A HOLD ON ME"

ETTA JAMES
ARGO 5409

SMASH HIT!

"I'LL DO THE BEST I CAN"

REUBEN FORTE
CHECKMATE 1007

"BLUE VELVET"

BOBBY LESTER
&
THE MOONGLOWS
CHESS 1811

NEW RELEASE!

"SATISFIED"

LITTLE MILTON
CHECKER 1012

"THE NEW HULLY GULLY"

THE VIBRATIONS
CHECKER 1011

"THE JOKE"

REGGIE HALL
RIP 1816

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Set Social Functions At NARM Meet

PHILADELPHIA—The social functions schedule for the upcoming convention of the National Association of Record Merchandisers (NARM) is set, according to Jules Malamud, executive secretary.

The convention, which is being held at the Eden Roc Hotel in Miami Beach, Florida, April 8-12, will open with a Presidential Welcoming Cocktail Party, hosted by the association and its president, Edward M. Snider and Mrs. Snider. That evening, a twist Party follows at the Miami Beach Peppermint Lounge, with Roulette Records hosting the group. Cocktail parties will be given for convention registrants by ABC Paramount, Liberty, and Synthetic Plastics Record Corporation. Evening dinner parties will be hosted by RCA Victor, Capitol, and Columbia. On Thursday evening, the climax of the social calendar will be the NARM Awards Banquet, with a cocktail party preceding it hosted by Reprise Records.

The NARM Awards Banquet, chaired by Harold Goldman and Larry M. Rosmarin will be held at the Cafe Pompeii of the Eden Roc, and will have as its highlight the presentation of the NARM 1961 Awards. Awards will be presented Academy Award style, with none of the winners being announced in advance. Mal Malkin and his orchestra will play for the evening, and Larry King will mc the awards presentation and the show which will follow. Malamud said, of the show which will be featured at the Awards Banquet, "NARM is most gratified to its Associate Member companies for their cooperation in

helping us secure for our show, the services of RCA Victor's Paul Anka, Capitol's Vic Damone, Columbia's Jimmy Dean, Liberty's Timi Yuro, ABC Paramount's Jo Ann Campbell and Dot's Dodie Stevens. This is an array of talent of which we can all be proud." The convention committee has requested that summer formal wear prevail for this one festive social event.

All NARM social functions are open to all convention registrants, both Regular and Associate Members.

Two special events for the ladies who will be accompanying their husbands are being hosted by record companies. Miller International Company has arranged a Cruise to Fort Lauderdale and Luncheon at Patricia Murphy's Candlelight Inn, for Tuesday, April 10. Dot Records will host a Brunch and Fashion Show for the ladies, to be held at the Mona Lisa Room of the Eden Roc Hotel on Wednesday, April 11.

The first NARM Golf Tournament will be held in conjunction with the convention. On Saturday, April 7, the day before the convention officially opens, and on Friday, April 13, the day after the convention officially closes, Arnold Palmer's new Country Club of Miami will be the site for the NARM first. All convention registrants are invited to participate, and entry forms have gone out from the executive secretary's office. Endo Corsetti NARM's nationally-known golfer who has participated in the Music Industry Tournament at Shawnee-on-the-Delaware, will be chairman of the event.

Jazz Royalty Trend



NEW YORK — After decades of memorable disk work apart from each other, Duke Ellington and Count Basie appear together as a piano team on a new Columbia Records LP, "First Time."

Through the cooperation of Morris Levy, president of Roulette Records, Basie's label, attempts by Irving Townsend, Columbia's executive producer on the east, to record the two artists were finally realized. Townsend has been recording Ellington for the past seven years, since 1955 when Townsend brought the performer back to Columbia.

Interplay between the two highlights the entire album, which contains three originals by Ellington, one by Basie.

Ellington and Basie were placed at separate mikes in front of their respective bands.

Ted Macero of Columbia's A&R department produced the date.

In the above photo, Basie (l) and Ellington are shown during the recording of the LP.

A New Hit For
JERRY LEE LEWIS
"I'VE BEEN TWISTIN' "
Sun 374
SUN RECORDS

BELTONE
Taking Off!
HULLY GULLY CALLIN' TIME
Jive Five
Beltone 2019

BEST SELLING on AUDIO FIDELITY!
2⁹⁸ Sugg. List
FULL DEALER MARKUP
AFPL 1956
AFSD 5956
STEREO THE BEST OF THE DUKES OF DIXIELAND
YOU HAVE TO HEAR IT TO BELIEVE IT!
BONUS PRE-PAK DISPLAY

SCHEDULE, SOCIAL FUNCTIONS, NARM CONVENTION

SUNDAY, APRIL 8

6:00 PM—8:00 PM Presidential Welcoming Cocktail Party
Host: National Association of Record Merchandisers Mr. and Mrs. Edward M. Snider

From 10:00 PM Twist Party at The Peppermint Lounge
79th Street Causeway, Miami Beach
Host: Roulette Records

MONDAY, APRIL 9

7:00 PM—8:30 PM Cocktail Party
Host: ABC Paramount Records, Inc.
8:30 PM—?? ? Dinner Party
Host: RCA Victor

TUESDAY, APRIL 10

7:00 PM—8:30 PM Cocktail Party
Host: Liberty Records, Inc.
8:30 PM—?? ? Dinner Party
Host: Capitol Records, Inc.

WEDNESDAY, APRIL 11

7:00 PM—8:30 PM Cocktail Party
Host: Synthetic Plastics Record Corp.
8:30 PM—?? ? Dinner Party
Host: Columbia Records, Inc.

THURSDAY, APRIL 12

6:30 PM—8:00 PM Cocktail Party
Host: Reprise Records
8:00 PM—?? ? **NARM AWARDS BANQUET**
Presentation of the 1961 NARM Awards
LADIES FUNCTIONS

TUESDAY, APRIL 10

9:45 AM **CRUISE — LUNCHEON**
Cruise to Fort Lauderdale with Luncheon at Patricia Murphy's Candlelight Inn in Fort Lauderdale
Host: Miller International Company

WEDNESDAY, APRIL 11

11:00 AM **BRUNCH — FASHION SHOW**
Mona Lisa Room, Eden Roc Hotel
Host: Dot Records, Inc.

Extensive Disk Coverage For UA Flick Themes

NEW YORK—More than 500 recordings—albums and singles—on scores of American and foreign labels include music from current United Artists films, serving as valuable promotion from the flicks, the film company has reported.

In addition, the firm noted that there were some 400 different disks alone based on the title song from "Never On Sunday."

Sue Songstress Hurt In Car Crash

NEW YORK — Johnnie Mae Matthews, the lark who's making noise on the Sue label with "My Little Angel," was seriously injured last week in an auto collision in Delaware, Ohio. Two occupants of the second car involved in the crash were killed. The performer was making a promotional tour with her husband, who was not injured in the accident. She is recovering at the Jane Case Hospital in Delaware.

Decca Gets Design Award

NEW YORK—Decca Records has received a citation "for the excellence of design and craftsmanship in an outstanding example of commercial printing" from the Delaware Valley Graphic Arts Exhibit during Printing Week 1962.

The citation was in recognition of point-of-purchase material designed and executed in connection with the soundtrack LP of "Flower Drum Song."

Murray Lorber, Decca's advertising director, accepted the award in behalf of Decca.

Crawford Chat



BALTIMORE — Johnny Crawford, who is currently riding the charts with "Patti-Ann" on Del Fi, recently guested on the top-rated Buddy Deane TV show. Shown (left to right) are Deane, Earl Glicker, national sales manager for Del Fi, Abe Guard, promo man for General Dist., and the songwriter.

The
The Chordettes
sing
WHITE ROSE OF ATHENS
Cadence 1417
CADENCE RECORDS

Confidential!
THE CENSOR
2043
jubilee

Now On The Charts!
The Shirelles
"SOLDIER BOY"
Scepter 1228
SCEPTER RECORDS

BLUE NOTE
HAS THE HOTTEST
Jazz Singles

GOING STRONG!

JIMMY SMITH'S
MIDNIGHT
SPECIAL

BLUE NOTE 45x1819

HORACE SILVER
FILTHY McNASTY

BLUE NOTE 45x1817

DOIN' THE THING

BLUE NOTE 45x1818

THE THREE SOUNDS
WHEN I FALL IN LOVE/
PARKER'S PAD

BLUE NOTE 45x1824

— New For March —

ART BLAKEY
WHAT KNOW

BLUE NOTE 45x1821

IKE QUEBEC

THE MAN I LOVE/
HEAVY SOUL

BLUE NOTE 45x1837

BABY FACE WILLETTE
GOIN' DOWN

BLUE NOTE 45x1816

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• INVENTORY CONTROL • MONAURAL &
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PRICES • OVERNIGHT DELIVERY • WRITE FOR
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ROYAL PLASTICS

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Ascot Names Distributors;
Issues 1st Singles

NEW YORK—Ascot Records, newly-formed subsidiary of United Artists Records, this week appointed 19 distributors and released its first two single records it was announced by Chet Woods, general manager. The new label, it was stressed by Woods, will function through its own distribution network and will issue its own releases, both singles and packaged goods.

Included in the initial group of distributors for Ascot are the following: Godwin Distributing Company, Atlanta; Jos. M. Zamoiski Co., Baltimore; The Penney Company, Boston; Big Town Distributing, Chicago; Bertos Sales Co., Charlotte; A & I Distributing Co., Cincinnati; Mid West Distributing, Des Moines; Music Merchants Inc., Detroit; Trinity Records Dist., Hartford; Record Merchandising Co., Inc., Los Angeles; Topps Record Dist. Co., Inc., Miami; Beckerman Distributing, Milwaukee; Heilicher Bros., Inc., Minneapolis; Music City Record Dist., Nashville; All South Distributing, Inc., New Orleans; Big Town Distributing, New York; David Rosen, Inc., Philadelphia; Fenway Records Inc., Pittsburgh, and Mainland Dist. Co., San Francisco.

Woods is currently completing negotiations with a number of additional distributing companies, and expects to finalize the balance of the appointments this week.

First artists to be released on Ascot are Moe Koffman with an instrumental, "Swingin' Shepherd Blues Twist" and "Train Whistle Twist," and a vocalist, DeDe Young with "I'll Never Stop Loving You" and "Remember You Belong To Me."

Jockey Tour



LOS ANGELES—MGM's Tony Morrell recently completed a deejay and radio station tour on the west coast in conjunction with his new album, "Here's To Love." The chanter was heartily received by all the radio folks as shown in the following pictures: the top shot shows the chanter being caught in TV view with KCOP's Lloyd Thaxton; in the second photo Tony discusses Cash Box with KMPC's Ira Cook; the bottom photo shows Morell talking with KLAC's Al Lohman, Jr.



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.

"GOOD LUCK CHARM"

"ANYTHING THAT'S PART OF YOU"

ELVIS PRESLEY (RCA Victor 7992) Pick of the Week—3/10

"IF A WOMAN ANSWERS"

LEROY VAN DYKE (Mercury 71926) Pick of the Week—2/24

"GINNY COME LATELY"

BRIAN HYLAND (ABC-Paramount 10294) Pick of the Week—2/17

Holmes Bows Out
As Everest's MD

NEW YORK—LeRoy Holmes has left his post as musical director of Everest Records, recently sold to the Diners' Record Club. Holmes' exit was based, it was noted, on the label's shift to the west coast (see March 3 issue).

He will concentrate on arranging-conducting commitments for the next two months before announcing any further affiliations.

Holmes, with Everest for the past two years, will continue to cut with his own orchestra for MGM Records, with which he has been associated since 1946.

He is preparing a new album for MGM, his 17th, in addition to cutting a new single for the label of a theme from a new flick and a song from the new Richard Rodgers' musical, "No Strings."

Caedmon To Promote
10th Anniversary

NEW YORK—Caedmon Records, the spoken-word label, will celebrate its 10th anniversary in April, an event to be fully promoted by the diskery.

Harold Drayson, national sales director, left last week (9) on an eight-city, two week cross-country tour to let distributors in on plans being made to salute the occasion.

He will meet with the sales staffs of each of Caedmon's distributors and unveil the special 10th anniversary packages being prepared for the label's birthday.

Drayson has also blue-printed special order pads spotlighting Caedmon's children's catalog, as well as previous released keyed to the Easter holiday season.

He will visit San Francisco, Los Angeles, Kansas City, St. Louis, Chicago, Detroit, Cleveland and Pittsburgh.

The label is still guided and owned by its founders, Marianne Mantell and Barbara Holdridge, two former students at Hunter College in New York.

The label's first two releases, in April, 1952, were "Dylan Thomas' A Child's Christmas In Wales" and "On The Death Of King George" with Laurence Olivier, both cut by the owners in Steinway Hall in New York.

Peerless Moves To L.A.

HOLLYWOOD — Peerless Record Corp. has moved its offices from Gardena, Calif., to 2820 W. Pico Blvd., Los Angeles.

Metronome Adds Fuel
To U.S. Disk Fire

NEW YORK—Metronome Records of Europe has stepped up its activities on the U.S. market with the result that a host of Metronome diskings are being released here this month.

Metronome guitar star Jorgen "Apache" Ingmann will have a new LP out on Atco who will also release Bent Fabric's piano novelty single "Alley Cat," recorded by Metronome in Denmark. Riverside Records has acquired two LP sets by the Harry Arnold orchestra, Sweden's top big jazz band. One is "Let's Dance On Broadway" and the other "Harry Arnold Guest Book" featuring U.S. jazz stars Nat Adderley, Coleman Hawkins, Benny Bailey, Lucky Thompson and Toots Thieleman. Also from Metronome in Sweden come "Viking Twist," a single by the Runestones set for a Jamie release, and "Iwan Iwanowitsch" by Swedish songstress Anna-Lena, already out on Landa. "Iwan" is sung in German and English.

German Metronome has contributed with the Vern Last instrumental single "Happy Girl" on Guyden and several LP's: "Klingende Zither," "From The Rhine To The Danube," "Fröhliche Dampferfahrt" and "Die Fröhlichen Sonntagsjäger" on Fiesta. Standard has just released "New German Hit Songs."

Metronome's new recording program in New York has resulted in two singles, "I'll Be Here"/"If You Should Ever Need Me" by David Thorne and "I Ain't Ready Yet"/"Like I Gotta Get Away" by teen singing duo Carole & Sherry. These slicings were produced by Richard Wolfe and will be released this month in Riverside. The artists have been signed to long term contracts and Wolfe will continue to produce disks for Metronome in the U.S. These will simultaneously be released on Metronome's own label in Europe.

All U.S. deals have been set by Claes Dahlgren of Metronome's New York office, Orion Development Corporation.

VJ Distribs Hall-Way Master

NEW YORK—VeeJay Records is now the national distributor of a single on Bill Hall's Hall-Way label, "Columbia" by Rod Bernard.



TOP 50 IN R&B LOCATIONS

POS. LAST WEEK

- | | | |
|----|--|----|
| 1 | LET ME IN
Sensations (Argo 5405) | 2 |
| 2 | DUKE OF EARL
Gene Chandler (Vee Jay 416) | 1 |
| 3 | CRY TO ME
Solomon Burke (Atlantic 2131) | 3 |
| 4 | TWISTIN' THE NIGHT AWAY
Sam Cooke (RCA Victor 7983) | 5 |
| 5 | WHAT'S YOUR NAME
Don & Juan (Bigtop 3079) | 6 |
| 6 | ANNIE GET YOUR YO-YO
Little Junior Parker (Duke 345) | 7 |
| 7 | HEY BABY
Bruce Channel (Smash 1731) | 13 |
| 8 | SLOW TWISTIN'
Chubby Checker (Parkway 835) | 10 |
| 9 | SOMETHING'S GOT A HOLD
ON ME
Etta James (Argo 5409) | 14 |
| 10 | I'M BLUE (GONG-GONG SONG)
Ikettes (Atco 6212) | 4 |
| 11 | SMOKY PLACES
Corsairs (Tuff 1808) | 8 |
| 12 | BABY ITS YOU
Shirelles (Scepter 1227) | 9 |
| 13 | LETTER FULL OF TEARS
Gladys Knight & Pips (Fury 1054) | 11 |
| 14 | JAMIE
Eddie Holland (Motown 1021) | 21 |
| 15 | I KNOW YOU DON'T LOVE ME
NO MORE
Barbara George (A.F.O. 302) | 10 |
| 16 | CHIP CHIP
Gene McDaniels (Liberty 55405) | 15 |
| 17 | DEAR LADY TWIST
Garv U.S. Bonds (LeGrand 1015) | 12 |
| 18 | MIDNIGHT IN MOSCOW
Kenny Ball (Kapp 442) | 27 |
| 19 | SOUL TWIST
King Curtis (Enjoy 1000) | 20 |
| 20 | WALK ON THE WILD SIDE
Brook Benton (Mercury 71925) | 24 |
| 21 | WHEN MY LITTLE GIRL
IS SMILING
Drifters (Atlantic 2134) | 28 |
| 22 | POP-EYE
Huey Smith (Ace 649) | 26 |
| 23 | MASHED POTATO TIME
Dee Dee Sharp (Cameo 212) | 38 |
| 24 | YOU WIN AGAIN
Fats Domino (Imperial 5816) | 33 |
| 25 | TUFF
Ace Cannon (Hi 2040) | 18 |
| 26 | LOVER, PLEASE
Clyde McPhatter (Mercury 71941) | 46 |
| 27 | WHAT'S SO GOOD ABOUT
GOODBYE
Miracles (Tamla 54053) | 17 |
| 28 | THE TWIST
Chubby Checker (Parkway 811) | 19 |
| 29 | GONNA MISS YOU AROUND HERE
B. B. King (Kent 372) | 39 |
| 30 | THE GREATEST HURT
Jackie Wilson (Brunswick 5521) | 23 |
| 31 | TWISTIN' POSTMAN
Marvelettes (Tamla 54054) | 25 |
| 32 | TEARS AND LAUGHTER
Dinah Washington (Mercury 71922) | 22 |
| 33 | I FOUND A LOVE
Falcons (W- Pine 1003) | 35 |
| 34 | THE ONE WHO REALLY
LOVES YOU
Mary Wells (Motown 1024) | 49 |
| 35 | THE RAINS CAME
Big Sambo (Eric 7003) | 43 |
| 36 | CHECK MR. POPEYE/NOW
LET'S POPEYE
Eddie Bo (Swan 4099) | 37 |
| 37 | AIN'T THAT LOVING YOU
Bobby Bland (Duke 338) | 48 |
| 38 | YOU BETTER MOVE ON
Arthur Alexander (Dot 13309) | 45 |
| 39 | DO YOU KNOW HOW TO TWIST
Hank Ballard (King 5593) | 32 |
| 40 | LOST SOMEONE
James Brown (King 5573) | 34 |
| 41 | OUR ANNIVERSARY
Shep & Lmelites (Hull 748) | 31 |
| 42 | BABY DON'T LEAVE ME
Joe Henderson (Todd 1066) | 30 |
| 43 | SHOUT SHOUT/KNOCK
YOURSELF OUT
Ernie Maresca (Seville 117) | — |
| 44 | LOVE LETTERS
Ketty Lester (Era 3068) | — |
| 45 | MEXICAN DIVORCE
The Drifters (Atlantic 2134) | 44 |
| 46 | PERCOLATOR (TWIST)
Billy Joe & Checkmates (Dore 620) | 40 |
| 47 | PLAY THE THING
Marlowe Morris Quintet (Columbia 42218) | — |
| 48 | SOLDIER BOY
Shirelles (Scepter 1228) | — |
| 49 | NUT ROCKER
B. Bumble & Stingers (Rendezvous 166)
Jack B. Nimble & Quicks (Dot 10319) | 50 |
| 50 | TRICK BAG
Earl King (Imperial 5811) | — |

Diamond Tops Promo Dept. At Phillips

NEW YORK—Morris Diamond has been named national promotion manager of Philips Records, according to an announcement last week by Lou Simon, sales manager.

For the past year, Diamond, long associated with the promotional end of the disk business, has been an independent disk promoter and producer.

Previously, Diamond served as national promotion and sales manager for Hanover-Signature Records, and did promotion for the Carlton label. He was once assistant manager of the Tommy Dorsey orchestra.

Diamond, who will headquarter at Philips' Chicago office, will spearhead the label's promotional drives in both trade and consumer areas.

David Carroll Saluted By Ballroom Operators

CHICAGO—The National Ballroom Operators Association has added its endorsement to Mercury Records' current David Carroll Month program, lauding the maestro for his role in helping to popularize dancing.

In a wire to the label, Joe Malec, NBOA president, said: "Congratulations to Mercury Records on its salute to David Carroll for the month of March. Over the years, through his recordings of danceable music, David Carroll has greatly stimulated the popularity of dancing."

Included in the 20 albums recorded by Carroll on Mercury are such dance-minded issues as "Let's Dance," "Dance And Stay Young," "Waltzes, Wine and Candlelight," "All The World Dances" and others.

As part of program, Mercury has the artist currently on a tour of major cities in the United States. Set for the early part of the tour are visits to Denver, San Francisco, Seattle and Los Angeles.

Sims Joins Brokerage Firm

NEW YORK—Lester Sims, vet music man who was formerly associated with Bourne Music, is now associated with Fahnstock & Co., a New York brokerage firm, as a registered representative.

Vee Jay Visit



CHICAGO—Jazz 88'er Bill Marx recently visited the offices of the Vee Jay Record Company. Marx, under contract with the Chicago-based label, just completed the musical score for the soon-to-be-released flick "Week-end Pass." The above photo shows the pianist-composer (left) with Vee Jay prexy E. G. Abner.

Spector Named To A&R Post At Liberty



Phil Spector (r) inks pact that makes him a producer for Liberty Records. Snuff Garrett, label's new A&R head, looks on.

HOLLYWOOD—Snuff Garrett, newly appointed A&R director for Liberty Records, has signed Phil Spector, a leading free-lance producer, to a long-term pact as A&R producer.

The two will work together as a team with Spector headquartering at the label's east coast offices at 157 W. 57th St., in addition to recording in other parts of the nation.

Spector, never before tied to one label, has been involved in such hit decks as Ray Peterson's "Corina, Corina," Ben. E. King's "Spanish Harlem," The Paris Sisters' "I Love How You Love Me," Curtis Lee's "Pretty Little Angel Eyes" and The Crystal's "There's No Other Like My Baby."

In making the Spector announcement, Garrett stated: "We have always followed Spector's career with great interest and admiration. I believe this acquisition is another big step forward for Liberty."

Liberty In The Philippines

NEW YORK—Product under the Liberty banner and those of its subsides, including Dolton, will be made available for the first time in the Philippines via a contract recently signed between the label and Dyna Products, Inc. of Manila. According to an announcement of the deal by Lourdes N. Margarejo, executive secretary of Dyna, the first releases will be issued sometime this month.

Dyna is also the representative in Chancellor, Cadence, Parkway and Cameo labels.

HITTING ALL THE CHARTS

Little Junior Parker's
"ANNIE GET YOUR YO YO"
DUKE 345

\$\$\$

Bobby Bland's 4 GREAT SIDES

JELLY, JELLY, JELLY
and
AIN'T THAT LOVING YOU
DUKE 338

BLUE MOON
and
WHO WILL THE NEXT FOOL BE
DUKE 347

DUKE & PEACOCK RECORDS, INC.
2809 Erastus Street — Houston 26, Texas
Or. 3-2611

Lightnin's latest
"HAPPY BLUES FOR JOHN GLENN"
(Parts 1 and 2)
Lightnin' Hopkins
Bluesville 45/820

BLUESVILLE RECORDS
203 So. Washington Ave.,
Bergenfield, N.J.
DUmont 4-6900

"HERE'S YOUR HAT"

(And There Is The Door)

b/w

"BIG DALE TWIST"

by

Dale Ward

BOYD RECORD
#118



Better Records by Boyd

Distributed Nationally by **BOYD RECORDS**
7619 SUNSET BLVD., HOLLYWOOD 46, CALIF.

Happy Distributor



ST. LOUIS—The three smiling gentlemen in this picture have good reason to be happy. The three top single records as listed in last week's issue of *Cash Box* are all distributed by the company they represent, Norman Distributing Company. All three are singles now LP's bearing the hit deck title. The three men holding the albums are (left to right) Clem Diedrich, sales manager, holding Gene Chandler's "Duke Of Earl" on Vee Jay, Norm Wienstroer, topper, posing with Kenny Ball's "Midnight In Moscow" on Kapp, and promo director Glen Bruder holding "Hey Baby" by Bruce Channel on Smash.

Window Display Contest For Connie Francis Month

NEW YORK—MGM Records is supporting its sales drive on Connie Francis this month with a window display contest in which dealer and distributor salesmen can win a total of \$3,100 in cash and albums by the star.

The contest starts March 12 and ends April 15. Qualifying dealers will be eligible to win four cash prizes with \$500 as first prize, \$300 as second prize, \$200 as third prize and \$150 as fourth prize. In addition, 10 dealers receiving honorable mention will each be awarded \$100 in Connie Francis LP's.

The distributor salesman whose dealer account is judged first prize will receive \$250. Second place salesman wins \$100, while 12 other salesmen will receive \$50 each for their effort.

To assist distributors in aiding dealers to set-up imaginative displays, MGM has prepared a host of window display material on the songstress, including 18x18 inch blow-ups, mounted easel-backed album covers, mobiles and an assortment of window streamers and one sheet posters.

Dealers participating in the contest will be required to submit a photo of each window to: Connie Francis Window Display Contest, c/o MGM Records, 1540 Broadway, New York City 36.

TOP 100 ARTISTS

(See Top 100 for titles and labels)

Alexander, Arthur	79
Anka, Paul	22
Angels	43
Ball, Kenny	2
Benton, Brook	42
Big Sambo	85
Bilk, Acker	88
Bonds, Gary	25
Boone, Pat	75
Bumble B. & Stingers	58
Burke, Solomon	38
Burnette, Johnny	92
Cannon, Ace	16
Chandler, Gene	5
Channel, Bruce	1
Carroll, David	76
Checker, Chubby	8, 17
Cline, Patsy	11
Cooke, Sam	7
Corsairs	12
Cramer, Floyd	82
Crawford, Johnny	53
Curtis, King	62
Darren, Jimmy	9
Davis, Joyce	78
Dean, Jimmy	71, 73
Dee, Joey & Starlites	30, 52
Dick & Dee Dee	95
Dion	13
Domino, Fats	39
Don & Juan	6
Dovells	34
Drake, Charles	26
Drifters, The	48
Everly Bros.	21
Fabares, Shelly	35
Finnegan, Larry	55
Francis, Connie	3
Fountain, Pete	90
Four Preps	100
G-Clefs	77
George, Barbara	54
Hawkins, Jennell	78
Highwaymen	33
Holland, Eddie	40
Hyland, Brian	74
Ikettes	27
Ives, Burl	32
James, Etta	45
Jay & Americans	96
Joe, Billy & Checkmates	24
Jones, Jack	47
Kaempfert, Bert	37
King, Ben E.	69
Kingston Trio	23
Knight, Gladys	72
Lee, Brenda	15
Lester, Ketty	14
Lettermen	19
McDaniels, Gene	28
McPhatter, Clyde	49
Marvellettes	56
Mathis, Johnny	83
Mitchell, Chad	64
Mitchum, Robert	68
Miracles	60
Moresca, Ernie	97
Morris, Marlowe	99
Mouskouri, Nana	76
Nelson, Rick	18
Nelson, Sandy	63
Nimble, Jack B	58
Orbison, Roy	10
Parker, Little Jr.	93
Paris Sisters	41
Pearlettes	100
Peterson, Paul	81
Pitney, Gene	59
Presley, Elvis	36, 67, 94
Rydell, Bobby	20
Scott, Linda	57, 84
Sensations	4
Seville, David & Chipmunks	61
Sharp, Dee Dee	31
Shirelles	46, 87
Shep & Limelites	73
Smith, Huey	50
Stompers	100
Thompson, Sue	44, 87
Tokens	65
Van Dyke, Leroy	70
Vee, Bobby	29
Vonnair Sisters	89
Washington, Dinah	66
Wells, Mary	91
Williams, Roger	98
Wilson, Jackie	51
Wooley, Sheb	80

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.

HITS IN THE GROOVE

Sales and Plays PROVE It!

It's That "YA YA" Man Again!

Lee Dorsey's

"EENIE MEENIE MINNA MO"

b/w

"BEHIND THE 8-BALL"

Fury 1061

Breaking And Selling Nationally

Tarheel Slim & Little Ann's

"CAN'T STAY AWAY FROM YOU"

Fire 506

The Big Sleeper—The "SOCK TWIST" Exciter

Chuck Bradford

"YOU'RE GONNA MISS ME"

Fire 505

Breaking—Selling Big! in Birmingham—Cleveland—Cincinnati—North Carolina And Spreading

We are forced to concede the "Flip" is the Hit!

Buster Brown's

"I'M GOING, BUT I'LL BE BACK"

Fire 507

FIRE — FURY RECORDS

271 W. 125th St., N. Y., N. Y.

MOument 6-9220

"MR. BLUE"

An Instrumental Hit!

By The Admirals

V 15

VALMOR RECORDS



Attention Juke Box Operators

BOB HELLER Philly's Flying Record Dist. 665 N. Broad St., Phil., Pa.

PICK OF THE WEEK

"BLIND HEART" by **JOE DEE**

1105

PAT RICCIO RECORDS

c/o ARGUS RECORDS

DJ's Write:

36 W. 25th St., N.Y. (Tel. CH 2-2824)

Atlantic & Atco Make Rep Deals In Venezuela, Israel

NEW YORK—The Atlantic & Atco labels have completed arrangements for the manufacture and distribution of their product in two additional world markets.

Pacts have been signed with Orfeon Dimsa de Venezuela of Caracas, Venezuela, for that country, and with Hataklit, Ltd., of Haifa, Israel, for the production and distribution of both labels in Israel.

The Atlantic logo remains in both countries.

June Valli To UA

NEW YORK—United Artists Records has just signed lark June Valli to a long-term pact, according to Eddie Mathews, A&R director. Lark, whose long disk career includes stints with RCA and, most recently, Mercury, will cut her first sides shortly. She was starred on the "Hit Parade" TV'er for several seasons, and has appeared in major cafes and supper clubs across the country.

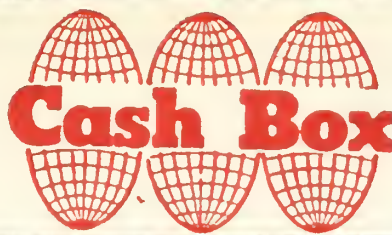
ASCAP Income Up In '61

NEW YORK—The American Society of Composers, Authors & Publishers (ASCAP) had increased earnings last year.

As announced at ASCAP's recent business meet in Hollywood, 1961 saw a total income of \$33,191,987, as compared with \$32,344,136 in 1960. Distribution to members in 1961 amounted to \$26,592,240.

Correction On Exec's Name

NEW YORK—In a story in the March 3 issue of *Cash Box*, the last name of the new promotional manager for Joseph M. Zamboiski Co., Baltimore-Washington distributor for Mercury Records, was incorrectly spelled. Correct name is Hal Charm.



Cash Box Best Selling Albums

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—MARCH 17, 1962

MONAURAL

STEREO

		Pos. Last Week
1	● WEST SIDE STORY Soundtrack (Columbia OL 5670; OS 2070)	4
2	● BREAKFAST AT TIFFANY'S Henry Mancini (RCA Victor LPM 2362; LSP 2362)	1
3	● COLLEGE CONCERT Kingston Trio (Capitol T 1658; ST 1658)	3
4	● BLUE HAWAII Elvis Presley (RCA Victor LPM 2426; LSP 2426)	2
5	YOUR TWIST PARTY Chubby Checker (Parkway 7007)	5
6	● FLOWER DRUM SONG Soundtrack (Decca DL 9098; DL 79098)	6
7	● A SONG FOR YOUNG LOVE Letterman (Capitol T 1669; ST 1669)	9
8	● TIME OUT Dave Brubeck (Columbia CL 1397; CS 8192)	7
9	● DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & Starlites (Roulette R 25166; SR 25166)	8
10	THE TWIST Chubby Checker (Parkway P 7001)	13
11	● SO MUCH IN LOVE Ray Conniff Singers (Columbia CL 1720; CS 8520)	15
12	● MOON RIVER Lawrence Walk (Dot DLP 3412; 25412)	10
13	● CAMELOT B'way Cast (Columbia KOL-5620; KOS-3021)	16
14	● SINATRA AND STRINGS Frank Sinatra (Reprise R 1004; R9 1004)	18
15	RUNAROUND SUE Dion (Laurie 2099)	11
16	● LIVE IT UP Johnny Mathis (Columbia CL 1711; CS 8411)	19
17	● HEY, LET'S TWIST Soundtrack (Roulette R 25168; SR 25168)	17
18	● WEST SIDE STORY B'way Cast (Columbia OL 5230; OS 2001)	12
19	● SING OUT Limeliters (RCA Victor LPM 2445; LSP 2445)	14
20	● JUDY AT CARNEGIE HALL Judy Garland (Capitol BO 1569; SWBC 1969)	23
21	● VERSATILE BURL IVES (Decca DL 4152; 74152)	24
22	● GREATEST STRING BAND HITS Billy Vaughn (Dot DLP 3409; 25409)	25
23	● LET THERE BE DRUMS Sandy Nelson (Imperial 9159-12000)	20
24	DO THE TWIST WITH RAY CHARLES (Atlantic 8054)	22
25	● JOAN BAEZ VOL II Vanquard VRS 9094 VSD 2971	28

		Pos. Last Week
26	● TIME FURTHER OUT Dave Brubeck (Columbia CL 1690; CS 8490)	21
27	● TONIGHT Ferrante & Teicher (United Artists UAL 3171; UAS 6171)	27
28	● MIDNIGHT SPECIAL Jimmy Smith (Blue Note BLP 4078; BST 84078)	29
29	● THE SOUND OF MUSIC B'way Cast (Columbia KOL 5450; KOS-2020)	26
30	OLDIES BUT GOODIES VOL. III Various Artists (Original Sound OSR LPM 5004)	32
31	● NANCY WILSON/ CANNONBALL ADDERLY (Capitol T 1657; ST 1657)	36
32	● MILK & HONEY B'way Cast (RCA Victor LOC 1065; LSO 1065)	30
33	● BICKERSONS Don Ameche & Frances Langford (Columbia CL 1692; CS 8492)	35
34	FOR TWISTERS ONLY Chubby Checker (Parkway 7002)	33
35	CHUBBY CHECKER & BOBBY RYDELL (Cameo C 1013)	31
36	● TWIST WITH THE VENTURES (Liberty BLP 2010; BST 8010)	34
37	● EXAMINE DOCTORS Mike Nichols & Elaine May (Mercury MG 20580; 60580)	37
38	● LINGER A WHILE Vic Damone (Capitol T 1646; ST 1646)	40
39	● SINCERELY Brenda Lee (Decca DL 4216; 74216)	42
40	LET'S TWIST AGAIN Chubby Checker (Parkway 7004)	38
41	● BEYOND THE REEF Earl Grant (Decca DL 4231; 74231)	47
42	● MIGHTY DAY ON CAMPUS Chad Mitchell Trio (Kapp KL 1262; KS 3262)	—
43	● RHYTHM SING ALONG WITH MITCH Mitch Miller & Gang (Columbia CL 1727; CS 8527)	46
44	● LESLIE UGGAMS ON TV (Columbia CL 1706; CS 8506)	—
45	RUSTY WARREN BOUNCES BACK (Jubilee JGM 2039)	39
46	● BOUQUET OF LOVE Percy Faith (Columbia CL 1681; CS 8481)	—
47	● TWIST WITH BOBBY DARIN (Atco 33-138; SD 33 138)	45
48	● FROM ME TO YOU Connie Stevens (Warner Bros 1431; WS 1431)	—
49	● EL CID Soundtrack (MGM E 3977; SE 3977)	—
50	● HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING B'way Cast (RCA Victor LOC 1066; LSO 1066)	44

		Pos. Last Week
1	BREAKFAST AT TIFFANY'S Henry Mancini (RCA Victor LSP 4502)	1
2	WEST SIDE STORY Sound Track (Columbia OS-2070)	2
3	BLUE HAWAII Elvis Presley (RCA Victor LSP 2426)	3
4	COLLEGE CONCERT Kingston Trio (Capitol ST 1658)	8
5	SO MUCH IN LOVE Ray Conniff Singers (Columbia CS 8520)	5
6	FLOWER DRUM SONG Soundtrack (Decca DL 79098)	6
7	STEREO 35/mm Enoch Light & Orch. (Command RS 826 SD)	4
8	CAMELOT B'way Cast (Columbia KOS-3021)	7
9	STEREO 35/mm VOLUME II Enoch Light (Command RS 831 SD)	10
10	MOON RIVER Lawrence Walk (Dot 25412)	9
11	TIME OUT Dave Brubeck (Columbia CS 8192)	15
12	WEST SIDE STORY B'way Cast (Columbia OS 2001)	11
13	A SONG FOR YOUNG LOVE Letterman (Capitol ST 1669)	17
14	LIVE IT UP Johnny Mathis (Columbia CS 8411)	19
15	SINATRA AND STRINGS Frank Sinatra (Reprise R9 1004)	34
16	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & Starlites (Roulette SR 25166)	13
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● Also available in Stereo

★ Also available in LP

POPULAR PICKS OF THE WEEK

"GREAT THEMES FROM HIT FILMS"—Enoch Light—Command RS 835 SD
Enoch Light and his ork unleash their musical skills full-force on a group of themes from flicks currently in release. The Light albums have reached the charts many times before and this new entry has all the necessary success ingredients to go a similar hitsville route. Orkster and crew offer first-rate arrangements of the themes from "Never On Sunday," "La Dolce Vita," and "Exodus."

"LET'S DANCE TO THE MOVIE THEMES"—David Carroll—Mercury SR 60688
Act Orkster Carroll has gathered together a fine group of themes from recent flicks and has given them his own distinctive saleable arrangements. Included in LP is his current chart hit "White Rose Of Athens" along with such popular items as the themes from "Midnight Lace," "The Dark At The Top Of The Stairs," and "The Sundowners." Carroll's artful orchestrations coupled with a set of timely selections should make this disk a hot number.

"MOMS MABLEY AT GENEVA CONFERENCE"—Chess LP 1463
Moms Mabley is back once again and this time out she aims her satiric guns at politics and men. The yocks come fast and furious as Mom's irreverent wit pokes fun at the world situation. Comedienne's infectious style should break-up even the most straight-laced listeners. An eye-catching cover with Moms sitting in between Castro and Khrushchev should attract a great deal of attention for this Chess album. Sure-fire chart-rider.

"DUET/DORIS DAY AND ANDRE PREVIN"—Columbia CL 1752
The wax marriage of Doris Day and André Previn results in one of the most enjoyable LP's that the lark has cut to date. With an interesting group of evergreens and three Previn originals she offers proof positive of her superior vocal skills in the neo-jazz, supper club vein. The beautifully controlled Day voice is perfectly blended with superb backing from Previn and his trio as she dishes up "Close Your Eyes," "Fools Rush In," and "Falling In Love With Love." Dish should spark strong sales.

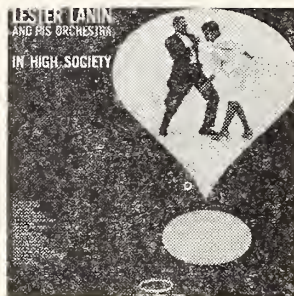
"TWIST UP CALYPSO"—Gary "U.S." Bonds—Legrand LLP 3002
Here's an interesting package that combines calypso tunes with the hard-driving strains of twistin' rock 'n roll. The effect is a lively, melodic session with enough good stuff to attract both teens and oldsters. Gary "U.S." Bonds renders a flock of hot calypso items including numbers made popular by Belafonte. The young chanter kicks things off with current chart-rider of "Dear Lady Twist," and delivers first-rate renditions of "Mama Look A Booboo" and "Scratch Scratch Me Back." LP seems a sure chart entry.

"LERNER & LOEWE & CHEVALIER"—Maurice Chevalier—MGM E 4015 P
The potent Gallic charm of Maurice Chevalier is as listenable as ever on top-flight disk which showcases the chanter rendering tunes of Lerner and Loewe. The combination of the kings of Broadway and the prince of Pigalle should bring out a host of record buyers. Chevalier's full, rich voice coupled with superb range and pitch are in evidence as he offers "Almost Like Being In Love," "If Ever I Would Leave You," and "Gigi."

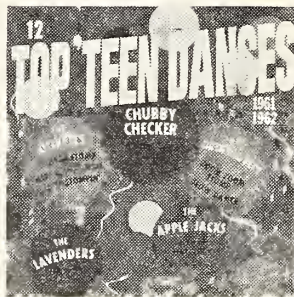
"BABY IT'S YOU"—Shirelles—Scepter 504
The Shirelles tag this third album venture after their recent smash of "Baby It's You," and offer eleven other items with the fresh sound that has made their previous singles efforts big-sellers. The girls offer pleasing renditions of "Big John," "Soldier Boy," their newest wax, and "A Thing Of The Past." The talented group's teen admirers should flock to this Scepter package.



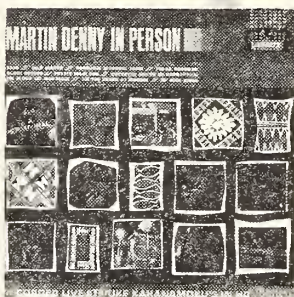
"ETTA JAMES"—Argo LP 4013
Starting the action off with the plaintive strains of "Waiting For Charlie To Come Home," Etta James delivers eleven other ballads and up-beat affairs with professional poise and her inborn distinctive blues quality. This is one of the best albums that she has recorded and her remarkable wide range vocal talents are showcased on "You Can Count On Me," "If I Can't Have You," and her current hit wax "Something's Got A Hold On Me." Set should make its presence felt with the lark's legion of followers.



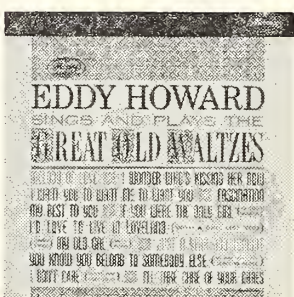
"MORE TWISTIN' IN HIGH SOCIETY"—Lester Lanin—Epic LN 3836
Lester Lanin comes on strong with a powerful follow-up LP to "Twistin' In High Society," his current chart item. Once again the society orkster has taken a group of sturdy and renders them with danceable, twistable Sammy Loew arrangements. There's enough enjoyment for oldsters and teens alike as the Lanin crew offer "Tea For Two," "In A Little Spanish Town," and "Carolina In The Morning." Disk should pull plenty of coin.



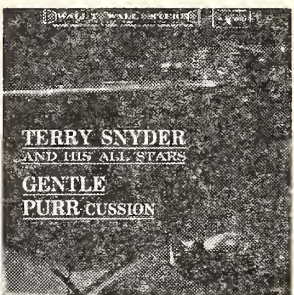
"TOP TEEN DANCES"—Cameo SC 1016
Teen dancers and few adults should go for this Cameo package in a big way. Diskery has brought together some hot wax luminaries rendering their previous triumphs. On hand for the session are Chubby Checker reading "The Fly," the Dovells with "Bristol Stomp," and the Dreamlovers offering "Zoom Zoom Stomp." A very neat party album. Disk should score in the coin department.



"MARTIN DENNY IN PERSON"—Liberty LST 7224
Here's a warm album of all-time tropical favorites from Martin Denny that is sure to attract a great deal of attention. The disk was recorded live at Duke Kahanamoku's in Honolulu, giving the set a spontaneous flavor which is perfectly suited to the Denny sound. Outstanding tracks here are "Rain," "Hawaiian Wedding Song," and "On The Beach At Waikiki."



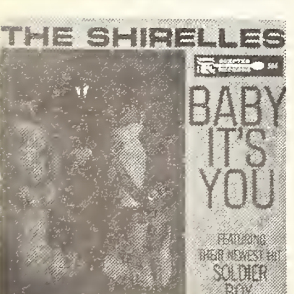
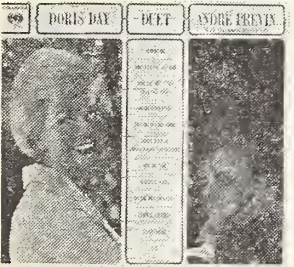
"EDDY HOWARD SINGS AND PLAYS THE GREAT OLD WALTZES"—Mercury SR 60665
Maestro Howard indulges in a bit of nostalgia as he plays and sings the waltz tunes of days gone by. In a very straightforward and unaffected style he delivers such oldies as "I Wonder Who's Kissing Her Now," "Melody Of Love," and "If You Were The Only Girl In The World." LP should be a popular item with all the 88er's admirers.



"GENTLE PURR-CUSSION"—Terry Snyder—Ultra Audio WWS 8521
Terry Snyder unleashes his accomplished musical talents full-blast on one original and eleven popular tunes on this top-drawer LP of sophisticated sounds. Snyder has earned many laurels in the past for his best-selling disk efforts and this attractive album spotlighting softer percussion might pick up some loot. The percussionist, along with his all stars, turns in delightful renditions of "Stranger In Paradise," "Yellow Bird," and "C'est Ci Bon."



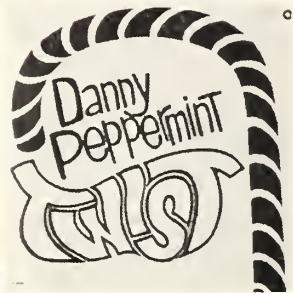
"YVES MONTAND A PARIS"—King 758
Yves Montand fans should delight in this quality package which boasts the chanter singing thirteen ballads and uptempo items with his usual verve and polish. Although the balladeer's talents are ostensibly visual, this King disk cut in France offers a fine portrait of Montand's Paris. Highlights of this excellent album are "Premiers Pas," "Car Je T'Aime," and "Cornet De Frites." LP could step out in the sales department.





"THE BEWITCHING SHIRLEY BASSEY"—Shirley Bassey—Epic 3834

This interesting package of sturdies and newies showcases the sophisticated, supper club side of the Bassey coin. The thrush begins the session with her theme song "Burn My Candle" and follows it with some warm and throaty renditions of "My Funny Valentine" and "Night And Day." Lark has admirable backing from Wally Stott's ork and chorus. Disk should be a good number with Bassey fans.



"DANNY PEPPERMINT TWIST"—Danny Peppermint—Carlton LP 20,001

The Danny Peppermint group presents a session of twist items most of which are currently on the charts by other artists. Along with the pop titles are heard some individual stylings of the "Night Train Twist," "Let's Twist Again" and "Run-around Sue." Although the twist band wagon is getting crowded, Danny Peppermint and ensemble could score with the fans.



"THEMES FROM TV'S TOP 12"—Neal Hefti—Reprise R 6018

Neal Hefti has come up with a first-rate package of themes from TV's top-rated series and delivers them with his distinctive musical interpretations. Hefti has created some sparkling arrangements as well as composed extra passages for this listenable outing from Reprise. Conductor-arranger features forty guitars and eight pianos for his renditions of themes from "Wagon Train," "Perry Mason," and "Gunsmoke." Potent programming fare.



"MOTION PICTURE THEMES CHA CHA CHA"—Tito Rodriguez—Ultra Audio WW7507

Tito Rodriguez turns to the film greats as a sounding board for his Latin tempos, replete with the popular percussive sounds of the times. The cha cha proves itself an acceptable beat for the rhythmic orchestrations of "Theme From The Unforgiven," "Theme From The Apartment" and "Gigi." LP provides exceptional dancing fare.



"PANORAMA MUSICAL DO BRASIL"—Juca Mestre—Audio Fidelity AFSD 5954

The fascinating heterogeneous blending of Portuguese and African elements that makes up Brazilian music is faithfully captured by Juca Mestre and his Brasileiros on this listenable, danceable LP from Audio Fidelity. Cut in Rio de Janeiro a year ago, the disk contains loads of enjoyment as the orkster and his boys render "O Apito No Samba," "Poema Do Adeus," and "Chora Tua Tristeza."



"GOLDEN BLUEGRASS HITS"—Barrier Brothers—Philips PHS 600 003

The Barrier Brothers, who have often worked as the Ozark Mountain Boys, offer a who's who of Bluegrass hits on this class country package from Philips. The boys play the traditional bluegrass stringed instruments as they go through the paces of rendering past hits of Bill Monroe, Flatt and Scruggs and company. Country music lovers should like the boys' renditions of "Blue Moon Of Kentucky," "Polka On A Banjo," and "Cabin In The Hills."



"OPRY TIME IN TENNESSEE"—Various Artists—Starday SLP 177

A generous helping of country music and humor is dished up in this selection of 20 performances by stars and guests of the Grand Ole Opry recorded live in Nashville. Items of interest are "That's Good—That's Bad" by Archie Campbell, "One Is A Lonely Number" by George Jones," and "Salty Dog Blues" by Lester Flatt and Earl Scruggs. LP should make some noise with devotees of country music.

JAZZ PICKS OF THE WEEK



"WEST SIDE STORY"—Oscar Peterson Trio—Verve V/V6-8454

The basic moods and melodies of "West Side Story" are carefully balanced with the individual stylings and improvisations of the members of the Oscar Peterson Trio. A brilliant bass solo by Ray Brown in "Somewhere" along with the 88er's offering of "Tonight" and "I Feel Pretty" masterfully proclaim their right to experiment with the Bernstein score. Disk is a noteworthy addition to the catalog of jazz versions of Broadway shows and should score saleswise.



"STATEMENTS"—Milt Jackson Quartet—Impulse A-11

Milt Jackson and his quartet which consists of Milt on vibraharp, Hank Jones on piano, Paul Chambers on bass and Connie Kay on drums demonstrate their artistry as top-drawer musicians on listenable disk from Impulse. The quartet's ebullient, feelingful style carries them in good stead as they render "A Thrill From The Blues," a Jackson original, "Paris Blues," and Sonny Rollins' "Sonnymoon for Two." Set should be a welcome asset with most jazz lovers.



"THE BEST OF BASIE"—Count Basie—Roulette R 52081

Jazzophiles should really dig this quality album of the great instrumental hits created by the Count Basie ork during the late 30's and early 40's. The 88'er leads his boys through their paces with the warmth and simplicity that has long been regarded as the Basie sound. Some best bands here are "Jumpin' At The Woodside," "Jive At Five," and "Swingin' The Blues." Top-rung jazz album.



"LOVER MAN"—Carmen McRae—Columbia CL 1730

For her premiere album from Columbia, Carmen McRae pays a musical tribute to Billie Holiday by rendering a dozen of the late lark's songs with the dramatic soul that marks the best jazz singers. The songstress brings exactly the right mood and flavor to each tune she offers. She does not use gimmicks, but sings straight from the heart as she delivers "Them There Eyes," "Miss Brown To You," and the immortal "Lover Man." Jazzophiles should come out in droves for this excellent package.



"THE CAT WALK"—Donald Byrd—Blue Note 1075

The well-rounded, individual and authoritative talents of Donald Byrd are teamed up with Pepper Adams on baritone sax, Duke Pearson on piano, Laymon Jackson on bass and Philly Joe Jones on drums for this free-flowing melodically improvised session from Blue Note. The trumpeter has the ability to build fresh melodic lines while showing a firm understanding of theoretical knowledge. The boys read a number of exceptional self-penned items including "Say You're Mine," "Each Time I Think Of You," and "Hello Bright Sunflower."

CLASSICAL PICK OF THE WEEK



"NORMA HIGHLIGHTS"—Maria Callas—Angel 35666

In this La Scala presentation of Highlights from "Norma" by Bellini, the soprano's portrayal of Norma, an extremely difficult role, is done with authority and brilliance. Her artistry is never more evident than in the "Casta Diva" aria, which won her so many plaudits at her debut with the Met. Originally recorded in 1953, this new stereo version of "Norma" should be a strong seller.

Birth Of A Star



NEW YORK—Skip Cunningham recently guested on Mike Wallace's "PM" TV program. Shown (left to right) are Wallace, Claudia McNeil, Benny Benjamin, Gary Crosby and the chanter. Cunningham has just inked a recording pact with Kapp Records.

- | | |
|---|----------|
| GOOD LUCK CHARM | RCA |
| ELVIS PRESLEY
Gladys Music, Inc. | |
| ANYTHING THAT'S PART OF YOU | RCA |
| ELVIS PRESLEY
Gladys Music, Inc. | |
| WHAT'S YOUR NAME | BIGTOP |
| DON & JUAN
Hill and Range Songs, Inc.-Nan Coz | |
| CAN'T HELP FALLING IN LOVE | RCA |
| ELVIS PRESLEY
Gladys Music, Inc. | |
| BABY IT'S YOU | SCEPTER |
| THE SHIRELLES
Dolfin Music, Inc.-Mary Jane Pub. Co. Inc. | |
| LIZZIE BORDEN | KAPP |
| CHAD MITCHELL TRIO
Hill & Range Songs, Inc. | |
| GINNY IN THE MIRROR | BIGTOP |
| DEL SHANNON
Vicki Music Inc.-Hill & Range Songs, Inc. | |
| WAITING FOR CHARLIE | ARGO |
| ETTA JAMES
Dolfin Music, Inc. | |
| THE BIG BATTLE | COLUMBIA |
| JOHNNY CASH
Johnny Cash Music, Inc. | |
| MEXICAN DIVORCE | ATLANTIC |
| THE DRIFTERS
Plan Two-Walden-Quartet | |
| ECSTASY | ATCO |
| BEN E. KING
Presley-Progressive-Trio | |
| ANOTHER TEAR FALLS | LIBERTY |
| GENE McDANIELS
Eleventh Floor Music, Inc. | |
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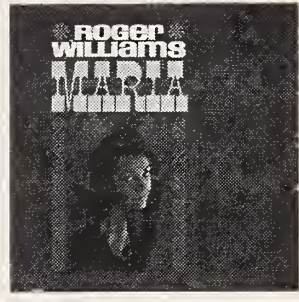
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STEREO



MARIA

ROGER WILLIAMS

(Kapp KS 3266)

Benny Goodman To Tour Soviet Union

NEW YORK—A "live" representation of the Swing Era in the Soviet Union—by none other than the "King of Swing" himself, Benny Goodman—has been set for May.

Goodman's visit, for six weeks, is one of the results of a new, two-year cultural exchange pact signed last week by the U.S. and the Soviet Union.

The tour, which Goodman has been seeking for the last seven years, is historic in that it signifies the first time that the Soviet Government has officially invited a jazz artist to ap-

pear in the country, though others have appeared on their own.

Goodman will be no stranger to Russian jazz fans, who, the performer said last week, have heard his records and have written him many times.

The new agreements will also bring The Roger Wagner Chorale and The New York City Ballet to the Soviet Union. In turn, The Soviet Union is to be represented here by the Bolshoi Theatre Ballet, the Leningrad Symphony Orchestra and the Ukrainian Dance Ensemble.

RCA Italiano Opens New Rome Studios

(Continued from page 7)

we must have expanded facilities. Since music consists of all kinds of music, we have built four studios; one large enough to accommodate Aida, with chorus, symphony orchestra and soloists—Studio A; one, Studio B, medium-size, to be used mainly for Popular music, and two, C and D, quite small, for intimate recording.

"Reason 2. Technical advances will continue to be made. Stereo as it is today is not the ultimate solution.

"We want to keep on experimenting. We do not want to leave well enough alone. We wish to remember Einstein's advice to a young scientist; "Never lose your unholy curiosity."

"Reason number 3. Europe was once, earlier in the century, and is now again becoming, the important source for musical talent. Therefore there is need for the best studios located where the best talent is to be found. . . .

"4. . . the studios must also serve in a world in which distances shrink daily. It now takes 7½ hours to go from New York to Rome—or just a little longer than it takes to drive from Fiumicino Airport to the Piazza di Spagna on a Sunday night.

"Let me emphasize that the Studios will be available to the entire industry, whether their home offices be in Europe or America. We believe that sharing of skill is the only sensible policy. Certainly we hope to make

money with these Studios! But we also hope that they will be of real service to the record industry, that they will serve music and its artists.

"This building is merely a service station, though we hope it will be an important one. We in the recording business are merely messengers, like the god Mercury; our job is to transport music which dwells on Parnassus into the living rooms of Verona, Vancouver, and Virginia Springs.

"We do this well if we move music on records closer and closer to the beauty and the richness and excitement of live musical sound. . . [Marek then played an excerpt of a piece recorded in Studio A.]

"Let me sum up by illustrating what we believe our effort means. Here is a painting by a great sixteenth century artist Caravaggio; it hangs in the Metropolitan Museum in New York. The painting represents music. [The painting was first shown in black and white.] We hope that the Italian Studios will be an important help in reproducing this picture as it ought to be seen—in all its color. [Then the same painting was shown in color.]

"This, ladies and gentlemen, is a challenging, a thrilling, a soul-satisfying task, a task which combines pride and profit, business and education. To this task we dedicate our new Studios. And to this task are dedicated the men and women who have worked, and will work for, on and in it."

Beltone Boosts Profits 25%

NEW YORK—A 25% increase in profits has resulted from the new distribution system set up by Beltone Recording Corp. The new system links Beltone with indie record distributors in 31 cities across the nation. The distributors will handle the firm's Beltone and Lescay labels on an exclusive basis in their markets.

Beltone's distribution previously was handled by a single distributor, King Records, Inc.

Les Cahan, Beltone topper, pointed out that the new set-up affords better control of timing, inventory, promotion and other marketing factors.

Beltone enjoys an advantage over many other independent disk firms, in that it maintains its own studios with complete recording facilities, which are also used by many of the major independents.

The company plans to release six new records during the next few weeks.

Sonodor To Release 4 New Del Oro LP's In April

PHILADELPHIA—In a recent release on Sonodor entitled "Headin' Home," music lovers were introduced to the sounds of the Orchestra Del Oro.

Consisting of over 90 musicians, the ork is described as the largest group ever to play music for dancing. "Headin' Home," arranged by Don Costa, was the first single to preview a series of mono and stereo albums that were released this month in 34 countries.

To follow-up these album releases Sonodor has again teamed together the combination of the Orchestra Del Oro and arranger Don Costa on one of the four new LP's to be released in April. Recorded in the Teatro Calderon in Madrid, Spain, these albums will include cha chas, boleros, pachangas and numerous other Latin dance beats.

The albums, entitled "Sound Of Harlem," "Movie Themes Go Latin," "All Time Latin Dance Hits," and "All Classics Go Latin" have all been recorded in the 35MM direct transfer technique.

Robinson Reactivates Fling

NEW YORK—The reactivation of Fling Records has been announced by Bobby Robinson, head of the Fury, Fire and Revelation diskeries.

Marshall E. Sehorn, national promotion director for Robinson's labels, will head the label and direct its activities. Dates will be cut mainly in the country, pop and jazz fields, though new R&B talent will be considered for the Fling roster.

Sessions on several of the label's pacts are completed and singles are being readied for early release. Negotiations are under way for separate and regular distributor outlets.

Bobby Rydell Returns From 3-Month World Tour

NEW YORK—Cameo recording star Bobby Rydell is homeward bound after a three-month personal appearance tour that spanned over 25,000 miles. The chanter, accompanied by his manager Frank Day, will arrive in Gotham on the Queen Elizabeth on March 12th. Prior to leaving England, aboard the Elizabeth, Rydell accepted the Disc magazine award for Chubby Checker. The award marks the 250,000th sale of Checker's "Let's Twist Again." The songster will present the award to Checker on an upcoming Dick Clark "American Bandstand" program.

Kahl Music Now Known As Nom Music

NEW YORK—Kahl Music, Inc. has changed its name to Nom Music, Inc. According to the firm's Albert Peckover, the corporate structure remains identical in all other respects, and all agreements of any kind entered into by Kahl Music, Inc. will be honored by Nom Music, Inc.

Artists and A&R Men Debate

(Continued from page 6)
outspoken critic of A&R men and proponent of artistic freedom in the studio. He felt that most A&R men were not sensitive enough, musically, and were more concerned with the question of "will-it-sell?"

Orrin Keepnews of Riverside Records, Taylor's opposite in A&R, replied that there was "lack of sufficient commercial direction" in jazz recordings, and conceded the conflict of what is possibly commercial and art.

Lieberson, after the words "commercial" and "artistic" were tossed about, asked for a definition of commercial—is it success?

Though no clear-cut definition was forthcoming, Keepnews indicated that success itself was relative. He said that smaller labels, with less of an overhead, could break even on a smaller sale or that the use of a combo rather than an orchestra could result in success on a smaller scale.

Emanuel Vardi, the conductor who sat in for Rise Stevens, who was originally set to represent classical artists, felt that the pop A&R man had more of a say in a pop session than an A&R man in the jazz or classical fields, due to the more creative nature of the latter two musical forms.

Jerry Lieber, half of the indie A&R producing team of Lieber & Stoller, said that there was "no difference in creativity" between pop, classical or jazz artists if the artist's performance is "honest." With honesty, the "rock 'n roll singer is the same as a 'cellist who performs in the White House," he added.

Lieberson declared that a record "is different and special than what an artist does elsewhere" and was the key to the relationship of the A&R man and artist.

Songster Brook Benton said it was up to the artist to give a "good performance" in the studio and that both the artist and A&R man should get together on the session. On the subject of getting together, Harry Meyerson, A&R man at Decca, said that the A&R man never says a complete "no."

another area of conflict, Keepnews noted that there was still an "R" (Repertoire) in A&R.

In a discussion of whether it was right for an artist to bring his "family and friends" to the studio, Richard Mohr, classical A&R man at RCA Victor, said he desires no one except the artist and possibly a "deaf mute."

Lawrence said that he realized disks released by him had flaws, but he said he preferred these releases to corrected takes that, however, lacked the "spirit" of the less than perfect issue.

The question of who-approached-who in the discovery of talent highlighted the questions-from-the-floor period. David Kapp, president of Kapp Records, tried to point out that Benton, Lawrence and Taylor were the finds of A&R men.

"I had to find the A&R man," replied Benton. He was supported by a non-panelist, Eydie Gorme, Lawrence's wife, who took over the mike to say that she and her manager spent years trying to get her talent across to A&R men.

She succeeded, Kapp noted, because Kenny Greengrass, her manager, "is a good A&R man."

.....

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CASH BOX TOP 100's PUBLISHERS

(Top 100 titles listed Alphabetically see card for artist and label credit)



ITALY

"When . . . When," which placed fourth in this year's San Remo contest, is now Italy's number one seller in a version by Tony Renis (VCM), also the composer of the number. Two pieces from San Remo are doing something in sales. They are "Stanotte Al Luna Park" by Milva on Cetra and "Lui Andava A Cavallo (He Rode On Horseback)" by Aurelio Fierro on Durium.

Benito Vassura, of VCM who takes care of the Liberty line here, and— incidentally—possesses a spectacular culture in the field of recorded music of every label, gave Cash Box an outline of the first Liberty release from VCM. Just after the San Remo festival was issued one LP under the title "Liberty Spectacular Record" featuring 16 different artists such as Felix Slatkin, Julie London and Bobby Vee, 2 EP's "Pocker" (four singing talents) and "4 Top Themes" (only instrumental music from films); and lastly six NP's. Almost all are new couplings specifically made for the Italian market.

Cash Box paid a visit in Turin to Mr. Carrara, the vice president of the record group FONIT-CETRA. The two labels are headquartered as follows:

FONIT—Via Gonzaga 4—Milan
CETRA—Via Bertola 34—Turin

The name of Fonit is known as the producer of the Modugno's hits, from the start of his career. The big names of Cetra, are Claudio Villa, and the new Italian star, Milva, currently on the chart with "Tango Italiano." The Fonit/Cetra catalog is represented by Decca in the States, but soon the contract will expire, and a change of representation is likely. On the front of "serious music," Cetra boasts of some works of great value and maybe unique, such as an opera catalog which features 74 complete operas, while the 75th will soon be added, "Giulietta E Romeo"; three spoken-word sets: the Dante's "Divina Commedia." Each set includes six LP's and is sold at a retail price of Italian Liras 19.800 (\$33). Already on the market, the first set is "Inferno," while the second, "Purgatorio (Purgatory)" is due in the Spring and "Paradiso (Paradise)" will come out at the end of 1962. Of course, this big work can be of interest abroad to foreign Universities where Italian language is taught. Next week something about the new Cetra's recording stage.

Italy's Best Sellers

- 1a. *Quando Quando Quando (When . . . When . . .)/Tony Renis/VCM/Curci
 - b. Quando Quando Quando/Emilio Pericoli/Ricordi
 - 2a. *Tango Italiano/Milva/Cetra/Southern Music
 - b. Tango Italiano/Sergio Bruni/VCM
 - c. Cocky Mazzetti/Rifi
 - 3a. *Addio Addio (Farewell)/Domenico Modugno/Fonit/Curci
 - b. Addio Addio/Claudio Villa/Cetra
 4. *Gondoli' Gondola'/Sergio Bruni/VCM/Ricordi
 - 5a. Let's Twist Again/Peppino Di Capri/Carisch/Aberbach
 - b. Let's Twist Again/Chubby Checker/Parkway
 - 6a. Wheels/Billy Vaughn/London/Bridge
 - b. Wheels/Marcel Amont/Polydor-Siemens
 - c. Wheels/5 Marsigliesi/Rifi
 - 7a. Moon River/Nico Fidenco/RCA Italiana/Ricordi
 - b. Moon River/Hollyridge Strings/VCM
 - c. Moon River/Michelino/Rifi
 - 8a. Peppermint Twist/Joey Dee/Roulette & Ricordi/Southern Music
 - b. Peppermint Twist/Adriano Celentano/Gurtler
 9. *Nata Per Me (Born For Me)/Adriano Celentano/Gurtler/Ricordi
 10. *La Ballata Della Tromba (Ballad Of A Trumpet)/Nini Rosso/Titanus & Durium/Titanus
 11. *Town Without Pity/Gene Pitney/Un & CGD/Messaggerie Musicali
 - 12a. Twist For Jet/Peppino Di Capri/Carisch/Aberbach
 - b. Twist For Jet/Chubby Checker/Parkway
 13. Sway/Bobby Rydell/Cameo & GC/Southern Music
- *Local Product

Int'l Luminaries Attend Opening Of Victor Studios



ROME—Dignitaries from all over the world recently attended the inaugural ceremonies for RCA Victor's new huge studios. The first photo shows (left to right) Conte Enrico Baleazzi, the topper of RCA Italiana, Victor veep George Marek, Cardinale Tisserant and RCA Victor prexy Frank Folsom. The second photo shows Marek leaving the stage of the studios after delivering his address on the history of recorded music. In the third shot Harry Belafonte is shown greeting Leontyne Price. The last photo shows Nico Fidenco, the top-selling RCA Italiana artist, surrounded by a group of his fans.

A GIRL HAS TO KNOW	77	LOVE ME WARM AND TENDER	22
(Aldon BMI)		(Spanka—BMI)	
A LITTLE BITTY TEAR	32	LOVER, PLEASE	49
(Pamper BMI)		(Lyn-Lou—BMI)	
AFRIKAAN BEAT	37	MASHED POTATO TIME	31
(Roosevelt BMI)		(Rice-Mill BMI)	
ALVIN TWIST	61	MIDNIGHT IN MOSCOW	2
(Monarch ASCAP)		(Melody Trails BMI)	
AMOR	98	MOMENTS	78
(Peer Int'l BMI)		(Robadon BMI)	
*ANNIE GET YOUR YO-YO	93	MY BOOMERANG WON'T	
(Don BMI)		COME BACK	26
*ANYTHING THAT'S PART		(Piccadilly BMI)	
OF YOU	94	NORMAN	44
(Gladys ASCAP)		(Acuff-Rose BMI)	
BABY IT'S YOU	46	NUT ROCKER	58
(Dolfi ASCAP)		(Kim Fowley—BMI)	
BALLAD OF THUNDER ROAD	68	*ONE WHO REALLY LOVES YOU	91
(Leeds ASCAP)		(Jobete BMI)	
BERMUDA	84	OUR ANNIVERSARY	73
(Suffolk BMI)		(Keel BMI)	
*BIG DRAFT, THE	100	PATTI ANN	53
(Various Publishers)		(Escort—BMI)	
BREAK IT TO ME GENTLY	15	PEPPERMINT TWIST	30
(Northern ASCAP)		(Impact BMI)	
B'WA NINA	65	PERCOLATOR	24
(Lionel—ASCAP)		(Meadowlark ASCAP)	
CAJUN QUEEN	71	*PLAY THE THING	99
(Cedarwood BMI)		(Duchess BMI)	
CAN'T HELP FALLING IN LOVE	67	PLEASE DON'T ASK ABOUT	
(Gladys ASCAP)		BARBARA	29
CHATTANOOGA CHOO CHOO	82	(Aldon—BMI)	
(Feist ASCAP)		POP-EYE	50
CHIP CHIP	28	(Ace BMI)	
(Trinity, Glo-Mac BMI)		*QUARTER TO FOUR STOMP	100
CLOWN SHOES	92	(Ponderosa, House Of Fortune BMI)	
(Metric BMI)		RAINS CAME	85
COME BACK SILLY GIRL	19	(Crazy Cajuncorette BMI)	
(Aldon—BMI)		SHE CAN'T FIND HER KEYS	81
COTTONFIELDS	33	(Arch ASCAP)	
(West Side BMI)		*SHE CRIED	96
CRY, BABY, CRY	43	(Trio BMI)	
(Jersey—BMI)		SHE'S GOT YOU	11
CRY TO ME	38	(Pamper BMI)	
(Mellin-Progressive BMI)		*SHOUT SHOUT (Knock Yourself	
CRYING IN THE RAIN	21	Out)	97
(Aldon BMI)		(B'way ASCAP)	
DEAR LADY TWIST	25	SLOW TWISTIN'	8
(Pepé BMI)		(Woodcrest ASCAP)	
DEAR ONE	55	SMOKY PLACES	12
(Maureen BMI)		(Annie-Earl, Sunflower ASCAP)	
DON'T BREAK THE HEART		*SOLDIER BOY	87
THAT LOVES YOU	3	(Ludix BMI)	
(Francon—ASCAP)		SOMETHING'S GOT A HOLD	
(DO) THE NEW CONTINENTAL	34	ON ME	45
(Kalmann ASCAP)		(Figure BMI)	
DREAM BABY	10	SOUL TWIST	62
(Combine—BMI)		(Kylinn BMI)	
DRUMS ARE MY BEAT	63	*STRANGER ON THE SHORE	88
(Travis—BMI)		(Melin BMI)	
*DUCHESS OF EARL	100	SWEET THURSDAY	83
(Conrad BMI)		(Elm Drive ASCAP)	
DUKE OF EARL	5	TEARS AND LAUGHTER	66
(Conrad BMI)		(Gil BMI)	
ECSTASY	69	*TELL ME	95
(Presley-Progressive-Trio BMI)		(Odin Music ASCAP)	
GINNY COME LATELY	74	THAT'S MY PA	80
(Pogo ASCAP)		(Channel ASCAP)	
GOODBYE TO TOYLAND	89	TOWN WITHOUT PITY	59
(Walt Disney ASCAP)		(United Artists ASCAP)	
*GOOD LUCK CHARM	36	TUFF	16
(Arch ASCAP)		(Jec BMI)	
GREATEST HURT, THE	51	TWISTIN' THE NIGHT AWAY	7
(Pearl BMI)		(Kags BMI)	
HE KNOWS I LOVE HIM		TWISTIN' POSTMAN	56
TOO MUCH	41	(Jobete BMI)	
(Aldon BMI)		TWIST, THE	17
HER ROYAL MAGESTY	9	(Armo, J N C BMI)	
(Aldon BMI)		*TWO OF A KIND	87
HEY, BABY!	1	(Acuff-Rose BMI)	
(LeBill BMI)		WALK ON THE WILD SIDE	42
HEY! LET'S TWIST	52	(David, Bernstein—ASCAP)	
(John Ware, Frost—BMI)		WANDERER	13
IF A WOMAN ANSWERS	70	(Schwartz, Disal ASCAP)	
(Aldon BMI)		WHAT'S SO GOOD ABOUT	
I'LL SEE YOU IN MY DREAMS	75	GOODBYE	60
(Feist ASCAP)		(Jobete BMI)	
I'M BLUE	27	WHAT'S YOUR NAME	6
(Progressive, Placied ASCAP)		(Hill and Range ASCAP)	
I KNOW	54	WHEN MY LITTLE GIRL IS	
(At Last, Saturn BMI)		SMILING	48
I'VE GOT BONNIE	20	(Aldon BMI)	
(Aldon BMI)		WHERE HAVE ALL THE FLOWERS	
JAMIE	40	GONE	23
(Jobete BMI)		(Fall River BMI)	
JOHNNY ANGEL	35	WHITE ROSE OF ATHENS	76
(Post ASCAP)		(Schaefer—BMI)	
LETTER FULL OF TEARS	72	YES INDEED	90
(Betalbin BMI)		(Embassy BMI)	
LET ME IN	4	YESSIREE	57
(Arc-Oae BMI)		(Kilt BMI)	
LIZZIE BORDEN	64	YOU BETTER MOVE ON	79
(Hill & Range BMI)		(Keva BMI)	
LOLLOPOPS & ROSES	47	YOU WIN AGAIN	39
(Garland ASCAP)		(Rose—BMI)	
LOVE LETTERS	14	YOUNG WORLD	18
(Famous—ASCAP)		(Four Star BMI)	

* Asterisk indicates first appearance on Top 100



FRANCE



ARGENTINA

SPECIAL REPORT FROM CHILE

"Dime Porque (Tell Me Why)" penned by singer and composer Maria Pilar Larrain, and "El Loro Aguafiestas," written by Jose Gales, won the International and Folk sections of the third Viña del Mar Song Festival, which took place at Quinta Vergara of Viña del Mar from Feb. 17 to Feb. 25.

The jury (formed by Luis Sigall, Sara Vial, Thomas Eastman, Ricardo Garcia, Isidor Handler, director of the Viña orchestra, Raul Matas, Valentin Trujillo, well known arranger and director, and diskery reps Camilo Fernandez, Herman Aravena, Ruben Nouzeilles and Saul San Martin) selected 20 tunes (10 international and 10 folk) from the nearly 900 that were presented by composers from all the country. The songs were presented in seven special two hour shows, transmitted also by Radio Minería and its network and Radio Prat. The artists selected to sing them were Arturo Millan (who also took part successfully in the last Benidorm, Spain song Festival), Silvia Infantas y los Condores, and Los Cuatro Duendes, Antonio Prieto, Los Cuatro Hermanos Silva and The Ramblers were also present and performed non-contest songs. Another important visitor was Mauricio Brenner, head of Fermata Argentina, who came to see the possibility of inking some of the songs. Representatives of Southern Music and most other Argentine publishers were also present.

The 10 tunes selected by the jury were: "Soy Colerico" (cha cha cha); "Dime Porque" (slow rock); Quien te Tendra" (slow rock); "Si ya no me Quieres (If You Don't Love Me Any More)" (tango); "Dos veces Papa (Twice Father)" (fox); "No se Llorar" (fox); Feliz Navidad (Happy Christmas)" "Asi Tiernamente (Tenderly)"; Comprenderas (You'll Understand)" and "Junto a Ti" (slow rock). Besides the first prize (700 escudos) there were two other awards (300 and 200 escudos) which were given to "Dos Veces Papa" and "Si ya no me quieres." In the folkloric section, the second and third prizes were given to "Tonada de Juan Trovero" and "El Pinguino."



Some of the luminaries at the Viña del Mar Song Festival were (left to right) Mauricio Brenner of Fermata Argentina, Raul Matas, popular Chilean decjey, a member of Los Cuatro Duendes, a vocal group that took part in the festival, and Antonio Prieto. The bottom photo (left) shows Antonio Prieto chanting at the festival. In the right shot is Silvia Infantas and the Condores, who offered several songs at Viña del Mar.

Argentina's Best Sellers

1. Bailemos Otra Vez Twist (Let's Twist Again) (Kallman—Rosarita—Fermata) Chubby Checker (Fermata); Lalo Fransen (RCA); Richard Anthony, Luis Aguile, Joe Gasparino, Peppino de Capri, Los Juveniles (Odeon Pops); Don Goyo (Orfeo); Conj. Primavera (Record); Trio Geval (Philips); Meyer Davis (Fermata)
2. *La Gorda (Lagos) Los Chalchaleros (RCA); Los Chilicotes (Odeon); Los Cantores del Huaco (Music Hall)
3. *Del Tiempo 'I Mama (Korn) Los Quilla Huasi (Philips); Los Chilicotes (Odeon); Atencio Paredes, Los Cantores de Salavina (Music Hall); Tomas Campos, Waldo de los Rios (Columbia); Los Chalchaleros (RCA); Carlos Garcia (Disc Jockey)
4. Presumida (High Class Baby) (Aberbach-Fermata) Teen Tops (Columbia); Johnny Tedesco (RCA)
5. No Existe El Amor (Non Existe L'Amor) (Nazionale—Fortissimo) Adriano Celentano, Adriano (Microfon); Tony Vilar (Columbia); Johnny Tedesco (RCA); Danny Blu (Odeon Pops)
6. *Luminarias (Fermata) Los Tres Sudamericanos (Columbia); Los TNT (RCA); Los Angeles (Music Hall)
7. Escandalo (Pham—Edami) Javier Solis (Orfeo); Roberto Yanes (Columbia); Antonio Prieto, Marco Antonio Muñiz (RCA); Los Chapanecos, Olga Guillot (Odeon Pops); Raul Verdier (Music Hall); Cesar Nando (Tonodisc); Rosamel Araya (Disc Jockey)
8. La Creacion El Padre Alejandro (Columbia)
9. Estando Contigo (Korn) Los Cinco Latinos (Columbia)
10. Tuyo En Setiembre (Adaris—Fermata) Billy Vaughn (Music Hall); Bobby Darin (Atlantic); Jose Carli (Columbia); Sterling Brandy (Tonodisc)

*Local Product

LAST-MINUTE FLASH: The song chosen to represent France in the coming Eurovision competition is "Mon Premier Amour" from the pens of Vic and Vallade, to be sung by Isabelle Aubret (Philips) (see below).

Opening night—the "première" of the new ABC Music Hall show starring Juliette Greco—was a big Paris event recently, but most of all, the show made known to the public young singer, Luc Romann (Fontana), who is certainly the biggest up-and-coming hope of the French "chanson" that has appeared for a long time. But to begin at the beginning, let's note that the theatre that night was really brilliant. All the big names and all the big stars of music, screen, radio, etc. were on hand and what is known as the "tout Paris" (or what's left of it in Paris) was out in full force. Greco's success on the stage was undeniable, but Luc Romann was a revelation. Luc composes his own songs and sings them, in a style that recalls Charles Trenet at his beginning and a little of Charles Aznavour of today. The singer is a real poet and a first-class performer. All his songs are excellent, but we point out in particular the tune called "Les Mots" (published by Tutti). Once more we have a "find" due to the Pierard-Tournier team.

And then there's the latest "scandal" of the song world, reported recently in the "Canard Enchaîné." This time it concerns the Eurovision competition which, as everyone knows, is a radio and television broadcast beamed to all the European countries each of which is represented by a song. Before being chosen for the competition, no song—and this is one of the "sine qua non" conditions of the contest—should be published before the presentation. This year, however, a new ruling allows the RTF (French radio and television network) to reserve the right to acquire the publishing rights for the winning songs. If it is clear that the ruling that no song should be published before the contest was made in order to avoid any possibility of "under-the-table" agreements etc., one hardly understands how it happens that now the composers and lyricists shall not be free to cede their tunes to whomever they wish and according to terms chosen by them. In addition, everyone wants to know exactly why—for what purpose—the RTF wishes to reserve exclusive rights to these songs. Only the future will make clear the now obscure intentions of the RTF, but one fact might be pointed out now which has its importance. The RTF awarded a prize not so long ago to a song chosen as No. 1 in a contest of children's tunes and reserved for itself the publishing rights. However, it took the RTF six months finally to decide to cede the rights to Chappell. Hence, six months were lost for the composers and the promotional work had to be recommenced from scratch. In awaiting this year's Eurovision competition with patience, let's recall that last year's winning song was a French one—"Nous, Les Amoureux."

Travel notes: Leon Cabat, president of Vogue Records is back in Paris from Switzerland; Philips' Bob Azan has also returned to the capital; Eddie and Nicole Barclay sailed for the U.S. on the France; on the same liner went Marbot of SEMI publishers and Lucien Morisse of Europe No. 1.

New issues: A Barclay EP called "Twist Contre Tango" and featuring the orchestras of Jose Lucchesi and Doug Fowlkes; another EP features Eddie Barclay and Les Twisters. It's called "Twist A Gogo" and the main tune is entitled "Mister Twister." The newest Guarani issue on Barclay highlights "Moliendo Cafe" and "Che Cocue Acopi Rire." French fans are pleased to note the first Eydie Gorme release here by Barclay on the United Artists label, for Eydie gives with "Long Ago And Far Away" and "Imagination" in her inimitable style. And last but not least is the 12-inch Barclay album, "RNR Festival" featuring Les Chaussettes Noires, Les Pirates, Vince Taylor and Doug Fowlkes.

According to Maurice Tézé, the cocktail party honoring Sacha Distel was a complete success and a good time was had by all.

News from Philips: Feb. 27 marked the departure of Yves Montand for London where he will give a series of 26 recitals at the Savile Theatre before he takes off again for Japan. Before leaving for Lebanon, Les Alcarson waxed the film music from "Le Cid," in particular, the song entitled "Pour Toi, Chimene."

Henri Salvador's disk featuring "Le Lion Est Mort Ce Soir" continues to chalk up tremendous sales figures. Note that the disk is sold on Salvador's own label. Claude Bolling's latest album is a 12-incher, "Claude Bolling Joue Ray Charles." Georges Brassens has left Paris for an extended tour of France's biggest cities.

Ran into Roger Marouani (EMI) who helped launch the Twist on the Pathé label with the help of Chubby Checker, Richard Anthony, etc. He was also responsible for putting Helen Shapiro on the map here and is working hard to build the career of Bobby Rydell in France. Helen Shapiro heads the Olympia bill and he is counting on her stint there to establish definitely this young singer in this country.

A certain calm reigns in the record world for the moment, and is due no doubt to the fact that everyone is awaiting the new songs which should come out of the San Remo Festival and the Eurovision contest. Then things will really get moving!!

France's Best Sellers

1. Viens Danser Le Twist—(Let's Twist Again) (Mann—Appel—Gosset). Recorded by J. Hallyday—Jackie Seven—R. Anthony. Publishing firm—Editions Salvat
2. Romeo—(J. Broussolle—Stolz). Recorded by Petula Clark—Rika Zarai. Publishing firm—Editions Raoul Breton
3. Lecon De Twist—(Twistin' The Twist) (D. Gérard—L. Morisse—Giuseppe Mengozzi). Recorded by—R. Anthony—Les Chaussettes Noires—Dalida—C. Valente. Publishing firm—Caravelle
4. Il Faut Savoir—Charles Aznavour. Recorded by—Charles Aznavour. Publishing firm—French Music
5. Retiens La Nuit—(Charles Aznavour—Georges Garvarelez). Recorded by—J. Hallyday. Publishing firm—Caravelle



ENGLAND



SCANDINAVIA

The realization of the GRRA's first major conference held recently reflects much credit on the organizers, particularly the Chairman, W. S. Woyda, and secretary H. Tipple. Summing up the conference of which the key note was "United we stand—divided we fall," Woyda expressed satisfaction with the results which he hopes will bring about closer co-operation between the dealer and manufacturer. Later it is hoped to form a Joint Industrial Council with the prime aim of selling more and more records. Attendance figures for the 2-day conference proved extremely disappointing. Despite the roster of first class speakers engaged to address the meeting on such vital and controversial subjects as "Price Maintenance," "Record Clubs," "The Common Market," "Advertising," etc. less than 100 dealers turned up on either day. This apparent apathy on the part of the 2,000 dealer outlets represented by the GRRA is a poor response to the Association's call for unity. It was felt that dealers should wake up to the fact that in order to safeguard their interests in the face of increasing competition from clubs, rack jobbing etc. the time to put their house in order is now.

With "Midnight In Moscow" high in the American Top 100, negotiations are in the final stages for Kenny Ball to visit America early in May either for cabaret in Chicago or a two-week tour. In exchange for Kenny Ball, American Bob Scoby's Frisco Jazz Band will make their first visit to England. Latest chart entry for "Midnight In Moscow" comes from Australia.

Following the transatlantic success of her first disk "Let's Get Together," young Hayley Mills has waxed a follow up "Jeepers Creepers" for Walt Disney's a&r manager Tutti Camarata. Released in the States on Vista the disk is out here on Decca. The Drifters, fast climbing American charter "When My Little Girl Is Smiling" is released on London. Pye issued a cover version by Jimmy Justice, who is currently in Sweden enjoying great success on TV, radio and cabaret.

Bobby Vee left for Barcelona and Chicago following his recent sell out tour of Great Britain. Co-star Tony Orlando is staying on for a 7-day personal appearance tour.

Reg Warburton, Oriole a&r manager in charge of the recently acquired Time-Oriole catalogue of LP's, is delighted with public reaction to the initial 10 releases. Oriole will be featuring this quality product at the forthcoming Audio Fair which annually attracts a large number of record connoisseurs. Dealers all over the country have given the product special displays.

During his recent stay in London, American singing star Jimmy Dean paid a brief visit to the GRRA conference. He thanked dealers present for their help in selling his Philips release "Big Bad John."

American visitor to the Cash Box office was Major Bill Smith in town to promote the British release by Mercury of "Hey Baby," composed and recorded by Bruce Channel. No. 1 in the States six weeks after release the number is published there by LeBill Music and here by Peter Maurice.

Anglo-American disk stars Cliff Richard and Pat Boone were presented to Her Majesty The Queen at this week's premiere of "West Side Story."

Eden Kane, who shot to the No. 1 slot last year with "Well I Ask You," is likely to visit New York in June to promote the stateside release on London of his current Decca hit "Forget Me Not." Meantime managers Michael Barclay and Philip Waddilove of Audio Enterprise are negotiating for the remake rights of an American film as a vehicle for Eden's first major screen role.

Cliff Richard and The Shadows complete their extensive seven-week tour of one night stands on March 12. EMI a&r manager Norrie Paramor will record the last concert live for release on LP tentatively titled "On Tour." Paramor looks forward to renewing acquaintance with Electrolo a&r manager Heinz Geitz when later this month he accompanies Helen Shapiro to Germany to record in German and French for release in those territories. Titles include her latest hit "Tell Me What He Said."

In April, Cliff Richard starts rehearsing for his next technicolor musical "Summer Holiday" for Elstree Films. As for "The Young Ones" choreography will be by American Herb Ross, who will also be remembered for his work on the "Carmen Jones" film.

Anthony Newley returned to his star role in "Stop The World" last week after a short holiday in California. While there, Newley with his co-author and composer Leslie Bricusse put the finishing touches to a new musical to be presented in London later in the year.

Looks like the long awaited visit by Frank Sinatra will materialize in the middle of the year. Sinatra's adviser, Mickey Rudin, has been in London for talks with Louis Benjamin of Pye Records—British distributors of Reprise.

A new pools promotion company, Pop Pools Ltd., has been formed and will commence operations in April. Based on the movement of pop records in the Top 20 charts of the Melody Maker, pools featured on the coupon include 'Treble Chance'—Object: find 6 records in the current chart which will stay in the same position next week; '4 Ups and 4 Downs'—Object: pick 8 results 4 disks which will go up and 4 which will go down the next week and '12 Results'—Object: forecast what will happen to each of the first 12 records next week. With things the way they are, anyone who can forecast any of these correctly deserves to win!

ATV's highly successful weekly program, "All That Jazz," extended for the third time will now run until May. Latest line up includes Billy Daniels, Danny Williams, Eric Delaney, Bob Miller & The Millermen, The Dallas Boys, Johnny Dankworth and his Orchestra, The Viscounts and The Kaye Sisters.

Joe Roncoroni, one of the founder proprietors of John Fields Music which opened in 1949, has dissolved his partnership with the firm and opened his own pubby Mistletoe Melodies. Half the copyrights he held with Fields have been incorporated into the new company. He also has Marquis Music in partnership with artist-arranger Ken Jones. A disk by Jones entitled "Just Rollin'" b/w "Joxville" to be released here on Parlophone has been acquired by Consolidated Music Inc. of New York and will be issued in the States on CBS.

Brenda Lee, who arrives for her first British tour on March 28, has been booked for Val Parnell's "Sunday Night At The London Palladium" on April 1.

Sweden's Best Sellers

1. Let's Twist Again (Chubby Checker/Columbia) Belinda (Scandinavia) AB
 2. Läs Inte Brevet Jag Skrev Dej (Don't Read The Letter) (Siv Malmquist/Metronome) Robert Mellin (Scandinavia) AB
 3. Mexico (Bob Moore/London) Reuter & Reuter
 4. Happy José (Ching Ching) (Jack Ross/Dot) Sonet Music
 5. The Young Ones (Cliff Richard/Columbia) Gehrmans
 6. *Te' Dans Må' Karlstatösera (Sven-Ingvars Kvartett/Philips) Nordiska Musikförlaget
 7. Multiplication (Bobby Darin/Atlantic) Belinda (Scandinavia) AB
 8. Little Rose-Mary (Ray Adams/Fontana) Europa-Produktion
 9. *Sol Och Vår (Inger Berggren/HMV) Europa-Produktion
 10. Sânt Ar Livet (You Can Have Her) (Anita Lindblom/Fontana) Ivan Mogull Music/Sweden Music
- *Local copyright.

DENMARK

It seems to be sure that Denmark will be represented at Luxembourg by Ellen Winther, the opera singer who sang the winning song, "Vuggevise" (Lullabye), in the local Danish Song Festival. Nordisk Polyphon reports good sales of her Polyphon recording of the song.

Knut Mörk, head of Mörks Musikforlag in Copenhagen, reports that he is looking for possibilities to make LP's a little less expensive. Mörk handles several labels, among them Dot, Kapp and Imperial (it's called California here), and one of the big problems has been the small profit in importing LP's directly from America. After discussing the problem with Knäppupp in Stockholm and Egil Monn Iversen A/S in Oslo, they have decided to make the pressings in Denmark. Also sleeves will be made in Denmark, this making the costs lower even for smaller quantities of records.

Medley Swingers is a new instrumental group in Denmark. They made their debut for Triola which is reportedly having great success.

FINLAND

Hans Westerberg of Oy R. E. Westerlund Ab in Helsinki reports about the Scandinavian EMI sales congress in Helsinki. Visiting Finland for this occasion were A. J. Poole and Kurt Mikkelsen from EMI in Denmark, Arild Iversen and Rolf Syversen from EMI (Iversen & Froght A/S) in Oslo and Anders Holmstedt and Ivan Nordström from EMI in Sweden. From Finland, where EMI is divided upon two companies, were present Hans Westerberg and Rolf Kronqvist from Westerlund's and Matti Piha and Erkki Karjalainen from PSO. Mainly, repertoire problems common for all four countries was discussed during the meeting.

Finland's contribution to the Eurovision Song Festival at Luxembourg this year, "Tipi-Tii" has been sold to Germany, Austria, Switzerland and Holland thru the Aberbach Publishing Company in Hamburg is reported from the Finnish publisher, Scandia-Musiikki Oy. The sale to the listed countries was arranged by Ake Gerhard of Europa-Produktion in Stockholm, who is handling the song for Sweden.

NORWAY

There is no risk that the winning Norwegian Festival song, "Kom Sol, Kom Regn (Come Sun, Come Rain)" will not be recorded, at least in Norway. The composer, Kjell Karlsen, is the head of the recently formed record company, Viking Music in Oslo.

The Chat Noir had a gala opening on March 2. Almost everybody in show biz in Scandinavia was seen among the public—or on the scene. A party at the Bristol after the opening was attended by most of the artists and the audience. From Sweden, Karl Gerhard, well known show producer, was engaged for the new show.

SWEDEN

Swedish Championship in the Twist is an event taking place in Stockholm on April 23, reports Ake Gerhard of Belinda (Scandinavia) AB, the composer-publisher. At the moment local Twist competitions are taking place all over Sweden, and the best couples from each spot will do their best in Stockholm in April. Belinda is publisher of some of the most popular Twist songs and has a natural interest in stimulating the interest in the new dance.

Delta Rhythm Boys, have always been very popular in Sweden, have changed their names to the Deltas. They are now contracted for some pa's here this summer in June when they will make a tour in Sweden. The group is on tour in Asia at the moment. Some new recordings with the group are planned for release here during the spring.

Ake Gerhard reports international chances for the Swedish Festival song, "Sol Och Vår," as the song has been placed in Austria, Germany, Holland and Switzerland thru the Aberbach Publishing houses in Hamburg.

New sheet music from Gehrmans: "Peace Pipe" and "The Savage" from the British film "The Young Ones," both composed by Norrie Paramor. Also the title song, "The Young Ones" (in Swedish: För Unga) was released recently by Gehrmans. "Go On Back, You Fool" from Central Songs in Hollywood has been released here with Swedish lyrics ("Gå Tillbaks Igen") by Key, and "Steps One And Two" with Swedish lyrics ("Se Men Inte Röra") also by Key. The latter is from SESAC in New York.

Back behind his desk at Metronome is Pella Nyström, head of its publicity dept. He returned the other day from Egypt, where he spent his honeymoon. While there, he visited the Egyptian record industry, which, according to Nyström, is facing many problems, among them economical problems. Heard everywhere in Egypt was Elvis Presley, who seems to have the same popularity there as in the rest of the world. Two companies seem to handle most of the record biz in Egypt, according to Nyström.

Denmark's Best Sellers

1. Django (The Clifters/Philips) Multitone
2. Mandalay (The Four Jacks/Odeon) No Publisher
3. Elisabeth-Serenade (Günter Kallmann/Polydor) Imudico
4. Sânt Ar Livet (You Can Have Her) (Anita Lindblom/Fontana) Ivan Mogull Music/Sweden Music
5. Let's Twist Again (Chubby Checker/Columbia) Belinda (Scandinavia) AB
6. Peppermint Twist (Joey Dee/Roulette) Mörks Musikforlag
7. Rock-A-Hula Baby (Elvis Presley/RCA) Belinda (Scandinavia) AB
8. Schwarze Rose Rosemarie (Peter Kraus/Polydor) Multitone
9. La Paloma (Dario Campeotto/Sonet) Wilhelm Hansen Musikforlag
10. The Young Ones (Cliff Richard/Columbia) Dacapo Musikforlag

Norway's Best Sellers

1. Det Var Du Som Sa Nei (Wing Of A Dove) (Grynet Molvig/RCA) Belinda (Scandinavia) AB
2. Walk On By (Leroy Van Dyke/Mercury) Ivan Mogull Music/Sweden Music
3. Sânt Ar Livet (You Can Have Her) (Anita Lindblom/Fontana) Ivan Mogull Music/Sweden Music
4. The Young Ones (Cliff Richard/Columbia) Musikk-Huset A/S
5. Let's Twist Again (Chubby Checker/Columbia) Belinda (Scandinavia) AB
6. Multiplication (Bobby Darin/Atlantic) Belinda (Scandinavia) AB
7. Rock-A-Hula Baby (Elvis Presley/RCA) Belinda (Scandinavia) AB
8. You're The Only Good Thing (Jim Reeves/RCA) Egil Monn Iversen A/S
9. *Mari Og Ola (Björg & Per Gunnar/Manu) No Publisher
10. Midnight In Moscow (Kenny Ball/Pye) Egil Monn Iversen A/S



MEXICO



AUSTRALIA

The popular rock 'n roll group, The Teen Tops, start a long tour beginning in Argentina. Later, this group will perform in Brazil, Chile and Paraguay. Before they left town, they cut a new album for Columbia Records.

Enrique Guzmán, who a few months ago was the first voice of The Teen Tops and who now works successfully as soloist, is finishing his first twist album, accompanied by the new group of Los Salvajes, also at Columbia.

Nat King Cole arrived at this capitol and immediately began to perform at the Señorial night club, combining it with two performances at the Arena México. Nat will also record at Musart Records, which is affiliated with Capitol Records, an album with Mexican songs and sung in Spanish. Next week full information about the songs he recorded, the orchestra and arrangements. His personal manager Carlos Gastel is supervising his dates.

Bing Crosby also came to México but only to rest. When Cash Box asked Bing what was his opinion about the twist he said: "In fact, this is a very old dance, which many years ago was called Shimmy. I will never record this rhythm . . . because it's too antique for me."

On April 2, Frank Sinatra, is expected. As in 1961, he will perform free, paying all the expenses of himself and the musicians and conductor of his band, in a benefit for children. Frank will give a show in the elegant ballroom, Abril en México, and around five dates in the Roble Theater.

Gloria Lasso is still in town, performing now at the Terrazza Cassino nightclub, combining her job with some work on TV too. Gloria will leave Mexico very soon to fulfill some contracts in South America.

Miguel Angel, popular singer of the "new wave," finished his first LP at RCA Camden, in which he included standards, transformed into rock 'n roll and twist with Chucho Ferrer's orchestra.

New York's twist group, The High Hats, having a big success in Mexican theater and recorded an album for the new label, Cometa. This label also released another rock 'n roll LP with the Mexican group Los Sleepers.

RCA Victor released Arthur Murray's twist album. From the same label, Fabricio reports his first album, including his big singles and some new songs.

From Venezuela, Cash Box received a post card from Albert Vázquez and from Colombia, a letter from Dyno. Both are Musart performers.

Arturo Romero and his "magic violins" signed to perform for three years at Las Vegas. Arturo told Cash Box that this style has never been heard before in Las Vegas and that the audience is very pleased with his music. He got permission from Orfeon records to record two albums at Capitol Records. As the contract is for a long time, most of his musicians will take their wives and children to live in the United States.

Chico O'Farrill, one of the finest modern musicians in Mexico has a busy schedule making arrangements for American and English companies. He is now preparing a new album for Orfeon Records and also is supervising some of the songs Nat King Cole is recording here in Mexico. Nat Cole's arranger is Ralph Carmichael. Chico, born in Cuba, is a nationalized Mexican.

Mario Freidberg, general manager of Disco Importadora, S.A. and producer of the Mexican label, Tizoc, told Cash Box he got the representation of Ricordi's Italian label and will immediately press here the winner of the past San Remo's Festival, "Addio Addio."

Portorican singer Sonia Iris arrived here to sing in some cities of Mexico. Sonia said she is learning some Mexican songs.

England's Best Sellers

- | | |
|--|---|
| 1. The Young Ones—Cliff Richard (Columbia) (Harms-Whitmark) | 11. Wonderful Land—The Shadows (Columbia) (Francis Day & Hunter) |
| 2. Let's Twist Again—Chubby Checker (Columbia) (Aberbach) | 12. Softly As I Leave You—Matt Monro (Parlophone) (Robbins) |
| 3. Rock A Hula Baby—Elvis Presley (RCA) (Belinda) | 13. Stranger On The Shore—Acker Bilk (Columbia) (Sherwin) |
| 4. March Of The Siamese Children—Kenny Ball (Pye) (Williamson) | 14. Happy Birthday Sweet Sixteen—Neil Sedaka (RCA) (Aldon) |
| 5. Forget Me Not—Eden Kane (Decca) (Essex) | 15. Run To Him—Bobby Vee (London) (Aldon) |
| 6. Tell Me What He Said—Helen Shapiro (Columbia) (Ardmore & Beechwood) | 16. A Hole In The Ground—Bernard Cribbins (Parlophone) (Essex) |
| 7. Wimoweh—Karl Denver (Decca) (Essex) | 17. The Wanderer—Dion (HMV) (Dominion) |
| 8. Crying In The Rain—Everly Brothers (Warner Bros.) (Aldon) | 18. I'd Never Find Another You—Billy Fury (Decca) (Nevins Kirshner) |
| 9. Little Bitty Tear—Burl Ives (Brunswick) (Acuff-Rose) | 19. Jeannie—Danny Williams (HMV) (Kassner) |
| 10. Walk On By—Leroy Van Dyke (Mercury) (Ivan Mogull) | 20. The Peppermint Twist—Joey Dee (Columbia) (Jewel) |

England's Top Ten LP's

1. The Young Ones—Cliff Richard (Columbia)
2. Blue Hawaii—Elvis Presley (RCA)
3. The Shadows—The Shadows (Columbia)
4. South Pacific—Soundtrack (RCA)
5. Black & White Minstrel Show—George Mitchell (HMV)
6. Wimoweh—Karl Denver (Decca)
7. The Roaring Twenties—Dorothy Provine (Warner Bros.)
8. The Vamp Of The Roaring Twenties—Dorothy Provine (Warner Bros.)
9. West Side Story—Soundtrack (Philips)
10. Another Black & White Minstrel Show—George Mitchell (HMV)

England's Top Ten EP's

1. Spotlight On The Shadows—The Shadows (Columbia)
2. Helen—Helen Shapiro (Columbia)
3. The Shadows To The Fore—The Shadows (Columbia)
4. Helen's Hit Parade—Helen Shapiro (Columbia)
5. Cliff's Hit Parade—Cliff Richard (Columbia)
6. The Temperance Seven—The Temperance Seven (Parlophone)
7. Dream—Cliff Richard (Columbia)
8. Nina & Frederik Vol. 1—Nina & Frederik (Columbia)
9. Kenny Ball's Hit Parade No. 2—Kenny Ball (Pye)
10. Adam's Hit Parade—Adam Faith (Parlophone)

A recent visitor to these shores was Ed Blankenbeckler of the Sales Engineer (Phonograph Division) of the famous Seeburg Corporation of America. With Jim McKeon of Seeburg Automatic Products Pty. Ltd. of Australia Ed visited major cities in this country examining locations, functions and operations of Seeburg equipment. The Seeburg organization is developing well here—they are placing their machines (phonographs in particular) in many of the bowling alleys that are springing up here. Ed Blankenbeckler told Cash Box that the special Seeburg "Artist of the Week" Phonograph would probably play an important role in Seeburg's future business throughout Australia. It is likely that special efforts will be made to encourage Australian record companies to produce "special" packs of disks for use on the Seeburg machines. And, reversing the traffic, it seems that the Seeburg organization will also approach diskeries to prepare "special" packs of records by Australian artists with a view to using them on their machines in the United States. Such a proposition could be of great interest to local companies and artists as it would serve to give Australian production some much needed exposure in America and other countries. Ed Blankenbeckler's Australian visit culminated in a special trade reception and display of Seeburg machines at the Chevron-Hilton Hotel in Sydney.

Festival Records has recently issued—on its Leedon label—a fine new single by Tony Brady. The "A" side is "Penny For Your Thoughts," a local composition by Nat Kipner and Johnny Devlin. This one should be a good follow-up to "Big Things Are Happening," which was Tony's previous single. Brady is at present on an overseas tour.

"My Boomerang Did Come Back" is the title of a new single on the Astor label by the Horrie Dargie Quintet. It is a composition also by Kipner and Devlin.

"Joy Ride" is the title of a new 12" package featuring popular local stars Col Joye and The Joy Boys. Album carries twelve titles including "Poor Little Fool," "Rip It Up," "Little Star," "School Days," "Dance To The Bop" and "I Miss You So." This one should be another solid sales item for Col and the boys.

A single that is getting air-play right across the nation is "Where Have All The Flowers Gone" by The Kingston Trio. For a long while this group has been a tremendous disk attraction in this territory and while some of their big American hits haven't fared as well in Australia, it looks for sure that "Where Have All The Flowers Gone" will make our charts in a big way.

John D. Loudermilk, whose name is currently on a whole flock of hit singles here as a composer, is now catching plenty of disk jockey attention with his new RCA single issue "Thou Shalt Not Steal." John D. had a fairly strong chart rider in this country a while back with his first outing as an artist for RCA "Language Of Love."

On Capitol (via EMI) is Nat King Cole with "Step Right Up (And Say You Love Me)," which is the vocal version of the smash Continental hit "Sucu Sucu." Funny thing about "Sucu Sucu"—it was such a big smash right throughout Europe that most people in the trade expected it to be strong here. It has been the subject of many record releases in this country over a period of twelve months but it just couldn't get off the ground. The new Cole disk may be able to do the trick where the others failed.

For the second week in a row, Kenny Ball's Pye release of "Midnight In Moscow" is the top selling single right across the nation. Another hot chart item here is "Chip Chip" by Gene McDaniels on the Liberty banner—in one week it has jumped from number seven to number four spot in our chart. Also pretty strong is "Crying In The Rain" by The Everly Bros. This Warner Bros. issue (through ARC) is in for the first time this week in the number seven position. A disk that has been in and out (and in again) of our chart quite a lot is Bobby Darin's "Multiplication," on the London label, it is holding solidly in slot five this week.

"Mavis" is the album title of a new package by Mavis Rivers, which is now available here on the Reprise label, issued through Pye Records in Australia. This LP is receiving some strong attention from our album disk jockeys.

In order to coincide with the American release, RCA of Australia made a rush release of the album "Young, Alive And In Love" by Paul Anka. It follows very closely on the heels of Anka's first single for RCA "Love Me Warm And Tender," which has only been out for a few weeks.

On the verge of entering our best-seller chart is "Chattanooga Choo Choo" by Floyd Cramer on RCA. This old Glenn Miller favorite is again well on the move as a result of Cramer's version.

Australia's Best Sellers

1. Midnight In Moscow (Kenny Ball—Pye) Essex Music
2. Norman (Sue Thompson—Hickory) Essex Music
3. Chip Chip (Gene McDaniels—Liberty) Trinity Music
4. The Twist (Chubby Checker—HMV) J. Albert & Son
5. Multiplication (Bobby Darin—London) Trinity Music
6. Moon River (Jerry Butler—Top Rank) Chappell & Co.
7. Crying In The Rain (Everly Bros.—Warner Bros.) Tu-Con
8. Stranger On The Shore (Acker Bilk—Columbia) Robert Mellin
9. Little Bitty Tear (Burl Ives—Festival)
10. The Wanderer (Dion—Top Rank) Tu-Con

Mexico's Best Sellers

1. Multiplicando (Multiplication)—Bobby Darin (Gamma—) Pablo Beltrá Ruiz (RCA)—Fabricio (RCA)—Arturo (Peerless)—Hnas. Jimenez (Dimsa)—Los Salvajes—(Columbia).
2. El Loco—Javier Solís (Columbia)— Los Tres Ases (RCA)— Juan Mendoza (Peerless) (PHAM).
3. Mo Novia Josefina (My Girl Josephine)—Bill Black Combo (London).
4. Ven Septiembre (Come September)—Bobby Darin (Gamma)—Billy Vaughn (Dot)—Los Diablos (Dimsa)—Arturo (Peerless).
5. El Twist (The Twist)—Hnas. Jimenez (Dimsa)—Chubby Checker (Gamma)—Hnas. Navarro (RCA)—(EMMI).
6. Mi Caprichito—Sonora Santanera (Columbia).
7. Caravana (Caravan)—Bill Haley (Dimsa)
8. Adelante—Javier Solís (Columbia)—Marco Antonio Muñoz (RCA) — (EMMI).
9. No Existe El Amor—Cesar Costa (Orfeon).
10. 100 Kilos De Barro—Enrique Guzman (Columbia) (PHAM).

More and more twisting in all entertainment fields . . . records, niteries, radios & TV, magazines. Passing thru downtown Tokyo, you couldn't keep from looking at such posters pasted on wall and electric poles as "Come on in and try to learn the Twist," Keep up with the brand-new step in the world." Victor staged on its "how-to-twist" party at a nite spot just like King Records did the previous week. Both gatherings invited the public for demonstrations. On the radio & TV scene, Teichiku's youngster, Takashi Fujiki, is collecting many postcards asking for his deck, "Twist #1," from teen listeners. Programs specializing in the Twist are increasing week after week. Along with Smiley Ohara with his Skyliners, its newest songstress Teruko Itoh. She has cut 8 tunes for an album featuring "Sakura (Cherry) Twist," a home made tune. Also with a Twist LP is Columbia's Akira Kobayashi. "Akira de Twist" will be placed on sale Mar. 20 with "Twist #1" on flip-side. Columbia, to sell more Kobayashi's Twist decks, is having a big TV demonstration and also planning to cooperate with Nikkatsu film for Kobayashi's Twist flicks. Toshiba, meanwhile, doesn't have any local Twist product yet. It only released a 10" LP by George Hudson & The Kings of Twist on Capitol, and "Twistin' The Mood" by Joe Loss. Gramophone to start in this field shortly. Anyway, one thing is sure, Chubby Checker's Parkway waxes (available here thru Victor) looks like the core for this blizzard. By the way, in the film records fields, Yamaha Music will be noted for its twisting. Yamaha is strongly pushing 4 Twist tunes. The film music record contains "Pony Time," "Love Boat," "Bye, Bye, Blackbird," "Twisting Bell" by Vaughan Monroe and others. Full-colored record label shows typical Twist steps. The firm's "Instrumental Hits—Vol. 2" also includes another Twist tune by the String Alongs, "Red River Twist." These Yamaha products sell at 350.00 Yen for each copy (4 tunes edited), at 1/2 regular EP's.

Manufacturers are going to agree with the Government's "price cut" plan on their products. Earlier, taxation officials proposed a 5% cut in the retail price on all disks (of smaller than 7" in diameter) based on the 10% cut in commodity tax which goes on effect April 1. Reaction from diskeries and their organization, JPRA (Japan Phonograph Record Association) was on the negative side at first (Mar. 3 issue). But thru several meetings with officials and face-to-face gatherings of industry people themselves, they admitted the need for a retail price-cut in order to keep up with our Government's policy. Nevertheless, final decision will come after more talks with officials (see Feb. 24 issue).

Toshiba is boosting the Argentine Tango with the coming event of "Yomiuri Tango Festival" on March 20, getting cooperation from Yomiuri Shimbus, nation's leading daily. Marking issuance of stereo album which features Francisco Canaro y su Gran Orquesta (also as Quintet Pirincho), the diskery will introduce it before an audience prior to appearances by Masaichi Sakamoto y su Orquesta Tipica Porteña and by Shimpei Hayakawa y su Orquesta Tipica Tokio featuring Ranko Rujisawa. Album was cut during Canaro's very successful stay in Japan.

Catching up with the still continuing "rival boom" in record business, Columbia has a new version of its one-time smash "Geisha Waltz" on March 20. Manmaru Kagurazaka, 18-year-old girl, sings on the deck while Hanko Kagurazaka, now retired, did the original over 10 years ago.

Toshiba's Capitol release this month, "Country Song Round-up" features many oldies. Among them are two real collector's items: "Too Many Tears (Jim & Jesse with their Virginia Boys)" and "Streamlined Heartbreaker (Roy Acuff & Smoky Mountain Boys)." These selections (now even off Capitol's American catalog) will make it probably one of the very rare country albums which can be purchased by our nation's strictly country-minded listeners.

With the film version of "West Side Story" having just entered into 10th week at Tokyo's big Piccadeli theatre, tunes from the score are selling very well. Columbia's 12" soundtrack LP is one of the top LP sellers, and readings of the songs by Ferrante & Teicher, represented on the United Artists label via 10" and 12" LP's compact doubles and singles, are also making noise. Decca is releasing an LP of the score by Manny Albam this month. Singles by Johnny Mathis (Columbia) and Felicia Sanders (Decca) are also available.

The Ink Spots and Al Alberts, formerly lead singer with The Four Aces, making niter appearances here.

The New York Philharmonic Orchestra's concert master, Jacob Krachmalnick, currently visiting here, was seen and heard recently on TV as the solo violinist in Sarasate's "Andalusian Romance" and Brahms' Sonata No. 2.

Japan's Best Sellers

LOCAL

1. Ue-o Muite Aruko/Q Sakamoto, Toshiba
2. Eriko/Yukio Hashi, Victor
3. Kawa-wa Nagareru/Miki Nakasone, King
4. Koshu/Akira Matsushima, Victor
5. Sudara-Bushi/Hitoshi Ueki, Toshiba
6. Kodomo-ja Nai-no (Don't Treat Me Like A Child)/Mieko Hirota, Toshiba
7. Ishikari Gawa Elegy/Michiya Mihashi, King; Pos Miyazaki & Conny Islanders, King
8. Osho/Hideo Murata, Columbia
9. Garasu-no Jonny/I. George, Teichiku
10. Hokkiko/Bonny Jacks, King; Mahina Stars with Hiroshi Wada, Victor

INTERNATIONAL

1. You Don't Know/Helen Shapiro, Columbia; Mieko Hirota, Toshiba; Midori Tashiro, Teichiku
2. His Latest Flame/Elvis Presley, Victor
3. The Guns Of Navarone/The Hollyridge Strings, Capitol; Mitch Miller, Columbia
4. Maliendo Cafe/Sachiko Nishida, Polydor; Hugo Blanko, Polydor; Ray Anthony, Capitol; Shoichoro Matsumiya, Toshiba
5. Oh, My Darlin', Clemintine/The Browns, Victor; Jimmie Tokita, King
6. Rocka Hula Baby/Elvis Presley, Victor
7. Hello Mary Lou/Neil Sedaka, Victor
8. Someone Else's Boy/Connie Francis, MGM
9. Kissin' On The Phone/Paul Anka, ABC-Paramount; Osamu Sano with Danni Iida & Paradise King, Toshiba; Franz Fridel, King; Hisahiko Iida, Columbia
10. Commanchero/Claud King, Columbia; The Hollyridge Strings, Capitol

BELGIUM

Pathé Marconi told Cash Box that it is about to release an EP by the famous movie actor Anthony Perkins . . . singing in French! Titles: "Ne Dis Plus Rien," "Quand Tu Dors Près De Moi" (from the film "Aimez-Vous Brahms"), "On Ne Meurt Pas Pour Ca" and "Il N'Y A Plus D'Après." (Pathé)

Mr. Garin of Pathé Marconi reports that he attended a recording session by Edith Piaf and she was "greater than ever." Famous French singer Gilbert Beaud was in the same studio to record four brand new songs to be presented on the occasion of his appearance at Paris Music Hall "Olympia" on March 21.

"Let's Twist Again," number one twist-song in many European countries, could have an even greater successor with "La Paloma Twist," to be released in early March. Flipside is "Slow Twistin'." "I'm sure," so said Mr. Garin, "La Paloma Twist" will become one of the big hot-sellers of the season."

HOLLAND

Rita Corita, whose records appear on Bovema's Imperial-label, will have a great success with her "Carnival." Rita sang this number on the final contest of the Dutch Songfestival 1962.

Columbia label manager Robert Oeges reports that a special single by Chubby Checker will be released, featuring the great popular Twist-singer in his "Twistin' Mathilda," backed by "Alouette." Furthermore Cliff Richard's successful movie "The Young Ones" was just premiered this week, Columbia-singer Alma Cogan was on TV this weekend and there will soon be a new hit by The Dovells, entitled "Do The New Continental."

Student-singer & songpoet Gerard Cox made his first appearance in Hilversum during a VPRO-broadcast "Tijd Voor 3." His first EP-disk, covering five of his own songs, such as "Watervlinder," "Mignonne" and "Als Ik Zeg" have been taped by Bovema's HMV/SGI-label and will soon be released.

On March 2, the Amsterdam Du Midi-Theatre started its performances of the famous motion-picture, "West Side Story," on which occasion Bovema's Warner Bros. label will promote its highlight version of the Leonard Bernstein-music, which obtained the Edison Award 1960.

In April Dutch rock-combo The Jumping Jewels (Philips, L.C. Phonogram) is going to Paris for a TV Show and personal appearance.

35,000 people visited Anneke Grönloh's nine shows in the Far East during her two-week tour. Owing to the great success of "Nina Bobo" and "O, O Papa Dja" Philips has re-released Anneke's first recordings with Indonesian songs: "Asmara" and "Deri Ketjil."

Among new home made (single) recordings on Philips are Dutch versions of "Cotton Fields" by De Rianta's, of "Norman" and "When The Boy In Your Arms" by Willeke Alberti and "Midnight In Moscow" by The Rivertown Dixieland Jazzband, winners of the Loosrecht Jazz Contest last summer.

Philips has started a new single series, titled "Presenting The Norman Luboff Choir," with renditions of spirituals and folksongs.

Artone issued many new items in the 12" Verve line manufactured in its own plants. Artists featured are: Ella Fitzgerald—due in concert here March 31—Louis Armstrong—expected to visit our country in May—and The Oscar Peterson Trio—on the same bill here as Ella. Scheduled for release in this series are LP's by Eddie Condon, Gerry Mulligan's Concert Jazzband and Johnny Hodges.

Pete Felleman, manager of Artone's Funckler department, told Cash Box of the steadily growing Jazzline on the Funckler label. So far, eight albums have been released, to wit one 12" LP each by Kenny Burrell, Art Farmer, The Farmer-Olson Sextet, Johnny Griffin, Ahmad Jamal, James Moody, Max Roach and Sonny Stitt. More LP's will follow. All Funckler albums are drawn from the (American) Argo catalog and are released in the Benelux, Germany, Austria and Switzerland. "I intend to build the Funckler Jazzline into one of the strongest series of its kind," reports Felleman. "Only the very best material will be selected," he added.

From the Chancellor catalog, Artone released a new disk by Fabian. Titles are: "You Know You Belong To Somebody Else" and "Hold On."

Editions Barclay Paris has purchased the French rights of the Dutch hit "Mira Me," written by Addy Kleynveld and Lex Vervuurt. French records of this Basart world copyright will be marketed soon.

Well-known Dutch actor Aart Brouwer has very good vocal qualities. He has made a first disk on CNR of a song called "I Would Love To Dance With Brigitte Bardot" and another song called "Je Kan Me Nog Meer Vertellen." Both songs are Basart copyrights.

Dutch singer Imca Marina has been making quite a splash in the past months. Imperial Records has a strong song of hers: "Ik Heb Mooie Gladiolen." A German version, also sung by Imca, is on its way.

Anka Feted By Decca



LONDON—Paul Anka was recently hosted by British Decca celebrating his first releases on the RCA Victor label. Shown (left to right) are S. A. Beecher-Stevens, general sales manager of Decca, Neville Marten of Cash Box, Frank Lee, Decca A&R manager, W. Townsley, assistant to the chairman, Anka, J. Gray, a director of Decca, Irvin Feld, the chanter's manager, and Arnold Klein of Victor's European sales staff.



GERMANY

Just a few weeks ago, it was reported that the first golden record of 1962 for a million seller was awarded to Ralf Bendix for his "Babysitter Boogie" and this week a young songstress picked up a golden record from Philips Records for her first million seller. It had to be her first million seller here because it was her first record! Nana Mouskouri from Greece, who is now trying to storm the American charts with her "White Roses From Athens" recording on Riverside, has not only sold 1 million records of the same song here, but the record is still selling like hotcakes. In a small Greek cafe in Munich, top press and industry personnel gathered for the awarding of the golden record to Nana, her A&R man Ernst Verch and lyric writer Hans Bradtke. Philips director Hans Schrade made the award. The song was written by Manos Hadjidakis, who also picked up a gold record here for his "Never On Sunday" last year. Nana will now record in Greek, French, Spanish, English, Italian and of course, in German. The young gal who resembles Connie Francis with glasses has a golden voice and should become a world star. Right after the presentation, Peter Schaeffers and Gerd Hammerling from Schaeffers Music, announced that the next Nana Mouskouri recording will be on the market on March 25. Hadjidakis has written 2 songs for the next waxing and Philips is looking for another million seller for Germany's newest star. She has already waxed "White Roses" and the flip side in English for the English market. The day after the presentation, Jerry Hammerling flew to Athens for talks with Hadjidakis and to bring back new material for the German market. The influence of this writer on this market is sensational. The new Caterina Valente waxing is also a Hadjidakis number and it looks like there will be a flood of Greek melodies on the German market in the next few months. Right now, Schaeffers music is hard at work on "Peppermint Twist Time," which made Germany's top 20 sung by Danny Peppermint and in German by Freddie Davis both for Teldec.

Electrola records production chief Gunter Ilgner reports that new German waxings are due on the market soon by Gilbert Beaud, Les Camagnons De La Chanson, Jacquelin Boyer and other top French artists. Gunter flew especially to Paris with producer Heinz Gietz for the productions.

Jupiter Records chief and music publisher Ralph Maria Siegel reports that the Jupiter label will now be distributed from Austroton Records with headquarters in Frankfurt. Ralph is now riding the top of the German best sellers with "Mexico" by Bob Moore.

Polydor has re-released "Moliendo Cafe" by Hugo Blanco, which has topped the Japanese hit parade for months.

Peter Rebhuhn from Budde Music reports that "The Young Ones" sung by Cliff Richard is a smash hit in Germany and a new German sung version is due on the market in a few weeks from Polydor Records. The film is also being released here. The top 10 hit for the firm is "Geld Wie Heu" from Gerd Boettcher, which has passed the 100,000 mark in sales. The English version "Johnny Will" from Pat Boone is also selling well.

Dr. Gilbert Obermaier from Bernhard Mikulski Schallplatten Import reports that Polydor has bought the second master from its Carina label. The first tune "In Honolulu" passed the 80,000 mark for Carina and was sold to Polydor who picked up over 100,000 additional sales for the song. The second record, "Lady Chatterley" by The Schock-Kings, has also passed the 80,000 mark for Carina and is now being handled by Polydor. The firm, which used to specialize in jazz is now going hot on the pop market. The top selling disks for the firm at present are "Norman" by Sue Thompson, "Peppermint Twist" by Joey Dee, "Let Me In" by The Sensations, "Hey, Let's Twist" by Joey Dee and "Something's Got A Hold On Me" by Etta James. The firm has also signed film sex bomb Laya Raki to an exclusive contract. The gal has already waxed her first record in German and in English.

August Seith of Seith-Chappell Music reports big action for the firm. After the celebration for the million selling "Babysitter Boogie" a few weeks ago, the firm settled down to work on "My Fair Lady," which is one of Germany's biggest selling LP's at present in the German version, the songs from "Breakfast At Tiffany's," both in the LP version and the many versions of "Moon River," including a hit vocal version by Lys Assia, the new "Sioux City Sue" from Vivi Bach, the standard "Roses Of Picardy" sung in German by Akki Haman, "Gonna Find Me A Bluebird" by Sven Martin, "Till" by Luxemburg D. J. Cammillo Felgen, a great waxing of "Mr. Sandman" by Das Medium Terzett, "Mister Happiness" from Joe Peters, the Johnny Ray number "Here And Now" by Peter Wegen, and American waxings of "Jambalaya" by Fats Domino, "My Girl Josephine" from Bill Black's Combo, "Continental Twist" by Louis Prima, "Don't Twist" by Clay Cole and "Blueberry Hill Twist" by George Hudson. That's it for this week in Germany.

Germany's Best Sellers

1. Mexico—Bob Moore—London—Ralph Maria Siegel
2. *Sauerkraut Polka—Gus Backus—Polydor—Montana
3. *Tanze Mit Mir In Den Morgen (Dance With Me In The Morning)—Gerhard Wendland—Philips—Melodie Der Welt
4. *Hammerchen Polka (Little Hammer Polka)—Chris Howland—Columbia—Gerig
5. *Elisabeth Serenade—Gunter Kallman Chor—Polydor—Heinrichshofen
6. Striptease Susi/Mama Hol' Den Hammer (Mamma, Get The Hammer)—Ralf Bendix—Columbia—Gerig/Peer
7. Hawaii Tattoo—The Waikikis—Telefunken—Trumpf
8. Geld Wie Heu (Johnny Will)—Gerd Boettcher—Decca—Budde
9. *Zwei Kleine Italiener (Two Little Italians)—Conny—Columbia—Peter Meisel
10. *Lilli Marlen—Connie Francis/Billy Vaughn—MGM London—Apollo

*Original German Copyright

Holland's Best Sellers

1. Mexico (Bob Moore/London, Willy Schobben/Artone) (Acuff Rose Music, Benelux/Brussels).
2. Let's Twist Again (Chubby Checker/Columbia) (Belinda/Amsterdam).
3. Tanze Mit Mir In Den Morgen (Gerhard Wendland/Philips) (Benelux Music/Weert).
4. Little Ship (The Blue Diamonds/Decca) (Belinda/Amsterdam).
5. I'm Gonna Knock On Your Door (Eddie Hodges/Cadence) (Belinda/Amsterdam).
6. Batje Vier (Cocktail Trio/Omega) (Belinda/Amsterdam).
7. Mamma (Robertino/CNR) (Les. Ed. Int. Basart/Amsterdam).
8. De Bedelaar Van Parijs (Jerry & Mary Bey/Philips) (Benelux Music/Weert).
9. Take Five (The Dave Brubeck Quartet/Fontana) (Palace Music/Amsterdam).
10. Midnight In Moscow (The New Orleans Syncopators/Storyville) (Les Ed. Int. Basart/Amsterdam).



BRAZIL

Ronnie Cord, a teenage singer who had the hit version of "Itsy Bitsy . . ." in Brazil, has just cut a new album with 11 American standards (e.g. "Cheek To Cheek," "As Time Goes By,") and one French favorite ("C'est Si Bon"), all sung in English. The Copacabana release was arranged by Cord's dad, Herve Cordovil, producer and maestro for the label. In the singles area, Ronnie is going to record the U.S. hit, "Happy Birthday Sweet Sixteen."

Ivon Cury has just signed a big contract with Odeon Records, after many years with RCA. His first date will be a single. Ivon just returned from a successful foreign tour. Mario Gennari Filho's new Odeon single, "Alem do Horizonte Azul (Beyond The Blue Horizon)" and "Apache," selling very well. Another Odeon album by Orlando Dias, "Ninguem Gostou de Alguem Como Eu Gosto de Ti (Nobody Likes Somebody The Way I Like You)," has made the Top 10 LP chart in Rio de Janeiro.

Two new Plaza albums, "Cha Cha Cha Solamente Cha Cha Cha" and "Novamente OS Sax-Sambistas Brasileiros," were cut by Columbia Records in the U.S. Latter LP will be released by Columbia in the States under the title of "Stereo-Carnival."

Four new Columbia albums include: "Romance" with singer-composer Tito Madi; "Viva O Ritmo" with Breno Sauer and His Sextet (Sauer sings for the first time on disks); "Baile Do Ano (Ball Of The Year) with Astor and His Orchestra; "Portugal De Hoje (Today's Portugal)" with Portuguese movie star and singer, Milu.

Brazil's Best Sellers

SAO PAULO

1. *Amor—Silvana E Rinaldo Calheiros (Silvana and Rinaldo Calheiros)—Copacabana—Vitale
2. *Poema — Renato Guimaraes—Chantecler—Notas Magicas
3. The Twist—Chubby Checker—Parkway—Fermata
4. Cavaleiros Do Ceu (Riders In The Sky)—Carlos Gonzaga—RCA
5. *Decisao Cruel—Mauricy Moura—Chantecler—Smart
6. *Luar De Vila Sonia—Tito Martinez—Chantecler—Vitale
7. Cinderella—Paul Anka—Polydor—Spanka—Fermata
8. *Quem Eu Quero Nao Me Quer—Raul Sampaio—RGE
9. *Lembranças—Miltinho—RGE — Vitale
10. *Fica Comigo Esta Noite—Nelson Gonçalves—RCA—Euterpe

RIO DE JANEIRO

1. *Quem Eu Quero Nao Me Quer—Raul Sampaio—RGE
2. *Lembranças—Carlos José — Continental—Vitale
3. *Fica Comigo Esta Noite—Nelson Gonçalves—RCA—Euterpe
4. *Poema — Renato Guimaraes—Chantecler—Notas Magicas
5. *Meu Nome E Ninguem—Miltinho—RGE—Edicoes Musicais Rio
6. Rancho Das Flores—Banda Do Corpo De Bombeiros Do Rio De Janeiro—Odeon
7. *Nao Me Pergunte—Angela Maria—RCA—Euterpe
8. *Tu Sabes—Martha Mendonça—Chantecler—Fermata
9. *Eu Já Fiz Tudo—Anisio Silva—Odeon
10. Crying—Roy Orbison—London

*Brazilian Music

Sao Paulo's Top Ten LP's

1. *Canto E Aves Do Brasil (Sing And Birds Of Brazil)—Copacabana
2. Let's Twist Again—Chubby Checker—Parkway—Fermata
3. Twist—Chubby Checker—Parkway—Fermata
4. 'S Different—Ray Conniff—Columbia
5. 'S Twist—Ray Conniff—Columbia
6. Os Grandes Sucessos De Billy Vaughn—RGE
7. Your Twist Party—Chubby Checker—Parkway—Fermata
8. Vamos Ao Twist (Let's Go To Twist)—Various—Philips
9. Paul Anka Sings His Big 15 Number Two—Polydor
10. 'S Music—Ray Conniff—Columbia

Rio De Janeiro's Top Ten LP's

1. 'S Twist—Ray Conniff—Columbia
2. 'S Different—Ray Conniff—Columbia
3. *Miltinho E Samba—Miltinho — RGE
4. *Sambas E Boleros—Nelson Gonçalves—RCA
5. Metais Em Brasa Number Four —Henry Jerome—Decca
6. O Fabuloso Harold Nicholas—Philips
7. *Ninguem Gostou De Alguem Como Eu Gosto De Ti—Orlando Dias—Odeon
8. Twist With Chubby Checker—Parkway—Fermata
9. *Tem Que Balançar—Pedrinho Rodrigues—Musidisc
10. Romanticos De Cuba No Cinema —Musidisc

*Brazilian Music



Chacksfield In Italy

MILAN—English orkster Frank Chacksfield and wife arrived here recently and were met at the station by songstress Maria Monti. Chacksfield was in the city to arrange the music for a show that was produced for the promo of a new washing machine. Maria Monti recently left RCA Italiana to join Ricordi where she is already working with her singing partner Giorgio Gaber.



COUNTRY REVIEWS

B+ very good
B good C+ fair
C mediocre

THE CASH BOX BULLSEYE



"SOMEBODY SAVE ME" (2:08) [Vandore BMI—Zanetis]
"JUST ANOTHER LONELY NIGHT" (2:31) [Husky BMI—Husky]
FERLIN HUSKY (Capitol 4721)

Ferlin Husky dishes up an attractive uptempo weeper with a "Wings Of A Dove" flavor in "Somebody Save Me." Tune is professionally essayed by the chanter and should go a success route. The flip, "Just Another Lonely Night," perfectly showcases the songster's talents at rendering a traditional-styled heart-tugger. Husky's sincere delivery should make the side popular with spinners.

"WOLVERTON MOUNTAIN" (2:59) [Painted Desert BMI—Kilgore, King]
"LITTLE BITTY HEART" (2:22) [Magic Circle BMI—King]
CLAUDE KING (Columbia 42352)

Claude King could duplicate his recent "Comancheros" hit with this two-sided hitsville loomer. "Wolverton Mountain" is a potent shuffle-beat, folk-flavored opus with the songster's fine voice and good humor carrying him in good stead on the side. Sure-fire chart entry. "Little Bitty Heart" ranks as one of King's best ballads cut to date. The chanter reads a top-drawer lyric with the kind of delivery that spells success. Eye both sides here for sales action.

"YOU TAKE THE FUTURE" (2:12) [Glaser BMI—Glaser]
"DOG BONE" (2:24) [Tree BMI—Redd]
HANK SNOW (RCA Victor 8909)

Hank Snow comes on strong with a potent follow-up stanza to his "Restless One" smash with "You Take The Future." Tune's a slow-paced, moving ballad with the chanter demonstrating his superior vocal talents. The backing of chorus is an extra plus on the side. Wax should score in the coin department. "Dog Bone" is a catchy, uptempo novelty opus which is destined to bring out the deejays in droves.

"VALLEY OF TEARS" (2:05) [Travis BMI—Domino, Bartholomew]
"ANNIE LAURIE" (2:25) [Travis BMI—Crist]
SLIM WHITMAN (Imperial 5821)

Slim Whitman who is currently riding the charts with "It Sure Looks Lonesome Outside" could have another winner with "Valley Of Tears," a slow-paced Fats Domino oldie. The chanter reads the tune with enough authority to garner some dual-market action. On the flip side, "Annie Laurie," Whitman demonstrates his top-notch chanting talents on the moving folk oldie. Wax should pull plenty of coin.

"YOUR CONSCIENCE OR YOUR HEART" (2:32) [Pamper BMI—Carter]
"TWO VOICES, TWO SHADOWS, TWO FACES" (2:25) [Central BMI—Miller]
JEAN SHEPARD (Capitol 4719)

Jean Shepard unleashes her powerful sales-laden vocal talents full-blast on this double-header entry. "Your Conscience Or Your Heart" is a lively-beat tear-jerker with a first-string lyric. Some fancy banjo work on the side provides a suitable backing for the lark's sincere voice. In "Two Voices, Two Shadows, Two Faces" the songstress delivers a real good slow-paced country lament. Tune should spark strong sales.

"ODD MAN OUT" (1:55) [Four Star Sales BMI—Belew]
"SECOND CHANCE" (2:00) [Cedarwood BMI—Pierce, Wilburn]
CARL BELEW (RCA Victor 8010)

For his premiere wax for Victor Carl Belew could have his first hit in quite a while. "Odd Man Out" is a first-rate bluegrass-flavored lament with enough good stuff to quickly reach the charts. The songster reads the self-penned tune with loads of country authority and poise. In "Second Chance" Belew reads a traditional tear-jerker with the feelingful style that has long been regarded as his hallmark. Wax could skyrocket.



COUNTRY DISK JOCKEY REGIONAL RECORD REPORTS

NORM TESTER
KPIK
Colorado Springs, Colo.
1. Charlie's Shoes (B. Walker)
2. Aching, Breaking Heart (G. Jones)
3. That's My Pa (S. Wooley)
4. It Sure Looks Lonesome Outside (S. Whitman)
5. A Wound Time Can't Erase (S. Jackson)
6. My Heart Tells Me So (B. Lord)
7. The Girl That I Am Now (L. Lynn)
8. A Little Bitty Tear (B. Ives)
9. Au Revoir (K. Wells)
10. I'll Be The One (L. Smith)

MIKE MacNEIL
CHNS
Halifax, Nova Scotia
1. Lonesome Number One (D. Gibson)
2. A Little Bitty Tear (B. Ives)
3. A Wound Time Can't Erase (S. Jackson)
4. That's My Pa (S. Wooley)
5. Alla My Love (W. Pierce)
6. Nobody's Fool But Yours (B. Owens)
7. Misery Loves Company (P. Wagoner)
8. Aching, Breaking Heart (G. Jones)
9. Tears Broke Out On Me (E. Arnold)
10. Unloved, Unwanted (K. Wells)

WALT LAWSON
KDAV
Lubbock, Tex.
1. Now That It's Over (C. Phillips)
2. A Wound Time Can't Erase (S. Jackson)
3. If I Lost Your Love (M. Tillis)
4. Has Anybody Seen Me Lately (H. Cockran)
5. Your Letter's Overdue (B. Mack)
6. I Guess I'll Never Learn (C. Phillips)
7. Misery Loves Company (P. Wagoner)
8. My Heart Tells Me So (B. Lord)
9. Unloved, Unwanted (K. Wells)
10. She's Got You (P. Cline)

JIMMY SIMPSON
KBVR
Anchorage, Alaska
1. That's My Pa (S. Wooley)
2. Hellbound Train (H. Harral)
3. Twenty Miles From Shore (H. Hawkins)
4. Outsider (Bill Phillips)
5. Just Like Before (C. Wagoner)
6. Taxes Are Going Up Again (J. Patton)
7. Alling To My Misery (B. Mack)
8. Same Old Town (S. McDonald)
9. Nobody's Fool (B. Owens)
10. The Guard On The North Wall (B. Sykes)

RAY WINKLER
KZIP
Amarillo, Tex.
1. I Guess I'll Never Learn (C. Phillips)
2. Unloved, Unwanted (K. Wells)
3. She's Got You (P. Cline)
4. Losing Your Love (J. Reeves)
5. Clear Blue Sky (F. Husky)
6. Sometimes I'm Tempted (M. Robbins)
7. Now That It's Over (C. Phillips)
8. Aching, Breaking Heart (G. Jones)
9. Anywhere There's People (L. Williams)
10. Your Letter's Overdue (B. Mack)

EDDIE MATHERLY
WKCW
Warrenton, Va.
1. The Mighty Battle Cry (W. Lee & S. Cooper)
2. My Dream Of A Lifetime (J. Strickland)
3. What Would I Do (D. Owens)
4. She Still Thinks I Love Her (G. Jones)
5. The Battle (J. Cash)
6. The Moon Is High (Johnnie & Jack)
7. How Lucky Am I (J. Haney)
8. She's Got You (P. Cline)
9. Footprints In The Snow (M. Wiseman)
10. Nobody's Fool But Yours (B. Owens)

BOB CLARK
KCUL
Fort Worth, Tex.
1. Misery Loves Company (P. Wagoner)
2. A Little Bitty Tear (B. Ives)
3. Anywhere There's People (L. Williams)
4. A Wound Time Can't Erase (S. Jackson)
5. Alla My Love (W. Pierce)
6. Aching Breaking Heart (G. Jones)
7. Unloved, Unwanted (K. Wells)
8. Losing Your Love (J. Reeves)
9. Nobody's Fool But Yours (B. Owens)
10. She's Got You (P. Cline)

CHUCK BROWN
WJWS
South Hill, Va.
1. Three Days (F. Young)
2. Cheated Too (Rusty & Doug)
3. Tears Broke Out On Me (E. Arnold)
4. Charlie's Shoes (B. Walker)
5. You Are My Life (W. Pierce)
6. A Broken Promise (L. Van Dyke)
7. Let Me Live & Love Today (G. Morgan)
8. The Time Has Come (W. Mack)
9. You're Getting All Over Me (J. O'Gwynn)
10. Get A Little Dirt On Your Hands (B. Anderson)

CHARLIE HUCKABEE
WFJX
Fort Jackson, S.C.
1. It Sure Looks Lonesome Outside (Slim Whitman)
2. Misery Loves Company (P. Wagoner)
3. Alla My Love (W. Pierce)
4. Be Mine Agan (E. Ashworth)
5. Let Your Light Shine (Reese Sisters)
6. The Man Next Door (B. Martin)
7. I'll Just Walk On By (M. Singleton)
8. Let's End It Before It Begins (C. Gray)
9. Twenty Miles From Shore (H. Hawkins)
10. Tennessee Flat-Top Box (J. Cash)

THE CASH BOX BULLSEYE



"NEVER HAS SO MUCH BEEN LOST" (2:08) [Earl Brown BMI—Fox, Tubert]
"KING OR CLOWN" (2:17) [Earl Brown BMI—Flood]
DICK FLOOD (Epic 9500)

Dick Flood renders a moving lament about the fates of a gambling man with an effective mid-deck recitation in "Never Has So Much Been Lost." Tune has the same catchy lyric as "Hellbound Train," the songster's last chart item. Side seems a natural winner. "King Or Clown" is a pop-flavored weeper with Flood turning in superior job on the vocal. Wax could step out in the sales department.

HANK THOMPSON (Capitol 4722)
(B+) "THE BLUE SKIRT WALTZ" (2:23) [Mills ASCAP—Blaha, Parish] Hank Thompson and his Brazos Valley Boys offer an excellent shuffle-beat country waltz on this potent instrument side. Deejays should really dig this one.

(B+) "WESTPHALIA WALTZ" (2:14) [Century Songs BMI—Collins] This time out Thompson and crew come with another listenable waltz. The band turns in a top-rung job.

HUEY LONG (Fidelity 4055)
(B+) "THE BALLAD OF JOHN GLENN" [Stone & Cook—Long] Huey Long rides a clever novelty etching all about the flight of John Glenn. This self-penned opus is professionally essayed and has possibilities of making some noise in the pop field.

(B) "ELVIS STOLE MY GAL" [Stone & Cook—Long] Here the chanter spoofs Elvis with a hard-driving rockin' affair. Tune's catchy lyrics give it potential in two markets.

JIMMY JAY (Philips 4008)
(B+) "JOLE JOLE" (2:07) [MRC—Pickard] Jimmy Jay spearheads the first Philips country release in the U.S. with this infectious, happy tune with some hot string work. The songster is teamed up with the Merry Melody Singers who shine on the chorus. Deck looms as sure noisemaker for Jay.

(B) "YOU'RE STILL WITH ME" (2:21) [Painted Desert BMI—Kilgore] Hillbilly-oriented etching with the chanter offering proof positive of his wide-range vocal charms. Good wax.

RUE BARCLAY (Impact 19)
(B+) "PLEASE DEAR WON'T YOU STAY" (2:43) [Rue BMI—Cayson, Barclay] Rue Barclay delivers a familiar-sounding slow-rockin' lament with top-notch range and pitch. An effective mid-deck recitation should prove popular with the fans.

(B) "I'VE LOST THE ROAD" (2:15) [Rue BMI—Barclay] More of the same traditional country sounds. Side could attract some attention for the songster.



COUNTRY TOP 50



COUNTRY ROUND UP

	Pos. Last Week		Pos. Last Week
1		A WOUND TIME CAN'T ERASE <i>Stonewall Jackson (Columbia 42229)</i>	26
2		MISERY LOVES COMPANY <i>Porter Wagoner (RCA Victor 7967)</i>	27
3		ALLA MY LOVE <i>Webb Pierce (Decca 31347)</i>	28
4		SHE'S GOT YOU <i>Patsy Cline (Decca 31354)</i>	29
5		NOBODY'S FOOL BUT YOURS <i>Buck Owens (Capitol 4679)</i>	30
6		UNLOVED, UNWANTED <i>Kitty Wells (Decca 31349)</i>	31
7		A LITTLE BITTY TEAR <i>Burl Ives (Decca 31330)</i> <i>Wanda Jackson (Capitol 4681)</i>	32
8		ACHING, BREAKING HEART <i>George Jones (Mercury 71910)</i>	33
9		TEARS BROKE OUT ON ME <i>Eddy Arnold (RCA Victor 7984)</i>	34
10		CHARLIE'S SHOES <i>Billy Walker (Columbia 42287)</i>	35
11		LONESOME NUMBER ONE <i>Don Gibson (RCA Victor 7959)</i>	36
12		THAT'S MY PA <i>Sheb Wooley (MGM 13046)</i>	37
13		LOSING YOUR LOVE <i>Jim Reeves (RCA Victor 7950)</i>	38
14		TWENTY MILES FROM SHORE <i>Hawkshaw Hawkins (Columbia 42223)</i>	39
15		THREE DAYS <i>Faron Young (Capitol 4696)</i>	40
16		YOU ARE MY LIFE <i>Webb Pierce (Decca 31349)</i>	41
17		WHERE I OUGHT TO BE <i>Skeeter Davis (RCA Victor 7979)</i>	42
18		IT SURE LOOKS LONESOME OUTSIDE <i>Slim Whitman (Imperial 5791)</i>	43
19		CAJUN QUEEN <i>Jimmy Dean (Columbia 42282)</i> <i>Red Sovine (RCA 7981)</i>	44
20		BAD NEWS GETS AROUND <i>Warren Smith (Liberty 55409)</i>	45
21		IF A WOMAN ANSWERS <i>Leroy Van Dyke (Mercury 71926)</i>	46
22		GO ON HOME <i>Marion Worth (Columbia 42184)</i> <i>Patti Page (Mercury 71906)</i>	47
23		THE WALTZ YOU SAVED FOR ME <i>Ferlin Husky (Capitol 4650)</i>	48
24		AIR MAIL TO HEAVEN <i>Carl Smith (Columbia 42222)</i>	49
25		MIRROR, MIRROR ON THE WALL <i>Buck Owens (Capitol 4679)</i>	50
		JUST AIN'T <i>Lester Flott & Earl Scruggs (Columbia 55756)</i>	
		SOMETIMES I'M TEMPTED <i>Marty Robbins (Columbia 42246)</i>	
		BLUE HOUSE PAINTED WHITE <i>Sonny Burns (United Artists 395)</i>	
		HAPPY JOURNEY <i>Hank Locklin (RCA Victor 7965)</i>	
		WALK ON BY <i>Leroy Van Dyke (Mercury 71834)</i>	
		TENNESSEE FLAT-TOP BOX <i>Johnny Cash (Columbia 42147)</i>	
		WHAT'S THE REASON <i>Bobby Edwards (Capitol 4678)</i>	
		GET A LITTLE DIRT ON YOUR HANDS <i>Bill Anderson (Decca 31358)</i>	
		WILLINGLY <i>Shirley Collie & Willie Nelson (Liberty 55403)</i>	
		SAL <i>Cowboy Copas (Starday 573)</i>	
		LET'S END IT BEFORE IT BEGINS <i>Claudy Gray (Mercury 71898)</i>	
		HAS ANYBODY SEEN ME LATELY <i>Hank Cochran (Liberty 55402)</i>	
		YOU TAKE THE TABLE (AND I'LL TAKE THE CHAIRS) <i>Claude Gray (Mercury 71936)</i>	
		MY NAME IS MUD <i>James O'Gwynn (Mercury 71935)</i>	
		TO A SLEEPING BEAUTY <i>Jimmy Dean (Columbia 42282)</i>	
		SOME DO, SOME DON'T, SOME WILL, SOME WON'T <i>Freddie Hart (Columbia 42285)</i>	
		42 IN CHICAGO <i>Merle Kilgore (Mercury 71918)</i>	
		THE BIG BATTLE <i>Johnny Cash (Columbia 42301)</i>	
		YOUR LETTER'S OVERDUE <i>Bill Mack (MGM 13055)</i>	
		EAST OF WEST BERLIN <i>Red Sovine (Starday 579)</i>	
		(The Legend Of) THE BROWN MOUNTAIN LIGHT <i>Sonny James (RCA Victor 7998)</i> <i>Tommy Faile (Choice)</i>	
		I'LL JUST WALK ON BY <i>Margie Singleton (Mercury 71928)</i>	
		HONKY TONK MAN <i>Johnny Horton (Columbia 42302)</i>	
		NEW FRONTIER <i>Jim Nesbitt (Rush 1746)</i>	
		SMALL TOWN GIRL <i>Bob Gallion (Hickory 1164)</i>	

Sure-Fire Music is mighty proud that they've snared the multi-talented Jan Crutchfield as an exclusive writer. In addition to his tunesmith chores, Jan will work as a contact man between the company, artists and A&R directors with the different labels, concerning material. Some recent releases penned by Crutchfield

John Glenn was given a special tribute, country music style, during his recent orbital flight on the Bill Mack show on KENS-San Antonio. The chanter-spinner played 45 minutes of tunes in Glenn's honor starting with "Stop The World And Let Me Off" and winding up with "Let Me Down Easy."



HONEY WELCH



JIM CLARK



DEMETRISS TAPP

are "The Girl From Abilene" by Ernest Tubb, "The Outsider" by Bill Phillips and "Little Sparrow" by Eddy Arnold. In the near future he'll have songs released by Pat Boone, the By-Liners, the Wilburn Bros. and other top name talent. Jan has recently been inked by Mercury as an artist and his first wax will be out later this month. A spokesman for the company said, "I feel Jan has one of the brightest futures as a writer and artist as anyone starting up in these categories. We're delighted to have Crutchfield and feel he will be a great asset to Sure-Fire."

Jim Barry, personal manager to Jim Reeves, sends along word that his boy is packing 'em in at the Cave Theatre restaurant in Vancouver and getting a little golf in on the side.

Demetriss Tapp, 17-year-old Roxboro, North Carolina drum majorette, recently went to Nashville to see the sights. While in Tennessee she made a demo which was recorded by Columbia. The diskery plans to release the wax shortly.

Larry Daniels, program director on KUZZ-Bakersfield, California, writes in that Gordon Terry, Tommy Duncan, Eddie Dean, George Jones, Martha Carson and Wade Ray recently appeared on Kuzzin Herb's "Trading Post" TV show.

Epic Records star Dick Flood is booked solid for April. Dick's dates include eight days for mid-west promoter Harry Peebles starting Easter Sunday in Kansas City, Mo.

KLME-Laramie, Wyoming, newly-opened country outlet, sends out an s.o.s. for new product. All platters should be sent to Kenneth Meyer, KLME, Box 643, Laramie, Wyoming.

Proof positive of the growing popularity of country music up Canada way is CJSP-Leamington, Ontario. The station recently started programming country music from 2-6 PM every Sunday. Lou F. Tomasi, station production manager, would like diskery's to forward country decks to him to pronto.

Smiley Monroe is now hosting the big Sunday TV country spectacular called "Cal's Corral" over KTYM-Inglewood, California. Smiley reports that country music is very popular in the Los Angeles area.

After an absence of seven months, country music is again returning to CKPR-Fort William, Ontario. Station deejay Ray Nickel has the go-ahead to produce a 3 hour country show in the afternoons. And this is just the beginning. Plans are in the offing for even greater time allotted, if there is audience acceptance. Nickel says that the station's library is lacking in country platters and he extends an open invitation for new decks. Deejay says that anything that is worthy of airplay will get loads of spins.

A deal was consummated last week for the sale of the master of "Shame On Me" by Longhorn Records of Dallas. The ballad features Lawton Williams, assistant station manager of KCUL-Forth Worth, and is already getting some action in the lone star state. . . . Sonny James and his wife Doris recently guested with Lawton and his spouse and attended the TCU-Rice basketball game while in Fort Worth. . . . Hank Locklin played to a full house last Saturday at Ed McLenore's Sportatorium in Dallas at the Big D Jamboree.

Gotham promo man Morty Wax tells us that Betty Preiss, boss lady of Val Records, has retained his firm to handle the drum-beating on the new Honey Welch release "You Are The One" b/w "Something To Remember You By."

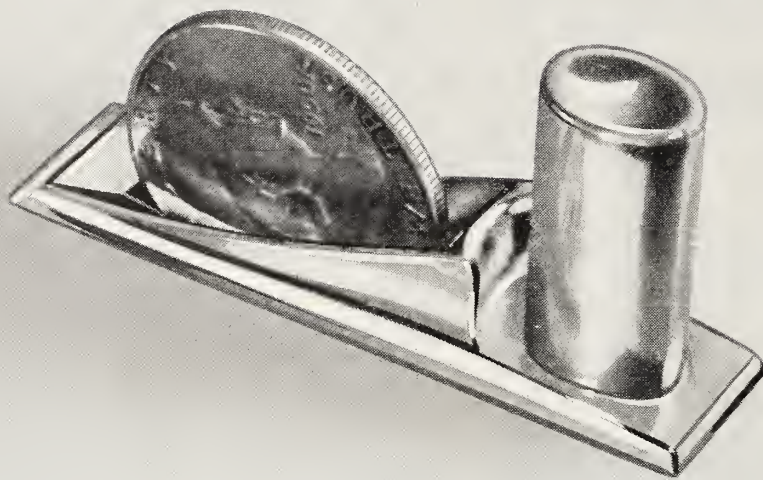
Jim Clark is now spinning 'em on WEEL-Fairfax, Virginia. The deejay's program tagged "Jim Clark's Country Club Show" beams good country sounds to the nation's capitol and surrounding areas Monday through Saturday on the 11 PM-5 AM stanza. Jim reports that he plans to bring a big Grand Ole Opry show to Washington sometime during the summer season.

March finds Ernest Tubb and the Texas Troubadours playing a string of key dates in North Carolina, Texas and Oklahoma. Ernest and the boys have appearances scheduled in Greensboro, Charlotte, Corpus Christi, San Antonio and Oklahoma City.

The Copa Club in Secaucus, New Jersey is currently featuring a star-studded Opry show. Jean Sheppard heads the bill which includes Hawkshaw Hawkins and Smokey Warren's entire country music revue.

Hot on the heels on the new Mercury smash, "If A Woman Answers," Joe Wright, manager of Leroy Van Dyke, is conferring about network TV shots for his talented chanter. Also, in the talking stage, is a Leroy Van Dyke TV show.

George Jones' United Artists newie "Sometimes You Just Can't Win" b/w "She Thinks I Still Care" is still available. Spinners may obtain copies by writing to Gabe Tucker, 314, East 11th Street, Houston 8, Texas.



World's biggest coin-collector...Artist of the Week

Artist of the Week Album Packages

Week of March 12—

This Little Boy Of Mine
GLORIA LYNN

(Everest)

Stereo 35MM
ENOCH LIGHT

(Command)

Week of March 19—

Meet Mr. Trumpet
DICK RUEDEBUSH

(Jubilee)

Time Further Out
DAVE BRUBECK

(Columbia)

Location customers put more coins in Seeburg ARTIST OF THE WEEK phonographs because Seeburg gives the customers more music for their money. The same music they buy to enjoy at home. In 33 $\frac{1}{3}$ stereo albums. And Seeburg makes it available in economical, 10-selection ARTIST OF THE WEEK packages—complete with title strips and miniature album covers in color. That's why a Seeburg *sustains* customer interest week after week. Why the ARTIST OF THE WEEK phonograph is the world's biggest coin-collector.

SEEBURG

Directional stereo in 33 $\frac{1}{3}$ right at the phonograph

Combat Direct Sales With A Common Sense Approach

Ever since the first coin machine was placed on location and the income from this machine was divided between the owner of the machine and the owner of the location, the latter has wondered why he must split this money with the operator. This wonderment continues until such time as the ignorant but enterprising location owner is treated to the facts of life, a short story that tells the sordid details of operating expensive equipment and paying for the service which enables same machine to continue in operation. Most owners decide to go along as in the past realizing that a percentage of the largest possible weekly collections with no deductions is better than what will probably be a smaller total to begin with less a steady series of expenses that gradually turn the profits into losses—especially when the cost of depreciation on the machine is thrown into the hopper. However, there are stubborn cases and these are the locations approached by direct-sale crews who paint a bright picture of 100% of the weekly collections as against 50%—less a few cents for records and glass wax, of course.

This problem was met head on last year in Nebraska where the results evidently have been satisfactory. In some instances, the damage had been done, and a loss was incurred by the legitimate operator, before he resumed operating on the accepted basis. New Mexico operators are continuously buzzed by direct-sale firms but appear to handle the problem in a manner similar to that of many sections of the country—going along with the location on a mutual plan whereby the operator sells the machine to the location.

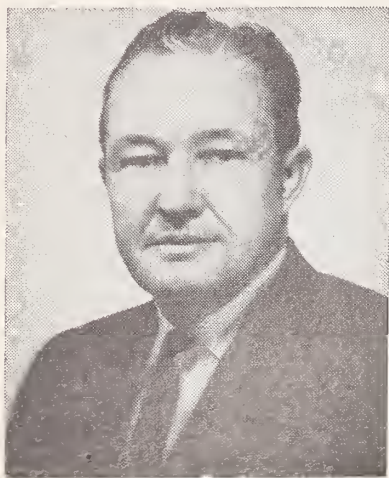
There are no doubt many ways of combatting the direct-sale problem. One of the best ways we've heard is based on the mutual agreement between operator and location whereby the location absolutely refuses to continue on a present operator-location arrangement but agrees to buy the machine from the operator, with the option to sell it back to him at a fair market price within a specified period of time. In this way the location owner receives a form of protection against being stuck high and dry by a blue-sky promoter, with a machine that he probably paid an exorbitant sum for and one which will bring less than 50% in resale only months later.

The operator who nips the symptoms of a direct sale in the bud is in a position to discuss the disadvantages of buying a machine, pointing to the initial costs, depreciation, cost of records and supplies, and the costly factor of service. When all attempts at discouragement fail to convince, the operator can offer to sell the machine to the location, usually at a far better price than the blue-sky group has offered and, in addition, promise to buy the machine back at a fair price. During the interim, the operator can keep in close touch with the location until such time as the owner decides the deal is not what he expected, resells the machine, and the operator returns on a regular basis. Should the owner decide to keep the machine, at least the profit to be derived from the sale, small as it may be, and the possibility of a service contract, will add up to some income in place of what would otherwise be a lost location and an idle machine. If the owner does resell the machine you can bet that all future attempts at direct-sale will have been quelled by this arrangement and the experience gained from it.

There is no reason to believe that the day will come when direct-sale attempts are not made by organized groups or loners. The best move an operator can make is to prepare himself with a logical approach to the situation and try to be on the scene before a transaction is actually made. Periodic calls on locations and regular checks of an entire area by association representatives will help spot the symptoms early enough to prevent the disease.

AC Automatic Names Hale, Pres; Harper, V.P.

Joel Kleiman Assumes New Role As Liaison For O'Malley



JOHN B. HALE
AC President



W. M. (JACK) HARPER
AC Vice-President



JOEL KLEIMAN
Canteen Special Liaison

CHICAGO—Appointment of John B. Hale as president and W. M. (Jack) Harper as vice president and sales manager of AC Automatic Services, Inc., vending and music equipment sales and service division of Automatic Canteen Company of America, were announced last week by Frederick L. Schuster, Automatic Canteen Chairman.

Hale succeeds Joel M. Kleiman who assumes new duties as Special Liaison Representative for Patrick L. O'Malley, Automatic Canteen President. Kleiman will "assist in the handling

of the many projects which frequently arise and require unusually keen knowledge of the Automatic Canteen complex and industry practices," Schuster said.

Hale was formerly Manager of the Equipment Division of The Coca-Cola Company, Atlanta. He joined Coca-Cola in 1937, and for many years has been closely associated with vending operators and vending suppliers throughout the country.

Harper is former Vice President and General Manager of the Reno, Nev., Coca-Cola Bottling Company

and its subsidiary vending operation. With Coca-Cola since 1940, Harper at one time was director of sales training for the Coca-Cola Bottling Co. of Chicago.

Commenting on the appointments, Schuster said, "I am confident that these men will be a great asset to us in the continuing development of AC Automatic Services as the leading supplier of vending machines, automatic phonographs, background music and intercommunications equipment, and currency changers."

ASCAP Holds Semi-Annual Coast Meet

Sets Sights For Juke Box Battle; Asks Members To Write Congress

HOLLYWOOD — Leaders of the American Society of Composers, Authors, and Publishers (ASCAP) are setting their sights for the juke box operator once again, according to Stanley Adams, ASCAP president.

The Society's head man announced his intentions during a Coast membership meeting here last week when total revenue for 1961 was officially announced at \$33,191,987.

The organization held its Third Semi-Annual meeting in the Beverly Hilton Hotel and Adams was quoted as saying that the society's major battle in coming months will be "the repeal of the juke box exemption, and we are making great progress in this regard."

The Society's annual revenue figure was reportedly \$847,851 over the revenue figure reported during the previous year. 550 writers and publishers attended the meeting.

Adams said that during this month members will be called on to write to their Congressman requesting favorable action on ASCAP's long-time drive to have juke box operators pay royalties on income from records played on the nation's juke boxes. At present operators pay a mechanical royalty when the purchase of a record is made. The writers derive a portion of this income from the royalty made at point of sale.

Adams added that a special committee has been set up headed by Carl Sandburgh and Mrs. Oscar Hammerstein, 2nd.

In other reports to the members elections were made, expenses were outlined, salaries were made public and an amendment to the Society's articles of association permitting president Adams to be elected president past the three year limitation was passed by 85% of the voting membership.

phonographs. In order to obtain a set, all that a party need do is send Singer a check or money order for \$15.00 and specify the set they desire. The set will be returned to the purchaser, post paid. C.O.D. is acceptable. Singer can be reached at P.O. Box 367, Rye, New York.

Singer has worked on a no-fee basis in cooperating with coin machine operators and associations for several years. In setting up the MONY contract with the all-important Arbitration clause, Singer has probably accomplished more with a sweep of his legal pen than much of the verbal support which has been given over to stronger legal ties between operators and their rights to a location. The latest clause, which will cover mishaps which formerly occurred whenever a location was sold will no doubt place the operator in the strongest position he has ever legally held on a route.

NYC Attorney Re-Writes Present Location

Contact To Solve Sale and Transfer Problem

Morton Singer, Originator Of Arbitration Clause, Offers Ops New Contract Calling For Owners To Deposit Escrow Moneys

Contract Has Been Copyrighted By Lawyer

NEW YORK—During the past two years close to four hundred operating firms in this country, and approximately two dozen companies abroad have written to Cash Box requesting copies of the location contract which is used by members of the Music Operators of New York, Inc.

Contracts have been mailed to every coinman requesting same under name and address, and as recently as last week (March 10) a Cash Box editorial closed with the information that free location contracts are still available. The demand has continued and requests are still being filled. The contract is used for phonographs, amusement machines and cigarette vending machines.

The reason for the popularity of this contract is that it has a history of success in courts of arbitration serviced by the American Arbitration Association. To date about fifteen states come under this requirement and more states are joining the ranks.

The contract protects an operator in the event of an attempt by a location owner to discharge the operator from a location which is legally the operator's business. The contract has provision for loans, bonus agreements and repayment clauses. It has obviously served the entire industry very well. In the course of the two years Cash Box has published information about the contract, it is estimated that perhaps half of the industry has either used the contract or portions of the contract.

Contract Has Helped Large Segment Of Industry

The person responsible for the most important clause in the contract, the one which permits arbitration through AAA facilities and therefore strengthens the agreement in favor of the operator because of its solid success in previous court cases, is Morton Singer, a New York attorney who was instrumental in formulating this body of law for the coin machine operator. There is no estimate how much good has been done by the clause in the contract. But there is no doubt about its acceptance by operators.

As in all contracts, the MONY contract has one major weakness and that one is brought about when a location is sold to another owner. Is the new owner responsible for the former location owner's contract responsibilities in this respect? The problem has been discussed before the courts and to date there has been no fixed agreement. It all depends on the individual case. However, this weakness seems to have been eliminated by Singer, according to reports from the attorney's office received here last week. "In my opinion," stated Singer during an exclusive interview with Cash Box, "the present contract is so drawn that with but a few modifications it can be used in any other State that has a statute permitting arbitration of future disputes.

Should Solve Present Problems

"In my opinion this contract should solve the present problem involved in the sale and transfer of a business." And that's the important addition to the present contract, in a nutshell. Singer has also inserted other safeguards in the improved contract as follows:

1. Makes an eviction by a landlord

a breach of the contract;

2. Provides that in the event of a sale or transfer, both the new owner and the seller must place in escrow out of the proceeds of the sale a sufficient amount of money to cover income due the operator for the balance of the term of the contract thereby creating a situation which will prevent a sale unless the contract is assumed. This provision will require the seller to put aside moneys which he would ordinarily be able to retain for himself pending the determination in arbitration of the actual amount due;

3. A further provision authorizes the operator to bring a motion in the appropriate court having jurisdiction to stay the distribution of the proceeds of the sale until the operator's claim is ascertained.

Contract Is Now Copyrighted

The new contract has been copyrighted and registered with the Patent Office in Washington, D.C., and reserves all rights to Morton Singer as well as proscribes reproduction in any form of any part without first obtaining permission from him.

These contracts will be available in about three weeks and will cost \$15.00 per set, according to Singer. A set consists of the main contract and several supplemental agreements to cover the various situations encountered in "making" the deal, such as bonus, loans, advance commissions and loans with stipulated repayments. The documents will be bound, 100 to the pad. They will cover games, cigarette vending machines and

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increases score and play appeal

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- All skill scoring combinations in this pin ball game are intended to build up the players opportunities for a high total score and extended play through skill.

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SPECIAL

TOTAL SCORE

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California Clippings

It's that time again! The distributors seen along coin machine row the past week, were engrossed in taking their annual inventory. . . . A February sale on the entire stock was held at R. F. Jones & Co., and met with great success. Bob Taylor, operator from Las Vegas, paid a business call and returned to Nevada with a shipment of phonographs and games. Ralph Cragan flew to Seattle where he joined R. F. Jones for a few days. Ralph also paid a visit to the main office in San Francisco and returned with a cold, which developed into pneumonia. Gus Hartgrove in Santa Barbara and Bill Gray in Mexico, calling on operators. Johnny Hotz service engineer and his wife are proud parents of a baby boy, John Jr., 6 lbs. 7 oz. . . . Juke box and game sales have picked up at American Coin Machine, and the shop is busy repairing used equipment. . . . Sonny Lomborg reports shipments going out to the arcades throughout So. California and are active with orders for pool tables. Joe Simon of Chicago was in town visiting with Sonny and Jack Simon. . . . Claude Brennan of Decca Record Co., New York, paid a visit to California Music, conferring with Sam Ricklin. Sam and Gabe Orland returned from a combination business and pleasure trip to Las Vegas. . . . Hank Tronick of C. A. Robinson & Co. informs that business in general is on the increase, with both new & used equipment moving well. . . . Sales were exceptionally good this week on pool tables, used equipment, and phonographs at Paul Laymon, Inc. Jim Wilkens and his wife Ginny, were in San Diego and Tijuana over the weekend. . . . Joe Duarte states they have been working overtime to prepare export orders for Melbourne and Sydney, Australia, at Duarte Int. Sales. Al Dixon of the shipping department is planning a combination business & pleasure trip to San Francisco. Joe mentioned Gil Marquez is very happy with his new spray paint booth. . . . A shipment of the new Wurlitzer phonographs arrived at the Wurlitzer Factory Branch. Amil Addy, asst. credit mgr. of the No. Tonawanda, N.Y. Wurlitzer division, was in town taking the yearly inventory. Clayton Ballard is in the Bakersfield area calling on OP's. . . . Mercury national promotion mgr., Chick Silvers stopped at "Leuenhagen's Record Bar" with local promo man, Tom Virzi. Chick reports that "White Rose Of Athens" is doing great nationally as well as locally. . . . The vending business has taken a spurt at Badger Sales Co. Leo Simone informs the ice-o-vend and the Bally coffee machine, have both had tremendous sales response. Jack Leonard manager of the parts dept. has been absent for a week, due to illness. Marshall Ames & "Brit" Britain will be in Mexicali where a service school will be held for operators. . . . Some of the visiting OP's seen on Pico Blvd. this week were: Fred Allen, Bakersfield; Steve Stephens, San Diego; Ben Butler, Ridgecrest; Cecil Ellison, Lancaster; Wayne Guill, Bakersfield.

THE BUYERS READ



WILLIAMS

1962 WORLD SERIES

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- NEW IMPROVED BATTING UNIT!

*Players Actually Run The Bases
With Williams Patented Base
Running Unit

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1962 CATALOG
64 PAGES—Fully Illustrated

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Wally Finke & Joe Kline

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Bally Releases "Shoot-A-Line"

6-Card Game Has Light-A-Line Scoring

CHICAGO—Announcing delivery this week of "Shoot-A-Line," new 6-card pingame with light-a-line scoring, Bill O'Donnell, general sales manager of Bally Manufacturing Company, this city, pointed out that the new game introduces a revolutionary new style playfield with three added scoring holes.

"Although each of the six cards has the traditional pattern of twenty-five numbers," O'Donnell explained, "scoring holes on the playfield are numbered 1 to 28. The added numbers—26, 27 and 28—appear only on three of the six cards, taking the place of such numbers as 2, 3, 4 and 5.

"Location tests indicate that by

getting away from the old uniformity of cards we have added tremendously to the skill challenge and fascination of the game, resulting in unusually high coin averages per game.

"Of course, the maximum number of coins played per game is six, because each coin gives player an additional card in which to score by skill. Even with this limitation, 'Shoot-A-Line' easily outearns all other 6-card games. Based on results of location testing for a period of two months, we are planning heavy production of 'Shoot-A-Line' to meet the big demand which we are confident will result from sample shipments."

WILLIAMS

1962 WORLD SERIES

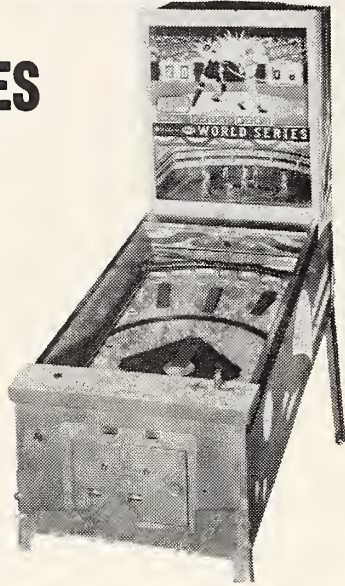
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*Players Actually Run The Bases With Williams Patented Base Running Unit

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MY FIRM OPERATES THE
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- JUKE BOXES
- AMUSEMENT GAMES
- CIGARETTES
- VENDING MACHINES
- OTHER

Meeting Dates

March 12—Milwaukee Coin Machine Operators' Association
Place: Ambassador Hotel, Milwaukee, Wisc.

13—California Music Merchants' Association
Place: Fresno Hotel, Fresno, Calif.

14—California Music Merchants' Association
Place: Bakersfield Inn, Highway 99, Bakersfield, Calif.

14—Music Operators' Society of St. Joseph Valley
Place: Carl Zimmer's Office, 130 N. Ironwood Dr.,
Mishawaka, Ind.

14—Western Massachusetts Music Guild
Place: Chalet Restaurant, West Springfield, Mass.

18—Phonograph Merchants' Association, Cleveland, Ohio
Place: Hollenden Hotel, Cleveland, Ohio
(Executive Board)

18—Los Angeles Division California Music Merchants' Assn.
Place: 2932 W. Pico Blvd., Los Angeles, Calif.

18—Eastern Ohio Phonograph Operators' Association
Place: 4014 Rush Boulevard, Youngstown 12, Ohio
(Executive Board)

19—Associated Music Operators of Rochester
Place: Sheraton Hotel, Rochester, N.Y.

19—Westchester Operators' Guild, Inc.
Place: American Legion Hall, 57 Mitchell Pl.,
White Plains, N.Y.

19—Jefferson Amusement Co.
Place: Sheraton Hotel, Rochester, N.Y.

19—Automatic Equipment and Coin-Machine Owners' Assn.
Inc., Indiana
Place: Room 24, 550 Broadway, Gary, Ind.

21—New York State Operators' Guild, Inc.
Place: Hotel Washington, Newburgh, N.Y.

21—Eastern Pennsylvania Amusement Machine Assn.
Place: General De Kalb Inn, 2519 Street, Norristown,
Pa.

26—Central State Music Guild
Place: 805 Main St., Peoria, Ill.

April 2—Phonograph Merchant's Association, Cleveland, Ohio
Place: Hollenden Hotel, Cleveland, Ohio (General)

2—California Music Merchants' Association
Place: 311 Broadway, Oakland, Calif.

2—Eastern Ohio Phonograph Operators' Association
Place: 4104 Rush Blvd., Youngstown 12, Ohio
(General)

3—Harbor Music Operators' Association
Place: Cook's Bullpen, Paramount, Calif.

4—Amusement Machine Operators Assoc. of Penn.
Place: Penn-Harris Hotel, Harrisburg, Pa.

5—California Music Merchants' Association
Place: Sacramento, Calif.

6—California Music Merchants' Association
Place: U. S. Grant Hotel, San Diego, Calif.

7-8—South Dakota Phonograph Operators' Association
Place: Sawnee Hotel, Brookings, S.D.

12—Berks County Amusement Machine Operators'
Association
Place: Arndt Restaurant, Reading, Pa.

13-14—Music Operators of Virginia
Place: Cavalier Hotel, Virginia Beach, Va.

NJ Guild Names Lederman 'Vendor Of Year'

Betti And Halpern Honored; Seven Awards Made During Guild's Silver Anniversary Dinner

NEWARK, N.J.—The Vending Guild of New Jersey (formerly Music Guild of N.J.) held its Silver Anniversary Banquet last week (March 3) in the Hotel Essex House here and, according to Dick Steinberg, executive director of the association, 300 people attended the affair which was held in the Elizabethan Room.

Highlight of the evening was the presentation of awards to coinmen who served the industry well over the years. Named "Vendor of the Year" was Joe Lederman, Stratford Vending Company. The award was made

by Steinberg. Bert Betti, H. Betti & Sons, in North Bergen and Herman Halpern, Automatic Music Company, Elizabeth, were awarded plaques for "Twenty-Five Years of Leadership." Four other awards were made to members for "Twenty-Five Years Of Membership." The four coinmen who received these honors were as follows: Bruno Minero, G&M Vending Co., Patterson; C. L. Harvey Co., Belleville; Clio Rosazza, Twinbrook Vending, Franklin Lakes; and Marks Magic Music Co. which was accepted for firm by Howard Berks.

Don't Knock The Rock!

Pollak Disagrees With Pub's Views On Disks

NEW YORK — The trend of New York City radio stations toward "sweet" music as opposed to the hard rock sound has resulted in comments in the local press. Last week New York's Journal-American (March 3) printed a story in which the reporters inferred that perhaps the teenager was primarily responsible for the hard rock noisy sound since most record firms interviewed leaned heavily on teenage likes and dislikes. And that is where Seymour Pollak, veteran music operator, decided to take pen in hand and give the newsmen a fast education in musical tastes as evidenced by reaction from his route of phonographs throughout the Westchester County area, a route which caters to the likes and dislikes of an audience that is 95% adult, since his machines are mostly in taverns.

"There are a few people who say they like classical or sweeter music on a juke box," writes Pollak in his letter to the editors, "but they are generally talking out of both sides of their mouth. I have had the experience of hearing a location owner demand that rock 'n roll records be removed from my juke boxes, only to have his customers go elsewhere to hear this type of music." Pollak said that too much emphasis is placed on the records sold through retail outlets, which he stated comprises sales mostly to teenagers. "This I am sure is true, but 50% of all singles are sold to juke box operators who program machines for adults in bars."

Pollak stated that juke box operators program their juke boxes from trade paper charts and "you won't find any classical music on the Top 100." He said that just recently, one of his favorite radio stations followed the NYC trend toward "sweeter" music. "I immediately switched to station KABC which programs the hard rock music. I am not a teenager," concluded Pollak, "I am fifty-four years of age."

NJ Coinman Honored Elected PAL Prexy

HALEDON, N.J.—Leo Guabello, employee of Twinbrook Vending Company, a Franklin Lakes, N.J. operating firm, has been named by his town's Board of Recreation to the post of President of the Haledon Police Athletic League. Guabello is currently serving his fourth year on the Board of Recreation. He has been an active PAL member for close to six years in which time he was vice-president for one year and chairman of the baseball committee for two years.

Guabello's first official announcement upon assuming office was that construction of a new building would start after a long money-saving period by the league. Guabello is married to the former Theresa Artale, and has three children, Bonnie, Leo Jr., and Jill.

Twinbrook Vending made headlines twice last week. Clio Rosazza, owner of the coin machine firm, was awarded a plaque by the Vending Guild of New Jersey for "Twenty Years of Membership" (See separate story).

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- United Triple Play
- Williams '57-baseball—Shortstop—Pinch Hitter
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SPECIALS FOR SALE	20 ROCK-OLA 1455	\$195.00
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ROWE COMMANDER 11-Col. (Man.) . . .	95
ROWE AMBASSADOR 14-Col. Clg.	175
STOMER 0-500 COFFEE/CHOC.	295
WITTENBERG Ref., 24-Sel.	545
DuGRENIER K-14 (Man.)	175
CONTINENTAL 30-Col. Clg.	195
SEEBURG 800-E2 Clg.	215
SEEBURG 800-E1 Clg.	185

MUSIC

A.M.I. J-200E (50¢) . . . \$445

A.M.I. F-120	225
A.M.I. I-120 (50¢)	445
A.M.I. K-100 (50¢)	495
ROCK-OLA 1148	275
ROCK-OLA 1454	295
ROCK-OLA 1455	295
ROCK-OLA 1458	395
SEEBURG 0100-SH (50¢)	745
SEEBURG 222-SH (50¢)	745
SEEBURG 100-R	375
WURLITZER 1800	275
WURLITZER 2100 (50¢)	325
WURLITZER 2150 (50¢)	325
WURLITZER 2000 (50¢)	275
WURLITZER 2200 (50¢)	375

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Univ. Match Will Make Personnel Changes
1961 Net Shows Sharp Drop

ST. LOUIS—A spokesman for the Universal Match Corporation said last week that a plan has been approved by the company's directors which will "expand and further strengthen the company's management," it was reported by the *Wall Street Journal* last week. The company also made available a preliminary report showing a sharp decline in 1961 net income from \$6,384,809 in 1960 (\$1.27 per share) to \$2,359,324 (45¢ share) for '61. Sales were off from \$99,581,855 to \$96,233,028 for the same period.

The spokesman advised that certain changes in management were expected to be acted upon at the board's annual organization meeting before the stockholder meet April 11.

The tentative personnel changes which were contemplated included the election of John L. Wilson, 59, present chairman and president, to the post of chairman. Thomas Donahue was expected to be elected president. Donahue, 44, is executive vice-president. Meredith C. Jones, 66, who is expected to retire October 1 as senior vice-president of First National Bank in St. Louis, may become financial vice-president of Universal Match. Jones is currently a director of Universal.

The company officially announced the appointment of James R. Brown to the post of vice-president during a board meet last week. The executive vice-president post to be vacated by Donahue was expected to remain vacant. These changes reportedly follow a series of changes among middle-management positions. The company said its net income in 1961 was reduced by \$1 million because of "substantially higher write-offs in inventories and research and development costs."

Wilson, president, said, "After a careful review by our management and board of directors it was decided to sharply increase write-offs to more than \$2.6 million before taxes."

"The effects of this decision provides our company with a strong base for future progress. We expect considerable improvement in 1962 earnings."

Wilson also attributed 1961 results to competitive prices in some match-book markets and a decline in the earnings of National Rejectors, Inc., a subsidiary company, manufacturing coin changers and rejectors for all types of coin-operated equipment and also a dollar bill changer which changes paper currency on location to halves, quarters, nickels, and dimes. Single dollar bills are also vended in tubes permitting the changing of bills of denominations as high as five dollars. Larger denominations have been changed on test sites but are used only on Universal's machines now on test.

3% Wisconsin Tax To Affect Drinks, Cigs Only

CHICAGO—Hot and cold cup drinks and cigarettes are the only items sold through vending machines that will be affected by the new three per cent Wisconsin selective sales tax, according to Richard W. Funk, legislative counsel of the National Automatic Merchandising Association.

He gave this interpretation, February 28, to Wisconsin vending executives at a general membership meeting of the Wisconsin Automatic Merchandising Council.

The interpretation was based on a formal ruling by the Wisconsin tax department at the request of NAMA and the Wisconsin council.

The tax became effective, February 1, 1962.

Funk said the law also requires all vending operators to apply for a single "sellers permit" at a fee of two dollars. He pointed out that only one

permit is required regardless of the number of machines or locations.

According to Funk, the sales tax will be levied on gross sales, but may be collected only in accordance with a bracket system. This "system," however, does not allow the vending operator to collect the tax from the customer for unit sales of less than 17 cents.

"This means that even if a coffee or cup soft drink machine could be adjusted to collect the tax, the law would not permit it since the unit sales price for those products falls below the minimum collection bracket," he explained.

Funk said he is hopeful that an expected formal tax department ruling will allow cigarette operators to list the selling price and tax separately, and thereby reduce their tax liability.

The Wisconsin vending meeting also included a discussion of pending vending health and sanitation codes in Racine and Milwaukee.

David E. Hartley, NAMA public health counsel, and S. John Insalata, asst. legislative counsel, told the group that NAMA and Wisconsin council officials have been working with public health officers and legislators in both cities to develop a "fair" law. He said this work, in Racine, was responsible for "killing" an earlier proposed per machine health tax of up to 30 dollars.

Attendance at the February 28 meeting totaled 75, according to Carl Millman, Wisconsin council president.

Safety Meet March 23

CHICAGO—A mass meeting of hot beverage machine manufacturer and product supplier representatives on Friday, March 23 in Chicago, will launch the preliminary phases of the NAMA Safety Standards and Education Program, according to Herb A. Geiger, association president.

Detailed plans for the industry-wide safety standards and training program will be unveiled for the first time by NAMA officials and staff members at the meeting.

"We will have to depend in great part on the field sales and service representatives of all manufacturers to get this program carried to every operating company," Geiger pointed out. "This is why we are presenting the program first to sales and service coordinators of our machine and product manufacturing companies."

Operating companies will first become acquainted with the NAMA program at the forthcoming regional meetings. A full presentation is scheduled at the luncheon of each meeting, Geiger said.

The all-day meeting at the Palmer House Hotel on March 23 will be for company-appointed representatives who will pass details of the program on to their field representatives.

He said that manufacturers and suppliers will be asked to offer their ideas at the meeting and that further plans would be announced after the mass meeting.

Canteen Names McGuire V.P.



JAMES T. MCGUIRE

CHICAGO—The Board of Directors of Automatic Canteen Company of America has elected James T. McGuire a Vice President of the company, it was announced last week by Frederick L. Schuster, Board Chairman.

McGuire, who joined Automatic Canteen in 1941, has been Assistant Vice President for the past six years. McGuire graduated from Boston College with a B.A. degree. He is a member of the Board of Directors of the National Automatic Merchandising Association. He resides with his wife and two children at 9524 Hamlin Ave., in Skokie, Ill.

Wilson said that the company is in excellent financial condition "despite the problems" of 1961. "Throughout our organization we have been, and are, strengthening management and are establishing even more effective cost and performance control procedures. It has been a year of intensive internal effort which we believe has provided a firm foundation for the company."

James Vending Acquires Vend Service, Maryland

WASHINGTON, D.C.—James Vending Machine Co., Inc., a regional vending firm headquartered in Washington, has purchased Vend Service Co., of Rockville, Maryland, according to an announcement made jointly by Eli Guss and Roy LaBlank, presidents of the two companies. The transaction involved cash and James Vending

stock. LaBlank, who was head of Vend Service Co. from its inception in 1958, will be sales manager of James Vending, effective at once.

"The expansion of operating rights and vending locations, through the purchase of Vend Service Co., will accelerate our penetration of the Maryland market," said Guss. "Beyond this, we have acquired valuable physical assets, including a wide range of modern automated vendors that dispense hot and cold beverages, candy, dairy and tobacco products."

London Opens First All-Night Vendor



LONDON—The first of London's all night vending shops has met with great success. Opened last November by Gardiners—leading chain of self service stores—at their Chelsea branch, business has exceeded all expectations. Similar vending banks are to be incorporated in several of their other branches.

Chelsea, London's equivalent of Greenwich Village, is the center of Bohemian life and ideally suited to all night vending. Peak hours of buying are between 11:00 p.m. and 1:00 a.m. the biggest demand being for perishable goods. The equipment, shown in the picture, was installed by Automat Ltd. of Beckenham, Kent. It has a frontage of 14 ft. by 2 ft. deep comprising a 7 column food vendor by

Wittenborg of Denmark, for whom Automat are sole agents in this country; a cigarette and chocolate machine of their own manufacture and a milk vendor by Joseph Sankey & Sons Ltd. The food vendor has a maximum of 73 interchangeable selection boxes, 19 of which are refrigerated. With a total of 364 servicing compartments these are serviced four times on Sundays registering over 1,400 sales. The Sankey milk vendor is serviced every one and a half hours.

Automat Ltd. have found from experience that the British public are quickly adjusting themselves to automatic vending and they foresee great expansion in this field not only in the London area but in major provincial cities in the very near future.

Maytag Washers To Take Tix, No Coins

Stop Pilferage, Stimulate Promotions, Centralize Money

CHICAGO—The Maytag Company, manufacturers of coin-operated washing machines, is expected to introduce new models next month which will operate upon insertion of a ticket instead of a coin. The ticket idea is expected to reduce pilferage, enable promotion programs with offers of sample free tickets, and centralize the owner's money collection.

The new machines operate after a ticket is inserted. Maytag will print the circuited tickets and distribute them to Maytag operators for a price. Once they are inserted in the machine they become void and are useless. Maytag has licensed the Robco Manufacturing Company in New York to manufacture ticket vending ma-

chines. Tickets will sell to operators for 1 1/4¢ each. Operators are expected to sell the tickets at special prices enabling bargain sales, special promotion prices, and flexible programs which are not practical under the present coin system.

The ticket-pricing system may help Maytag's foreign operations since the machines would not be subject to a variety of different coins.

Ivan Ingersoll, sales coordinator of the Maytag firm, said that the machines will be available in April. Machines were test-marketed in Altoona, Iowa, last year with success. Machines operating with insertion of a ticket will be priced 10% higher.

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★ Players actually run the bases with Williams patented base running unit.

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- All Steel Door

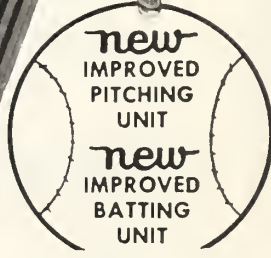
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When you buy a baseball game—buy Williams



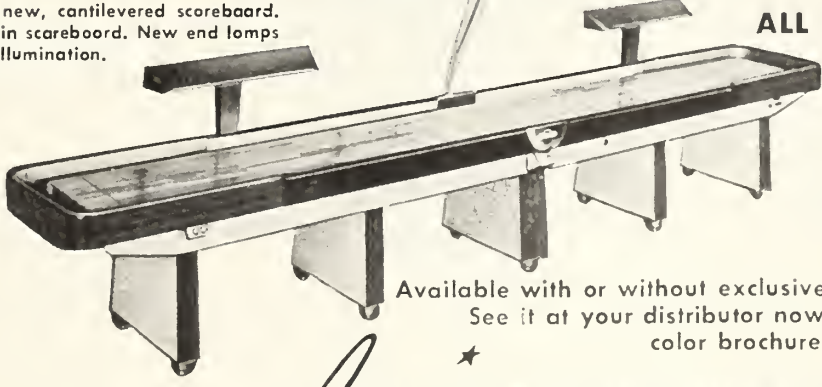
Storts Wins "Princess"



ST. LOUIS, M O.—Ira Storts, co-owner with Connie Confer of Pike Amusement Company, of Bowling Green, Missouri, is shown above receiving his firm's prize of a Rock-Ola "Princess" model 1493 coin-operated phonograph as a result of a drawing in Rock-Ola Manufacturing Corporation's "Grand National Sweepstakes" drawings.
Shown in the photo with Storts is Jow McCormick of Musical Sales Co. of St. Louis, Rock-Ola's distributor in that territory.

AMERICAN'S *Imperial* offers more and steadier profits for coin operators.

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Rictor Kirby Dead

MARION, IND.—The trade was saddened by the sudden death of Rictor Kirby, Kirby Automatic Music, who died last week. Kirby was an operator for 30 years and is survived by his wife and four daughters. Kirby's death came as a shock to a nation of business associates who knew him.

Happy Birthday This Week To:

- Albert C. Evans, So. Bend, Ind. . . . Jerry Livingston, Bev Hills, Calif. . . .
- Bryan E. Edwards, Douglas, Wyo. . . . Pearl Johnson, Brazil, Ind. . . . Dillen R. DeHaven, Martinsburg, W. Va. . . . Albert Wheby, Beckley, W. Va. . . .
- Ben D. Palastrant, Boston, Mass. . . . Mason L. Colbert, Nebraska City, Nebr.
- Geo. R. Burnham, Lovell, Wyo. . . . Geo. L. Tye, Simcoe Ont., Canada. . . . Fred Kline, Chgo., Ill. . . . Archie J. LaBeau, St. Paul, Minn. . . . Frank Miller, Irvine, Ky. . . .
- Robert A. Holland, Arkron, Ohio . . . Edward H. Ellis, New York, N.Y.
- Paul A. Laymon, L.A. Calif. . . . Harry Koepfel, N.Y.C. . . . Ben Hofer, New Braunfels, Tex. . . . Don Knott, Galesburg, Ill. . . . Chas. Harris, Cleveland, Ohio . . .
- Jerald D Belsan, L.A. Calif . . . George Carsley, Montreal, Canada . . . David Rosen, Phila, Pa. . . . George H. Reynolds, Columbia, S.C. . . . A. B. Cooper, Atlantic Beach, N.C. . . . Wm. E. Zelko, Columbus, Ohio . . . Benny Erdely, Grundy, Va.

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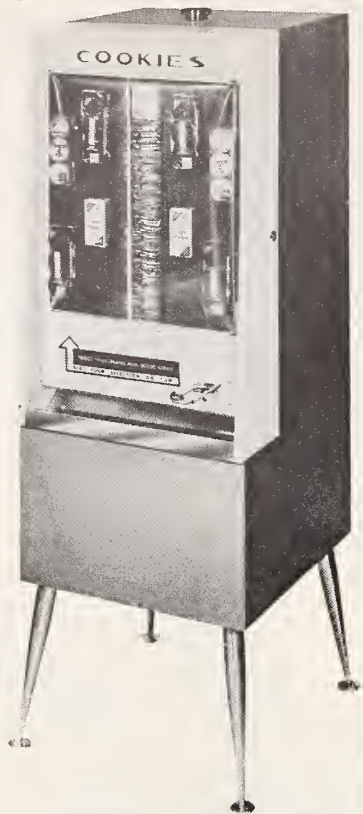
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We see many coin machines in our travels but seldom do we get as big a kick out of it as we did last week when together with Aspet Varten of Mondial Commercial Corp. we boarded the luxury liner France, newest and most luxurious of the transatlantic ocean-going passenger ships. Purpose of the trip will be found in this issue where a complete picture-news story outlines the game room on board which features twenty machines—from a drink machine to the newest big-ball bowlers—all for the vacationing crowd.

The machines were sold direct to the French Line by Robert Charlot, Mondial's Paris distributor, and head of Les Palais Des Jeux. Among the manufacturers included in the installation are Williams, Gottlieb, Chicago Coin (Charlot's lines), and Glasco, Rock-Ola, Bally and a foreign manufacturer.

Up top, just outside a solarium can be found two ChiCoin "Princess" bowlers which fit snugly into an otherwise vacant space and do a great business when the weather is bright and warm. Below, in a special barroom-lounge area, ping-pong, baseball, bowlers and drink machines reign. The passengers have a ball on whether they're French, American or whatever, all join in and play the coin machines, obviously a necessary part of the social life aboard a multi-million luxury liner! And what do you think? Suren Fesjian, President of Mondial, arrived back in America after a month's stay in Europe and he flew all the way!

Our weekly trip to coinrow brought some laffs and some news. The laffs (which were dubious) came from Charlie Rubenstein, originator of the half man-half woman act (according to his press releases in the Long Island press) related several stories that are older than the Grandma machines in Mike Munves' place, but we laughed to be courteous. Mike told one that would lose something in the telling so when you see him, ask him about the guy who went to the trouble to pull out his pocket watch to answer the kid who wanted to know what time it is. It's a "gasser"! On the business side, the Munves firm is making mucho hay while the winter sun shines. Arcade equipment is shipped daily to ports around the world and an abundant supply of machines are ticketed for arcades here in NYC, south to Virginia and points west.

The trailer from United pulled up at United East Coast offices just before we arrived and the result was that United "Bonus Baseball" machines were stacked as high as the ceiling and from wall-to-wall with just enuf room for a visitor to sidle through. After reaching the rear, Irv Holzman wasted no time in advising us that every one of the games would be shipped by Friday and that the supply doesn't meet the demand. We heard one coinman ask for two, and was told he'd have to wait. Sounded like the WWII business days when the industry suffered from a case of the "shorts." Lou Druckman had all to do to keep track of the incoming games. "The 'Crystal' shuffle alleys is still moving very well, too, added Holzman, as we left.

There's a change in the Albert Simon showrooms every time we stop by. Last week the new addition included a Rock-Ola sign that was hung on the rear wall of a greatly expanded storage-parts room. Colorful, too. Al Simon advised that the ChiCoin games were moving very well and that ops were indeed buying more during this month than last.

Harry Koeppel, Lipsky Distributing, walking the avenue in search of some parts, in order to get a load of reconditioned machines off and on its way to an operator-buyer. The Smokeshop cigarette machine is selling very well, according to Harry, and the export is holding its own. Abe Lipsky reported doing fine, with Henry Slavis keeping those parts moving for the Wurlitzer machines, et al.

Eddie Burg travels in to the New York offices of Runyon for a meet with top brass and of course Barney Sugarman sits in as the talks cover a wide range of topics from Williams baseball to Rowe cigarette machines. The Runyon operation itself covers a wide area and with about 200 employees in one or more phases of the business it takes a lot of meetings to keep things organized. Eddie heads up the Operating Division and is vice-president in charge of the vast routes in Jersey. Meanwhile, Myron Sugarman heads up still another phase of the business, the export division, a growing department that may require separate corporate handling in the near future.

Nick Melone delighted over the increased interest in shuffleboard tourneys up in the New England area. Ed Martell, Tri-State Distributing Co., keeps asking for more machines, more regulation scorebooks and more promotion literature. Claims the tourneys, which are sponsored and officiated by American Shuffleboard Corp., require a vast amount of attention but payoff with machine sales throughout the territory.

Jack Bess, Roanoke Vending, ready with a big promotional push for the Williams baseball game. Delivery expected this week and ops in the Tenn., Virginia, N.C., and W.Va. areas will be seeing the machine real soon.

Spoke with Mrs. Sam Sachs, Uneeda Shine Corp., in NYC last week who advised that Sam is taking it easy these days. Doesn't drop by the office every day but does make a periodic appearance. The firm's shoe shine machines are still the reason for many ops going into business and here at Cash Box we get many calls for the origin and source of supply for the units.

Plans progress up Westchester way for the forthcoming annual event which will be held in the Tropical Acres Restaurant, a very nice dining place, and among the many guests expected will be a comedian, a recording star, and the Lester Lanin ork. A good time as usual on May 22nd, Tuesday evening and the shindig will start with cocktails and be proceeded by dinner and dancing.

Bert Betti, Eastern Novelty, has sold more pool tables during the past three months than the firm sold for the first six months of last year. The Fischer line is reportedly sold out "until next shipment" and the Jersey coinman doesn't expect the pool table boom to slow down.

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Chicago Chatter

There is definitely a more optimistic feeling among coinmen throughout this wide area as the Spring season approaches than was the case last year. We noticed considerably more activity everywhere than during the similar period in '61. . . . Regional NAMA meetings are cropping up in several locales during March. Subject matters generally stressed are safety, cleanliness and other pertinent factors. There will be an NAMA meeting on March 23, at the Palmer House in Chicago, launching the preliminary phases of the National Automatic Merchandising Assn.'s Safety Standards and Education Program, according to Herb A. Geiger, the association's president. A complete safety manual for operators, a slidefilm presentation, and other materials are presently in preparation for wide distribution, beginning in May of this year.

Herb Jones and Bill O'Donnell, execs of Bally Mfg., announce the release, March 12, of Bally's new "Shoot-A-Line" pinball amusement game. . . . The important news from Bill DeSelm, veepee in charge of sales for United Mfg., informs that United's exciting, new "Bonus Baseball" game is now equipped with chrome siderails for greater beauty and durability.

We're delighted to advise that Nate Gottlieb, D. Gottlieb & Co., is back in his office and feeling like a million. Nate, Alvin Gottlieb and Judd Weinberg are thrilled over the terrific acceptance Gottlieb's "Liberty Belle" is receiving everywhere. . . . Our lovely Harriette spent all last week in Meyer House, and if the doctors give the word she'll be back home any hour now.

A. C. Automatic Services vice president Tom Sams and his lovely frau are sighing sighs of relief since they moved into their new home in suburban Glenview. They recently sold the house in Grand Rapids, Mich., and now Tom is close to the downtown office. News in the A. C. Automatic Vending Division infos that vice prexy Jack Dunwoody, and his aides Bernie Shapiro and smilin' Jim Newlander are busy as blazes with the Rowe vending machine line. Jim is presently in Miami Beach lining up Rowe's exhibit for the NATD Convention there. All in all everyone at A. C. Automatic Services is very enthusiastic and delighted with results achieved in both the music and vending divisions.

The same feeling is evident at Atlas Music Co., distribs throughout this area for AMI and Rowe equipment. However, the best news from that camp is that Nate Feinstein recently broke "90" in his golf game during his recent brief holiday in Florida. Eddie Ginsburg is presently vacationing in sunny Florida. Harold Schwartz and Irv Ovitz are veddy busy keeping ops in domestic and foreign markets well supplied with amusement, music and vending equipment.

Mort Seore, sales director of Chicago Dynamic Industries, advises that due to widespread and terrific acceptance of Chicago Coin's "Long Range" Rifle Gallery, "Variety Roll Down" ball shuffle alleys and "Red Dot" shuffle alleys there has been a much needed extension of production runs on all three games. Naturally, Mort and Sam Gensburg are thrilled. President Sam Wolberg is basking in the sun in Miami Beach, and luckily is enjoying splendid weather "down under."

Stanley Jarocki, Jr., Seeburg Corporation, advises that vice prexies Tom Herrick and Jack Gordon are out of town on business. Stan forwarded a regard to us from Seeburg's eastern regional manager, Al Gange, who headquarters in Cleveland. (Hi, Al!).

While sales continue to mount fantastically on Rock-Ola's "Princess" model 1493 coin-operated phonograph plans for Spring promotions are rolling merrily along across Ralph Wyckoff's desk. Edward G. Doris, executive vice prexy, and sales manager Les Rieck are out of town on business. Meanwhile, Ralph, Frank Doyle, Art Janousek, Jack Barabash and Kurt Kluever are minding the store at the plant.

Art Weinand, vice prexy of Williams Electronic Mfg. Corp., is absolutely thrilled over the acceptance the firm is receiving with Williams "Extra Inning" (no free play model) and "1962 World Series" (free play model) baseball games in all markets. Another big click at Williams is the brand, new "3 Coins" amusement pingame, featuring the ever-popular playing card motif, according to Jack Mittel, assistant sales manager. . . . Sales of Seeburg music and vending continues, to boom at World Wide Distribs, according to Joel Stern, the genial president of the local distribberly. Joel is anticipating a fine Spring season with all amusement, music and vending equipment.

It's defintely "baseball time" at Empire Coin Machine Exchange, and there's small wonder considering that Empire owner Gil Kitt is enjoying excellent sales with three big baseball games—United's "Bonus Baseball," Williams "Extra Inning" and "1962 World Series," and Miday's "Deluxe Baseball" games. General sales manager Joe Robbins tells us the big promotion of a free Hitachi Transistor clock radio to operators for purchase of a Rock-Ola "Princess" phono is merrily rolling along with much success already.

Paul Huebsch, Keeney vice prexy, is back after a pleasant holiday with his lovely Rosemary and the Huebsch youngsters in Florida. While in Sunville they visited with the Roy McGinnis' (he's president of J. H. Keeney & Co.), who annually spend their winters in Florida. Roy, we're told is feeling great. While Keeney's "El Rancho" is a big winner of late, Paul tells us chief engineer Pete Sagan has some exciting, new models up his sleeve for Spring release. . . . Belated congrats to Joe and Mildred Shields (of Keeney), who are proud parents of a baby boy, Jordan Shields. After three daughters in a row the Shields' finally changed the pace.

WILLIAMS

1962 WORLD SERIES

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Export business is really booming at First Coin, according to Sam Kolber, manager of the Export Division. Prexy Joe Kline and Fred Kline are equally busy keeping up with heavy increases in domestic sales with the Wurlitzer model "2600" phono. . . . Wurlitzer's Bert Davidson just returned to the city from a whirlwind business trip.

Ralph Sheffield, general sales manager at Midway Mfg. reports excellent sales with the new "Deluxe Baseball" amusement game. Hank Ross and Marcine "Iggy Wolverton, heads of Midway, feel they have a big winner for Spring sales. . . . Games, Inc's. Clarence Schuyler is polishing up his ol' shootin' irons for late Spring skeet shooting. Clarence is considered among the best marksmen.

Wico's Ed Ruber infos that the parts firm is readying a lot of new coin machine components for early availability. Morrie Wiczer received congratulatory wires from Governor Kerner, Mayor Daley and other VIP's when his daughter Sharon Lee Wiczer was wedded to Sheldon Marshall Jaffe Sunday, March 3, at the Belden Stratford Hotel. He also received a message from President Kennedy.

Chet Gore, Exhibit Supply Co., is just about ready to introduce his new plastic vending machine. The new blade, Chet tells us, cuts so fine it can "split a hair." It has a protective bar. Also, the new exhibit "Card Vendor" is enjoying great success everywhere. The big biz boom for Exhibit Supply starts in early Spring, according to Chet. . . . The fourth annual Chicago International Trade Fair dates are set for July 26 through August 12, at McCormick Place. . . . One of the busiest distribs in Chi of late is Jimmy Johnson's Globe Distributing. Corinne, Jimmy's "gal Friday" is her usual busy self.

The Spring boom is already shaping up at Marvel Mfg., where prexy Ted Rubey and Estelle Bye are reporting stepped up production in all parts and equipment lines. . . . News Flash: Owners of the new Midget cars being developed in Motor City will be able to get traffic tickets for parking ON instead of NEAR fire hydrants!

Foreign Circulation

Cash Box

is almost twice that of ALL other trade publications combined.

New Superliner France Equipped With Pins, Bowlers, Guns

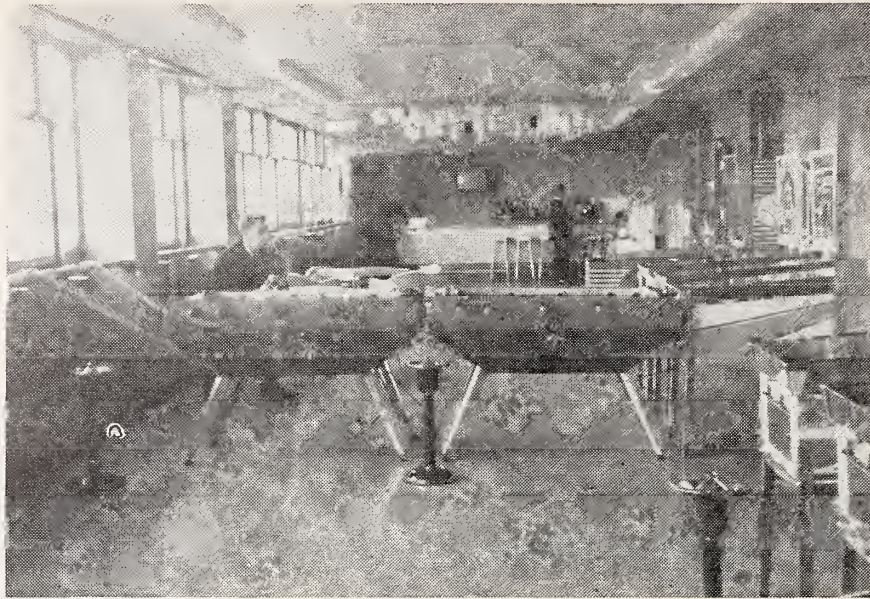
French Line's Pride And Joy Has Twenty Games On Board

NEW YORK—When New York harbor welcomed the new superliner France last month, the City gave the luxurious ocean liner a tumultuous welcome after she completed her maiden voyage and received visitors. Of interest to coin machine people however, was not necessarily the stately elegance of her interior, nor were the expensive tapestries and murals hung throughout the ship the eye-catchers for the coinmen. The sweeping staircase that leads to each palatial dining hall merely served as a means of reaching the ultimate in ocean cruising amusement facility—coin-operated amusement machines.

A tour of the liner last week by Cash Box newsmen resulted in the pictures which appear on this page. The France has devoted hundreds of square feet of space to what the owners, CGT Compagnie Generale Transatlantique (The French Line), consider a necessary adjunct of planned entertainment and relaxation for 1700 passengers during each four and one-half day voyage, the time it takes the 66,348-ton liner to cross the Atlantic Ocean.

Machines Sold To French Lines

The man responsible for installing the twenty coin machines on board the liner is Robert Charlot, president of Le Palais Des Jeux, a coin machine distributing firm located at 104 Boulevard de Clichy, in Paris, France. Charlot is a Paris distributor for Mondial Commercial Corporation, manufacturers' exclusive representatives in Europe for D. Gottlieb & Company, Williams Electronic Manufacturing Corporation and Chicago



VIVE LA COIN MACHINES: Veranda Deck of France provides lounge with dance floor, juke box, and games.

Dynamic Industries, Inc. Charlot sold the machines outright to the French Line after installing them and educating the shipboard officials in the proper operation and service of each machine.

The games can be found in three different sections of the huge liner and each setting is custom-made for the machines. Two Chicago Coin "Continental" bowlers, for instance, stretch twenty-one feet from end-to-end and service people stand ready to lengthen the machines to a full twenty-six feet, (picture). The bowlers are located just outside of a solarium located aft on a top deck. At 25¢ (American quarter) the machines attract steady play during the cruise.

Lavish Decor For Twenty Games

The most lavish layout for the amusement machines is on the Veranda Deck in Club de Jeunes, (picture). The room measures approxi-

mately 100' x 20' and features a wall-to-wall bar at one end. Opposite the bar is a Rock-Ola "Regis" phonograph fully programmed with English and French records including the Chubby Checker "Twist" disks. Along one side of the room against a wall facing a lounge lined with open ports which makes for a sunny, cheerful atmosphere, is the main bank of machines. Included in the installation is a Glasco cold drink machine, a Chicago Coin "Pro Basketball" game and two Gottlieb pins, "Flying Circus" and "Lancer." Separating this group are two foreign soccer games, both coin-operated, which are manufactured by Baby Foot Kopa, Inc. On the otherside of the soccer games, which separate the lounge from a dance floor, are three more Gottlieb pingames, "Oklahoma," "Corral," and "Flipper Fair." Next to the end pingame is the Williams "Batting Champ." All of the machines are set for American coins and are priced at

Mondial Supplies Machines, Paris Distrib Makes Installation

standard rates. The coin mechanisms are marked accordingly.

Special Arcade Room

The third area expressly designed for coin-operated amusement is entered into through two wide doors in the lounge. The arcade room is fully enclosed except for the doors and is decorated in gay colors and murals. Inside the room is a Bally "Sharpshooter," two Chicago Coin "Princess" bowlers, a Chicago Coin "Wild West" ray gun and a soccer machine. The room offers individual seats for the spectators and a change booth.

The coin machine installation, latest of its kind, is one of several deals that have been made with shipping lines during the past few years. Suren Fesjian, Mondial prexy, advised that the transaction between Charlot and French Line officials required six months of negotiations.

Neither Storm Nor Sleet . . .

"The officials of the France were concerned that the games would not survive shipboard weather which can become very rough at times," explained Fesjian. Rigid specifications for securing each game to the deck of the ship had to be met. Aspet Varten, Mondial vice-president, added that Charlot, who also operates a Paris route and owns one of the largest arcades in France, did such a fine job of making the installation seaworthy that the shipping officials finally approved the deal and the games were placed on board before the maiden voyage. "You may recall the France's arrival in New York last month after a very bad storm at sea," said Varten. "Everyone was surprised. The only equipment in this area of the liner that wasn't damaged during the storm were the coin-operated games!"

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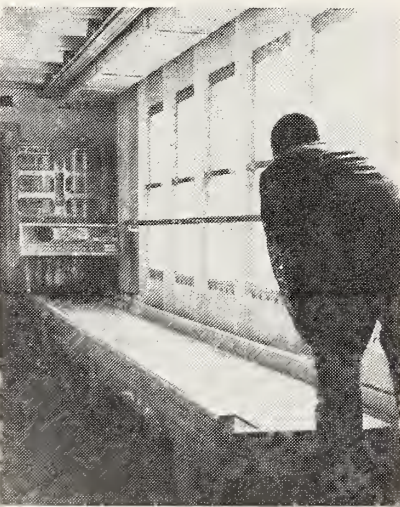
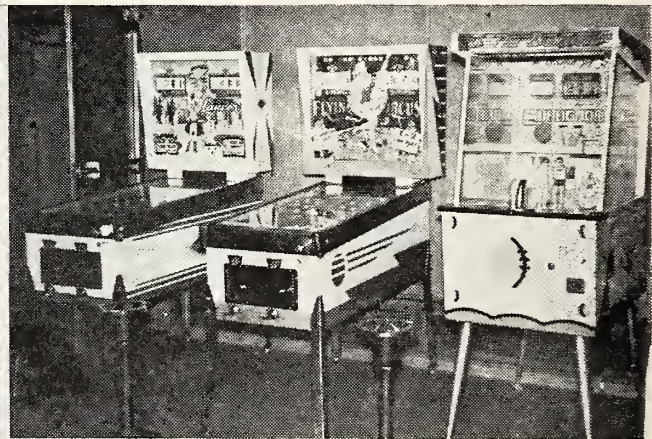
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TOP DECK: Big-ball bowlers adjoin solarium, are set up in dual installation.



TEENAGERS: Basketball and ray guns draw teenage set during four-day ocean crossing.



MONDIAL: Aspet Varten (Mondial) and Marty Toohey (Cash Box) aboard liner during tour.

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4

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ROTO-TARGETS!

Another Sensational Profit Maker!

New "Double Twin" Roto-Targets—four targets in scoring position at all times

Top right and left rollovers spin corresponding side targets—score 50 points when lit

Two bumpers spin all targets

One target always lit for 10 times value

Three pop bumpers—one always lit for high score

Hitting center target scores 5 to 50 points—bulls-eye lights all pop bumpers for high score

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Lucky Upstate Op



ROCHESTER, N.Y.—The key to a Rock-Ola "Princess" phonograph is presented to Carl Rapp, Globe Amusement Company of this city, by Joe Grillo, of Flower Distributing Company, Rochester.

Rapp was one of the three winners in the February (final drawing) of the "Grand National Sweepstakes" contest at the Rock-Ola plant in Chicago.

Shown above (right to left) are Rapp and Grillo, both flanking Rapp's "Princess" prize.

Crosse-Dunham Moves

YORK, PENNA.—Officials of Crosse-Dunham Company, coin machine distributing firm here, have advised that the company's new address is 136 N. Manheim Street, York, Pennsylvania.

'Artist Of Week' To Pave Way For Seeburg Program In Australia

Blankenbeckler Tours Down Under, Checks Sales, Locations

HEATHMONT, AUSTRALIA—A recent visitor to these shores was Ed Blankenbeckler, Sales Engineer (Phonograph Division) of the Seeburg Corporation of America. With Jim McKeon of Seeburg Automatic Products Pty. Ltd. of Australia Ed visited major cities in this country examining locations, functions and operations of Seeburg equipment. The Seeburg organization is developing well here—they are placing their machines (phonographs in particular) in many of the bowling alleys that are springing up here. Ed Blankenbeckler told Cash Box that the special Seeburg "Artist of the Week" Phonograph would probably play an important role in Seeburg's future business throughout Australia. It is likely that special efforts will be made to encourage Australian record companies to produce "special" packs of disks for use on the Seeburg machines. And, reversing the traffic, it seems that the Seeburg organization will also approach diskeries to prepare "special" packs of records by Australian artists with a view to using them on their machines in the United States. Such a proposition could be of great interest to local companies and artists as it would serve to give Australian production some much needed exposure in America and other countries. Ed Blankenbeckler's Australian visit culminated in a special trade reception and display of Seeburg machines at the Chevron-Hilton Hotel in Sydney.

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WANT—Used 45 RPM records. We buy all year round and pay top prices. Interested in monthly shipments. J & D AMUSEMENTS, 1 VIDETTA STREET, WEST PEABODY, MASS. (Tel. JE 2-0737). Call collect.

WANT—Bally Lite-A-Lines State condition, quantity, best price for resales. Cash or trade. MICKEY ANDERSON AMUSEMENT COMPANY, 314 EAST 11TH STREET, ERIE, PENNSYLVANIA (Tel. Glendale 3-3207).

WANT—To buy—Bally Lotta Fun and Barrel of Fun and all Bally Bingos. FOR SALE—Late Seeburg Music—Big Ball Bowlers & Shuffle Alleys, Vending Machines. Our prices have been reduced. REDD DISTRIBUTING CO., INC., 126 LINCOLN ST., BRIGHTON 35, MASS. (Tel. ALgonquin 4-4040).

WANT—Call Collect! Want for immediate export. Bally Bingos, Gottlieb Pingames. All Types of Seeburg, AMI, Wurliitzer music. Cash waiting. BELGIAN AMUSEMENT CO. 806 NO. BROAD STREET, PHILADELPHIA, PENNA. Poplar 3-7808.

WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

WANT—Bingo Games, Gottlieb Pins 1957 up, Lotta-Funs, Wire, write or phone. SCOTT CROSSE CO., 1641 NO. BROAD, PHILADELPHIA, PA. (Tel. CE 6-4444).

WANT—Records, 45's and LP's, new only. Please give full details first contact to avoid delay and assure quick deal. HARRY WAR-RINER, KNICKERBOCKER MUSIC CO., 453 McLEAN AVE., YONKERS, N. Y. (Tel. Greenleaf 6-7778).

WANT—To purchase surplus 45's, LP's, EP's. No quantity too large or small. Store stock included. Advise in first letter quantity and description. HAM-MIL DISTRIBUTORS, 1520 NO. BROAD ST., PHILADELPHIA 31, PA. (Tel. PO 3-0585).

WANT—Will buy—Bingos, Shuffle Alleys, Bowlers, any amount of Phonographs. LEW JONES DISTRIBUTING COMPANY, INC., 1301 N. CAPITOL AVE., INDIANAPOLIS, INDIANA.

WANT—Are regular buyers late Bingos, Gottlieb 2-4 players, Seeburg V-200, unshopped but of course complete working order, packed in original cartons. We pay dollars, cash in advance. Quote price FOB nearest seaport. MAX LOBO, MEIR 23, ANTWERP, BELGIUM. (Tel. 33-81-33).

WANT—New or used 45 RPM Records, not over 6 months old. We pay 15¢ and the freight. Can use any quantity. WALLY RECORDS, 17725 N. W. 8TH PLACE, MIAMI 69, FLA.

WANT—Exhibit's IOU, Selectem and Horshoes. State price, quantity and condition in first letter. NEW LIDO ARCADE, 412 EAST BALTIMORE STREET, BALTIMORE, MD.

WANT—Wms. & Gottlieb used 1, 2 & 4 players, as is, complete, 1959 and up. IMPERIAL COIN MACHINE CO., 498 ANDERSON AVE., CLIFFSIDE, NEW JERSEY.

WANT—AMI 120 and 200 Phonographs, Hideaways, Selection Boxes, Steppers, Late model Gottlieb Pin Games; 5¢ & 10¢ Counter Games. Write stating quantity condition and best cash price. ST. THOMAS COIN SALES LTD., 669 TALBOT ST., ST. THOMAS, ONT., CANADA. (Tel. MELrose 1-9550).

WANT—Salesmen—Experienced only. Must be one-call closers. Our men are making \$400 to \$800 weekly. Please include past experience. All information strictly confidential. Nobody beats our deal; let us prove it. AZAR MANUFACTURING COMPANY, 2314 EAST 15th, OAKLAND 1, CALIF.

WANT—For immediate export, Seeburg M-100-A parts. Will buy up to fifty each 304258 Contact Block Assembly, 304220 Hinge Plate Assembly, 250911 Reversing Switch with nut, 250241 Cam Follow Arm Switch, 251620 Pickup Cartridge. Write C. R. SAND-OVAL & CO., BOX 55-7305, MIAMI 55, FLORIDA.

WANT—All types of music. Bally Bingos, Wms. Pins, Gottlieb Pins, all types of Shuffles, Bowling Alleys, Rifles, Arcade Vending. Quote prices, FAS, U.S.A. Port. State condition. BOX #546, c/o THE CASH BOX, 1721 BROADWAY, NEW YORK 19, N. Y.

WANT—We need great quantities of Bally Bingos. Quote your lowest prices FOB nearest seaport U.S.A. P.V.B.A. VERHEDA, KRONEN-BURGSTRAAT 94, ANTWERP, BELGIUM. (Cable address: VERHEDA).

WANT—Bingos, Big Shows, Show Times, Key West, Miss America, Sun Valley, Cypress Gardens, Double Headers and all other late Bingos, in quantity. CLEVELAND COIN MACHINE EXCHANGE, 2029 PROSPECT AVE., CLEVELAND, OHIO. (Tel. TO 1-6715).

WANT—To Buy for Resale—Wurliitzer 1900, 2104, 2204; Seeburg R & L; Gottlieb Pinballs from 1958 on. ACTIVE AMUSEMENT MACHINE CO., 666 NO. BROAD ST., PHILADELPHIA 30, PA. (Tel. Poplar 9-4495).

WANT—Rowe Cigarette Vendors: 14 Column Ambassadors; 20 Column 700; Seeburg VL & KD; National 22 column Cigarette Vendor; Wms. Ten Pins & Ten Strike. Quote best price. DAVE LOWY & COMPANY, 652 TENTH AVE., NEW YORK 18, N.Y. (Tel. LT 1-1033).

WANT—New or used 45 RPM Records that have been on the Cash Box Top 100 in the last 6 months. We pay 12¢ to 15¢ and can use 100 of a number. We pay the freight. VISTA RECORDS, 1314 WINDSOR ROAD, CARDIFF, CALIF.

WANT—45 RPM Records, new or used. LP's also considered. We pick up any quantity you have on hand and pay highest cash prices. Write information to: EARL KUHNS DIST. CO., 4586 SNEAD, SANTA CLARA, CALIFORNIA. CHerry 1-0087.

WANT—New (salvage, overrun, scrap) 45 RPM singles, kiddy & 12" long play records, also juke box records. We are top promotional record house in the business, see us first. NATIONAL BAG-O-TUNES, INC., 224-09 LINDEN BLVD., CAMBRIA HEIGHTS 11, NEW YORK. (Tel. AR 6-6333) BEN JACOBS, DAN WANCIO.

WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested all brand new closets. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPRL, 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. (Cable address: HOBEL-EUROPE-BRUSSELS).

WANT—Wurliitzer Models 1700-1800-1900-2104-2250-2150-2300 and 5250 wall boxes; Seeburg Models C & R and 3W1 wall boxes; Rock-Ola Models 1438-1446-1448. EQUIPMENT DISTRIBUTORS, INC., 1611 VIRGINIA BEACH BLVD., NORFOLK, VA. (Tel. MA 7-8129).

WANT—New 45 RPM records that have appeared on the Cash Box Top 50 within the last 6 months. We pay 15¢ to 18¢. Can use any quantity. KAY ENTERPRISES, 659 N.E. 123RD ST., NORTH MIAMI, FLORIDA. (Tel. PL 7-8061).

WANT—Used 45 RPM Records. All types, as they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO., INC., 14 EAST 21st ST., BALTIMORE 18, MD.

WANT—Late 1, 2, 4 player Five Ball Amusement Machines. COIN MACHINE EXCHANGE, 4605-127TH SW., TACOMA 99, WASH. (Tel. JU 8-7153).

WANT—JUKE Box Operators! If you want a steady outlet for your used records, call or write: EASTERN RECORDS, INC., 138-45 JAMAICA AVE., QUEENS 35, NEW YORK. (Tel. Jamaica 3-7030).

WANT—To purchase 5,000,000 new records, all speeds. We prefer large quantities and will buy for cash. Top prices offered. No Juke Box Records. Write to: RANSEL TRADING CORP., 1000 AUSTIN BLVD., ISLAND PARK, N. Y. (Tel. General 2-1650), JESSE SELTER, Pres.

WANT—Your used or surplus records all speeds. We buy all year round, and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DISTRIBUTORS, INC., 821 NORTH MAIN ST., PROVIDENCE, R.I. (Tel. UNION 1-7500, Jackson 1-5121).

CLASSIFIED ADVERTISING SECTION

WANT—Coon hunt and Bear Guns—also parts and incomplete machines of Coon Hunt and Bear Guns. Contact: ROSEN ENTERPRISES, INC., 1520 NORTH WESTERN AVENUE, LOS ANGELES 27, CALIFORNIA (TEL. Hollywood 3-8175).

WANT—Bally Lit-O-Lines, Double Shots and Skeet Shoots. Write or call—CITY COIN MACHINE SERVICE, 212 WASHINGTON AVE., BRIDGEVILLE, PENNA. (CAnal 1-9360). **FOR SALE—Bingo's—12 Big Time's, 23 Variety, 7 Gary Time's, 9 Surf Club's, 3 Gaviety's.** Write or call CITY COIN MACHINE SERVICE, 212 WASHINGTON AVENUE, BRIDGEVILLE, PENNA. (CAnal 1-9360).

WANT—Used Records, 45 rpm, no quantity too large or small. Highest prices paid. INTERBORO MUSIC CO. INC., 433 WEST 45TH ST., NEW YORK 36, N. Y. (Tel. JUDson 2-2363).

WANT—Late Bingos, Gottlieb 2-4 players, Seeburg Phonographs, un-shopped but complete. Quote prices FOB nearest seaport. THE GENERAL AUTOMATIC, 60, rue Van Schoor, BRUSSELS 3, Belgium. (Cable-address: JEUMATE-BRUSSELS).

WANT—Key West, Show Times, Miss Americas, Sun Valley and all other late Bally Bingos; Seeburg Phonographs Model AY 160s slightly used. Quote us your bottom prices. We pay cash in advance. MUSIC-BOXES, 25 AVENUE DES ACACIAS, GRIVEGNE-LIEGE, BELGIUM.

WANT—Bally County Fairs, Laguna Beach, Roller Derby, advise price & condition. For resale. TOLEDO COIN MACHINE EXCHANGE, 814 SUMMIT, TOLEDO, OHIO (Tel. CH 3-7191).

WANT—For resale Bally "Batling Practice", United "Jupiter"; Midway "Deluxe Bazooka"; Wms "Space Glider"; Gottlieb "Flippers"; Chicoin "Pony Express"; Wurliitzer 2000 & 1908; Seeburg "L-100" "Hfior" "201" "222" Please send us your lowest prices. CONTINENTAL COIN, 1827 ADAMS, TOLEDO 2, OHIO. (Tel. Code 419 248-3359).

WANT—Panorams and Panoram parts. United Triple Plays Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. Hemlock 1-1750).

WANT—Stover & Rowe Candy Machines—100 selection Seeburg Chrome, Wall Boxes—Seeburg Hideaways—Coffee—Soda Machines. FOR SALE—AMI D80—\$100.; AME E-120—\$175.00. AUTOMATIC SELLING ASSOCIATES INC., 12 WATERFORD ROAD, ISLAND PARK, N.Y. (Tel. GE 1-3321).

WANT—FOR Resale: Seeburg and Wurliitzer Phonographs, Games, Cigarette Machines. Send list, condition, prices. HASTINGS DISTRIBUTING CO., INC., 6100 WEST BLUEMOUND ROAD, MILWAUKEE 13, WISCONSIN.

WANT—BINGO GAMES WANTED—Give Quantity and price in first letter. write CASH BOX, Box 162, 29 E. MADISON STREET, CHICAGO 2, ILL.

WANT—Bally Bingo's from Miami Beach & up. Bally Shuffles from Lucky & Up. CC Shuffles from Red Pin & up. Un. Shuffles from 2 way & up. CC Ball Bowlers from Queen & up. Un. Ball Bowlers from Advance & up. State quantity and best price. MONROE COIN EXCHANGE, INC., 2423 PAYNE AVE., CLEVELAND 14, OHIO.

WANT—Mechanic, 10 years experience, games and music, desires job in Florida after July 1st. Further information write—P.O. Box 334, ELYRIA, OHIO.

WANT—For Export. Holly Cranes, Buckley Track Odds & Jennings Sun Chiefs, Mills Q. T's. Quote Lowest cash price—Write BOX 559, c/o CASH BOX, 1721 BROADWAY, N.Y.C.

FOR SALE

FOR SALE—2 Keeney Pop Corn Machines, reconditioned, \$250.00 each. Send for latest catalog. MIKE MUNVES CORPORATION, 577 10th AVENUE, NEW YORK, N.Y. (BRyant 9-6677).

FOR SALE—5-1478 Rock-Ola (like new), \$575.00.; Rock-Ola 1454, \$325.00.; Rock-Ola 1455, \$295.00.; Rock-Ola 1465, \$375.00.; Seeburg KD 200, \$325.00.; Seeburg V 200, \$175.00.; Seeburg V 200 Converted, \$225.00.; AMI G 200, \$185.00.; AMI J 120, \$500.00.; Gottlieb Sea Belles, \$85.00.; Gottlieb World Champ, \$85.00.; Wms 3-D, \$75.00.; Wms. Reno, \$65.00.; Keeney Little Buckaroo, \$115.00.; Keeney Touchdown, \$115.00.; United Atlas—S/A, \$175.00.; United Regulation, \$135.00.; United Clipper, \$95.00. Prices FOB Cleveland, Ohio. LAKE CITY AMUSEMENT CO., 4533 PAYNE AVE., CLEVELAND 3, OHIO (Tel. Henderson 1-4100).

FOR SALE—20 Pokerino games, new in April 1960, reprocessed in Oct., 1961. Used only two seasons. Cost \$345.00 each with 5¢ drop chute. Price \$200.00 each. Other Pokerino games from \$75.00. JAMES TRAVIS, P.O. BOX 206, MILLVILLE, N. J.

FOR SALE—Large supply of Bingos, Uprights and Joker Balls. Rock-Ola 1455 \$295.00 1436A \$85.00, 1438 \$165.00. Seeburg and Rock-Ola 100 and 120 Wall Boxes \$35.00 and Hidden Units. HALLGREN DISTRIBUTORS, 1626 3RD AVENUE, MOLINE, ILLINOIS.

FOR SALE—If it's Panoram Parts you want, Phil Gould has 'em. PHIL GOULD, 224 MARKET ST., NEWARK, N.J. (Tel. MARKET 4-3297).

FOR SALE—New and Used Coin Machines, shopped and ready for location. Also routes for sale. AUTOMATIC MUSIC CO., 1214 W. ARCHER ST., TULSA, OKLAHOMA. (Tel. LU 4-4775).

FOR SALE—All new 45 RPM records, packed 100 assorted per carton, \$12.50 per 100. All known artists. Trial order will convince these are best lots on market. Satisfaction guaranteed. C & S ENTERPRISES, INC., 1628 BEDFORD AVE., BROOKLYN, N. Y.

FOR SALE—We have a large stock of reconditioned Shuffle Games and Bingo. Write for list. PIONEER VENDING, INC., 3726 KESSEN AVE., CINCINNATI, OHIO. (Tel. MONTana 1-5000).

FOR SALE—Hi-Speed Super Fast Shuffla Board Wax. 24 one-pound cans per case, \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin, STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—Auto-Photo Studios, Model 9 \$395.; Model 11 \$1,995.; ABT Shooting Gallery (like new); Kiddie Rides, Arcade Equipment. Write for list and prices. ADVANCE DISTRIBUTING CO., 5644 DEL-MAR BLVD., ST. LOUIS 12, MISSOURI. (Tel. Parkview 7-1373).

FOR SALE—100,000 new 45 rpm 6 months to 1 year old, \$10 per 100, \$95 per 1000. Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M. RAY-MAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. OLYmpia 8-4012).

FOR SALE—Complete line of used Phonographs, Shuffle Games, Cigarette Machines and various types of all other games and equipment. Lowest prices. Best merchandise. One letter, wire or phone call will convince you. We are factory representatives for United, Williams, Bally, DeGrenier and Genco. TARAN DISTRIBUTING, INC., 3401 N.W. 36th ST., MIAMI 42, FLA. (Tel. Newton 5-2531).

FOR SALE—6 Pocket Pool Tables, excellent shape \$150.; 14' Bowlers \$195.; Binklers \$185.; Skee Balls \$125.; Bowlette 14' \$175.; Rebound Shuffles \$49.50. Write or wire today. PURVEYOR DISTRIBUTING CO., 4322 NORTH WESTERN AVE., CHICAGO 18, ILL. (Tel. JUmper 8-1814).

FOR SALE—Seeburg's B's \$125., C's \$175., G's \$300., KD's \$395.; V-3WA's \$75.; Wurliizers 1700 \$195., 1800 \$245., 1900 \$325., 2104 \$3.95.; Cigarettes, Games, Alleys, Bingos also available. GABRIELSON & COMPANY, 724 MEMORIAL DR., S. E., ATLANTA 16, GEORGIA. (Tel. JA 5-7441).

FOR SALE—Used Rowe Tasty Twentys. New price, \$599.50. Our price, completely reconditioned and reconditioned, \$400 per unit. Fully guaranteed. Wire deposit. Immediate delivery. Specify color. SHELDON SALES DISTRIBUTING CORP., 881 MAIN STREET, BUFFALO 3, NEW YORK (Tel. TT 5-9106).

FOR SALE—UNITED 16' Duplex B.A. \$495.; 16' Playtime B.A. \$450.; 14' Bowling Alley \$95.; Atlas S.A. \$295.; Handicap S.A. \$175.; Super Bonus S.A. \$175.; CENTRAL OHIO COIN MACHINE EXCHANGE, INC., 858 N. HIGH ST., COLUMBUS 15, OHIO (Tel. AXminster 4-3529).

FOR SALE—Bally Bikini \$675.; Circus Queen \$630.; Seeburg HF100G \$300.; All are like new and ready for location. Write or call NASTASI DISTRIBUTING COMPANY, 912 POYDRAS STREET, NEW ORLEANS (Tel. 523-6386—523-7459).

FOR SALE—Pool Table Supplies at reasonable prices. 48" Cue Sticks \$18. doz.; 52" set \$21 doz.; Extra Live 6 Pkt. Cushions \$22. set for Reg. Bumper Pool \$11.95 set. CHAMPION DIST. CO., 3451 N. MILWAUKEE, CHICAGO 41, ILL. (Tel. AVenue 6-6751).

FOR SALE—Relays—low cost, high quality, general purpose open style made to your specifications. Short run our specialty. Also electrical harnesses and switch stack assemblies. MARVEL MANUFACTURING CO., 2847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424).

FOR SALE—Records, New 45's 100 assorted tunes per carton—60% majors, 11¢ and less. EP's 25¢ per record, 12" LP's majors and others, pre-packaged 100 or more, \$75. Will send sample order. Send check or money order. SID TABACK RECORDS, 2540 W. PICO BLVD., LOS ANGELES 6, CALIF. (Tel. DUnklirk 3-8735).

CLASSIFIED ADVERTISING SECTION

MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Mfrs. have not authorized prices where no price is shown.

FOR SALE—Attention! We are the trade's largest suppliers of Pool Table supplies—slates, cues, balls, cloth, etc. Best quality, lowest prices, write or phone for our new catalog. **EASTERN NOVELTY DISTRIBUTORS**, 3726 TONNELE AVE., NORTH BERGEN, N. J. (Tel. Union 3-8627).

FOR SALE—SEEBURG G-100 @ \$235.; V-200 @ \$185.; WURLITZER 2000 @ \$350.; 2100 @ \$395.; 2200 @ \$595.; 2300 @ \$795.; AMI H-120 @ \$395.; G-200 @ \$165.00 1/3 Deposit, balance C.O.D. **NORTHWEST SALES CO. OF OREGON**, 1040 S.W. 2ND AVE., PORTLAND 4, OREGON. (Tel. Capitol 8-6557).

FOR SALE—Wurlitzer 2000's at \$295.00 or \$250. in lots of five. Seeburg VL200's at \$275. or \$230. in lots of five. All model used Rock-Ola's in stock. See us for used vending equipment. **MARTIN AND SNYDER CO.**, 12727 W. WARREN AVE., DEARBORN, MICHIGAN. (Tel. L'Uzon 2-2300).

FOR SALE—Bally Lucky Shuffle \$250.; Bally Junbo Bowler \$125.; United Eagle \$275. **WANT**—Gottlieb Flipper & Wms. Road Racer. **MOHAWK SKILL GAMES CO.**, 67 SWAGERTOWN ROAD, SCHENECTADY 2, N. Y.

FOR SALE—Mills & Jennings Fruit Machines—Black Cherries, Golden Falls, High Tops, Blue Front, Brown Fronts, Diamond Front, A-1 condition. Ready for export. **COIN MACHINE DISTRIBUTORS CO.**, 1995 DICKERSON ROAD, RENO, NEVADA. (Tel. FA 3-8546).

FOR SALE—Arcade Building 65x140, land 100x100, state licensed to give prizes, no machines. Exclusive South Jersey Seashore Resort. No competition. Price \$60,000. Owner wishes to retire after 25 years in business. **BEACON AMUSEMENTS, BRANT BEACH, NEW JERSEY.**

FOR SALE—or trade on Gottlieb Games: Ten Strike, Crusader Gun, Playland Rifle Gallery, Pony Express Rifle Gallery, Pro Basketball, Pro Hockey, Super Hockey, Moon Raider Gun, Motorama, Space Ace, Team Hockey, Red Lane Horse, Metro Pony, Six Shooter, Candid Camera. **MILLER-NEWMARK DIST. CO.**, 42 FAIRBANKS ST., N.W., GRAND RAPIDS 2, MICH.

FOR SALE—Call or write our nearest office for best prices on New and Used equipment. **TRI STATE DISTRIBUTING CO.**, P. O. BOX 615, ROME, GA. (Tel. 234-7123) or 1441 CENTRAL AVE., CHATTANOOGA, TENN. (Tel. AM 5-4858).

FOR SALE—World famous Aristocrat Fruit/Poker Machines. Arcadian, Sheerline, Starlite, Clubmaster, Crisscross, Wild Ace, Gold Award, Four Reeler, Guaranteed Jackpot and Dropping Jackpot combinations. **AINSWORTH CONSOLIDATED INDUSTRIES (G.B.) Ltd.**, 178, Grays Inn Road, London W.C.1., England. Cables Aldent LONDON

FOR SALE—Shuffle Alleys, Bally ABC Deluxe \$135.; United Handicap \$100.; United Leader \$75.; United Bowling Alley (small ball bowler) \$100. **CAPITOL-RELIABLE COIN MACHINE CO.**, 184 WINDSOR ST., HARTFORD, CONN. (Tel. JA 7-8511).

FOR SALE—Brand new 45 RPM Records; Top 100's past and recent packed 100 assorted per carton, \$11. postage prepaid. Send check or money order; **RECORDS INC.**, 2707 W. PICO BLVD., LOS ANGELES 6, California.

FOR SALE—5 Bally Can Can—new; 5 Bally Marksman—new; 50 Beautiful—Reconditioned—AMI D-80 & E-80; 20 Rockola 1455. Also—Large assortment of Gottlieb and Williams Games, Big Ball Bowlers, Music, Arcade, Vending. Phone—Wire—AL 4-4040. **REDD DISTRIBUTING COMPANY, INC.**, 126 LINCOLN ST., BRIGHTON 35, MASS.

FOR SALE—Approx 10,000 new 78 records including the following labels: Gilt Edge, National, Majestic, Fulton, Manor, Ara, Damon, Okeh, Vito, Modern, 4-Star, Exclusive, Black & White, Vocalion, Musicraft, Brunswick & All The Top Labels, Includes Foreign, Hawaiian, Country, Western, Blues, Holiday & Older. No choices sold in quantities only. **NOBRO NOVELTY COMPANY**, 112 DORE STREET, SAN FRANCISCO 3, CALIF. (Tel. Market 1-5438).

FOR SALE—UNITED—Simplex 16 Ft—\$400.; Bally—Speed Bowler—\$79.50; United—Niagara—Dual—Eagle SPECIAL. Write, Wire, Call, **UNITED EAST COAST CORP.**, 583 10TH AVENUE, NEW YORK 36, N.Y.

FOR SALE—Keeney Deluxe Big Tent \$225.; Bally Skill Parade \$75.; Rock-Ola 1468, like new \$525.; Bally Big Show \$95.; United Eagle Alley \$295.; Wms. Short-Stop \$195.; United 6-Star Alley \$235. **CLOER DISTRIBUTING CO.**, 1613 MAIN, JOPLIN, MISSOURI (Tel. MA 3-4202).

FOR SALE—Excellent Phonographs—All Makes—All Models Lowest Price. **SEA-COAST DISTRIBUTORS INC.**, 1200 NORTH AVENUE, ELIZABETH 4, N. J. (Tel. Bigelow 8-3521-5).

FOR SALE—Fischer 6-Pkt. Tables, completely reconditioned with slate, like new 73" x 43" \$175.00; 90" x 50" \$260.; Midway Rifle Gallery \$225.; Deluxe \$375.; Bally; Sharpshooter Gun \$315.; Big Inning Baseball \$195.; Batting Practice \$195.; ABC \$115.; Rocket \$95.; United Regulation \$135.; Royal B. A. \$215.; Slugger Baseball \$110.; Mercury Shuffle \$95.; Genco Shuffle Pool \$95.; ChiCoin Drop-A-Ball \$95.; Rock-Ola 1438 \$125.; AMI G-200 \$195.; Small Ball Bowlers, 11" and 14". All Makes \$95. **BETSON ENTERPRISES**, 3726 TONNELE AVE., NORTH BERGEN, NEW JERSEY (Tel. Union 3-8627).

FOR SALE—Have two like-new Seeburgs 22SH complete with steeper—\$650.00. **MIDWEST DISTRIBUTORS**, 709 LINWOOD BLVD., KANSAS CITY, MO.

FOR SALE—Touchdown \$300.; Sea Wolf \$100.; Golden Bells \$135.; Williams Big League Baseball \$110. **GENERAL DISTRIBUTING CO.**, 1609 ORLEANS AVE., NEW ORLEANS, LA. (Tel. 524-6729).

FOR SALE—United Playmate Rebounds at \$50.; Chicago Coin or United Small Ball Bowlers at \$125.; Regulations S. A. at \$175.; 5 C. C. Bulls Eye Drop Ball at \$100.; each new \$175.00. We also have a full line of guns, five balls, and some older hingo games, and National 7, 9, 11, 13, and 22 column used cigarette machines. Write or call: **CENTRAL DISTRIBUTORS, INC.**, 2315 OLIVE ST., ST. LOUIS 3, MO. (Tel. MA 1-3511).

FOR SALE—2 Bally Junho Uprights, Like new \$395. ea. **ATLAS DIST.**, 1024 COMMONWEALTH AVENUE, BOSTON 15, MASS. (Tel. RE 4-1384).

FOR SALE—Wurlitzer 1700 \$165.; C. C. All Star Team S.A. \$95.; C.C. Players Choice B.A. \$450.; AMI-D-40 Hdw. \$75.00. All machines At Condition. Large selection of all Brands of Music and Shuffle Alleys. **BIRD MUSIC DIST.**, BOX 290, MANHATTAN, KANSAS.

FOR SALE—Keeney's Deluxe Big Tents \$125.-00; Shawnees \$225.00; Red Arrow \$300.; Super Wild Cats \$300.; Gottliebs Flipper 375. Shuffle, Guns, Bingos available. Write for prices. **D & P MUSIC**, 27 PHILADELPHIA ST., YORK, PA. (Tel. 81816).

FOR SALE—Specials: Bally Marksman Gun (new) \$445.; Beauty Contest \$65.; Beach Queens \$95.; Games, Inc. Wildcat \$195.; Super Wildcat \$325.; Keeney Big Roundup \$145.; Twin Red Coach and Red Arrow \$445.; Auto-Bell Galloping Dominos \$50.; Deluxe Hialeah \$145. Rush Deposit; **MICKEY ANDERSON AMUSEMENT CO.**, 314 EAST 11TH ST., ERIE, PA. (Tel. Glendale 2-3207).

FOR SALE—ATTENTION EXPORTERS, WHOLESALERS, VOLUME BUYERS—We have Wurlitzer Models 2200, 2300, 2310, 2400, 2410, 2500 and 2510 for sale. All machines are completely shopped. Phone or write. **UNITED DIST.**, INC., 902 W. SECOND, WICHITA 1, KANSAS.

FOR SALE—Special—Bally: Acapulcos \$555.; Barrel O'Fun '62 floor samples \$625.; Bank Ball floor samples **WRITE BALLY BOWLERS**—Wire, write or call Challenger Bowlers \$195.; Skill Scores brand new in orig. crates \$75.; Skill Derby brand new \$135.; Marksman Guns brand new in orig. crates \$400.; Williams: Space Glider Guns \$419.50.; Magic Clocks \$220.; Genco: Sky Rocket Gun re-finished \$85.00. **NEW ORLEANS NOVELTY CO.**, 1055 DRYADES ST., NEW ORLEANS, LOUISIANA, (Tel. 529-7321).

FOR SALE—Millions of extra coins are taken from clean machines. Clean right with Lemonite. Central Distributing Co. J. Rosenfeld Co. and M.A.R.K. Distributing Co., St. Louis, Missouri use and sell Lemonite. Try New liquid Lemonite. **GRACO SALES CO.**, ARLINGTON, TENNESSEE.

FOR SALE—Uprights—Red Arrows \$275.; Twin Red Arrows \$425.; Touchdowns \$90.; Criss-Cross Diamonds \$90.; Big Round Ups \$90.; Wild Cats \$150.; Playhall \$50.; Beauty Contest \$60.; Old Plantations \$425.00. **D & L COIN MACHINE CO.**, 411 KELKER STREET, HARRISBURG, PA. (Tel. CE 4-1051).

FOR SALE—Chico Players Choice \$295.; Classic \$175.; Un. Shooting Stars \$75.; Chico Rocket \$65.; Bally Marksman Guns \$325.; Bally Fire Engine \$550.; Auto Racer \$145.00. Wanted: Seeburg Sel. Hidesways. Write for list complete. **GRECO BROS AMUSEMENT CO., INC.**, 1288 BROADWAY, ALBANY, N.Y.

FOR SALE—Used Bally Bingos. Coin counters, coin sorters, coin changers, coin wrappers, parts and supplies. **GLOBE DISTRIBUTING CO., INC.**, 1623 N. CALIFORNIA AVE., CHICAGO 17, ILL. (Tel. AR 6-0780).

MISCELLANEOUS

MISCELLANEOUS—Burglar Alarm for coin-operated equipment operates on flashlight battery. Sensitive to tampering, 100% protection. Installed quickly. Powerful alarm. Postpaid \$3.95, three \$10.75, dozen \$39.00. Quantity prices to distributors. **BLOCK MARBLE CO.**, 1425 NO. BROAD ST., PHILADELPHIA 22, Pa.

MISCELLANEOUS—Steel Truck Safe. "Drop" opens and automatically closes safe from pilferage. Base drilled for mounting. Door recessed. Corbin Lock. Switch can be connected to horn. Heavy chain extra protection. Hammett Green. 40 lbs. \$54.40. **BLOCK MARBLE**, 1425 N. BROAD ST., PHILADELPHIA, PA.

AMI, INC.

Continental 2-200 Stereo Round* with Automix, 200 Sel. Stereo Phono.
Continental 2-200 Monaural (no Automix) 200 Sel. Monaural Phono.
Continental 2-100 Stereo Round* with Automix, 200 Sel. Stereo Phono.
Continental 2-100 Monaural (no Automix), 100 Sel. Monaural Phono.

(*Stereo Round plays 33-1/3-45 rpm records intermixed)

HAC-200—Hideaway, 200 Sel. Monaural or Stereo

WQ-120 120 Sel. W. B.

WQ-200 200 Sel. W. B.

KQ-200-1 20 Sel. W.B., Dual Price Play

WQ-200-3 200 Sel. W. B., Dual price

Play, 4-Coin Rejector

Bar Grip W. B. Mounting Bracket ...

EX-600 Cylindrical Wall Spkr.

L-2130 Ceiling Spkr., Choice of Grille

Types Listed

L-2135 Random Pattern Grille

L-2136 Uniform Pattern Grille

L-2137 Circular Flush-Mount Grille

Remote Vol. & Cancel Cont., St. or Mo.

AUTO-PHOTO CO.

Model 12 Studio\$3,245.00

V-2 Auto-Voice Recorder

BALLY MFG. CO.

Shoot-A-Line (Bingo)\$ 895.00

Lido (Bingo) 1,215.00

Bank-Ball 695.00

Super Shuffle 995.00

Barrel-O-Fun '62 870.00

Funspot '62 870.00

Bally Bowler 16' lengths 1,575.00

5' Extension Sections 75.00 ea.

Pony Twins (Kiddie Ride) .. 705.00

Toonerville Trolley 865.00

The Champion (all metal cab) 865.00

CHICAGO COIN MACHINE

Variety Roll-Down Bowler

Long Range Rifle Gallery

Red Dot Shuffle

Continental Bowler

Pro Basketball

Pro Hockey

Commando Machine Gun

EXHIBIT SUPPLY CO.

Card Vendor

Kleer Plastic Laminator Vendor

FISCHER SALES & MFG. CO.

Crown Imperial VIII

Crown Imperial VII

Imperial VI

Coronet 6

Coronet 7

Crown Fiesta

Holiday

J. F. FRANTZ MFG. CO.

N.S. Marshall 5¢ Gun

New Frontier (Counter Pistol)

Dodge City (Counter Pistol) .

Kicker & Catcher

ABT Challenge Pistol

ABT Guesser Scale

ABT Rifle Sport

Aristo Scale

GAMES, INC.

Tim-Buc-Too

Twin Tim-Buc-Too

D. GOTTLIEB & CO.

Liberty Belle, 4-Plyr.

IRVING KAYE CO., INC.

Deluxe Eldorado 6 Pkt. Series

Mark I, 77x45; Mark II, 82x46;

Mark III, 93x52; Mark IV, 106x58.

Satellite, 77x45

Deluxe Klub Pool, 56x50

J. H. KEENEY & CO., INC.

Two-Gun Fun, Gun game

El Rancho, 2-Ball Pin

Hacienda (same game w/o

Panascope unit)

Sweet Shawnee

Deluxe Red Arrow

Twin Red Arrow

Red Arrow

MIDWAY MFG. CO.

Deluxe Baseball

ROCK-OLA MFG. CORP.

1496 120 Sel. Empress Phono

1497 200 Sel. Empress Phono

1493 100-Sel. Princess st/m phono

100 Wall Phono—100 Sel.

1622 Stereo Twin Speakers ...

1623 Stereo Twins jr. spkrs.

1623 Hi Fidelity Extension

Speakers

33 1/3-45 rpm Mech-O-Matic intermix

play Dual-speed turntable

1950 Remote Vol. Cont. with Cancel

Buiton 50¢

1972 Reverba-sound kit

1554 100-sel. wall box

Coin Chute Available for All

Models

Dual Credit Unit Available for 200 Sel.

Model 1485

1555 Dual W.B. for 120 or 200 Sel.

1745 Receiver unit

THE SEEBURG CORP.

DS100—Directional stereo, 100 selection phonograph.

DS160—Directional stereo, 160 selection phonograph.

All models have the following as standard equipment:

Personalized feature

Artist of the Week feature

Universal pricing

Play 33-1/3-45 rpm records intermixed. Half dollar

Remote Control optional

HY100UR—Stereo, 100 selection, hideaway.

HY160UR—Stereo, 160 selection, hideaway.

3W100—Wall-O-Matic "100", Single pricing

S3W160—Wall-O-Matic "160", Single pricing

TW1—Twin stereo wall speaker, 8 inch

TC1—Twin stereo corner speakers, 8 inch

TR1—Twin stereo recessed speakers, 8 inch

EBWC1-12—Extended bass corner/wall speaker, 12 inch

PRVC-2—Powered remote volume control

CC-2—Coin counter—PS6-1Z—Power supply

BMS-2—Background Music unit, plays 1000 selections

BMC-1—Background Music Compact

BMCA-1—Companion Audio

E2—Cigarette vendor, free standing, 825 pack capacity

E2XM—Cigarette vendor, free standing, 825 pack capacity, less match vendor.

E3—Cigarette vendor, modular, 825 pack capacity

4SCD2—Cold Drink vendor, with crushed ice, 1500 cup capacity, 4 flavor

SCD1—Cold Drink vendor, with crushed ice, 1500 cup capacity, 7 flavor

C1—Candy vendor, capacity up to 800 units. Gum and mint unit optional

P1—Pastry vendor, capacity up to 184 units

CP1—Snack vendor, capacity up to 200 units candy and 92 units pastry. Gum and mint unit optional.

661—Seeburg/Bally coffee vendor, brews coffee cup at a time, dry or refrigerated liquid cream. Selective: 5, Capacity: 450 7 oz. cups

662—Seeburg/Bally coffee vendor, brews coffee cup at a time, dry cream. Selective: 5, Capacity: 200 7 oz. cups

UNITED MFG. CO.

Bonus Baseball

Holiday Bowling Alley

Crystal Shuffle Alley

Playboy

UNITED MUSIC CORP.

UPD-100 Monaural

UPD-100S Stereo

VALLEY SALES CO.

DeLuxe 6-Pocket Models

Model 750A—75x42x31

Model 850A—84x47x31

Model 900A—90x50x31

Special 6-Pocket Model

Model 745A—75x42x31

Regulation Bumper Pool

WILLIAMS MFG. CO.

3 Coins, 5-Ball

Extra Inning Baseball

World Series (Free play model)

COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere In This Section

MUSIC MACHINES

AMI

D-40, '51, 40 Sel.
D-80, '51, 80 Sel.
E-40, '53, 40 Sel.
E-80, '53, 80 Sel.
E-120, '53, 120 Sel.
F-80, '54, 80 Sel.
F-120, '54, 120 Sel.
G-80, '55, 120 Sel.
G-120, '55, 120 Sel.
G-200, '56, 200 Sel.
H-120, '57, 120 Sel.
H-200, '57, 200 Sel.
I-100M, '58, 100 Sel.
I-200M, '58, 200 Sel.
I200E, '58, 200 Sel.
J200E, '59, 200 Sel.
J200M, '59, 200 Sel.
J-120, '59, 120 Sel.
K200, '60, 200 Sel.
K120, '60, 120 Sel.
Continental, '60, 200 Sel.
Lyric, '60, 100 Sel.

ROCK-OLA

1436, '52, Fireball, 120 Sel.
1436A, '53, Fireball, 120 Sel.
1438, '54, Comet, 120 Sel.
1446, '54, HiFi, 120 Sel.
1488, '55, HiFi, 120 Sel.
1452, '55, 50 Sel.
1454, '56, 120 Sel.
1455, '57, 200 Sel.
1458, '58, 120 Sel.
1465, '58, 200 Sel.
1475, '59, 200 Sel.
1468, '59, 120 Sel.
1485, '60, 200 Sel.
1478, '60, 120 Sel.
1495 '61 200 Sel.
1488 '61 120 Sel.

SEEBURG

M100A, '51, 100 Sel.
M100B, '51, 100 Sel.
M100BL, '51, 100 Sel., Light Cab
M100C, '52, 100 Sel.
HF100C, '53, 100 Sel.
HF100R, '54, 100 Sel.
V200, '55, 200 Sel.
VL200, '56, 200 Sel.
KD200H, '57, 200 Sel.
L100, '57, 100 Sel.
201, '58, 200 Sel.
161, '58, 160 Sel.
222, '59, 160 Sel.
220, '59, 100 Sel.
Q-160, '60, 160 Sel.
Q-100, '60, 100 Sel.
AY160S, '61, 160 Sel.
AY100S, '61, 100 Sel.

WURLITZER

1250, '50, 48 Sel., 45 or 78 RPM
1400, '51, 48 Sel., 45 or 78 RPM
1450, '51, 48 Sel., 45 or 78 RPM
1500, '52, 104 Sel., 45 & 78 Intermix
1500 A, '53, 104 Sel., 45 & 78 Intermix
1600, '53, 48 Sel., 45 & 78 Intermix
1650, '53, 38 Sel.
1650A, '54, 48 Sel.
1700, '54, 104 Sel.
1800, '55, 104 Sel.
1900, '56, 200 Sel.
2000, '56, 200 Sel.
2100, '57, 200 Sel.
2104, '57, 104 Sel.
2150, '57, 200 Sel.
2200, '58, 200 Sel.
2204, '58, 104 Sel.
2250, '58, 200 Sel.
2300, '59, 200 Sel.
2301, '59, 104 Sel.
2310, '59, 100 Sel.
2400, '60, 200 Sel.
2401, '60, 104 Sel.
2410, '60, 100 Sel.
2500, '61 200 Sel.
2504, '61, 104 Sel.
2510, '61, 100 Sel.

PINGAMES

BALLY

Ballerina (6/59)
Barrel-O-Fun (9/60)
Beach Beauty (11/56)
Beach Time (9/58)
Beauty Contest (1/60)

PINGAMES

Big Show (9/56)
Broadway (12/55)
Can-Can
Carnival (11/57)
Carnival Queen (11/58)
Circus (8/57)
County Fair (10/59)
Crossroads (1/56)
Cypress Gardens (6/58)
Double Header (7/56)
Key West (12/56)
Laguna Beach (3/60)
Lotta-Fun (9/59)
Miami Beach (9/54)
Miss America (2/58)
Night Club (4/56)
Parade (6/56)
Queens Beach, Island Tropic (3/60)
Roller Derby (6/60)
Sea Island (2/59)
Show Time (3/57)
Sun Valley (7/57)
Target Roll (1/58)
Touchdown (11/60)
U.S.A. (8/58)

GOTTLIEB

Around The World 2P (7/59)
Atlas 2P (5/59)
Brite Star 2P (4/58)
Captain Kidd 2P (7/60)
Contest 4P (10/58)
Contl. Cafe 2P (7/57)
Criss Cross 1P (3/58)
Dncg. Dolls 1P (6/60)
Dbl. Action 2P (1/59)
Fair Lady (12/56)
Falstaff 4P (11/57)
Flagship (1/57)
Flipper 1P (11/60)
Flipper Fair 1P (11/61)
Foto Finish 1P (1/61)
Gondolier 2P (8/58)
Hi-Diver 1P (4/59)
Kewpie Doll 1P (10/60)
Lightning Ball 1P (12/59)
Lite-A-Card 2P (3/60)
Mademoiselle 2P (11/59)
Majestic (4/57)
Melody Lane 2P (9/60)
Merry-Go-Round 2P (12/60)
Miss Annabelle 1P (8/59)
Oklahoma 4P (2/61)
Picnic 2P (10/58)
Queen of Diamonds 1P (6/59)
Race Time 2P (3/59)
Rocket Ship 1P (5/58)
Roto Pool 1P (7/58)
Royal Flush (5/57)
Seven Seas 2P (1/60)
Showboat 1P (4/61)
Silver 1P (10/57)
Sittin' Pretty 1P (11/58)
Spot-A-Card 1P (3/60)
Straight Flush 1P (12/57)
Straight Shooter (2/59)
Sunshine 1P (10/58)
Spr. Circus 2P (10/57)
Sweet Sioux 4P (9/59)
Texan 4P (4/60)
Universe 1P (10/59)
Wagon Train 1P (4/60)
Whirlwind 2P (2/58)
World Beauties 1P (2/60)
World Champ 1P (8/57)

KEENEY

Flash Back
Old Plantation
Black Dragon

WILLIAMS

Casino 1P (10/58)
Club House 1P (10/59)
Crossword 1P (4/59)
Darts 1P (6/60)
Fiesta 2P (12/59)
Four Star 1P (7/58)
Gay Paree (6/57)
Gldn. Bells 1P (9/59)
Gldn. Gloves 1P (1/60)
Gusher 1P (9/58)
Jig Saw 1P (12/57)
Jungle 1P (9/60)

Kings 1P (8/57)
Music Man 4P (8/60)
Naples 2P (9/57)
Nags 1P (3/60)
Reno 1P (10/59)

PINGAMES

Rocket 1P (11/59)
Satellite 1P (7/58)
Sea Wolf 1P (7/59)
Serenade 2P (5/60)
Space Ship 2P (12/61)
Starfire (1/57)
Steeplechase 1P (11/57)
10 Strike 2P (1/58)
3-D 1P (11/58)
Tic-Tac-Toe 1P (1/59)
Top Hat (10/58)
Turf Champ (8/58)
Twenty-One 1P (2/60)
Viking 2P (10/61)
Black Jack 1P (1/60)

SHUFFLES and BOWLERS

BALLY

Shuffles

ABC Bowler (7/55)
Deluxe model
Congress (7/55)
Jumbo Bowler (9/55)
King Pin Bowler (9/55)
ABC Super DeLuxe Bowler (9/57)
All-Star Bowling (12/57)
All-Star Deluxe (2/58)
Lucky Shuffle (9/58)
Star Shuffle (10/58)
Speed Bowler (11/58)
Club Bowler (2/59)
Club Deluxe (5/59)
Monarch Bowler (11/59)
Official Jumbo (3/60)
Jumbo Deluxe (9/60)

Ball Bowlers

ABC Bowling Lane (1/57)
ABC Tournament Bowler (6/57)
ABC Champion Bowler (10/57)
Strike Bowler (11/57)
Trophy Bowler (4/58)
Lucky Alley (8/58)
Pan American (6/59)
Challenger (9/59)

CHICAGO COIN

Shuffles

Triple Strike (2/55)
Arrow (2/55)
Criss Cross Targette (1/55)
Bonus Score (4/55)
Hollywood (5/55)
Blinker (8/55)
Score-A-Line (9/55)
Bowling Team (10/55)
Rocket Shuffle (3/58)
1 Player
2 Player
Explorer Shuffle (6/58)
Rebound Shuffle (12/58)
Championship (11/58)
Double Feature (12/58)
Red Pin (2/59)
Bowl Master (8/59)
4-Game Shuffle (11/59)
Bull's Eye Drop Ball (12/59)
6-Game Shuffle (6/60)
Triple Gold Pin

Ball Bowlers

Bowling League (2/57)
Ski Bowl (11/57)
6 Player
Classic Bowling League (7/57)
TV Bowling League (11/57)
Luck Strike (1/58)
TV (with rollovers)
Player's Choice (9/58)
Twin Bowler (10/58)
King Bowler (3/59)
Queen Bowler (9/59)
Duke Bowler (8/60)
Duchess Bowler (8/60)

SHUFFLES and BOWLERS

UNITED

Shuffles

Clipper (5/55)
DeLuxe model
5th Inning (6/55)
Capitol (6/55)
DeLuze model
Super Bonus (9/55)
DeLuxe model
Top Notch (10/55)
Regulation (11/55)
DeLuxe model
6-Star (10/57)
Midget Bowling Alley (3/58)
Shooting Stars (4/58)
Eagle (5/58)
Atlas (8/58)
Cyclone (10/58)
Niagara (11/58)
Dual (1/59)
Zenith (6/59)
Flash (6/59)
3-Way (9/59)
4-Way (12/59)
Big Bonus (2/60)
Sunny (5/60)
Sure Fire (10/60)
Line-Up (1/61)

Ball Bowlers

Bowling Alley (11/56)
Jumbo Bowling Alley (9/57)
Royal Bowler (12/57)
Pixie Bowler (8/58)
Duplex (11/58)
Simplex (5/59)
Advance (5/59)
League (10/59)
Handicap (11/59)
Teammate (12/59)
Falcon (4/60)
Savoy (5/60)
Bowl-A-Rama (9/60)
Tip Top (10/60)
Dixie (1/61)
Cameo

WILLIAMS

Ball Bowlers

Roll-A-Ball (12/56)
6 Player

UPRIGHT AMUSEMENT GAMES

AB Circus (5/56)
AB County Fair (3/57)
AB Circus Wagon Wheels (12/58)
AB Galloping Dominos
AB Circus Play Ball (4/59)
AB Magic Mirror
Horoscope (11/59)
AB Mermaid (3/60)
B Jumbo (5/59)
B Sportsman (6/59)
B Jamboree (10/60)
B Super Jumbo (11/60)
CC Star Rocket (5/59)
GA Skeet Shoot (1/57)
GA Super Hunter (6/57)
GA Douhle Shot (4/58)
GA Wild Cat (12/58)
GA Twin Wild Cat (7/59)
GA Super Wild Cat
K Big Tent
K Spr. Big Tent (6/57)
K Shawnee (1/59)
K Big Roundup (3/59)
K Little Buckaroo (4/59)
K Del. Big Tent (5/59)
K Big 3 (5/59)
K Touchdown (9/59)
K Big Dipper (10/59)
K Twin Big Tent
K Criss Cross Diamond (1/60)
K Red Arrow (4/60)

ARCADE

ABT 6 Gun Rifle Range
Air Football
Air Hockey
Auto Phot. Model 9

ARCADE

B Undersea Raider
B Derby Gun (2/60)
B Bulls Eye Shooting Gallery (9/55)
B Big Inning (5/58)
B Heavy Hitter (4/59)
B Ball Park (4/60)
B Sharpshooter (5/61)
B Golf Champ (8/58)
B Batting Practice (8/59)
B Skill Roll (Upright) (B 3/58)
B Moon Raider (7/59)
B Targets (10/59)
B Spook Gun (9/58)
B Skill Parade (1/59)
B Skill Score (6/60)
B Skill Derby (10/60)
B Del. Skill Parade (4/59)

Capitol Midget Movies
CC Bullseye Baseball
CC Basketball Champ
CC 4-Player Derby
CC Goalee
CC Midget Skee Super model
CC Big League (5/55)
CC Twin Hockey (5/56)
CC Shoot The Clown
CC Steam Shovel (5/56)
CC Batter Up (4/58)
CC Criss Cross Hockey (10/58)
CC Croquet (8/58)
CC Playland Rifle Gallery (8/59)
CC Pony Express Gun (4/60)
CC Ray Gun (10/60)
Ex Gun Patrol
Ex Jet Gun
Ex Space Gun
Ex Pony Express
Ex Six Shooter
Ex Shooting Gal. (6/54)
Ex Star Shtg. Gal. (9/54)
Ex Sportland Shooting Gallery (11/54)
Ex "500" Shooting Gallery (3/55)
Ex Treasure Cove Shooting Gal. (6/55)
Ex Jungle Hunt (3/57)
Ex Ringer Ball (11/56)
Ex Pop Gun Circus (9/57)

Ge Lucky Seven
Ge Sky Gunner
Ge Night Fighter
Ge 2-Player Basketball
Ge Rifle Gal. (6/54)
Ge Big Top Rifle Gallery (6/54)
Super model (12/55)
Ge Gun Club
Ge Wild West Gun (2/55)
Ge Sky Rocket Rifle Gallery (5/55)
Ge Championship Baseball (9/55)
Ge Quarterback (10/55)
Ge Hi Fly Baseball (5/56)
Ge State Fair Rifle Gal. (6/56)
Ge Davy Crockett (10/56)
Ge Circus Rifle (3/57)
Ge Motorama (10/57)
Ge Gypsy Grandma (5/57)
Ge Fun Fair (3/58)
Ge Space Age Gun (6/58)
Jungle Joe
Ke Air Raider
Ke Suh Gun
Ke Sportland DeLuxe model
Ke Ranger (3/55)
DeLuxe model (3/55)
Ke League Leader (4/58)
Ke Sportland
Mid Red Ball (5/59)
Mid Joker Ball (11/59)
Midway Bazooka (10/60)
Midway Shooting Gallery (2/60)

ARCADE

Mills Panorama Peek (11/54)
Munves Bike Race (5/58)
Munves Satellite Tracker (5/59)
Mu Atomic Bomber
Mu Ace Bomber
Mu Dr. Mobile (Prewar)
Mu Fly Saucers
Muto Lord's Prayer
Mu Photo (Pre-War)
Mu Photo (DeLuxe)
Mu Silver Gloves
Mu Sky Fighter
Munves Squoits (11/57)
Muto Voice-O-Graph Pre-War Model
Post-War Model
Mu K. O. Champ
Mu Drive Yourself
Mu Bang-O-Rama (4/57)
Philadelphia Toboggan Skee Alley
Scientific Pitch 'Em
Seeburg Bear Gun
Seeburg Coon Hunt
Set Shot Basketball
Telequiz
Un Jungle Gun DeLuxe model
Un Carn. Gun (10/54)
DeLuxe model
Un Bonus Gun (1/55)
DeLuxe model
Un Star Slugger (7/55)
Un Super Slugger (4/56)
Un Pirate Gun (10/56)
Un Yankee Baseball (3/59)
Un Sky Raider (10/58)
Wm. DeLuxe Baseball (4/53)
Wm. Major Leaguer, 6-Player
Wm. Big League Baseball (2/54)
Wm. Jet Fighter (10/54)
DeLuxe model
Wm. Safari (2/54)
Wm. Polar Hunt (3/55)
Wm. Sidewalk Engineer (4/55)
Wm. King of Swat (5/55)
Wm. 4-Bagger (4/56)
DeLuxe model
Wm. Crane (10/56)
Wm. Peppy The Clown (12/56)
Wm. 1957 Baseball
Wm. 10-Strike (12/57)
Wm. Ten Pins (12/57)
Wm. Shortstop (4/58)
Wm. Pinchhitter (4/59)
Wm. Vanguard (10/58)
Wm. Hercules (2/59)
Wm. Crusader (6/59)
Wm. Titan (8/59)
Bally Champion Horse
Bally Moon Ride
Official Baseball (4/60)

KIDDIE RIDES

Bally Champion Horse
Bally Moon Ride
Bally Space Ship
Bally Speed Boat
Bally Toonerville Trolley
Bert Lane Lancer Horse
Bert Lane Merry-Go-Round
B.L. Miss America Boat
Bert Lane Fire Engine
Capitol Donald Duck
Capitol Elsie
Capitol Palomino Horse
Capitol See Saw
Chicago Coin Super Jet
Chicago Round The World Trainer
Deco Merry-Go-Round
Deco Space Ranger
Exhibit Big Broncho
Exhibit Mustang
Exhibit Sea Skates
Exhibit Space Patrol
Exhibit Rudolph The Reindeer
Scientific Television
Scientific Boat Ride
Texas Merry-Go-Round

NEW

**Single
Play**

UNITED'S **BONUS BASEBALL**

COLLECTS
BIG
STEADY
PROFITS

GREAT FOR COMPETITIVE PLAY



BASES SCORE

Player is spotted 10 at start
Hits Build-up score

- SINGLE — 1 POINT
- DOUBLE — 2 POINTS
- TRIPLE — 3 POINTS
- HOMER — 4 POINTS

**BALL IN
BONUS
POCKET
TRANSFERS
BASES
SCORE
WITHOUT
RESET**

BONUS SCORE BUILDS UP TO HIGH SCORE

WITH EACH TRANSFER
FROM BASES SCORE

**FAST PLAY
3
OUTS
PER GAME**

RUNS SCORE

IS TOTAL OF
ALL RUNS MADE
Just like real baseball

See United
SHUFFLE ALLEYS
•
BOWLING ALLEYS
•
TARGETTE GAMES

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CHROME RAILS
(BOTH SIDES)
SHIPPING WEIGHT
(CRATED 325 lbs)
CRATE SIZE
(69" x 27" x 29")

Regular and Deluxe Models

•
Animated Base-Runners
In Brilliantly Lighted Back-Box

•
10¢ - 3 for 25¢ Play

•
Flashy, Streamlined Cabinet
(26½" WIDE, 67½" HIGH, 66" LONG)

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offers all this plus product versatility
 that enables you to build up your
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Please send me detailed information about the following ROCK-OLA
 Coffee Vendors. (Without obligation, of course.) (Check)

- Model 1400 Model 1300 Complete Product line
- Model 3400 Model TRLB-M Please have Salesman call

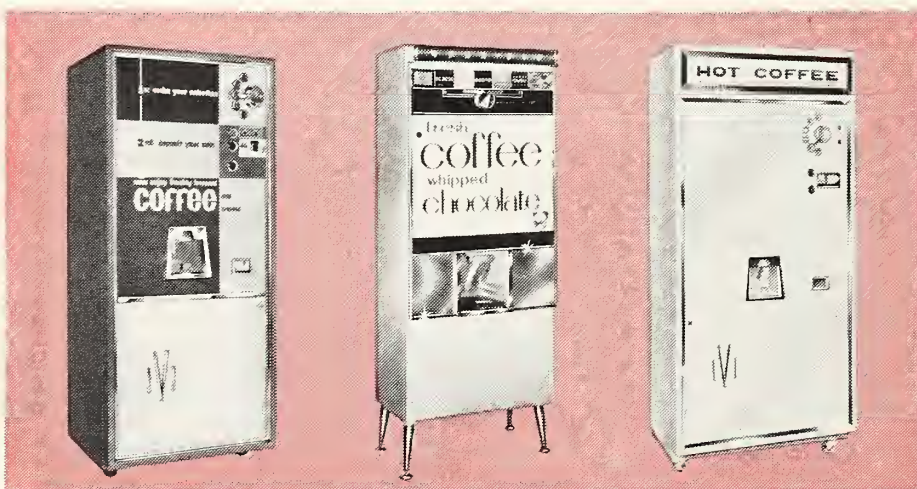
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SINGLE CUP FRESH BREW COFFEE VENDOR

ROCK-OLA MODEL 1400-S. Brews the best cup of fresh-roasted coffee ever, a single cup at a time. Serves it four ways. Dispenses delicious hot whipped chocolate and tasty tempting whipped soup, too! All dry ingredients—no refrigeration. Ideal for average location, has a cup capacity of 420 squat designed cups. Requires only 15 amps. of power and 5 pounds of outside water pressure. May be installed practically anywhere. Serviced from the front with ease—full swing out door—self-cleaning brew system. All metal construction, colorfully illuminated, has gleaming metal appointments. Styled to stop 'em. Serves a cup of coffee that keeps them coming back again and again. A proven profit maker! Cabinet measures 72-inches high, 29-inches wide and 23-inches deep. Shipping weight—500 lbs. Model 1400 (same as Model 1400-S without Hot Whipped Soup).



ROCK-OLA 1300. SINGLE CUP FRESH BREW VENDOR. Brews fresh roasted coffee a cup at a time, served with refrigerated fresh cream, liquid sugar. Also dispenses delicious hot whipped chocolate.

ROCK-OLA 3400. COFFEE AND HOT DRINK VENDOR. Serves soluble coffee, powdered creme, granulated sugar. Also serves delicious hot whipped chocolate.

MODEL TRLB-M. BATCH BREW VENDOR. Batch brew, using freshly roasted coffee, refrigerated fresh cream, liquid sugar. Also serves delicious hot whipped chocolate or soup.