

# Cash Box

JANUARY 12, 1963



For selling 6,000,000 albums, Roger Williams, Kapp recording artist, was awarded his 6th Gold LP at the annual sales meeting of Kapp Record, Inc., held at the Savoy-Hilton Hotel in New York last weekend. The company estimates that—based on Williams' LP and single sales—his fans have spent in excess of \$25,000,000 on Roger Williams records. Still riding the charts with his "Mr. Piano" LP, the company is issuing his latest album effort this week titled Roger Williams "Country Style." A new single by the pianist will be released shortly. Williams has just returned from an extensive concert tour to attend the Kapp meeting.

**SELLING!**  
**SELLING!**

**"OUR WINTER LOVE" BY BILL PURSELL**

4-42619

**SELLING!**  
**SELLING!**

**"SEEIN' IS BELIEVIN'" BY EDDIE HODGES**

4-42649

**SELLING!**

**COLUMBIA  SINGLES SELL!**



# Cash Box

Vol. XXIV—Number 18

January 12, 1963

FOUNDED BY BILL GERSH

## Cash Box

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## FROM ABROAD

Considering that only thirty or so titles make it to the number one spot in any given year, any producer who can give the industry one tenth of that total deserves the record manufacturers' attention.

During 1962, the international market was just such a producer, turning in three top-of-the-chart smashes in "Telstar" by the Tornadoes on London, "Stranger On The Shore" by Mr. Acker Bilk on Atco and "Midnight In Moscow" by Kenny Ball on Kapp.

In addition to the number one-ers, other key records created in foreign lands met with vast U.S. acceptance: Bent Fabric's "Alley Cat" hit made it to the number two spot; Frank Ifield's Vee Jay release of "I Remember You" hit as high as number five; and Emilio Pericoli's Warner Bros. release of "Al Di La" was a top-tenner.

And there were many other strong disks produced abroad that made solid showings during '62, even though they weren't of the top ten variety: Bert Kaempfert's "Afrikaan Beat" and "That Happy Feeling," The Springfields' "Silver Threads And Golden Needles," Charles Drake's "My Boomerang Won't Come Back," Anthony Newley's "What Kind Of Fool Am I" and a handful of others.

The total number of records from overseas to hit here may not be impressive when measured against the total of American hits produced on our shores. But upon examining the average of successes, the figure is phenomenal.

Cash Box receives an average of 100 to 150 singles a week. Of these no more than one or two a week are masters from abroad. And considering that so few are released,

the showing these waxing have made during the past twelve months is truly outstanding and far better than the success average of any new American single.

Perhaps one of the reasons for this strong showing is the "pre-tested" situation which exists as far as international releases are concerned. Although tastes may vary from country to country and language differences may create problems for many singles, nevertheless, people are people the world over. And if a sound meets with the approval of one group, it has a decided advantage among another group. This is especially true in the area of instrumentals.

Instrumentals circumvent the language barrier and probably have the greatest potential. Evidence of this are the three foreign disks which hit the number one spot—all three instrumentals.

There is no doubt that the international market keeps gaining in importance as a producer of American hits—not only via masters but also through foreign songs cut by American artists. For example, Brenda Lee's big "All Alone Am I" was written by Manos Hadjidakis who gave us "Never On Sunday" a year ago, and Sammy Davis, Jr. came up with his biggest hit in years in "What Kind Of Fool Am I" from the Newley-Bricusse penned score. And let's not forget Sr. Jobim, our Brazilian friend, who gave us "Desafinado" which started the Bossa Nova kick.

Our friends abroad played a major role in making American music more interesting. And you can bet American eyes will be keenly focused on activities in foreign lands during '63.



# Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—JANUARY 12, 1963

	Position	1/5	12/29		Position	1/5	12/29		Position	1/5	12/29	
1	<b>TELSTAR</b>	★TORNADOE5-London-9561	1	1	36	<b>KEEP YOUR HANDS OFF MY BABY</b>	16	15	69	<b>MOLLY</b>	77	84
2	<b>GO AWAY LITTLE GIRL</b>	★STEVE LAWRENCE-Columbia-42601	3	5	37	<b>TROUBLE IS MY MIDDLE NAME</b>	39	42	70	<b>I MAY NOT LIVE TO SEE TOMORROW</b>	78	85
3	<b>LIMBO ROCK</b>	★CHUBBY CHECKER-Parkway-849 ★DAVE PIKE-Prestige-242	2	3	38	<b>YOU REALLY GOT A HOLD ON ME</b>	48	59	71	<b>JAVA</b>	80	94
4	<b>BOBBY'S GIRL</b>	★MARCIE BLANE-Seville-120	4	2	39	<b>RIDE</b>	26	21	72	<b>SHAKE ME I RATTLE, SQUEEZE ME I CRY</b>	81	89
5	<b>RETURN TO SENDER</b>	★ELVIS PRESLEY-RCA-8100	5	4	40	<b>CINNAMON CINDER</b>	55	68	73	<b>SPANISH LACE</b>	66	56
6	<b>HOTEL HAPPINESS</b>	★BROOK BENTON-Mercury-72055	8	10	41	<b>HEY PAULA</b>	85	—	74	<b>WILD WEEKEND</b>	88	—
7	<b>PEPINO THE ITALIAN MOUSE</b>	★LOU MONTE-Reprise-20106	7	12	42	<b>SEE SEE RIDER</b>	44	49	75	<b>YOUR CHEATIN' HEART</b>	71	67
8	<b>BIG GIRLS DON'T CRY</b>	★4 SEASONS-VeeJay-465 ★DAVID CARROLL-Mercury-72070	6	6	43	<b>SOME KINDA FUN</b>	50	57	76	<b>RAINBOW AT MIDNIGHT</b>	62	65
9	<b>TELL HIM</b>	★EXCITERS-United Artists-544 ★ED TOWNSEND-Liberty-55516	11	14	44	<b>RUBY ANN</b>	42	32	77	<b>CHICKEN FEED</b>	86	79
10	<b>MY DAD</b>	★PAUL PETERSEN-Colpix-663	13	17	45	<b>DESAFINADO</b>	43	39	78	<b>SHE'S A TROUBLEMAKER</b>	73	72
11	<b>THE NIGHT HAS A THOUSAND EYES</b>	★BOBBY VEE-Liberty-55521	18	26	46	<b>THE LOVE OF A BOY</b>	49	52	79	<b>ZERO ZERO</b>	82	91
12	<b>ZIP-A-DEE-DOO-DAH</b>	★BOB B. SOXX & BLUE JEANS-Philles-107	9	11	47	<b>FROM A JACK TO A KING</b>	68	78	80	<b>LITTLE TIN SOLDIER</b>	87	—
13	<b>YOU ARE MY SUNSHINE</b>	★RAY CHARLES-ABC-10375	10	9	48	<b>LITTLE TOWN FLIRT</b>	65	81	81	<b>POPEYE WADDLE</b>	92	—
14	<b>TWO LOVERS</b>	★MARY WELLS-Motown-1035	17	20	49	<b>THAT'S LIFE</b>	53	44	82	<b>CALL ON ME</b>	100	—
15	<b>UP ON THE ROOF</b>	★DRIFTERS-Atlantic-2162	19	23	50	<b>THE BALLAD OF JED CLAMPETT</b>	52	58	83	<b>WOULD IT MAKE ANY DIFFERENCE TO YOU</b>	91	98
16	<b>IT'S UP TO YOU</b>	★RICK NELSON-Imperial-5901	23	30	51	<b>MONSTER'S HOLIDAY</b>	29	29	84	<b>I'M A WOMAN</b>	—	—
17	<b>THE LONELY BULL</b>	★TIJUANA BRA55-A&M-703	12	7	52	<b>ALL ALONE AM I</b>	40	27	85	<b>ALL ABOUT MY GIRL</b>	—	—
18	<b>I SAW LINDA YESTERDAY</b>	★DICKEY LEE-Smash-1791	30	37	53	<b>LET'S GO (PONY)</b>	47	46	86	<b>WHAT TO DO WITH LAURIE</b>	93	—
19	<b>RELEASE ME</b>	★(LITTLE) ESTHER PHILIP5-Lenox-5555	14	8	54	<b>LOVESICK BLUES</b>	61	71	87	<b>AL DI LA</b>	—	—
20	<b>SHUTTERS AND BOARDS</b>	★JERRY WALLACE-Challenge-9171	24	28	55	<b>TEN LITTLE INDIANS</b>	51	54	88	<b>DARKEST STREET IN TOWN</b>	96	—
21	<b>EVERYBODY LOVES A LOVER</b>	★SHIRELLES-Scepter-1243	22	25	56	<b>HE'S SURE THE BOY I LOVE</b>	74	—	89	<b>A GYPSY CRIED</b>	—	—
22	<b>WALK RIGHT IN</b>	★ROOFTOP SINGERS-Vanguard-35017 ★MOMENTS-Era-3099	70	86	57	<b>SHAKE SHERRY</b>	60	70	90	<b>MAYBE YOU'LL BE THERE</b>	—	95
23	<b>HALF HEAVEN, HALF HEARTACHE</b>	★GENE PITNEY-Musicor-1026	33	43	58	<b>HE'S A REBEL</b>	45	33	91	<b>RHYTHM OF THE RAIN</b>	—	—
24	<b>DON'T HANG UP</b>	★ORLONS-Cameo-231	15	13	59	<b>RUMORS</b>	54	34	92	<b>JELLY BREAD</b>	—	—
25	<b>I'M GONNA BE WARM THIS WINTER</b>	★CONNIE FRANCIS-MGM-13116	35	47	60	<b>COMIN' HOME BABY</b>	58	53	93	<b>MAMA DIDN'T LIE</b>	—	—
26	<b>DON'T MAKE ME OVER</b>	★DIONNE WARWICK-Scepter-1239	36	40	61	<b>CAST YOUR FATE TO THE WIND</b>	69	76	94	<b>FROM THE BOTTOM OF MY HEART</b>	100	—
27	<b>DEAR LONELY HEARTS</b>	★NAT "KING" COLE-Capitol-4870	20	18	62	<b>STRANGE I KNOW</b>	67	69	95	<b>I NEED YOU</b>	—	93
28	<b>WIGGLE WOBBLE</b>	★LES COOPER-Everlast-5019	27	24	63	<b>FLY ME TO THE MOON</b>	72	80	96	<b>LET ME GO THE RIGHT WAY</b>	94	90
29	<b>MY COLORING BOOK</b>	★KITTY KALLEN-RCA-8124 ★SANDY STEWART-Colpix-669 ★BARBRA STREISAND-Columbia-42648 ★GEORGE CHAKIRIS-Capitol-4892	41	51	64	<b>PROUD</b>	76	97	97	<b>HOW MUCH IS THAT DOGGIE IN THE WINDOW</b>	—	—
30	<b>REMEMBER THEN</b>	★EARLS-Old Town-1130	31	35	65	<b>CONEY ISLAND BABY</b>	63	66	98	<b>BOSSA NOVA, U.S.A.</b>	—	—
31	<b>LOOP DE LOOP</b>	★JOHNNY THUNDER-Diamond-129	46	61	66	<b>MY WIFE CAN'T COOK</b>	75	83	99	<b>LITTLE WHITE LIES</b>	—	—
32	<b>CHAINS</b>	★COOKIES-Dimension-1002	32	22	67	<b>THE PUSH AND KICK</b>	56	48	100	<b>EVERYDAY I HAVE TO CRY</b>	—	—
33	<b>LOVE CAME TO ME</b>	★DION-Laurie-3145	21	19	68	<b>ECHO</b>	64	64	100	<b>PEPPERMINT MAN</b>	—	—
34	<b>LET'S KISS AND MAKE UP</b>	★BOBBY VINTON-Epic-9561	34	36								
35	<b>(DANCE WITH) THE GUITAR MAN</b>	★DUANE EDDY-RCA-8087	25	16								

● SHARP UPWARD MOVE

★ BEST SELLING RECORDS

\* OTHER VERSIONS STRONGLY REPORTED

PUBLISHER LIST—SEE INDEX

# NEW YEAR'S HIT



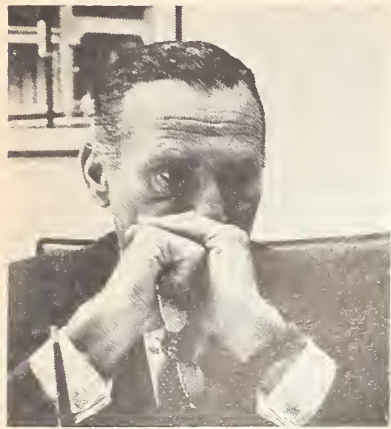
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## LIBERTY RECORDS

## Lieberson To Keynote NARM's Frisco Meet



GODDARD LIEBERSON

PHILADELPHIA — Goddard Lieberson, president of Columbia Records, will be the keynote speaker at the fifth annual convention of NARM, the rack-jobber organization, to be held Mar. 3-7 at the Fairmont Hotel in San Francisco.

Lieberson will address the group at the opening business session on Mon. morning (Mar. 4).

Jules Malamud, NARM executive director, in making the announcement of Lieberson's appearance at the association convention, as its keynoter, stated: "The membership of the National Association of Record Merchandisers considers itself honored to have Mr. Lieberson provide the opening impetus for the Fifth Annual Convention, a convention which promises to surpass any such industry gathering. In its desire to investigate all facets of the phonograph record industry, NARM feels that a man of Mr. Lieberson's varied and broad experience in the phonograph record field, will provide the basis for a most effective and rewarding annual meeting."

Along with the announcement of Lieberson's appearance at the meet, Malamud also reported that advance registration forms for the '63 convention had gone into the mail last week, to both regular and associate members of the organization.

## AF Debuts LP Deal For Consumers, Dealers

NEW YORK—Audio Fidelity Records is running a consumer-dealer sales program on its entire catalog of mono & stereo LP product. Through Feb. 15, consumers can buy any AF album at ½ off the suggested list price when he buys another at regular list. Dealer in turn is able to buy albums on a one free with every three purchased (equal to 25% discount). Program will be backed by consumer ads, displays, window streamers and merchandising aids.

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## Epic Sets 13 LP's For Jan. Release

NEW YORK—Epic Records is releasing 13 albums this month, including six pop, two jazz and five classics.

The pop entries are: "Just Turn Me Loose," George Maharis' third LP; "Soft & Gentle" by Buddy Greco; "Feel Good! Look Great! Exercise Along with Debbie Drake," the health authority narrating 40 of her most popular & effective exercises; "High Society Country Style," Lester Lanin Orch; "Hello Italy," The Ames Bros.; "The Easy Riders," the folk singing trio.

The two jazz LP's are "Illinois Jacquet," the tenor saxist, and "The Midnight Roll" with guitarist Herb Eliis and sidemen Ray Bryant, Roy Eldridge, Buddy Tate and the late Israel Crosby.

The classics are: Leon Fleisher's performance of Brahms' concerto no. 2 for piano & orchestra with the Cleveland Orch. under the direction of George Szell; Szell and the Cleveland perform Schumann's fourth symphony and Beethoven's symphony no. eight; pianist Chares Rosen plays Schubert's piano sonata in A major and Mozart's rondo in A minor; Maurice Durufle's "Requiem for Soloists, Choirs, Orchestras & Organ" with the composer conducting the Orchestre Des Concerts Lamoureux with soloists Helene Bouvier and Xavier Depraz (LP, an American premiere, won a Grand Prix du Disque in France after its release in Europe last year); Bach's cantatas nos. 80 and 87 performed by The Heinrich Schutz Chorale of Heilbronn and the Pforzheim Chamber Orch. conducted by Fritz Werner.

## Command Releases 5 LP's For January

NEW YORK—Command Records has announced that it will release five new albums in Jan. The new albums were demonstrated for the label's national distributors at a recent all day sales meeting in Gotham's Great Northern Hotel.

The new releases are "Paradise Island" with the Ray Charles Singers, "Delicado" with the Lew Davies Orchestra, "Romantic Guitar" with Tony Mattola, and William Steinberg conducting the Pittsburgh Symphony in "Schubert Symphony No. 8 and 3" and "Brahms Symphony No. 3 and the Tragic Overture."

Command prexy Enoch Light also announced that the Feb. release would feature a premier LP by jazz bassist Bob Haggart which would include some of his own compositions such as "Big Noise From Winnetka" and "What's New."

## HiFi Playing Time In '62 Averaged 547½ Hrs.

CHICAGO—The average hifi fan played his set 547½ hours during 1962, reports Jensen Industries, leading manufacturer of phono needles.

That boils down to 10½ hours a week—or an hour and a half a day. Actually, it's an average for everybody from the dedicated audiophile who rarely turned his hifi off to the comparatively disinterested citizen whose hifi came with the TV, explains Karl Jensen, president of Jensen Industries.

The average fan wore out one diamond stereo needle or 12 sapphire needles during the course of the year just ended, Jensen adds.

## Mercury Distribbs Hear Of Bright '63 At Regional Meets

CHICAGO—Mercury led off its three-day series of regional meetings for distribbs and their salesmen Dec. 27, 28 and 29 with predictions for a "good year ahead for the disk industry and a healthy U. S. economy for 1963."

Irwin H. Steinberg, executive vice-president, kicked off the meets by reporting that the 1962 sales figures for the recording industry as a whole show an increase of 16% over 1961, with the prime growth appearing in the record stores. Phono sales, Steinberg pointed out, showed their first substantial growth in some time, with unit volume up nearly 1 million for the first 10 months of 1962. Steinberg concluded that the country's economy for 1963 will be characterized by a period of "vitality and growth."

Kenneth S. Myers, vice-president in charge of sales, introduced the new January sales plan which, he said, "combines high quality product with truly competitive pricing designed especially to meet the needs of today's record dealer." The new plan covers three album groups: the 30 new albums in the January releases; "Year End Specials," which includes all albums issued from October 15, closing date of the Fall sales plan, to January 1; and "Top 50 LP's," a collection of the 50 best releases in the Mercury catalog. The new sales plan provides 15 free for each 100 sold in these categories, and 20 free for each 100 sold for all general catalog product, exclusive of Wing and Wing Classics.

A highlight of the meets was a lively slide film presentation of the

Jan. pop and jazz product, done as a satire on the Edward R. Murrow "Person To Person" TV program. The sales force found themselves being introduced to new albums by a number of famous personalities: The Lone Ranger and Tonto, for example, appeared to introduce "This Is My Story" by Dinah Washington, and the "voices" of Arthur Godfrey, Fidel Castro, John F. Kennedy, Jerry Lewis and others gave testimonials to their favorite new albums. Impersonations of the celebrities were done by entertainer Ray Van Steen, and the film was prepared by Lou Reizner, coordinator of imported music.

John Woolford, sales manager for the classical division, presented the January classical product which, he said, "typifies the classical department's new policy of broadening its scope in both selection of artists and in choice of material."

Further amplification of the classical division's new policies was given by Wilma Cozart Fine, vice-president; (Continued on page 35)

## Starday Bows LP Deal

MADISON, TENN.—The Starday label's current LP program, "Country Music for the People" is giving consumers a chance to obtain a free country music LP for every three he buys at the regular price.

Under the deal, which ends Feb. 28, distribbs and dealers can buy Starday product under the same conditions. Additionally, dated billing is available and co-op advertising can be arranged.

Promotion for the program and 10 new Jan. releases (see below) include trade paper ads, direct mailing to 7,000 dealers, window streamers, country display with multi-color backdrop plus special catalogs and order blanks.

The new LP's are a 99¢ sampler, double-pocket "Country Music Hall of Fame (Vol. 2)," "A Salute to Uncle Dave Macon" by Stringbean & His Banjo; "Arthur 'Guitar Boogie' Smith Goes to Town," "Lonnie Wilson The Palyboy Farmer," "Beyond the Sunset" by Cowboy Copas, "Soldier Sing Me a Song" by Bill Clifton, "Alex Campbell & The New River Boys," "Bluegrass Banjo Ballads" by The Kentucky Travelers and "Buddy Starcher & His Mountain Guitar."

## Sherman, P, P & M Rack Up Big Sales On New LP's

BURBANK—Warner Bros. Records smash LP attractions—Allan Sherman & Peter, Paul & Mary—are off-and-running with their second album releases for the diskery.

After doing a million-sales job with "My Son, The Folk Singer," the label last week reported that Sherman's second LP, "My Son, The Celebrity," had hit the 500,000 sales mark by the end of last week.

The PP&M folk trio, which sold about 500,000 of its initial album, named after the crew, has already done about 300,000 in sales with album no. 2, "Moving."

Getting back to those first albums, they have just been presented with gold records—representing sales in excess of \$1 million each—by Columbia Records' Custom Services Division, which has been pressing both sets.

## Cash Box Names New Rep In Italy



MARIO PAVINI

NEW YORK—The new representative of Cash Box in Italy is Mario Panvini Rosati, who is widely known throughout the Italian music industry. He replaces Vittorio de Micheli, who is now serving an 18-month tour of duty in the Italian army.

Rosati operates a firm called International Music, which provides a service of supplying music information for foreign labels and music publishers. He also has a deep knowledge of copyright problems. His previous music business associations include a year's stint at the export/import office of the Messaggerie Musicali publishing group and later was associated with Meazzi Records.

Rosati can be reached at Viale Legioni Romane 5 in Milan.

# Kapp Distribbs Get Low-Down On January Program At New York Meet; Al Cahn Named Nat'l Sales Head

NEW YORK—In a meet unprecedented in the eight-year history of Kapp Records, over 150 people representing both foreign & domestic distribbs were set to attend the intro of the label's big Jan. program last Sun. (6) at the Savoy-Hilton Hotel, this city.

The distribbs, treated in a lavish manner by the diskery, were informed of 15 plus new singles new albums and a 15% LP discount deal for Jan. (see below).

The occasion was also used to announce the appointment of Al Cahn, formerly of Cameo/Parkway Records, to the post of national sales topper (see details below).

Starting Sunday afternoon with the sales meet at the Savoy Hilton, the confab was scheduled to continue until midnight with a cocktail party and dinner-dance, topped off by a variety show put on by key artists of the label.

In a prepared statement, Dave Kapp, president of the indie opened the meeting with great optimism and a prediction that the record industry would continue to grow. Citing, the year 1935 (four years after the bottom had fallen out of the record industry), Decca Records proved that a single record could sell 100,000 copies (The Music Goes 'Round and 'Round). Now, he continued, "we know that an LP can sell 4,000,000 copies," (The First Family). He emphasized how the industry had grown and prospered and would continue to prosper.

Next on the agenda, Mickey Kapp, executive VP, discussed the important contributions that Kapp employees, who he hailed as "the professionals" had made in elevating the company to its position of strength. He noted that "a corporation is not real," and continued, "it's an artificial person and; an entity created by the laws of the state. People," he stated, "are the key" and introduced some of the Kapp people to the gathering and listed their

accomplishments. He closed by saying that "Kapp Records will grow at a rate proportionate to the talents of our individuals."

He then introduced Phil Skaff, vice president of sales, who continued the thought by announcing that "in a move to equip ourselves with more of the very finest people available," he has appointed Al Cahn as national sales manager.

Cahn comes to Kapp after a 2½ year stint as national sales manager of Cameo-Parkway.

For 6½ years prior to this, Cahn was district sales manager for The Raymond Rosen Company, RCA distributor in Philadelphia, where he also owned and operated his own chain of retail, record-outlets in the suburbs of that city. At this point, Cahn was officially welcomed into the Kapp family and took his place on the dias with the other key members of the organization.

Skaff then proceeded to outline the success the company has had with single product and spoke of the important new artists on the label. Citing Kenny Ball, Chad Mitchell Trio and Jack Jones, Skaff continued by emphasizing the current bestsellers by The Emotions and Joe Harnell. He

(Continued on page 35)

## Herman Kaplan Heads Cameo/Parkway Sales

NEW YORK—Cameo-Parkway Records has announced the appointment of Herman Kaplan as national sales manager. Move, which now sees an integration of the label's singles and LP's sales departments, is a result of the departure of Al Cahn to Kapp Records as national sales manager (see story on Kapp sales meet).

Previously, Kaplan had served as singles sales manager and Cahn held a similar post in behalf of albums product.

Kaplan, with the label for the past two years, recently met with C/P execs Marvin Browdie, Lee Lasseff and Clark Geartner to discuss plans to increase national sales and direct promotional contact efforts. Diskery plans to release nine LP's this month.

## Gloria Lynne Signs \$100G 3-Yr. Pact With Everest

HOLLYWOOD—Everest Records has inked its star songstress to a new 3-year pact that's in excess of \$100,000. Stylist, whose albums and some singles have been steady sellers for the label over the past several years, has just completed an LP cut "live" in Las Vegas and another in Calif. with Marty Paich and a 37-man orchestra. Murray Cohen, Everest veep, left a tour last week to promote the new product by the performer.

## RCA Expects Top Sales, Net For '62

NEW YORK—The Radio Corp. of America (RCA) will come through with a record-breaking sales and net profit financial statement for 1962, according to RCA chairman David Sarnoff.

Prediction of the official results yet to be announced came in a year-end report by Sarnoff, who stated that sales in 1962 will be about \$1,700,000,000, an increase over the previous year's total of \$1,545,912,000. As to net operating profit, it's expected that the figure will be more than \$50,000,000, which will best '61's total of \$35,511,000 by 40%.

1955 showed RCA's best net income, with earnings of \$47,525,000 on sales of a little more than \$1 billion.

Fourth quarter sales and profits are expected to be also tops for the firm, with sales above '61's figure of \$455.0 million and profits moving to \$15.7 million from \$11.7 million.

Sarnoff said that RCA's strong showing in '62 were attributed to increased sales of consumer products and services. He feels that '63 could mean new financial heights for the company, noting that despite "softness in a few sectors," he believed that the economy would "continue to advance" in general.

## Columbia's Three New Vice-Presidents:

### WEST COAST V.P.



IRVING TOWNSEND

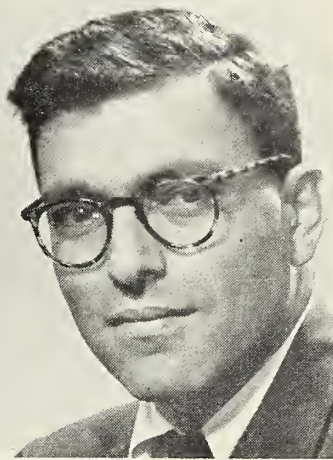
HOLLYWOOD — Columbia Records has upped Irving Townsend to the post of west coast veep.

Townsend, previously executive A&R producer on the coast, will represent prexy Goddard Lieberson in the 12 western states, according to an announcement by Lieberson himself.

As Columbia's man on the coast, Townsend has cut many of the label's top attractions—both past and present—and has produced a number of best-selling soundtrack LP's, most recently "West Side Story" and "Jumbo."

He has headed the label's A&R department on the coast since Jan., 1960, specifically sent from New York to organize a full-scale recording operation in Hollywood. Over the past two years, the exec has built his office into a major recording center, which now accounts for 40% of the total recording done by Columbia (label's other studios in New York and Nashville). He is currently directing the expan-

### INTERNATIONAL V.P.



HARVEY SCHEIN

NEW YORK—Harvey Schein has been promoted to the post of vice-president and general manager of the international dept. at Columbia Records.

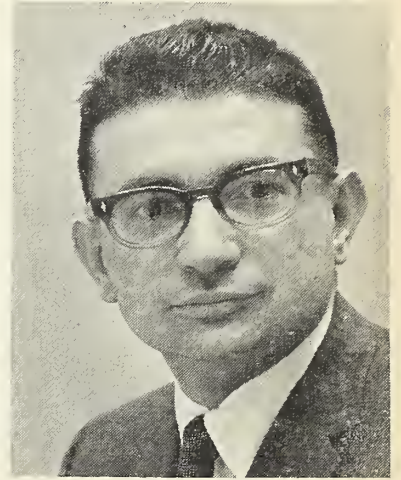
Schein, who previously was general manager of the label's international section, will be responsible for supervising and directing all international operations and will report to Goddard Lieberson, president.

Schein joined Columbia in 1958 as general attorney. In 1961, he was appointed general manager of Columbia Records International. Prior to coming to Columbia, he had been an associate of the law firm of Rosenman, Goldmark, Colin & Kaye.

sion of singles activities on coast, including inkings of new talent.

Townsend first joined Columbia in 1946 as an editorial writer under the late Manie Sachs. He left the diskery for stints with the Keynote, Victor

### DISK CLUB V.P.



SY GARTENBERG

NEW YORK—Columbia Records has named Seymour Gartenberg to the position of vice president of planning and financial administration of the Columbia Record Club, according to Goddard Lieberson, president of Columbia Records.

Gartenberg will be responsible to Cornelius F. Keating, the Club's vice president and general manager, for planning, financial administration and related staff services.

Gartenberg joined the Columbia Record Club in 1956 as budget control supervisor. The following year he was promoted to the position of director of accounting, and in Jan. 1962 was given additional responsibility for systems planning and staff services.

and MGM labels between 1947 and 1961, when he rejoined Columbia. Upon his return, he handled assignments as ad-promo manager and art director. In 1955, he moved over to the A&R dept. exclusively.

## Reisman Back At Victor In New Coast Moves

HOLLYWOOD—Joe Reisman is returning to the A&R dept. of RCA Victor Records in a general reorganization of the label's coast setup.

Reisman, who was the diskery's director of pop A&R from 1955-59, is set to move out to the coast this week with his wife and family and will begin his new duties as an A&R producer about mid-Jan.

Reisman is one of three execs who will now report to Neely Plumb, who directs pop A&R on the coast. The others are Al Schmitt, a top recording engineer (he's been in on all of Henry Mancini's dates) who will have additional responsibilities in A&R, and Darol Rice, who will also do coast A&R for the label.

Victor's coast offices continue to be directed by Steve Sholes.

After leaving Victor, Reisman joined Roulette Records as A&R director, exiting that post in 1960. He's been doing free-lance work for the past two years. Reisman's career includes a long stint (1948-55) as Patti Page's arranger-conductor, having been responsible for such Mercury smashes by the lark as "Tennessee Waltz," "Doggie in the Window," "Chaning Partners," "Cross Over the Bridge" and others. For 10 years, he handled similar chores for Johnnie Ray. Reisman is also a composer, with one of his more recent efforts being the incidental music for the B'way play, "Infidel Caesar."

Reisman has received label credit as an artist and is expected to have his own releases on Victor.

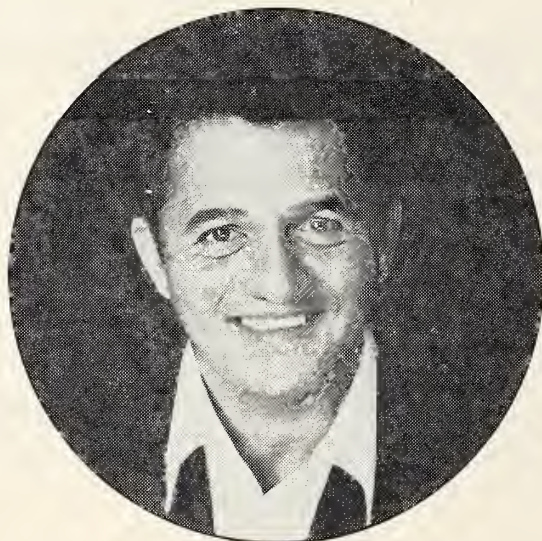


# LOOKING AHEAD

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.

- |  |   |   |   |
|--|---|---|---|
| <b>1</b> <b>OOH LA LA LIMBO</b><br>Donny & Juniors (Guyden 1240)                                   | <b>13</b> <b>LET ME ENTERTAIN YOU</b><br>Ray Anthony (Capitol 4876)                       | <b>26</b> <b>DO YOU HEAR WHAT I HEAR</b><br>Harry Simeone Chorale (Mercury 72065) | <b>38</b> <b>THESE GOLDEN RINGS</b><br>Jive Five (Beltone 2029)                             |
| <b>2</b> <b>ACAPULCO 1922</b><br>Tijuana Brass (A & M 703)   | <b>14</b> <b>YOU'RE GONNA NEED ME</b><br>Barbara Lynn (Jamie 124)                         | <b>27</b> <b>GONNA RAISE A RUCKUS TONIGHT</b><br>Jimmy Dean (Columbia 42600)      | <b>39</b> <b>LEAVIN' ON YOUR MIND/<br/>LA LE LA LE TRIANGLE</b><br>Patsy Cline (Decco 3145) |
| <b>3</b> <b>RED PEPPER</b><br>Roosevelt Fountain & Pens<br>(Prince-Adams 447)                      | <b>15</b> <b>MISERLOU</b><br>Dick Dale (Deltone 5019)                                     | <b>28</b> <b>MEXICAN JOE</b><br>Pat Boone (Dot 16416)                             | <b>40</b> <b>I FOUND A NEW BABY/<br/>KEEP A-WALKIN'</b><br>Bobby Darin (Atco 6244)          |
| <b>4</b> <b>I WILL LIVE MY LIFE FOR<br/>YOU/I WANNA BE AROUND</b><br>Tony Bennett (Columbia 42634) | <b>16</b> <b>GUILTY</b><br>Crests (Selma 311)   | <b>29</b> <b>WILLIE CAN</b><br>Sue Thompson (Hickory 1196)                        | <b>41</b> <b>BOSSA NOVA BIRD</b><br>Dells (Argo 5428)                                       |
| <b>5</b> <b>I'VE GOT THE WORLD BY<br/>THE TAIL</b><br>Claude King (Columbia 42630)                 | <b>17</b> <b>WALK RIGHT IN</b><br>Moments (Era 3099)                                      | <b>30</b> <b>END OF THE WORLD</b><br>Skeeter Davis (RCA Victor 8098)              | <b>42</b> <b>GOOD GOLLY MISS MOLLY</b><br>Jerry Lee Lewis (Sun 382)                         |
| <b>6</b> <b>THERE'LL BE NO TEARDROPS<br/>TONIGHT</b><br>Adam Wade (Epic 9557)                      | <b>18</b> <b>MAMA-OOM-MOW-MOW<br/>(THE BIRD)</b><br>Livingtons (Liberty 55528)            | <b>31</b> <b>COMES LOVE</b><br>Skyliners (Viscount 104)                           | <b>43</b> <b>SOMEONE, SOMEWHERE</b><br>Junior Parker (Duke 357)                             |
| <b>7</b> <b>PUDDIN' 'N TAIN</b><br>Alley Cats (Philles 108)  | <b>19</b> <b>LOOK AT ME</b><br>Dobie Gray (Cor-Dak 1602)                                  | <b>32</b> <b>TROUBLE IN MIND</b><br>Aretha Franklin (Columbia 426225)             | <b>44</b> <b>MATILDA</b><br>String-A-Longs (Dot 16393)                                      |
| <b>8</b> <b>BIG NOISE FROM WINNETKA</b><br>Cozy Cole (Coral 62339)                                 | <b>20</b> <b>SAILOR BOY</b><br>Cathy Carr (Laurie 3147)                                   | <b>33</b> <b>SPANISH TWIST</b><br>Roller Coasters (Holiday Inn 110)               | <b>45</b> <b>NEVER LET YOU GO</b><br>Five Discs (Cheer 1000)                                |
| <b>9</b> <b>HITCH HIKE</b><br>Marvin Goye (Tomlo 54075)  | <b>21</b> <b>BOSS</b><br>Rumblers (Dot 16421)   | <b>34</b> <b>MAGIC STAR</b><br>Morgie Singleton (Mercury 72079)                   | <b>46</b> <b>NOBODY BUT ME</b><br>Isley Bros. (Wand 131)                                    |
| <b>10</b> <b>BLAME IT ON THE BOSSA NOVA</b><br>Eydie Gorme (Columbia 42661)                        | <b>22</b> <b>GO HOME GIRL</b><br>Arthur Alexander (Dot 16425)                             | <b>35</b> <b>AIN'T GONNA KISS YA</b><br>Ribbons (Marsh 202)                       | <b>47</b> <b>SUNRISE SERENADE</b><br>Willie Mitchell (Hi 2058)                              |
| <b>11</b> <b>WHAT GOOD AM I WITHOUT<br/>YOU</b><br>Jackie Wilson (Brunswick 55236)                 | <b>23</b> <b>LET THE FOUR WINDS BLOW/<br/>BE BOP BABY</b><br>Sandy Nelson (Imperial 5904) | <b>36</b> <b>HULA HULA DANCIN' DOLL</b><br>Trade Martin (Coed 573)                | <b>48</b> <b>HELP ME PICK UP THE PIECES</b><br>Joey Dee (Roulette 4467)                     |
| <b>12</b> <b>THAT'S THE WAY LOVE IS</b><br>Bobby Blond (Duke 360)                                  | <b>24</b> <b>JOEY'S SONG</b><br>Bill Black's Combo (Hi 2059)                              | <b>37</b> <b>THE IN-BETWEEN YEARS</b><br>James McArthur (Scepter 1241)            | <b>49</b> <b>WHITE LEVIS</b><br>Majorettes (Troy)   |
|  | <b>25</b> <b>ROAD HOG</b><br>John D. Loudermilk (RCA Victor 8101)                         |   | <b>50</b> <b>KISS TOMORROW GOODBYE</b><br>Danny White (Frisco)                              |

# I'D WALK A MILE TO HEAR



**BUDDY GRECO**  
"Stranger"  
5-9563

**ERMA FRANKLIN**  
"Don't Wait Too Long"  
c/w "Time After Time"  
5-9559



**THE JAMIES**  
"Snow Train"  
5-9565

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PLANTATION!**

**"PICKIN'  
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**Pickin' cotton**

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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

"YOUR USED TO BE" (2:10) "SHE'LL NEVER KNOW" (2:37)  
[Aldon BMI—Greenfield, Keller] [Fame BMI—Hall]  
BRENDA LEE (Decca 31454)

Brenda Lee, who copped top honors the best female vocalist in the '62 Cash Box year-end survey, starts off the new year in what looks like two-sided smash style. Both new entries are heartbreakers, the spirited, up tempo "Your Used To Be" and the lovely ballad, "She'll Never Know," that Brenda and the ork-chorus carve out with sales finesse. Stellar double-decker.

"RUBY BABY" (2:30) [Tiger BMI—Leiber, Stoller]  
"HE'LL ONLY HURT YOU" (2:26)  
DION (Columbia 42662)

Dion's initial Columbia session should soon be resting in the trophy room that contains his dozens of other hits. It's a terrific Bob Mersey-led foot stompin, shuffle beat revival of the while-back success, "Ruby Baby." Songster puts the deck across with loads of feeling. Ditto for the building-to-a-big-finish weeper ballad "He'll Only Hurt You."

"BABY, BABY, BABY" (2:32) "SEND ME SOME LOVIN'"  
[Kags BMI—Cooke] (2:40)  
[Venice BMI—Price, Marascalo]  
SAM COOKE (RCA Victor 8129)

Cooke serves up another two-sided block-buster here. One half, the cha twist "Baby, Baby, Baby," is a Cooke original while the other, "Send Me Some Lovin'," is a potent shuffle-ballad up-dating of the years-back Little Richard success. Horace Ott's backing is first rate on both halves.

"AS LONG AS SHE NEEDS ME" (2:59) [Hollis BMI—Bart]  
"SONG FROM TWO FOR THE SEESAW (A SECOND CHANCE)"  
(2:55) [United Artists ASCAP]  
SAMMY DAVIS, JR. (Reprise 20,138)

The fabulous talent is a cinch to another show tune smash in his Reprise follow up to the "Stop The World"—lovely "What Kind Of Fool Am I." The new one is the beautiful, much cut "As Long As She Needs Me"—from "Oliver." Sam's expressive reading, showcased by a stellar Marty Paich instrumental, should put the tune over the top. Coupler's the pretty mood song from "Two For The Seesaw."

"THEME FROM LAWRENCE OF ARABIA" (2:35)  
[Gower BMI—Jarrel]  
"PARIS JOY RIDE" (2:00) [Arlou ASCAP—Ferrante, Teicher]  
FERRANTE & TEICHER (United Artists 563)

"LAWRENCE OF ARABIA" (2:52) [Gower BMI—Jarrel]  
"THE WONDERFUL WORLD WE LIVE IN" (2:58)  
[South Mountain BMI—Jones]  
BERNIE LEIGHTON (Colpix 673)

The magnificent exotic theme from the pic block-buster, "Lawrence Of Arabia," finds two superb readings here. One's by UA twin-pianist hit-makers, Ferrante & Teicher and the other's by Colpix pianist-maestro Bernie Leighton. Both of these excellent arrangements, by Garry Sherman on the former and Don Costa on the latter, sport sans lyric choral chants. F&T take a gleeful, quick beat ride on their coupler while Leighton has a lovely lilter on his flp.

"TELL HIM I'M NOT HOME" (2:45)  
[Figure BMI—T. & B. Bruno, Bellini]  
"LONELY AM I" (2:53) [Chula BMI—Green, Roker, Cantor]  
CHUCK JACKSON (Wand 132)

Jackson, who's currently cashing in with "Gettin' Ready For The Heart-break," sends up another striking contender for dual-mart chartdom. It's a pulsating, cha cha like romantic heartbreaker, tagged "Tell Him I'm Not Home," that Chuck wrings every ounce of emotion out of. Standout ork-choral backdrop (with exciting back-and-forth vocal play) conducted by Tony Bruno. The soulful undercut finds a tantalizing rock-a-waltz-like setting.

"GREENBACK DOLLAR" (2:49) "THE NEW FRONTIER" (2:21)  
[Davon BMI—Axton, Ramsey] [Sausalito BMI—Stewart]  
THE KINGSTON TRIO (Capitol 4898)

It's a good bet the Kingston Trio will score heavily with both ends of their new Capitol single. Both are quick moving affairs; "Greenback Dollar"—the tale of a travelin' man and "New Frontier"—the contemporary folk title tune of their current hit LP from which both sides were culled. Take your pick.

## Best Bets

BOBBY SCOTT (Mercury 72077)  
(B+) "WHEN THE FEELING  
HITS YOU" (2:05) [George  
ASCAP—Doyle] Bobby Scott could  
have a quick noisemaker on his  
hands with this rousing, fast-moving  
chorus-backed teen-oriented blueser.  
Deejays should come out in droves for  
the side.  
(B+) "MOANIN'" (2:00) [Totem  
ASCAP—Hendricks, Tim-  
mons] This time out the chanter dishes  
up a top-flight reading of the blues  
standard. Side boasts some real fancy  
guitar work. Eye it, also!

THE DIMENSIONS (Coral 62344)  
(B+) "MY FOOLISH HEART"  
(3:08) [Joy ASCAP—Young,  
Washington] The Dimensions can  
come up with another one of their  
"Over The Rainbow" chart success  
with their distinctive ballad revival  
of this oldie. Potent Henry Jerome ar-  
rangement. Strong teen fare.  
(B) "JUST ONE MORE  
CHANCE" (2:29) [Famous  
ASCAP—Coslow, Johnston] This  
evergreen gets the alter-the-melody  
jump treatment.

DODIE STEVENS (Imperial 5908)  
(B+) "DON'T SEND ME ROSES"  
(2:08) [Travis BMI—  
Mathews] Former Dot lark opens  
shop at Imperial with a strong Nash-  
ville-styled plaintive warble about a  
gal who wants true-love to accompany  
the delivery of roses to her door (it  
seems she was fooled once). Might be  
a chart start for the performer with  
her new label affiliation.  
(B+) "DADDY COULDN'T GET  
ME ONE OF THOSE" (2:18)  
[B. F. Wood ASCAP—Tobias, Evans]  
Cheerful romp about a femme who'd  
like to have guy of her own.

THE JAMIES (Epic 9565)  
(B+) "SNOW TRAIN" (1:40)  
[Roxbury ASCAP—Feller]  
Rocksters, whose years-back success,  
"Summertime, Summertime," got  
some action anew recently, could have  
a strong Top 100 stand with this de-  
lightful teen take with a happy win-  
tertime theme. Eye closely.  
(B) "WHEN THE SUN GOES  
DOWN" (1:58) [Roxbury  
ASCAP—Jameson, Feller] Somewhat  
similar sunny doings by the distinc-  
tive performers.

MERRY MELODY SINGERS  
(Mercury 72083)  
(B+) "GREENBACK DOLLAR"  
(2:15) [Neilwood BMI—Mat-  
thews] Folk tune, getting various disk  
readings of late, is done with a happy,  
pseudo-hillbilly blend by the song  
crew, which is usually a support sound  
for Mercury artists cut in Nashville.  
Could catch-on.  
(B) "LOVE SHOULD BE TRUE"  
(2:28) [Knollwood ASCAP—  
Shuman, Carr] Interesting ballad  
stint by the mixed crew.

RUTH CHRISTIE (Tide 1087)  
(B+) "THIS YEAR" (2:40) [Cepha  
BMI—Triune] Timely take for  
the New Year carries an infectious  
gospel-type beat as the lark and her  
vocal-combo assistance tell of a gal  
who has resolved not to take any non-  
sense from her guy. Could come  
through for the Los Angeles-based  
diskery.  
(B) "WHAT'LL YOU DO" (1:50)  
[Cepha BMI—Triune] Cute-  
sounding rock-a-cha romantic.

AL HIRT (RCA Victor 8128)  
(B+) "PICKIN' COTTON" (2:35)  
[Hirt ASCAP—Hirt, Vidaco-  
vich] The popular trumpeter could  
have his first big singles outing with  
this infectious Dixieland reading of a  
very tuneful opus. Kind of cut that  
could develop into a strong chart  
stand.  
(B) "ROMAN NOCTURNE"  
(1:58) [Hirt ASCAP—Hirt,  
Vidacovich] Alto sax is a prominent  
part of this interesting easy-go Dixie-  
land sound.

ANITA CARTER (Mercury 72073)  
(B+) "RING OF FIRE" (1:57)  
[Painted Desert BMI—Kil-  
gore, Carter] Country lark could do  
lots of country-pop business with her  
striking portrayal of a fascinating  
folk-type romatic. Folkish guitar is  
the setting feature. Can break  
through.  
(B) "VOICE OF THE BAYOU"  
(3:36) [Painted Desert BMI—  
Johnson] Haunting cut by the tal-  
ented lass.

WARREN LEE (Soundex 603)  
(B+) "ANNA (STAY WITH ME)"  
[Painted BMI—Alexander]  
Look for Warren Lee to come thru  
with a chart-making answer to the  
recent Arthur Alexander success,  
"Anna (Run To Him)." Side's an in-  
viting cha cha-beat stand that the  
chorus-backed Lee packs with loads of  
emotion. Watch it closely.  
(B) "YOU'LL BE SORRY SOME-  
DAY" (2:27) [Ron BMI—  
Taylor] Coupler takes a soulful blues  
ride. Could be an r&b noise-maker.  
Ric, of New Orleans, distribs nation-  
ally.

LITTLE STEVIE WONDER  
(Tamla 54074)  
(B+) "CONTRACT ON LOVE"  
(2:19) [Jobete BMI—Holland,  
Bradford, Dozier] This handclapping  
stomper can give young Steve Won-  
der his first big chart break. Its  
loaded with commercial vocal and in-  
strumental ingredients that'll make  
the teeners sit up and take notice.  
(B) "SUNSET" (2:15) [Jobete  
BMI—Judkins, Paul] Steve  
sings his heart out on this emotion-  
packed beat-ballad blueser.

JIMMY McCracklin  
(Imperial 5911)  
(B+) "NO NO" (2:37) [Travis  
BMI—McCracklin] Jimmy  
McCracklin could have one of his  
biggest items in quite a while with  
this shuffle-beat, chorus-backed self-  
penned low down blueser. Watch the  
deck move in the r&b markets.  
(B) "ADVICE" (2:36) [Travis  
BMI—McCracklin] More top-  
flight blues sounds. This side's a  
slow-moving tradition-oriented la-  
ment.

SONNY TIL & THE ORIOLES  
(Parker 211)  
(B+) "SECRET LOVE" (2:20)  
[Remick ASCAP—Webster,  
Fain] The old flick favorite could be  
chart bound once more via this infec-  
tious shuffle-beat reading from the vet  
song crew and their combo setting.  
Ought to be eyed closely. Label is  
handled by MGM Records.  
(B) "THE WOBBLE" (2:17)  
[Marmaduke ASCAP—Til,  
Lowe] Reliable outing on the popular  
teen step. Both sides stem from an  
LP, "Modern Sounds of The Orioles  
Greatest Hits."



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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

"ONLY YOU (AND YOU ALONE)" (2:17)

[Wildwood BMI—Ram, Rand]

"A TASTE OF HONEY" (2:58) [Songfest ASCAP—Scott, Marlow]  
MR. ACKER BILK (Atco 6247)

"Only You (And You Alone)," a years-back debut vocal smash for the Platters and a later-on instrumental hit for Frank Purcell, can make the instrumental grade once again—this time under Mr. Acker Bilk's expert guidance. Session's an extremely pretty, "Stranger On The Shore"—"Petit Fleur"-like ear-pleaser. Superb sounds from the Bilk clarinet and the Leon Young String Chorale. Backing's an easy-on-the-ears version of the recent chart-maker. Can happen again.

"WAF-WOOF" (2:30)

[Shapiro, Bernstein ASCAP—Dixon, Ringle, Willing]

"LITTLE BY LITTLE" (2:04) [Aldon BMI—Keller, Kolber]  
THE SPRINGFIELDS (Philips 40092)

The English artists can repeat their "Silver Threads" success with this charming newcomer. It's a lilting tale of a little dog, tagged "Waf-Woof," that the Springfields deliver in ear-arresting fashion. Second stanza sports a catchy Dutch lyric. Bill Justis grabs the grade "A" arranging credits. Coupler's an inviting country-flavored waltz-thumper.

"GONNA TAKE A CHANCE" (2:10) [Low Twi BMI—Roe]

"DON'T CRY DONNA" (2:17) [Aldon BMI—Mann, Weil]  
TOMMY ROE (ABC-Paramount 10389)

Roe can get back in the big hit groove he carved out with "Shiela" with either end, or both, of his new ABC outing. One end, "Gonna Take A Chance," is from the rapid beat "Shiela" category while the other, "Don't Cry Donna," is an extremely pretty, soft beat cha cha affair. Potent dual-tracking on both winners.

"AFRAID" (2:39) [Milene ASCAP—Rose]

"I'LL NEVER STAND IN YOUR WAY" (2:37)  
[Milene ASCAP—Rose, Heath]  
JIMMIE RODGERS (Dot 16428)

Rodgers, whose current Dot hit string now includes "Rainbow At Midnight," can continue the streak with this new version of "Afraid." This time around the tune takes a pulsating beat-ballad ride and it's delivered with touching sincerity by Jimmie. On the powerful undercut the chanter revives another old-timer in lilting, teen-appealing manner. Excellent Milt Rogers ork-choral support.

"IF YOU HAVE NO REAL OBJECTIONS" (2:30)  
[Play BMI—Otis, Benton]

"LIFE GOES ON JUST THE SAME" (2:45)  
[Bennie Benjamin ASCAP—Benjamin, Marcus]  
MAXINE BROWN (ABC-Paramount 10388)

Chances are Maxine Brown's next big chart outing will be her new ABC session, "If You Have No Real Objections." Side's a lilting ballad beaut that the canary renders with heartfelt sincerity. However, don't overlook the potent beat-ballad performance Maxine turns in on the "Life Goes On Just The Same" stand. Excellent support on both ends supplied by Belford C. Hendricks.

"LAUGH OR CRY" (2:23) [Lizann BMI—Laine, Hemric, Fisher]

"HOLD ME" (2:18) [Robbins ASCAP—Little, Oppenheim, Schuster]  
TONI FISHER (Smash 1797)

The lark, who's had big decks on other labels in "The Big Hurt" and "West Of The Wall" among others, can start off her association with Smash in money-making fashion. Side's a feelingful, Latin beat affair, labeled "Laugh Or Cry," that Toni puts across with loads of sincerity. Strong Perry Botkin, Jr. ork-choral arrangement. The oldie, "Hold Me," takes a fetching suffle-rock ride on the flip. Also rates attention.

Dune's Curtis Lee can come thru in a big way, this time via the country field. See country reviews.

## 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.

"Zing! WENT THE STRINGS OF MY HEART" (2:04)

[Harms ASCAP—Hanley]

"NEVER MORE" (2:19) [Brujem BMI—McEachin, Zackery]  
THE FURYS (Mack IV 112)

This sensational new teen beat arrangement of the oldie, "Zing! Went The Strings of My Heart," should have the tune making the chart rounds once again. It's done with a thumping, hully gully-like spirit by the Furys, who receive a bright musical backdrop. Could be a top-ten'er for the Infinity-distributed label. More of the same happy beat on the tearful undercut.

THE DOUBLE IV (Capitol 4902)

(B+) "MAGIC STAR (Telstar)" (2:20) [Campbell—Connelly ASCAP-MEEK] Exciting vocal reading of the smash English tune, "Telstar," which includes an instrumental setting sound that's much like the original hit by The Tornados (London). There's another vocal rendition by Kenny Hollywood (London).

(B+) "IS THERE ANYTHING I CAN DO FOR YOU?" (2:10) [Campbell—Connelly ASCAP-Daniels] Team gets a chance to display its outstanding pop-jazz feel on a delightful romantic. Could come up with big deejay time.

SHAWN ELLIOT (Diamond 130)

(B+) "SINCERELY & TENDERLY" (2:19) [Wilkay & Lloyd & Logan BMI—Meshel, Altman] Title is an apt description of the way the affectionate is handled by the warbler. Warmth also stems from the pretty ork-chorus backing, which also includes a softie triplets sound. Nice-sounding romantic.

(B) "WHY DON'T YOU LOVE ME ANY MORE" (2:30) [Tobi-Ann & Lloyd & Logan BMI—Elliot] Somewhat similar goings-on, though the theme is a plaintive one.

MARTY FILLER (Taurus 360)

(B+) "YEA, BOM, DOM, DE DUBI, DUBI, DOM" (2:34) [Sebiniano ASCAP—Goldman, Levy] Fella wants to patch up a broken romance in this sprightly rock-a-cha outing by the chanter. Attention-getting highlight—as you can guess from the title—are the moments devoted to going over the title. Can make noise.

(B) "PRETTY LITTLE JOANIE" (2:40) [Sebiniano ASCAP—Goldman, Catalano] Speedy-rock name-song affair.

THE KING PINS (Federal 12480)

(B) "BELIEVE IN ME (It's Gossip—It's a Rumor)" (2:55) [Pandora BMI—McCorkle] Despite the word that's going around, the fella declares he has no intention of making a fool out of his flame in this bright blues issue. It's topped by a bouncy combo pose.

(B) "DON'T WAIT PRETTY BABY" (2:20) [Sonlo BMI—Reese, Thompson] Another blues item on the upbeat.

THE BEL-LARKS (Ransom 5001)

(B+) "SATISFIED" (2:05) [Jeneva-Audicon BMI—King, Kelly] A songteam loaded with teen know-how makes a colorful stand here. Lead does his semi-belt chore against lots of exciting chants and musician bits. The Syracuse-based waxery could have something with this sock session.

(B) "A MILLION & ONE DREAMS" (2:27) [Scott-Hilton—Allen, Ransom, Smith] Good memory-lane warbling by the guys. An instrumental team called The Eternals back-up on both ends.

KENNY MILLER (20th Fox 315)

(B+) "YOUNG GUNS OF TEXAS" (2:20) [Bert Shefter ASCAP—Herring, Sawtelle, Shefter] Flick main-title gets a robust reading from the songster and his big-sounding ork-chorus backing, under Hank Levine's direction. Good folk-type excitement.

(C+) "A ROLLIN' STONE" (2:10) [Robbins ASCAP—Russell, Newman] Light-beat item also with a folk feel.

THE SOCIALITES (Arrawak 1004)

(B) "THE CLICK" (2:20) [Enormis & Garrawak BMI—Anthanio] Now's the time to do the Click, yet another teen dancefloor idea, says the lead femme in this fine upbeat blues item. Other larks and musicians ably accompany. Diskery is located in The Bronx, N.Y. as a division of May Electronics.

(B) "JIMMY" (2:22) [Enormis & Garrawak BMI—Anthanio] Feelingful lost-love name-song date.

JERRY MODINE (Mercury 72066)

(B) "A STRANGER TO ME" (1:50) [Sherman-DeVorzon BMI—Modine] Colorful rock-a-cha romantic issue from the vocalist and the ork-chorus. It relates a tale of a guy who discovers that a gal he thought would not give him a tumble really digs him.

(B) "BLUE DENIM" (2:20) [Sherman & DeVorzon BMI—Modine] A 17-year-old fella looks into himself in this nice easy-beat item.

JIMMY LUKE (Razorback 104)

(B) "RUBY RABY" (2:08) [Patricia BMI—Magill] Oldie is revived with a Presley-like rock-a-billy touch by the songster and his combo-chorus backing. Diskery is based in Newport, Ark.

(B) "YOU ARE MY SUNSHINE" (2:15) [Peer Int'l BMI—Davis] Infectious reading of the ever-green, currently getting chart action via Ray Charles' single.

RUNE OVERMAN (Parkway 859)

(B+) "MADISON PIANO" (2:36) [Cameo-Parkway BMI—Overman] Infectious keyboard-led rockin' in Madison-step style. Effective sax and chorus work is also part of the worthy-sounding proceedings. Date could come-up with important exposure.

(B) "BIG BRASS BOOGIE" (2:10) [Cameo-Parkway BMI—Vein] Guitar & sax play major roles in this romp that spotlights—via a teen format—one of favorite pop sounds of the early 40's.

THE APPEGGIOS (Aries 001)

(B) "MARY" (1:57) [Prompt BMI—] Mary's not a grand old name in this lively blueser from the songsters, who tell of a guy who's not being treated kindly by a gal named Mary. Label does business out of Los Angeles.

(B) "I'LL BE SINGING" (2:24) [Prompt BMI—] Warm blues affectionate warble from the lead.

### POLKA

TONY OMERZO (Jay Jay 277)  
"Wine Glass Polka"/"Quack Quack Polka"

L'IL WALLY (Jay Jay 279)  
"How Can I Forget"/"Happy Cousins Polka"

EDDIE ZIMA (Jay Jay 278)  
"Forgive Me Waltz"/"Polka Festival"

### JAZZ

IKE QUEBEC (Blue Note 1876)  
"Blue Samba Parts 1 & 2"

THREE SOUNDS (Blue Note 1855)  
"You Are My Sunshine"/"Nothin' But The Blues"

HORACE SILVER QUINTET (Blue Note 1872)  
"Sayonara Blues Parts 1 & 2"

### GOSPEL

SMITH SISTERS (Gospel 100)  
"Oh God, My Saviour"/"God Is God"

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**TWO GREAT SIDES  
FROM THE TRIO'S  
FIRST HIT ALBUM  
OF 1963 (S)T. 1809**





# TROUBLE IS MY MIDDLE NAME

BOBBY VINTON

5-9561

# DON'T WAIT TOO LONG

ERMA FRANKLIN

5-9559

# Okeh

# I'LL RELEASE YOU

TED TAYLOR

4-7165

# BLACK PEPPER WILL MAKE YOU SNEEZE

ROY LEE JOHNSON

4-7160



# RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO JANUARY 2ND)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
26 %	How Much Is That Doggie In The Window	Baby Jane & Rockabyes	U.A.	42%
21 %	High Up On The Hill	Patti Page	Mercury	21%
21 %	Proud	Johnny Crawford	Del-Fi	76%
20 %	I Wanna Be Around	Tony Bennett	Columbia	47%
19 %	Magic Star	Margie Singleton	Mercury	36%
19 %	He's Sure The Boy I Love	Crystals	Philles	81%
18 %	Loop De Loop	Johnny Thunder	Diamond	88%
18 %	Lone Teen Ranger	Jerry Landis	Amy	18%
18 %	Cinnamon Cinder	Pastel Six	Zen	61%
17 %	As Long As She Needs Me	Sammy Davis, Jr.	Reprise	17%
17 %	Hey Paula	Paul & Paula	Philips	71%
16 %	The Same Old Hurt	Burl Ives	Decca	16%
16 %	Willie Can	Sue Thompson	Hickory	96%
16 %	Settle Down	Peter, Paul & Mary	Warner Bros.	16%
15 %	Java	Floyd Cramer	RCA Victor	67%
15 %	You've Really Got A Hold On Me	Miracles	Tamla	15%
15 %	Carryin' The Load	Ray Charles	ABC Par.	15%
14 %	Mama Oom Mow Mow	Rivingtons	Liberty	14%
14 %	Would It Make Any Difference	Etta James	Argo	14%
13 %	Nobody But Me	Isley Brothers	Wand	13%
13 %	Leavin' On Your Mind	Patsy Cline	Decca	13%
12 %	Change Of Heart	Tommy Boyce	RCA Victor	12%
12 %	I Will Live My Life For You	Tony Bennett	Columbia	38%
11 %	Ain't Gonna Kiss Ya	Ribbons	Marsh	31%
11 %	Rhythm Of The Rain	Cascades	Valiant	11%
11 %	I'm Gonna Be Warm This Winter	Connie Francis	MGM	51%
10 %	Walk Right In	Rooftop Singers	Vanguard	93%
10 %	What To Do With Laurie	Mike Clifford	U.A.	96%
10 %	Hula Hula Dancin' Doll	Trade Martin	Coed	46%

### LESS THAN 10% BUT MORE THAN 5%

TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE
Little Tawn Flirt	Del Shannan (Bigtop)	95%	I Wan't Ga Away Little Bay	Jennie Smith (Conadian-American)	8%	Mama Didn't Lie	Jan Bradley (Chess)	8%
Help Me Pick Up The Pieces	Joey Dee (Roulette)	16%	Every Day I Have To Cry Some	Steve Aloimo (Chess)	28%	Laugh Or Cry	Toni Fisher (Smosh)	7%
I'd Rather Be In Yaur Arms	Duprees (Coed)	9%	Shoke Sherry	Cantaurus (Gordy)	8%	Petticaots Fly	Ploymates (Roulette)	6%
The Gypsy Cried	Lou Christie (Raulette)	8%	Mr. Caal	Champs (Challenge)	7%	Blame It On The Basso Navo	Eydie Gorme (Columbio)	13%

*and Tony*

Everyone Agrees:



**CASH BOX**—Pick Of The Week

**BILLBOARD**—Spotlight Single

**MUSIC REPORTER**—Single Scoop

**MUSIC VENDOR**—Single Pick

**BILL GAVIN**—Headliner Of The Week

**VARIETY**—Top Single Of The Week

*The Hit Side Of*

**TONY BENNETT'S**

*New Single...*

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

COLUMBIA 4-42634



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**MAMA DIDN'T LIE**  
JAN BRADLEY  
CHESS 1845

CLARENCE  
HENRY'S  
**THE JEALOUS  
KIND**  
ARGO 5426

**LONELY BABY**  
TY HUNTER  
CHECKMATE 1015

**WOULD IT MAKE  
ANY  
DIFFERENCE**  
ETTA JAMES  
ARGO 5430

**BOSSA  
NOVA BIRD**  
THE DELLS  
ARGO 5428

**EVERY DAY I  
HAVE TO CRY**  
STEVE ALAIMO  
CHECKER 1032

**CHESS** PRODUCING  
CO  
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Chicago 16, Ill.

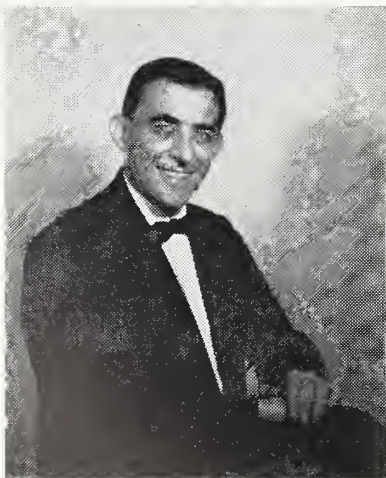
## BIOS FOR DEEJAYS

### Floyd Cramer



Long responsible for ace piano accompaniment on behalf of many Victor artists, Floyd Cramer in 1960 stepped out as a star in his own right with his own piano composition "Last Date." Born in Shreveport, La., on October 27, 1933, Cramer was five years old when he began to show interest in music and his family bought him a piano. He began playing by ear even before he actually started taking music lessons. When he graduated from school, Cramer joined the Louisiana Hayride. He accompanied many leading stars. In 1955, Cramer joined the Grand Ole Opry. One of the first big records of his which featured his piano was Presley's "Heartbreak Hotel." After "Last Date," Floyd clicked with "On The Rebound" and "San Antonio Rose." Presently he's riding the charts with "Java."

### Joe Harnell



Joe Harnell, who is currently riding the Top 100 in the #63 slot with "Fly Me To The Moon" on Kapp, began playing the piano when he was only six years old. By the time he was fourteen, Harnell had formed his own dance band. After completing undergraduate work at the University of Miami, he continued studies at Trinity College of Music in London followed by four years instruction with Aaron Copland.

Through the years, Joe has emerged as one of the industry's most respected pianist-arranger-conductor. He has arranged, played and conducted pop, Latin and classical albums and served as musical director for such stars as Jane Morgan, Peggy Lee, Jane Froman and Robert Goulet.

While on location recently in Canada for a film, Joe was involved in a major automobile accident. He was told that he would never play again. However, after a series of grafting operations his injured right hand was saved.

The artist's current chart-rider represents his first release after the accident.



## PLATTER SPINNER PATTER

The 50 youngsters at Memphis Boys Town had a merrier Christmas this year, thanks to the WMPS "Trailer For Toys" promotion. The promotion was conducted a few days prior to Xmas. Using the mobile news unit, the WMPS deejays pulled the trailer to different locations to collect toys donated by listeners. The listeners were asked to call the station if they wanted to donate toys. The name and address of each donor was announced "on-the-air" and was mentioned by the spinner who was driving the mobile unit. He would then drive to the address and collect the donation. At the end, the trailer was full of toys from bicycles to toy cars . . . and there were 50 happy boys at Boys' Town on Christmas. . . . Another interesting seasonal promo conducted by the outlet was the "Letter to Santa" stunt. In this promotion the WMPS listeners were asked to send letters to Santa in care of the station, telling of needy families in the Memphis area, and why they thought each family should have a merry Christmas. Hundreds of letters were received and 25 of them were selected by the outlet's judges to be the recipients of 25 Morrell E-Z Cut hams. The hams were delivered on December 20th and 21st. Each family was not aware that they had won until the hams were delivered.

KHJ-Hollywood presented a special Christmas "sing along" two days before Xmas, with producer-announcer Cal Milner playing Mitch Miller, Ray Charles, Pete King Chorale and Ray Conniff Singers' albums. Listeners phoned in requests, stated they were actually singing along with the station's music. On Christmas Eve, KHJ broadcast seven consecutive hours of yuletide records, including the traditional season carols as well as novelty tunes, plus the late Ronald Coleman as Scrooge and Loretta Young telling the story of "The Littlest Angel." The station adhered to a "no commercial" policy on Christmas Day, and also aired special seasonal messages from leading clergymen, political figures and southern Californian servicemen and women stationed overseas.

The Southern California Record Industry Promoters, recently formed in Hollywood, will honor Larry McCormick of KGFJ-Los Angeles as the Deejay of the Month, at their Monday, January 7 meeting at the Villaa Capri.

WLS-Chicago has shown a steady rise in sales since acquisition of the station by the American Broadcasting Company in May, 1960. According to Armand Belli, sales manager, November was recorded as the greatest single month, with sales hitting a new high. Belli attributes the peak in sales in part to a consistent climb in ratings, that has shown the station to be among the top three stations in the Windy City market for the past year.

WXYZ-TV-Detroit will begin on-the-air editorials this year as a means of giving new dimension and depth to channel seven's coverage of community issues. The editorials will be delivered on the air by John F. Pival, topper of the station, expressing the views of WXYZ's management editorial board. The board is composed of Pival; John Gilbert, veep; Dick Femmel, editorial director; George Trendle, Jr., station attorney; Ken Layden; TV promo manager; and Leo Collins, radio promo manager. The editorials will not necessarily be scheduled on a daily basis, but they will be presented when the board decides that issues in the community warrant an expression of WXYZ opinion. To ready itself for this new obligation of public service, the sta-

tion recently created an editorial department to research, write editorials and to represent WXYZ with government, civic, labor, management and community leaders.

KDKA-Pittsburgh devoted two hours on New Year's Eve to reviewing news development of 1962. "Pittsburgh '62," roundup of district happenings, was presented from 8 to 9 PM, Monday, December 31. It was followed from 9 to 10PM by the year-end world and national review prepared by the KDKA-Westinghouse Broadcasting Company news staff in Washington. Jim Snyder and Sid Davis narrated.



LARRY McCORMICK  
KGFJ-Los Angeles

Cleveland Broadcasting, Inc. owners of WERE-Cleveland announced last week it has received word that the FCC has approved purchase of KFAC-Los Angeles. The purchase was announced last August following negotiations between Ray T. Miller, Jr., prexy of the Cleveland company, and E. L. Cord, owner of the Los Angeles firm. Miller, in making this announcement, reiterated his statement of last August that no changes in personnel are to take place and that programming plans call for maintaining KFAC's current programming image.

All of New York's seven daily newspapers will survive the economic impact of the current strike was the conclusion drawn by Mike Wallace at the completion of a recent week-long investigative news assignment for Westinghouse Broadcasting Company and WINS-New York. Wallace also predicted that New York's morning papers would soon up newsstand prices to 10 cents. This in-depth coverage of the economic situation of New York newspaper business is the first of several assignments to be undertaken by Wallace for expanded WINS news during the current newspaper strike. To develop his story, Wallace talked to newspaper owners, publishers, editors and reporters, union leaders, advertisers and their agencies, and a cross-section of newspaper readers.

#### VITAL STATISTICS:

Larry Barwick, formerly on KOMA-Oklahoma City, is now with KXLY-Spokane . . . Al Troxler holding down a deejay-operations manager spot on WOSL-Kissimmee, Florida . . . Chuck James is a new addition to the air staff of WDAS-Philadelphia . . . Colson Mills is now associated with WINZ-Miami.



# MANCINI SCORES AGAIN!

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Seventy Six Trombones



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GO BIG ON "OUR MAN" MANCINI! # **8120**\*

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## TOP 50 IN R&B LOCATIONS

		POS. LAST WEEK
1	LIMBO ROCK Chubby Checker (Parkway 849)	1
2	HOTEL HAPPINESS Brook Benton (Mercury 720SS)	3
3	YOU ARE MY SUNSHINE Ray Charles (ABC Paramount 10375)	2
4	TWO LOVERS Mary Wells (Motown 1035)	6
5	TELL HIM Exciters (United Artists 544)	8
6	UP ON THE ROOF Drifters (Atlantic 2162)	9
7	ZIP-A-DEE-DOO-DAH Bob B. Soxx & Blue Jeans (Phillys 107)	4
8	RELEASE ME Little Ester Phillips (Lenox 5555)	5
9	DON'T MAKE ME OVER Dione Warwick (Scepter 1239)	12
10	DEAR LONELY HEARTS Nat "King" Cole (Capitol 4870)	7
11	EVERYBODY LOVES A LOVER Shirrelles (Scepter 1243)	10
12	SEE SEE RIDER Lavern Baker (Atlantic 2167)	12
13	KEEP YOUR HANDS OFF MY BABY Little Eva (Dimension 1003)	11
14	TELSTAR Tornadoes (London 9561)	15
15	MY MAN—HE'S A LOVIN' MAN Betty Levett (Atlantic 2160)	16
16	CHAINS Cookies (Dimension 1002)	14
17	MY WIFE CAN'T COOK Lonnie Russ (4-J 501)	20
18	WOULD IT MAKE ANY DIFFERENCE TO YOU Etta James (Argo 5430)	21
19	JELLY BREAD Booker T. & MG's (Stax 131)	24
20	WIGGLE WOGGLE Les Cooper (Everlast 5019)	18
21	SHAKE SHERRY Contours (Gordy 7012)	22
22	CINNAMON CINDER Pastel Six (Zen 102)	31
23	DON'T HANG UP Orlons (Cameo 231)	19
24	HE'S SURE THE BOY I LOVE Crystals (Phillys 109)	33
25	CALL ON ME Bobby Bland (Duke 360)	35
26	BIG GIRLS DON'T CRY 4 Seasons (VeeJay 465)	17
27	DESAFINADO Stan Getz & Charlie Byrd (Verve 10260)	23
28	THAT'S THE WAY LOVE IS Bobby Bland (Duke 360)	32
29	YOU'VE GOT A HOLD ON ME Miracles (Tamla 54073)	25
30	LOOP DE LOOP Johnny Thunder (Diamond 129)	43
31	STRANGE I KNOW Marvelettes (Tamla 56072)	29
32	YOU'RE GONNA NEED ME Barbara Lynn (Jamie 1240)	27
33	RIDE Dee Dee Sharp (Cameo 231)	28
34	YOU THREW A LUCKY PUNCH Gene Chandler (Vee Jay 468)	26
35	SPANISH LACE Gene McDaniels (Liberty 55510)	30
36	TROUBLE IN MIND Aretha Franklin (Columbia 42622S)	34
37	RED PEPPER Roosevelt Fountain & Pens of Rhythm (Prince-Adams 447)	42
38	ALL ABOUT MY GIRL Jimmy McGriff (Sue 777)	—
39	SOMEONE, SOMEWHERE Junior Parker (Duke 357)	39
40	LET ME GO THE RIGHT WAY Supremes (Motown 1034)	36
41	WILD WEEKEND Rockin' Rebels (Swan 4125)	46
42	M.G. BLUES Jimmy McGriff (Sue 777)	47
43	CHICKEN FEED Bent Fabric (Atco 6245)	45
44	MAMA DIDN'T LIE Jan Bradley (Chess 1845)	48
45	BOSSA NOVA BIRD Dells (Argo 5428)	38
46	YOUR CHEATIN' HEART Ray Charles (ABC Paramount 10375)	37
47	LET'S GET TOGETHER Jimmy Reed (Vee Jay 473)	—
48	THESE GOLDEN RINGS Jive Five (Bel-tone 2029)	40
49	POPEYE WADDLE Don Covay (Cameo 7239)	—
50	THE JEALOUS KIND Clarence Henry (Argo 5426)	49



## JUKE BOX OPS' RECORD GUIDE

### ACTIVE with OPS

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

**HOW DO YOU TALK TO AN ANGEL**  
Etta James (Argo 5430)

**HONEYSUCKLE ROSE**  
Jimmy Smith (Blue Note 1852)

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

**LET ME ENTERTAIN YOU**  
Ray Anthony (Capitol 4876)

**MR. COOL**  
Champs (Challenge 9180)

**WELCOME HOME**  
Frankie Avalon (Chancellor 1125)

**HULA HULA DANCING DOLL**  
Trade Martin (Coed 573)

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

**I WANNA BE AROUND/  
I WILL LIVE MY LIFE FOR YOU**  
Tony Bennett (Columbia 42634)

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

**FROM THE BOTTOM OF MY HEART**  
Jerry Vale (Columbia 42637)

**LONELIEST GIRL IN TOWN**  
Linda Scott (Congress 108)

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

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

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

**MISERLOU**  
Dick Dale (Del-Tone 5019)

**BLUES STAY AWAY FROM ME**  
Pat & Shirley Boone (Dot 16406)

**OO-LA-LA-LIMBO**  
Danny & Juniors (Guyden 2076)

**WILLIE CAN**  
Sue Thompson (Hickory)

**LET THE FOUR WINDS BLOW**  
Sandy Nelson (Imperial 5904)

**KNOCKERS UP (EP)**  
Rusty Warren (Jubilee JGM 2029)

**DO YOU HEAR WHAT I HEAR?**  
Harry Simeone Chorale (Mercury 72065)

**BALLAD OF LOVER'S HILL**  
Teresa Brewer (Philips 40077)

**RED PEPPER**  
Roosevelt Fountain (Prince-Adams 447)

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

**IN BETWEEN YEARS**  
James MacArthur (Scepter)

**HITCH HIKE**  
Marvin Gaye (Tamla 54075)

**NOBODY BUT ME**  
Isley Bros. (Wand 131)

### NEW ADDITIONS to TOP 100

- 84—I'M A WOMAN  
Peggy Lee (Capitol 4880)
- 85—ALL ABOUT MY GIRL  
Jimmy McGriff (Sue 777)
- 87—AL DI LA  
Cannie Francis (MGM 13116)
- 89—A GYPSY CRIED  
Lou Christie (Roulette 4457)
- 90—MAYBE YOU'LL BE THERE  
Billy & The Essentials (Jamie 1239)
- 91—RHYTHM OF THE RAIN  
Cascades (Valiant 6026)
- 92—JELLY BREAD  
Booker T. & MG's (Stax 131)

- 93—MAMA DIDN'T LIE  
Jan Bradley (Chess 1845)
- 95—I NEED YOU  
Rick Nelson (Imperial 5901)
- 98—BOSSA NOVA, U.S.A.  
Dave Brubeck (Columbia 42651)
- 99—LITTLE WHITE LIES  
Kenjolaire (A & M 704)
- 100—EVERYDAY I HAVE TO CRY  
Steve Alaimo (Checker 1032)
- 100—PEPPERMINT MAN  
Dick Dale & Deltones (Del-Tone 5020)

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THE WINDOW**

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**REMEMBER ME**  
(I'm The One Who Loves You)  
b/w  
**TIME IS NOT ENOUGH**  
C-1129

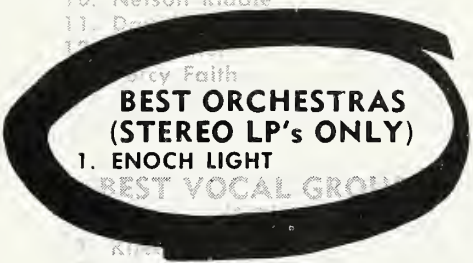
**Chancellor**  
Distributed by ABC-PARAMOUNT RECORDS, Inc.

# COMMAND!

## in a class by itself!

### TOP ALBUMS & ALBUM ARTISTS of 1962

BEST MALE VOCALIST (LP's)	BEST FEMALE VOCALIST (LP's)	BEST NEWCOMERS (LP's) VOCAL GROUPS	BEST B'WAY CAST LP's
1. RAY CHARLES	1. JOAN SAEZ	1. PETER, PAUL & MARY	1. CAMPBELL (Columbia)
2. ELVIS PRESLEY	2. JUDY GARLAND	2. FOUR SEASONS	2. THE FLYING DUTCHMAN (Columbia)
3. CHUBBY CHECKER	3. CONNIE FRANCIS	3. NEW CHRISTY MINISTERS	3. SO FINE (Columbia)
4. Frank Sinatra	4. Brenda Lee	<b>BEST ORCHESTRA (LP's)</b>	4. 100% STRIKE (Columbia)
5. Johnny Mathis	5. Nancy Wilson (with Cannon Ball Adderley)	1. LAWRENCE WELK	5. JILL S. (Columbia)
6. Andy Williams	6. Dinah Washington	2. RAY CONNIFF	6. OLYMPIA (Columbia)
7. Dion	7. Ella Fitzgerald	3. DAVID ROSE	7. How To Succeed In A (Columbia)
8. Harry Belafonte	8. Timi Yuro	4. Billy Vaughn	8. Stop Time (World)
9. Tony Bennett	9. Leslie Uggams	5. Henry Mancini	9. Music (Capitol)
10. Bobby Rydell	10. Connie Stevens	6. Manzanari	10. Mr. President (Columbia)
11. Johnny Tillotson	<b>BEST INSTRUMENTALISTS &amp; COMBOS (LP's)</b>	7. Ray Anthony	11. Carnival (Columbia)
12. Roy Orbison	1. SANDY NELSON	8. Geri Kaempfert	
13. Nat Cole	2. ACKER BILK	9. Bob Moore	<b>BEST COMEDY ARTISTS (LP's)</b>
14. Burl Ives	3. FERRANTE & TEICHER	10. Nelson Riddle	1. QUINN-TARPEN
15. Bobby Vee	4. Kenny Ball	11. Don	2. LOU BRITTON
16. Jimmy Dean	5. Earl Grant	12. Nancy Faith	3. BILL DANA
17. Rick Nelson	6. Ace Cannon	<b>BEST ORCHESTRAS (STEREO LP's ONLY)</b>	4. David Gardner
18. Paul Anka	7. Ventures	1. ENOCH LIGHT	5. RAY BURNETT
19. Vic Damone	8. Martin Denny	<b>BEST VOCAL GROUPS</b>	6. Shirley Bond
20. Gary U.S. Bonds	9. Roger Williams	1. KING	7. Louie Bellini
21. Bobby Darin	10. Peter Nero	2. LETTER MEN	8. Mike Douglas
22. Sammy Davis	11. Bent Fabric	3. ISRAEL	9. The Muppet Show
23. Walter Brennan	12. Bill Black	4. MITCH	10. The Muppet Show
24. Bing Crosby	<b>BEST NEWCOMERS (LP's) MALE VOCALIST</b>	5. THE 5 RINGS	
25. Jim Reeves	1. JOEY DEE	6. THE 5 RINGS	<b>BEST B'WAY CAST LP's</b>
26. Jimmy Reed	2. GEORGE STRANDBERG	7. THE 5 RINGS	1. THE FLYING DUTCHMAN (Columbia)
27. Brook Benton	3. JOHN VINTON	8. THE 5 RINGS	2. THE FLYING DUTCHMAN (Columbia)
28. John Zacherley	4. Vic Davort	9. THE 5 RINGS	3. THE FLYING DUTCHMAN (Columbia)
	5. Robert Gordon	10. THE 5 RINGS	4. THE FLYING DUTCHMAN (Columbia)
	6. George Chafin	11. THE 5 RINGS	5. THE FLYING DUTCHMAN (Columbia)
	7. Bobby Mitchell	12. THE 5 RINGS	6. THE FLYING DUTCHMAN (Columbia)
	8. Bruce Forsyth		7. THE FLYING DUTCHMAN (Columbia)
	9. Sergio Franchi		8. THE FLYING DUTCHMAN (Columbia)



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**Command that puts it in a class by itself?**

Yes, of all the albums only Command rates its own special classification. And rightfully so! This big, brilliant sound of Command is in a class by itself. The Command technique of master recording originals on 35 mm magnetic film now makes it possible to produce sound of such realism and clarity it is almost unbelievable. Sound so great Command averages more sales per album than does any other record company in the industry. With Enoch Light leading the way, Command has been chosen in the Cashbox Selection of Top Albums and Artists as the BEST STEREO ORCHESTRA OF 1962 . . . in a class by itself!

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## Decca Inks Johnnie Ray



NEW YORK—Decca Records recently signed Johnnie Ray to a long-term exclusive recording pact. The songster will do all of his cutting in Nashville under the A&R supervision of Owen Bradley. His first single on Decca will be released next week. Standing (left to right) in the above pic are Bernie Lang, the artist's manager; Len Salidor, Decca ad-promo head; Marty Salkin, label veep; Ray and Leonard Schneider, exec veep of the diskery.

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Hike"**

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## ALBUM PLANS

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

### AUDIO FIDELITY

Consumer can buy an AF LP at 1/2 off suggested list if he buys another at the regular price. Dealer buys 3 gets 1 free. Expires: Feb. 15.

### BLUE NOTE

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

### CAMAY

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

### CAPITOL

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

### FIRE/FURY

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

### HORIZON

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

### KING

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

### LIBERTY

10% cash discount off the face of the invoice on all dealer orders; an extra 5% discount authorized on individual dealer orders of 200 or more LP units; 100% exchange privilege, with merchandise exchangeable after July 1, 1963. Payments: 1/2 March 10, 1/2 April 10. Expires: Feb. 15.

### NASHBORO

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

### PHILIPS

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

### PRESTIGE

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

### PRESTIGE/INTERNATIONAL

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

### REQUEST

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

### SONODOR

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

### STARDAY

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

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# Cash Box Best Selling Albums

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—JANUARY 12, 1963

## MONAURAL

## STEREO

MONAURAL		STEREO	
Pos. Last Week	Album	Pos. Last Week	Album
1	● THE FIRST FAMILY Vaughn Meader & Other Artists (Cadence CLP 3060; 25060)	1	WEST SIDE STORY Film Track (Columbia OS-2070)
2	● MY SON THE FOLK SINGER Allan Sherman (Warner Bros. W 1475; WS 1475)	2	JAZZ SAMBA Stan Getz & Charlie Byrd (Verve V6 8432)
3	● WEST SIDE STORY Film Track (Columbia OL 5670; OS 2070)	3	MUSIC MAN Original Filmtrack (Warner Brothers WS 1459)
4	● GIRLS, GIRLS, GIRLS Elvis Presley (RCA Victor LPM 2621; LSP 2621)	4	GIRLS, GIRLS, GIRLS Elvis Presley (RCA Victor LSP 2621)
5	● PETER, PAUL & MARY (Warner Bros. W 1449; WS 1449)	5	PETER, PAUL & MARY Warner Bros. (Warner Bros. WS 1449)
6	● JAZZ SAMBA Stan Getz & Charlie Byrd (Verve V-8432; V6 8432)	6	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CL 1869; CS 8669)
7	● MUSIC MAN Original Filmtrack (Warner Brothers WB 1459; WS 1459)	7	RAMBLIN' ROSE Nat "King" Cole (Capitol ST 1793)
8	● I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CL 1869; CS 8669)	8	STOP THE WORLD— I WANT TO GET OFF Original B'way Cast (London AMS 88001)
9	● ALLEY CAT Beat Fabric (Atco 33-148; SD 33-148)	9	OLIVER! B'way Cast (RCA Victor LSOD 2004)
10	● JOAN BAEZ IN CONCERT (Vanguard VRS 9112; VSD 2122)	10	MOON RIVER Andy Williams (Columbia CS 8609)
11	● MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Vol. II Ray Charles (ABC Paramount ABC 435; ABCS 435)	11	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC VOL II Ray Charles (ABC Paramount ABCS 435)
12	● MOON RIVER Andy Williams (Columbia CL 1809; CS 8609)	12	THE SOUND OF MUSIC B'way Cast (Columbia KOS-2020)
13	● STOP THE WORLD— I WANT TO GET OFF Original B'way Cast (London AM 58001; AMS 88001)	13	A TASTE OF HONEY Martin Denny (Liberty LST 7237)
14	● OLIVER Original B'way Cast (RCA Victor LMOD 2004; LSOD 2004)	14	MR. PRESIDENT Original B'way Cast (Columbia KOS 2270)
15	LIMBO PARTY Chubby Checker (Parkway P 7002)	15	MY SON THE FOLK SINGER Allan Sherman (Warner Bros. WS 1475)
16	SHERRY Four Seasons (Vee Jay LP 1053)	16	CAMELOT B'way Cast (Columbia KOS-3021)
17	● RAMBLIN' ROSE Nat "King" Cole (Capitol T 1793; ST 1793)	17	MOON RIVER & OTHER GREAT FILM THEMES Mantovani (London PS 249)
18	● PEPINO THE ITALIAN MOUSE Lou Monte (Reprise R 6058; R9 6058)	18	RAPTURE Johnny Mathis (Columbia CS 8715)
19	● NEW FRONTIER Kingston Trio (T 1809; ST 1809)	19	HATARI! Henry Mancini (RCA Victor LSP 1459)
20	● WARM AND WILLING Andy Williams (Columbia CL 1879; CS 8679)	20	BIG BAND BOSSA NOVA Stan Getz (Verve V6 8494)
21	● MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles (ABC Paramount (ABC 410; ABCS 410)	21	WARM & WILLING Andy Williams (Columbia CS 8679)
22	● MR. PRESIDENT Original B'way Cast (Columbia KOL 5870; KOS 2270)	22	NEW FRONTIER Kingston Trio (Capitol ST 1809)
23	● RAPTURE Johnny Mathis (Columbia CL 1915; CS 8715)	23	CAROUSEL Alfred Drake & Roberta Peters (Command SD 843)
24	● THE TWO SIDES OF THE SMOTHERS BROTHERS (Mercury MG 20675; SR 60675)	24	JOAN BAEZ IN CONCERT (Vanguard VSD 2122)
25	RUSTY WARREN IN ORBIT (Jubilee 2044)	25	NEW CHRISTY MINSTRELS (Columbia CS 8672)
26	● MILLION SELLER SONGS Andy Williams (Cadence 3061; 25061)	26	COLORFUL PETER NERO (RCA Victor LSP2618)
27	● NEW CHRISTY MINSTRELS (Columbia CL 1872; CS 8672)	27	PEPINO THE ITALIAN MOUSE Lou Monte (Reprise R9 6058)
28	● HATARI! Henry Mancini (RCA Victor LPM 2559; LSP 2559)	28	BIG BAND BOSSA NOVA Enoch Light (Command RS 844 SD)
29	● DEAR LONELY HEARTS Nat "King" Cole (Capitol T 1838; St 1838)	29	SNOWBOUND Ferrante & Teicher (United Artists UAS 6233)
30	● MOVIN' Peter Paul & Mary (Warner Bros. WB 1473; WS 1473)	30	ADVENTURES IN JAZZ Stan Kenton (Capitol ST1796)
31	● A TASTE OF HONEY Martin Denny (Liberty LRP 7237; LSP 7237)	31	SINCERELY YOURS Robert Goulet (Columbia CS 8731)
32	● MY SON THE CELEBRITY Allan Sherman (Warner Bros. WB 1487; WS 1487)	32	MR. PIANO Roger Williams (Kapp KS 3290)
33	● SINCERELY YOURS Robert Goulet (Columbia CL 1931; CS 8731)	33	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC 29 Ray Charles (ABC Paramount ABCS 410)
34	TELSTAR Tornadoes (London 3279)	34	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi (Fantasy 3337)
35	● BOBBY VEE'S GOLDEN HITS (Liberty LRP 3245; LSP 7245)	35	OLIVER/STOP THE WORLD Mantovani (London PS 270)
36	● TWO OF US Robert Goulet (Columbia CL 1826; CS 8626)	36	MUTINY ON THE BOUNTY Soundtrack (MGM S T E 4)
37	● MANY MOODS OF BELAFONTE Harry Belafonte (RCA Victor LPM 2547; LSP 2547)	37	DEAR LONELY HEARTS Nat "King" Cole (Capitol ST 1838)
38	● SURFIN' SAFARI Beach Boys (Capitol T1808; ST1808)	38	GYPSY Soundtrack (Warner Bros. WS 1480)
39	BIGGEST HITS Chubby Checker (Parkway 7022)	39	MOVIN' Peter, Paul & Mary (Warner Bros. WS 1473)
40	● VIVA BOSSA NOVA Laurindo Almeida (Capitol T 1759; ST 1759)	40	THE STRIPPER David Rose & Orch. (MGM SE 4062)
41	● VENTURES PLAY TELSTAR & LONELY BULL (Dalton BRP 2019; BST 8019)	41	TWO OF US Robert Goulet (Columbia CS 8626)
42	● ONLY LOVE CAN BREAK A HEART Gene Pitney (Muscor M 2003; M 3003)	42	WORKS BY CHOPIN, RACHMANINOFF, SCHUMANN & LISZT Vladimir Horowitz (Columbia KS 6371)
43	● JUMBO Movie Soundtrack (Columbia OL 5060; OS 2260)	43	LONELY BULL Tijuana Brass (A & M 101)
44	ALL THE HITS Chubby Checker (Cameo C 7014)	44	ALLEY CAT Beat Fabric (Atco SD 33-148)
45	● ALL ALONE Frank Sinatra (Reprise R 1007; R9 1007)	45	ALL ALONE Frank Sinatra (Reprise R9 1007)
46	I'VE GOT A WOMAN Jimmy McGriff (Sue 1012)	46	MANY MOODS OF BELAFONTE Harry Belafonte (RCA Victor LSP 2547)
47	● PATCHES Dickie Lee (Smash MG 27020; MGS 27020)	47	THE FIRST FAMILY Vaughn Meader & Other Artists (Cadence 25060)
48	● SOUND OF MUSIC Original Cast (Columbia KOL 5450; KOS 2020)	48	WEST SIDE STORY B'way Cast (Columbia OS 2001)
49	BIGGEST HITS, VOL. II Bobby Rydell (Cameo 1028)	49	HERBIE MANN AT THE VILLAGE GATE (Atlantic 1380)
50	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi Trio (Fantasy 3337)	50	RHAPSODY IN RHYTHM Ray Conniff (Columbia CS 8688)

● Also available in Stereo

★ Also available in EP



# ALBUM REVIEWS

## POPULAR PICKS OF THE WEEK



### "MOVING"—Peter, Paul And Mary—Warner Brothers WS 1473

Peter, Paul and Mary, who jumped from obscurity to overnight success with their previous best-selling album tagged after themselves, seem destined to score a similar triumph with this second helping of folk items. This time out the trio's distinctive, urban, dramatic sound is aptly showcased in a fine dozen of familiar and little-known tunes. Top-flight tracks include "Settle Down," "Flora" and their current single chart-riding of "Big Boat." The disk should move very rapidly.



### "OUR MAN AROUND THE WORLD"—Paul Anka—RCA Victor LSP 2614

The youthful chanter-cleffer aims his best-selling vocal talents at a bag of evergreens spiced with an international flavor. The songster struck pay dirt recently with his single, "Eso Beso," and makes a strong bid for similar success here with this top-drawer LP which includes such goodies as "Around The World," "Canadian Sunset" and "Fly Me To The Moon." Anka's legions of fans will surely go for this set.



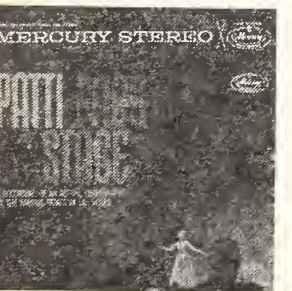
### "OUR MAN IN HOLLYWOOD"—Henry Mancini—RCA Victor LSP 2604

The very versatile and successful Henry Mancini comes up with a superb package of new, near recent and old flick themes for this very melodic offering from Victor. With a host of composing laurels to his credit, the orkster includes some of his newer film items along with some of the best by Theodorakis, Waxman and Bernstein. Classy arrangements and choral assists make for smooth listening on "Days Of Wine And Roses," "Too Little Time" and "The Wishing Star." Sure-fire chart item.



### "OUR MAN IN NEW ORLEANS"—Al Hirt—RCA Victor LSP 2607

Al Hirt has won many laurels in the past for his distinctive trumpet stylings, and this new Victor session spotlighting the artist backed up by the nine-piece swingin' brass of Marty Paich ranks as one of his best albums to date. Hirt unleashes his professional instrumental talents of fine bag of Dixieland sturdies including "New Orleans," "The Birth Of The Blues" and "Muskrat Ramble." Set seems destined to score heavily in the coin department.



### "PATTI PAGE ON STAGE"—Mercury SR60758

Here is a swinging package of Patti Page-styled vocals cut live at the Dunes in Las Vegas during her days with Mercury. The lark does some of her past biggies along with a whole batch of oldies including a happy arrangement of "The Boll Weevil Song" on which the thrush accompanies herself on the guitar. Some other lively bands are "Mockin' Bird Hill" and "Cross Over The Bridge." Plenty of excitement here for the songstress' many followers.



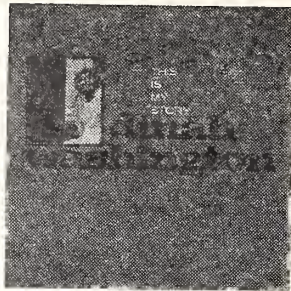
### "OUR MAN FROM ITALY"—Sergio Franchi—RCA Victor LSC2657

Sergio Franchi, whose premier LP for Victor is still riding the charts, could travel the same success route with this second stanza which is again devoted to the love songs of Italy. The tenor's power-packed voice serves him well on such favorites as "Arrivederci Roma," "Anema E Core" and "Summertime In Venice." This first-rate vocal offering is sure to swell the ranks of Franchi admirers.



### "MY COLORING BOOK"—Sandy Stewart—Colpix CP 441

Sandy Stewart, who is currently riding up the charts with "My Coloring Book," tags this ultra-commercial Colpix LP outing after the biggie and includes eleven color-oriented evergreen ballads. The lark's wide-range perfectly-controlled voice carries her in good stead as she reads "Deep Purple," "Beautiful Brown Eyes" and "Red Sails In The Sunset." Eye the package for rapid consumer acceptance.



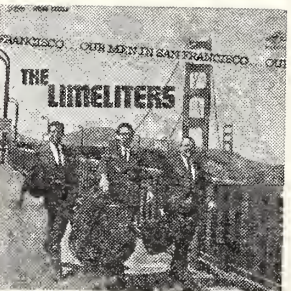
### "THIS IS MY STORY"—Dinah Washington—Mercury SRP 2603

Here's a magnificent two-disk package which musically tells the story of Dinah Washington's Mercury recording career. The first disk contains new versions of the lark's early successes cut under the direction of Quincy Jones in Dec. of 1961. Top-flight tracks here include "It Isn't Fair" and "I Wanna Be Loved." The second disk, cut in both Chicago and Gotham, boasts such past triumphs as "Harbor Lights" and "What A Difference A Day Makes." The set also includes an interesting booklet with photos and a liner by jazz critic Leonard Feather. Plenty of potential here.



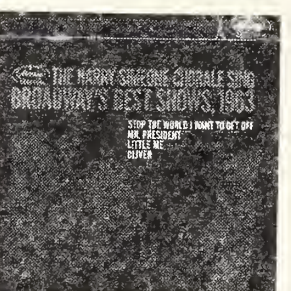
### "LET'S GO! WITH THE ROUTERS"—Warner Brothers WS1490

The Routers unleash their instrumental talent, on this debut LP from Warner Brothers which is appropriately tagged after their current chart-riding single, "Let's Go." The boys serve up a sock platter of hard-driving and pulsating numbers, some of which were penned by leader Mike Gordon. Ear-catching bands here are the title tune, "Limbo Rock," "Half Time" and "Make It Snappy." The teen dance crowd should come out strongly for the set.



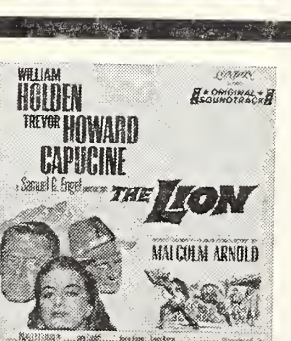
### "OUR MEN IN SAN FRANCISCO"—The Limelitters—RCA Victor LSP2609

The Limelitters have been burning up the charts this past year with their LP's and this latest offering has that same money-in-the-bank sound. Loads of musical shenanigans and tongue-in-cheek repartee by the boys makes for hilarious and entertaining listening. Best bets here are "The Wabash Cannonball," "Max Goolis" and "By The Risin' Of The Moon." The disk is a sure-fire best-seller.



### "THE HARRY SIMEONE CHORALE SING BROADWAY'S BEST SHOWS, 1963"—Mercury SR60757

The Harry Simeone Chorale has been cornering a lot of holiday coin with the Christmas LP, "Little Drummer Boy," on another label, and this tuneful session from the best of the current crop of Broadway musicals looms as a real noisemaker. Topnotch tracks here are "What Kind Of Fool Am I?" "Consider Yourself," "Empty Pockets Filled With Love" and "I've Got Your Number." The set is lively and romantic and brilliantly performed by the chorale. Eye this one for rapid consumer acceptance.



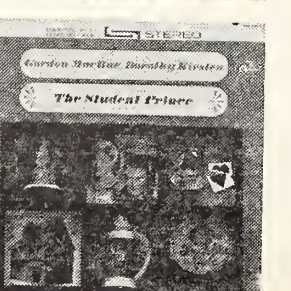
### "THE LION"—Original Soundtrack—London M76001

Malcolm Arnold composed and conducted the music for this new William Holden vehicle called "The Lion." The composer has effectively fused all the primitive African moods with the conflicting 20th century influences which dominate the drama. Arnold's scoring of the film enhances the story and subtly brings it to its conclusion. Especially fine excerpts are "Tina's Theme," "Drum Dance" and "King Dance Of Happiness." The disk is an excellent film track entry.



### "HAWAIIAN HOLIDAY"—Dick Contino—Mercury SR60753

Nimble-fingered Dick Contino temporarily sets aside his accordion to showcase his artistry on a new instrument called the Cordovox, a keyboard instrument which approximates many other instruments. Lots of lush sounds and tonal effects are created here on this melodic session of Hawaiian numbers which include the currently popular "Love Theme From Mutiny On The Bounty," "Hawaiian Wedding Song" and "My Little Grass Shack In Kealakekua Hawaii." Plenty of enjoyable listening here.



### "THE STUDENT PRINCE"—Gordon MacRae & Dorothy Kirsten—Capitol SW1841

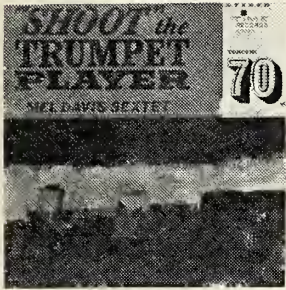
Sigmund Romberg's beautifully melodic "Student Prince" is effectively and feelingfully performed by Gordon MacRae and Dorothy Kirsten with members of the Roger Wagner Chorale, and an orchestra and chorus directed by Van Alexander. This particular Romberg show continues to be a universal favorite and this excellent version is a worthy addition to any collector's shelf. Memorable bands here are "Drinking Song," "Deep In My Heart" and "Guadeamus Igitur."

PHILIPS



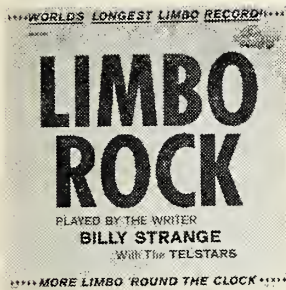
**"THE FABULOUS COUNTERPOINTS"—Philips —PHS600-068**

Here is a new vocal group from England that has garnered a lot of laurels there for its smooth pop-jazz vocals. On this Philips package, the boys step out brightly with a bag of evergreens, both ballad and upbeat, and their professional handling of these tunes marks them as an important new group. Slick sides here are "April In Paris," "Lullaby Of Broadway" and "Once In Love With Amy." The disk is sure to win them a host of new fans.



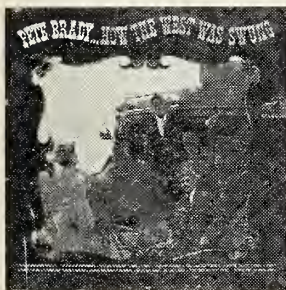
**"SHOOT THE TRUMPET PLAYER"—Mel Davis Sextet—Time S 2070**

Ace trumpeter Mel Davis showcases a fine distinctive, tasteful style on this, his premiere Time LP outing. Effectively backed up by his swingin' sextet, Davis dishes up a listenable bag of Broadway newies and sturdies and two of his own compositions with enough polish and verve to please the most discerning record buyers. Top-flight sides include "Put On A Happy Face," "The Sweetest Sounds" and "Gonna Build A Mountain."



**"LIMBO ROCK/A LOTTA LIMBO" — Billy Strange, Telstars—Coliseum CM LP 1001**

The limbo dance is rapidly growing into the proportions of a national craze, and this top-flight Coliseum LP outing featuring Billy Strange and the Telstars should sell steadily. Each side of the disk is a continuous track of the contagious, fast-moving limbo sounds. Teens and oldster alike should find loads of both terpsichorean and listening enjoyment here. A thoroughly professional effort.



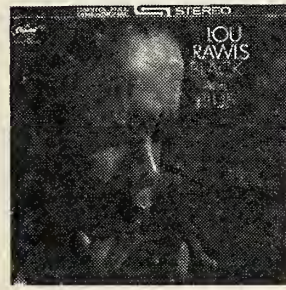
**"HOW THE WEST WAS SWUNG"—Pete Brady —RCA Victor LPM2582**

Pete Brady makes his debut on RCA Victor with a lively session of tunes with a Western flavor. A newcomer, the songster has a very distinctive vocal style that carries him in good stead as he romps through uptempo treatments of "Yellow Rose Of Texas," "San Fernando Valley" and "I'm An Old Cowhand." Solid backing by the Bob Florence band adds to the excitement of the session. This initial entry should make the chanter a host of new friends.



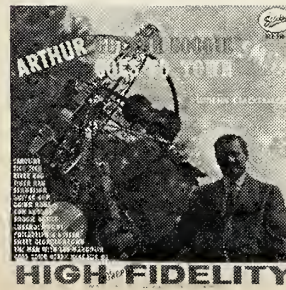
**"KENNETH MCKELLAR SINGS THE SONGS OF JOHN McCORMACK"—London SW99029**

Kenneth McKellar displays a fine tenor talent on this London session of McCormack favorites. The singer has a wide range and a bell-like tonal quality that serves him well as he delivers such oldies as "Danny Boy," "Ave Maria" and "The Rose Of Tralee." The tenor makes no effort to imitate the late McCormack but delivers each melody in a personal and feelingful manner. Top-notch vocal offering.



**"BLACK AND BLUE"—Lou Rawls—Capitol ST 1824**

In today's commercial business blues singers are becoming something of a paradox. They just don't happen any more. Lou Rawls is a delightful exception to the rule. The chanter has rich, wide-range blues voice and a sincere feelingful approach. Rawls turns in some first-rate Onzy Matthews arrangements of "Roll 'Em Pete," "St. James Infirmary" and "Kansas City." A talent to watch.



**"ARTHUR 'GUITAR BOOGIE' SMITH GOES TO TOWN"—Starday SLP216**

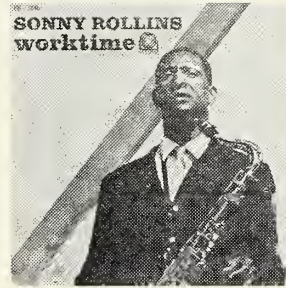
The multi-talented Arthur Smith steps out lively on an array of stringed instruments on this tuneful and melodious session on Starday. The instrumentalist-vocalist amply showcases his talents here on guitar, banjo, mandolin and violin as he skillfully uses a variety of tempos and rhythms on this bevy of oldies. The disk has dual-market potential in that the sounds are both country and pop. Easy-listening tracks are "Tiger Rag," "Sweet Georgia Brown" and "Boogie Battle."

## JAZZ PICK OF THE WEEK



**"PROFILE OF A JAZZ MUSICIAN"—Paul Horn —Columbia CL 1922**

Paul Horn who displays a significant proficiency on alto sax, flute, and bass flute, and his group which consists of Emil Richards on vibes, Paul Moer on piano, Vic Gaskin on bass and Milt Turner on drums come up with an extremely personal gimmick-free brand of jazz on this top-drawer Columbia set. Horn expertly leads the quintet through a fine collection of oldies and newies including "Count Your Change," "Now Hear This" and "Just Because We're Kids." Superior jazz fare.



**"WORKTIME"—Sonny Rollins—Prestige 7246**

There has been perhaps more comment written about Sonny Rollins in the past few years than any tenor saxist around. Although this session was cut seven years ago before the artist's famous sabbatical, there is enough of his expected vitality and commanding musicianship here to create plenty of excitement. Rollins and crew shine on "There's No Business Like Show Business," "Raincheck" and "There Are Such Things." Jazzophiles should really dig the set.



**"FEELIN'S"—Sonny Stitt—Roost LP2247**

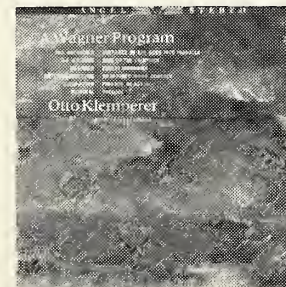
Sonny Stitt aptly showcases his distinctive lyricism and intricate attention to chromatic development in this multi-flavored package of sax solos. The saxman gets some subtle and subdued rhythm backing while the spotlight remains on him as he blows both evergreens and self-penned items. Stitt gives a stylized reading of his own "Nightmare," a fast-paced, pulsating bluesy item. Other highly listenable bands are the title tune, "S'posin" and "If I Should Lose You." LP is a potent jazz offering.



**"LISTEN! QUIGLEY"—Jack Quigley Trio—Sand C 32**

The Jack Quigley Trio which consists of Quigley on piano, Frank Capp on drums and Buddy Clark on bass come up with a top-drawer set of easy-going Quigley-penned items on this jazz offering from Sand. The crew wails effectively in the modern jazz idiom as they read "Frankly Speaking," "Lazy" and "Night Wind." Pleasant late mood hours companion.

## CLASSICAL PICK OF THE WEEK



**"A WAGNER PROGRAM"—Otto Klemperer conducting the Philharmonia Orchestra—Angel 35947**

Otto Klemperer's legion of admirers should come out in strength for this delightful program of familiar Wagner melodies. The conductor displays his expected poise and taste and he leads the ork through a brilliant reading of "Das Rheingold" from "Der Ring Des Nibelungen." The disk also includes excerpts from "Tannhauser" and "Parsifal." A quality classical offering.



**"PIANO RECITAL ANDOR FOLDES"—Deutsche Grammophon LPEM19 099**

A varied program of piano works are offered here by Andor Foldes on the Deutsche Grammophon label. The pianist skillfully and artistically renders selections from Bach, Beethoven, Brahms, Debussy, Chopin, Liszt and the more modern impressionists Debussy and Poulenc. He also proves himself to be a very capable interpreter of the modern Spanish music of Defalla. Included here are 4 Waltzes by Brahms, a Poulenc nocturne, and a Beethoven sonata.



# RECORD RAMBLINGS

## NEW YORK:

Vista-Disneyland's Bob Baron buzzin' that he's been getting the pick-hit station treatment on Hayley Mills' "Castaway" (from the pic "In Search Of The Castaways") and, adds Bob, it looks like another "Let's Get Together" success. . . . Atlas-Angel-tone publicity mgr. Warren Fisher reports that Chyonne Scott's "You Lost Your Good Thing" (Alto) is zooming in the sales dept. Tune's an 'answer' to Barbara Lynn's "You'll Lose A Good Thing" success. . . . Mercury's Damita Jo to headline at the Diplomat, Fla., beginning 2/12. Lark, meanwhile, is spending the holidays with hubby Biddu Wood in Philly—where she's been appearing at the Latin Casino. Her 17-day stand started 12/24. . . . Sorry to hear that vet maestro Ted Weems is seriously ill at Gastonia Episcopal Hospital in Dallas, Texas. . . . RCA's Della Reese starts her Far East tour in Sydney, Aus., 1/28, at the Chequers Club. Lark recently rushed in from Vegas to do the 12/28 NBC-Tonight Show and the Ed Sullivan summer specials on 12/29. . . . Hit Records' Barbara Layson notes that the Channells, who made noise with Fire awhile back, are clicking with their "You Hurt Me (Over Again)" in the Newark mart.



KARL DENVER



GEORGE McCANNON



STEVE ALAIMO



LEO FULD



CHYVONNE



GRANDISON SINGERS

Canadian-American's Mike Gruber heads out on a Pitts.-Balt.-D.C. plug trek, this week, in behalf of Jennie Smith's "I Won't Go Away (Little Boy)," and Teri Allen's "Goodnight, It's Time To Go"—which, adds Mike, are getting pick-hit by all the major stations 'round the country. . . . Leo Fuld, MC-host of the Israeli Cafe Sahbra, to wax live his present show, "The Happy Land," for Tribute. Words and music are by Menasha Bahaeav. . . . Debra Recording artists, the Standards, were set for a recent Joe Columbo WGLI show. . . . Joe DeAngelis items that his gal group, the Socialites, were hits with fans of a recent "T.J." Teen Life hop at St. Francis of Paolo Church in B'klyn. "T.J." adds that in addition to the gals, his Xmas Caravan of Stars—was a big success with the Imaginations, the Laddins, Steve Reynolds, the Chants, Sunny & the Horizons, Billy Vera, Mike Russo the Paceters, Steve Pace and "Richie." . . . Steve & Eydie to host the 3/13 "Bell Telephone Hour."

George McCannon 111 putting a voodoo gimmick on his up-coming Mercury stand, "Candle In The Wind." So beware! . . . MGM's Sol Handwerker reporting sock action on Joni James' "Anyone But Her," the Little Sisters' "Goin' To Boston" and the "Humor Through The Eyes of Jonathan Winters" LP. . . . Personal mgr. Ralph Cox items that his group, the Vice-Roys, have a hot King stand in "Seagrams," and that the fellas are currently going great in their Cleveland appearance. . . . Congrats to Travis Edmonson, one-half of the Bud & Travis team, who recently wed singer Dian James. . . . Chess' Herb Gordon buzzin' from Philly that he has a giant 'round the country in Jan Bradley's "Mama Didn't Lie." . . . Gospel 'n blues group, the Grandison Singers, in a featured 1/1-13 stint at Gerde's Folk City. The RCA artists now include r&b and r&r music in their act. . . . N. B. Mayhams, gen-

eral mgr. of Brandes and Mayhams Records, out on a distrib and college promo tour in behalf of the Sonny Marcell Mayham waxing of "My College Girl (She Told Me So)."

Cortland-Ermine exec, Earl "The Duke" Glicker, notes from his Chicago desk that Johnny Cooper's "Bonnie Do" (On Ermine) has already sold over 12,000 lids in the Chi mart alone. . . . Also from Chi, via a United Record distrib telegram, comes word that Bobby Bland's "Call On Me" (Duke), Junior Parker's "Someone, Somewhere" (Duke) and Googie Rene's "Flapjacks" (Class) are breaking wide open out there. . . . Columbia's Earl Wrightson in a 1/1-14 stand at the Royal York Hotel, up Toronto, Canada-way. . . . Bob Kornheiser infos that he has two hot Atco decks in Bent Fabric's "Chicken Feed" and Diane Renay's "Little White Lies" and two hot Stax lids in Booker T. & The M.G.'s "Jelly Bread" and Rufus Thomas' "The Dog." . . . Frankie Calen to cut an in-person LP at the Concord Hotel for the Kip label. . . . Harry Fenster happy about all the performances he's getting on two of his tunes, "It's All Over But The Crying" and "You Knew Me When You Were Lonely."

Chet Arsenault, sales and promo man at Jamco reports that the outfit

Sam Fletcher was set to follow his Rome, Italy TV spec for RAI-TV with an engagement at the Shell House, commencing 1/4. . . . A very happy new year to one and all!

## CHICAGO:

Order of the day in Erwin Barg's book is the new Tony Bennett side "I Wanna Be Around" (Columbia), written by Johnny Mercer and taking off in a big way out here. Deck's already enjoying peak air exposure and the initial sales figures Erwin quoted were slightly fantastic—which'll surely please Tony who's due in soon for a Sahara engagement. . . . A couple of original tunes, "It Took A Dream To Wake Me Up" and "Too Good To Be True" waxed by Al Morgan on the local-based Crystal label, are causing quite a stir over at Lormar Dist. resulting from heavy juke box play. Morgan is currently fulfilling an engagement at Ray Colomb's, subbing for the ailing Dagmar. . . . Jack Karey will be coming through loud and clear in '63 via some spot announcements which he cut here last week for national airing. . . . Barney Fields has been getting exceptional response to the latest Jimmy Rodgers entry "I'll Never Stand In Your Way" (Dot). . . . Write Mark Stern is working up some special material for Wal-

by Terri Allan (Canadian-American) and a fresh new release by local songster Ronnie Rice on the IRC label tagged "Come Back Little Girl." Pete's anxiously awaiting the Kitty Kallen "My Coloring Book" album and an upcoming Johnny Mathis single. . . . Frank Ward, tall general manager of radio station WHFC, looks forward to a very prosperous and healthy 1963 (That is, if those hospital tests he took last Saturday turn out okay!). Anyway, Frank's still smiling.

With a brace of big hit singles such as Jan Bradley's "Mama Didn't Lie," Steve Alaimo's "Every Day I Have To Cry," "Bossa Nova Bird" by The Dells, and Etta James' "Would It Make Any Difference," Len, Phil Chess and Max Cooperstein, of Chess Producing, are certainly seeing the new year in properly. They look forward to a sensational year's business. . . . Sahara impresario Manny Skar, a truly big little man in showbiz, will greet Tony Bennett in fine style, when Tony comes in Friday (Jan. 4) to star before an SRO crowd in the swank Gigi Room of the veddy posh Sahara Inn. Tony, a great favorite hereabouts, will be equally greeted by his huge fandom. . . . Happiest season's greetings to the jolly gang at Vee Jay Records—namely, genial Abner,

is kicking off the new year with 6 singles and an LP. In addition, they've signed 4 male vocalists, 2 instrumental groups and 2 vocal groups and are auditioning for one more group and female vocalist. . . . Mercury's Clyde McPhatter to follow his Jan. 11 starting date appearance at the Apollo with a southern tour that will run from Jan. 25 thru March 1st.

Label-mate Eddie Layton, globe-trotting artist of the organ, returned from a personal appearance concert tour that covered all of Europe just in time to decorate the Xmas tree in his New York home. Layton packed his bags again this week and winged his way to Hawaii and another concert tour. Layton is an international soloist for the Hammond Organ Company. . . . Art Benson, formerly with Robbins, Feist & Miller, types that he's now handling west coast deejay promo for Bob Weymouth and his Jubilee LP, "An Evening To Remember." Art adds that he 'discovered' Bob while working in Seattle. . . . The mgmt. firm of NRB Associates Ltd. has announced the signing of Bill Hobin, noted TV producer-director (currently of NBC's "Sing Along With Mitch") to a personal mgrmt pact.

London's Paul Robinson sez that from all indications Karl Denver has a big fat winner with "Pastures Of Plenty." Joe Bott previously noted that the same holds true for Cathy Kirby's "He's A Big Man." . . . Charlie Goldberg notes, from his Affiliated Records distrib desk in Newark, N.J. that now the orders are pouring in for the Rooftop Singers' Vanguard LP—just like they're doing with their big single, "Walk Right In." Charlie adds that Paul & Paula's "Hey Paula" (Philips) is a definite smash in the area. . . . The Lee Magid mgmt. office has signed capitol songster Lou Rawls, who's currently working out at the Memory Lane in Los Angeles. Lou, by the way, was a former vocalist with the Pilgrim Travelers gospel group. . . . RCA's

ton Walk stars Ray Lowell, Tommy Stat and Art Diamond.

The All-Star Celebrity Bowling Benefit, pitting local radio-TV personalities and guest celebs against a team of top bowling editors, has been scheduled for February 3 with proceeds going to the Grand Army of the Republic Memorial Association. Sig Sakowicz will produce the event for the third consecutive year. . . . Cause for celebration over at Cosnat Dist. is the reported upswing in activity on Joe Henderson's "'Cuz We're In Love," "Red Pepper" by Roosevelt Fountain (Prince-Adams) and "Where Or When" by Dave Mitchell (Crystal). Mercury songster Clyde McPhatter opens at New York's Apollo Theater 1/11 and follows with a monthlong southern tour starting 1/25. . . . Ned Ribback and the M. S. Dist. folks look to '63 with some powerful follow-up items topped by The Duprees' "I'd Rather Be Here In Your Arms" (Coed), Sammy Davis Jr.'s "As Long As She Needs Me" (Reprise) and Freddy Cannon's "The Four Letter Man" (Swan). And coming up mighty fast is Johnny Cooper's reading of "Bonnie Do" on the Ermine label. . . . The Ramsey Lewis Trio and Redd Foxx are currently packin' 'em in at the Sutherland Lounge. . . . Ed Yalowitz and Jim Scully of Garmisa Dist. hosted a swingin' soiree for deejays and dealers at Pepe's Supper Club, last Friday evening, to fete Frank Fontaine, current attraction at the club. Also on deck were Irv and Bella Garmisa, Bobby Garmisa (Lennie and Sylvia Garmisa's son) and his lovely bride. Fontaine showcased his new ABC-Paramount LP "Songs I Sing On The Jackie Gleason Show." Pepe's is owned and operated by genial Frank Pantaleo. . . . Promo man Pete Wright info's he's been making steady progress throughout this area with singles "What To Do With Laurie" by Mike Clifford, "My Coloring Book" by Kitty Kallen, "Goodnight It's Time To Go"

Jimmy Braeken and Vivian Carter, Jim McCormick, Sid McCoy, Cal Carter, Barbara Gardner, and who could forget Mrs. Dorothy Abner. Abner is extremely optimistic about Vee Jay's single and LP action in '63; and we suspect the 4 Season will help along those lines. . . . May we Cash Boxers wish you ONE & ALL A VERY HAPPY, HEALTHY AND PROSPEROUS NEW YEAR (and many, many more of the same!)

## HOLLYWOOD:

Dot prexy, Randy Wood playing in the Los Angeles Open Golf Tournament, and made sure they would let him use Spaulding 'Dot' golf balls. . . . Liberty Records going all out on Jackie DeShannon's new single, "Faded Love." National Promotion Director, Bob Skaff currently out on a national tour of key cities to personally tub-thump the platter. . . . New singer Johnny Prophet will be introduced to press and disk jockeys at a cocktail and dinner party at Little Caesars restaurant in Gardena next Monday night. Prophet bows on a new album released on the Little Caesar label. . . . Sammy Davis, Jr. following up his recent smash, "What Kind Of Fool Am I" with new Reprise waxing, "Song From Two For The Seesaw" and "As Long As She Needs Me." . . . Jimmie Haskell conducting and arranging the Lennon Sisters new Dot recording of the oldie, "Bei Mir Bist Du Schoen." . . . Sidney Frey, President of Audio Fidelity Records presented last Saturday's Bossa Nova Concert at the Shrine Auditorium. Event was produced by Irving Granz and Em-Ceed by Leonard Feather. Electra Records recorded vocalist Judy Henske at a live session at RCA-Victor's Hollywood Studios. . . . Kip Tyler produced session for 17 year old singer, Marilyn Mitchell. Disk is "Poor Girl" on Bux Records which will be distributed nationally by Liberty. . . .

(Continued on page 26)



**YOUR  
UNANIMOUS  
CHOICE!**



*The Public and the Polls Agree on*

**BRENDA LEE**

*Her latest release*

**YOUR USED TO BE**

*c/w*

**SHE'LL NEVER KNOW**

31454

on

**DECCA**



naturally



# RECORD RAMBLINGS

(Continued from page 24)

Former disk promoter, Lenny Warren has formed Warren-Cooper Booking Agency. . . . Murray Cohen has signed new blues singer, Jimmy Holiday to an Everest Records contract, with first sides already recorded and scheduled for an early release. . . . Epic Records star Bobby Vinton playing a two week engagement at the Cinnamon Cinder.

Lee Lasseff, Record Merchandising, reports that Cameo Records picked up the distribution for "Soul Mater" by Don and Dewey on Rush. . . . Bill Orwig, president of Omar Records has announced that his label has signed teen-age singer Bobby Sherman to an exclusive recording contract with first single released this month. . . . Allen Sherman back from his highly successful Eastern concert tour, and scheduled for two local concerts. . . . Composer Ernest Gold, currently in England has been set by London Records to record an album "Ernest Gold Plays Ernest Gold." He will record with the London Symphony February 8 and the album will contain his many successful movie scores. . . . The Champs, who started the whole "Limbo" ball rolling have a new limbo record for Challenge Records, entitled, "Mr. Cool," with the melody based on Brahms' Lullaby, and the Mr. Clean commercial. . . . Columbia Records star, Kay Stevens set for a two week engagement at The Tidlands in Houston opening February 4. . . . Hank Jones and Dean Kay will record a special LP in Nashville, this month. Session will include a rock and roll 'folk' album featuring country music star, Chet Atkins. . . . Local singer, Dobie Gray hitting with "Look At Me" on the Cordax label.

George Duning currently writing and recording the score for "Toys In the Attic" . . . Ken Wing, platter spinner at KJOY, Stockton, reports that Bill Mann's recording of "Fire Song" is taking off in Northern California. Tune was originally in the album, "Music In The Air" on Word Records, but the action prompted a single release. . . . Ella Fitzgerald doing one local concert and a four week engagement at New York's Basin St. East, before embarking on an extended European tour. . . . Bill Tilden, owner of Pandora's Box opening a new young-adult club in Alhambra tagged, The Score. Club will be largest of it's kind in Southern California and will accomodate 600 patrons. . . . Connie Baker, United Record Distributors reporting a new one in "Shook Up Over You" by Jimmy 'Soul' Clark. . . . The A&M Record label, which started with a smash in "The Lonely Bull," has a follow-up hit in "Three Little Words."

## HERE AND THERE:

PHILADELPHIA — Congrats to Harry Rosen on his Xmas Day Birthday. ABC man at Rosen's place, Matty Singer, sez that he has a big hit with the Fasinations' "Mama Didn't Lie" in town. . . . Chess' Herb Gordon sez that he has the big "Mama Didn't Lie" version via the Jan Bradley performance. Ya pays ya money and takes ya choice! . . . Ronnie Singer, WB man at David Singer's distribs, notes 2 smash LP's in the new Allen Sherman—"My Son, The Celebrity" and Peter, Paul & Mary's "Movin'" LP's and the Cascades' Valiant single, "Rhythms Of The Rain." . . . Kay Woodard, of Raymond Rosen & Co.,

items that RCA has hot items in Kitty Kallen's "My Coloring Book" single and the "Little Me" and "Oliver" original casters. . . . Rosen's Freddie White reports that the Tornadoes' "Telstar" LP is selling like the single and that Jo Anne Gail's "Everyone Wants To Be Remembered" (Riverside) is breaking big here. . . . Heller promo gal Ella Robinson announces the addition of The Fantasy line—currently hot with the Vince Guaraldi Trio's "Jazz Impressions Of Black Orpheus" album and the "Cast Your Fate To The Wind" single from the set. . . . The hot newcomers with Columbia's Ted Kelleam are Tony Bennett's "I Will Live My Life For You," Bill Pursell's "Winter Love" and "Kenny Karen's "16 Years Ago Tonight." . . . 3 Sons prexy Frank Di Leo announces that Cosnat in Newark and Gold State in Fla. have been

BOSTON—Ed Hurwitz, national promo man for Periscope, announces that the label's looking for masters, demos, tunes and talent and all concerned parties should send 'em along to their 72 Washington St., Hyde Park 36, address. Ed adds that he'll be happy to service deejays (who were missed) with the Howie Landy duo, "The Happiest Man In The World" and "Betty." . . . Bruce Patch, promo man at Disc distribs, pens that he has fast breaking decks in the Skyliners' "Comes Love" (Viscount), Jackie Shane's "Any Other Way" (Sue), the Isley Bros.' "Nobody But Me" (Wand).

CLEVELAND—Among the big sellers at Cosnat, note Sam Davis-district mgr. and Tom Sgrow, are Connie Francis' "It's Gonna Be Warm This Winter" (MGM), Johnny Thunder's "Loop De Loop" (Diamond), Lou



STANDARDS



VICE-ROYS



JOHNNY PROPHET

added to the set-up. Label's currently excited about the chart prospects of the Blue Notes' "W-P-L-J."

HOUSTON—The big disk excitement at Don Robey's Duke-Peacock outfit center is on Bobby Bland's "Call On Me" and Little Jr. Parker's "Someone Somewhere." Don announced the signing of lark Jo Ann Courcy, who he reports, has been attracting loads of attention in the Miami area.

NEW ORLEANS—Joe Ruffino, Ric prexy, announces that Soundex Records is part of Ric and that he's been picking up great action on Warren Lee's "Anna (Stay With Me)."

Christie's "A Gypsy Cried" (Roulette) and Roosevelt Fountain's "Red Pepper" (Prince-Adams).

STARKVILLE, MISS. — Charles Templeton, President of Tempwood V Records, infos that the gal with the "Golden Voice," Kaye Golden, is currently packing 'em in at the Town & Country in Winnipeg, Canada. Kaye's latest release on Tempwood V, There's No In Between, is being picked up for distribution by Quality Records in the Canadian market. According to Templeton, a new release, I Can't Compete With Her, written by Merle Kilgore, will be in the hands of the stateside jocks in about two weeks.

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## TED TAYLOR "I'll Release You"

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## ROY LEE JOHNSON "Black Pepper Will Make You Sneeze"

4-7160



# WATCH OUT FOR PUDDIN N' TAIN!

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THE ALLEY CATS  
Philles 108



Division of PHIL SPECTOR PRODUCTIONS 1328 W. Girard, Phila., Pa. (CE 2-5145)




## LOOKING AHEAD ALBUMS

- 1 **THE OTHER FAMILY**  
Larry Foster & Marty Brill  
(Lourie LC 5000)
- 2 **MORE MORE MORE STRIPPER**  
David Rose Orch. (MGM E 4099)
- 3 **RUMORS**  
Johnny Crowford (Del-Fi DFLP 1224)
- 4 **ANN CORIO PRESENTS HOW  
TO STRIP FOR YOUR HUSBAND**  
Sonny Lester & Orch. (Roulette 25186)
- 5 **AT HOME WITH THAT  
OTHER FAMILY**  
Various Artists (Roulette R 25203)
- 6 **GREEN ONIONS**  
Booker T & MG's (Stox 701)
- 7 **EXOTIC STRINGS**  
Percy Faith (Columbia CS 8702)
- 8 **DION GREATEST HITS**  
(Lourie LLP 2013)
- 9 **VENTURES DANCE PARTY**  
(Dolton BLT 2017; BST 8017)
- 10 **BONANZA**  
Original TV Cast (RCA Victor LPM 2583,  
LSP 2583)
- 11 **NEW BEAT BOSSA NOVA**  
Zoot Sims (Colpix SEP 436)
- 12 **BIG BAND BOSSA NOVA**  
Quincy Jones (Mercury MG 20751)
- 13 **THE FLEETWOODS  
GREATEST HITS**  
(Dolton BLP 2018)
- 14 **YOUNG MEN SI, OLD MEN NO**  
Moms Mabley (Chess 1477)
- 15 **THE SHIRELLES GREATEST  
HITS**  
(Scepter 507)
- 16 **"THE 'PRESIDENT' STRIKES  
BACK!"**  
Morc London (Kopp KL 1322)
- 17 **NEIL SEDAKA SINGS HIS  
GREATEST HITS**  
(RCA Victor LPM 2627)
- 18 **ALLEY CAT & GREEN ONIONS**  
Bill Justis  
(Mercury MGS 27021; SRS 67021)
- 19 **OH LOOK AT ME NOW**  
Bobby Dorin (Capitol 1719; ST 1719)
- 20 **MR. PRESIDENT**  
Perry Como  
(RCA Victor LPS 2630; LSP 2630)

The Sleeper with the

# SMASH ACTION

breaking in **NASHVILLE,  
NEW ORLEANS, ATLANTA,  
CHARLOTTE, MIAMI** and is storming  
**NORTH**



**"I'M QUALIFIED"**  
b/w **"MY LOVING TIME"**

**JIMMY HUGHES**  
Guyden #2075  
Produced by RICK HALL

**Jamie / Guyden** **DISTRIBUTING CORP.**  
PHILADELPHIA 23, PA.

### Former Radio Man Scores Negro "Gimmick" Radio

CLEVELAND—Negro-market radio stations that offer so-called Negro "gimmick" radio have been accused of exploiting—"with a capital 'E'"—the Negro listener by a former deejay who is now a leading Negro journalist.

Writing in the Dec. 29 issue of Cleveland's Call & Post, a Negro-oriented publication, Buddy Lonesome, formerly news director of radio station KATZ in St. Louis, declared that in Negro "gimmick" radio, "... as compared with the 'normal' radio of the white stations, there's a wholesale reliance on gimmicks, which come in a wide variety using all sorts of lures to dupe the innocent listener to make him think he's getting something, when in reality, he's getting a big FAT nothing. . . ."

Lonesome states that the credo of Negro "gimmick" radio is that music must be "loud, fast and bluesy, but always with that strong, pulsating, jungle-beat. . . ."

"It's premise is that the Negro listener is not able to absorb good music," he writes. "... especially taboo are the recordings of such top-notch Negro artists as Duke Ellington, Ella Fitzgerald, Johnny Mathis, Sammy Davis and the like. They sound too good, too cultured, too talented, too white to be broadcast over 'gimmick' Negro radio!

"The sole purpose is to exploit the poor, misguided Negro listener to use him, his organization, and even his church to lull the businessman into thinking, 'I've got this guy in my pocket—this listener is mine—so why spend your radio dollars elsewhere.'"

"The sole underlying factor is not a sincere responsibility to help the Negro community, but rather a steady, chug-chug of rank commercialism. Just more exploitation, with a capital 'E'! . . ."

Lonesome, who won an award from the National Negro Publishers' Asso-

### New Carlton Songstress

NEW YORK—Carlton Records has inked new lark Gayle Harris to a long-term pact. The sixteen year old performer, from Seattle, Wash., is already displaying her talents for the label via a singles date, "Here Come The Hurt."

ciation for his coverage of the Montgomery, Ala. bus boycott in 1957, concludes:

"... after all, the small white stations don't have to load up with religious music and constantly identify as white stations. But maybe that's a question to be answered by the FCC!"

Lonesome's blast against such stereotyped programming resulted in a reply from Jack D. Gibson, program director of radio station WABQ in Cleveland, a Negro-market outlet which recently announced its abandonment of the set format of R&B and gospel music for "top 50" programming.

His answer appears in the Jan. 5 issue of The Courier, the most widely distributed Negro paper in the country, and is also set to be re-printed in the Call & Post.

"Buddy Lonesome," Gibson writes, "said a good many things that needed to be said, but his story ended on a hopeless note. . . ." Gibson feels that "the stereotyped gimmick is leaving fast. . . ."

"You can forgive an industry for having growing pains. What Lonesome is most bitter about is the lack of growing pains, the staying in the same old cotton-chopping rut. But the growing pains are underway. For the doubting Thomases who say Negro radio has to sound like Negro radio, we have only one question—how does a Negro sound?"

Ray Price

## "You Took Her Off My Hands"

Columbia #4-42658

**CENTRAL SONGS, INC.**  
1483 No. Vine St., Hollywood 28, Calif.  
Phone: Hollywood 9-2239

**GOING  
HIGHER  
WITH THE  
HITS!**



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## "She's A Troublemaker"

and  
"A Little Bit Now  
(A Little Bit Later)"

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**Imperial Records**

## WHO STOLE THE KEESHKA?

**Matys Bros.**

Select 719

**JOY RECORDS**  
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New York 19, N.Y.

BV 3312



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*The Story  
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My Teens*

16 Annette hits  
plus 8 page  
full-color book

It's What They Like To Hear

**Rob Dante'**

## "Come Back My Lover"

b/w

## "Baby This Is Love"

#101

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# The Season's Two Top Rated TV Shows!

## AMY

*Presents*

**"THE  
LONE TEEN  
RANGER"**

Amy #875

## JERRY LANDIS

#40 Bill Gavin Top 50

#64 Music Vendor Top 100

#96 Music Reporter Top 100

*Every Pick in the Business:*

Bill Gavin	Music Reporter
Ted Randall	Music Vendor
Kerradio	Mike Turntable
Cash Box	National Music Survey
Billboard	Fenway Reporter
	Variety

## MALA

*Presents*

**"LITTLE  
RED RIDING  
HOOD"  
(and The Wolf)**

Mala #457

## BUNKER HILL

#28 On Music Reporter's R&B Top 50 list

#37 On Music Reporter's pop chart up & coming

*Picked by:*

Bill Gavin	Music Reporter
Ted Randall	National Music Survey
Cash Box	Behind The Scenes
	Music Vendor

**P.S. Thank you Program Directors, Jocks, Distributors, Promotion men for all our other top rated TV shows in 1962!**

# AMY/MALA RECORDS

1650 Broadway, New York, N.Y. Phone PL 7-6081  
Vice President in charge of Sales & Promotion: Jack Fine

# Strong "Record Force" Seen In CBS/Ricordi Deal

MILAN—The recent agreement that sees the distribution of the CBS line in Italy by G. Ricordi & Co. is expected to establish a strong new "record force" on the Italian market.

Goddard Lieberman, president of Columbia Records, known as CBS

outside of the U.S., in Milan recently to take part in the formal pacting between CBS and Ricordi, told *Cash*



*Box* that the tie-in exists not only to serve the current Italian disk market, but its final purpose is to enlarge this market.

Lieberman explained that the Italian market has a potential that can transform it into one of the most important in Europe. "A lot of work therefore must be done," Lieberman said. "Columbia and Ricordi are ready for it."

The exec stated that distribution of CBS would be achieved through regular channels. The creation of a disk club outlet ala the parent firm in the U.S. for Italy was termed "immature, at least for the moment," he added.

As to the reasons for the choice of



## 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.

### "HEY PAULA"

PAUL & PAULA ..... Philips 40084

### "WILD WEEKEND"

REBELS ..... Swan 4125

Ricordi as CBS's rep in Italy, Lieberman noted that among indie Italian companies, Ricordi was a leader (the 153-year-old firm is regarded as the oldest music house in the world). Lieberman also pointed to CBS' extensive classical catalog, and Ricordi, which is rich in classical copyrights through its publishing affiliation, has a classical tradition that should serve CBS well.

Guido Rignano of Ricordi augmented Lieberman's reasons for the tie-in by adding that the international record industry is moving towards concentration because of the economies that result in similar moves in other industries. Production of CBS disks in Italy through Ricordi is expected early this year.

The official announcement of the CBS/Ricordi agreement was made at a cocktail party recently held at the Duomo Hotel in Milan, attended by Lieberman, the entire Ricordi staff, representatives of the Italian press

and numerous guests. At his arrival in Milan, Lieberman was met by Ricordi's chairman Guido Valcarengi, Eugenio Clausetti, managing director, and Guido Rignano, general manager. Shown in the photo above are (left to right): Clausetti, Lieberman, Valcarengi and Rignano.

### Blast & Cheer Ink New Artists

NEW YORK—The Blast & Cheer labels, this city, have added new talents to their rosters, according to Sid Prosen, sales-promo topper. Going to Blast are The Mascots, whose initial singles outing is tagged "Hey, Little Angel." Cheer is now cutting The Corals, who debut with "The Puppet," a new teen dance creation. A third artist, jazz saxist Freddie Mitchel, is recording an LP, but which of the two labels it will appear on hasn't been decided yet.



- ★ FKWB #1 ★ ★ KRLA #1 ★
- ★ MUSIC CITY HIT LIST
- ★ #1. PEPPERMINT MAN #5020 ★
- ★ #2. MISIRLOU #5019 ★
- ★ #2. SURFER'S CHOICE L.P. #1001 ★
- ★ DEL - TONE ★
- ★ K/MEN #1 ★ KAFY #2 ★ KFXM #1 ★

# DICK DALE

&  
His DEL-TONES

"The Hottest Band in the Land"



## 4 BIG SMASHES!!



### BUSTING WIDE OPEN



• ALL AT ONCE •

1. PEPPERMINT MAN
2. MISIRLOU
3. SURFBEAT

The No. 1 Singles on  
The West Coast!

Plus

"Surfer's  
Choice"  
#1001

The HOTTEST L.P. in L.A.  
SOLD OVER 50,000!

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# TOP 100 ARTISTS

(See top 100 titles and labels)

Aloimo, Steve	100
Bobby Jones & Rockabys	97
Baker, Lavern	42
Beach Boys	55
Benton, Brook	6
Billy & Essentials	90
Blaine, Morcie	4
Bland, Bobby	82
Booker T. & MG's	92
Brodley Jon	93
Brubeck, Dove	98
Cascades	91
Charles, Roy	13, 75
Checker, Chubby	3
Christie, Lou	89
Clonton, Jimmy	88
Clifford, Mike	86
Cole, Nat	27
Contours	57
Cookies	32
Cooper, Les	28
Covoy, Don	81
Cromer, Floyd	71
Crowford, Johnny	59, 64
Crystals	56, 58
Dale, Dick	100
Dion	33
Drifters	15
Eerls	30
Eddy, Duane	35
Emotions	68
Excellents	65
Exciters	9
Fabric, Bent	77
Flatt & Scruggs	50
Four Seasons	8
Francis, Connie	25, 87
Gabriel & Angels	49
Getz, Stan	45
Goldsboro, Bobby	69
Guaraldi, Vince	61
Hornell, Joe	63
Hylond, Brian	70
Ifield, Frank	54
Jones, Etta	83
Kallen, Kitty	29
Kenjoloirs	89
Lawrence, Steve	2
Lee, Brendo	52
Lee, Dickey	18
Lee, Peggy	84
Little Esther Phillips	19
Little Eva	36
Majors	78
Martin, Dean	94
Morvelettes	62
McDaniels, Gene	73
McGriff, Jimmy	85
Miller, Ned	47
Mirocles	38
Monte, Lou	7
Montez, Chris	43
Nelson, Rick	16, 95
Orlons	24
Pastel Six	40
Poul & Paula	41
Petersen, Paul	10
Pickett, Bobby	51
Pinney, Gene	23
Presley, Elvis	5
Rebels	74
Robbins, Marly	44
Rodgers, Jimmie	76
Rooftop Singers	22
Routers	53
Ross, Lonnie	66
Shannon, Del	48
Sharp, Dee Dee	39
Shirelles	21
Soxx, Bob B.	12
Stewart, Sandy	29
Supremes	96
Thunder, Johnny	31
Tijuana Brass	17
Torme, Mel	60
Tornadoes	1
Toy Dolls	80
Valentino, Mark	67
Vee, Bobby	11
Vinton, Bobby	34
Warwick, Dionne	26
Wallace, Jerry	20
Welk, Lawrence	79
Wells, Mary	14
Worth, Marion	72
Yuro, Timi	46

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.

# 7



## SUE RECORDS

# STAR EXTRA

## BIG THINGS BREAKING FOR THE NEW YEAR!

*Big In Washington & Chicago!*

JACKIE SHANE

### "ANY OTHER WAY"

SUE 776

*Headed For The Charts!*

IKE & TINA

### "WORRIED & HURTIN' INSIDE"

SUE 774

*A HIT 'ANSWER'—HEADED FOR CHARTSVILLE*

JIMMY THOMAS

### "YOU CAN GO"

SUE 778

BARBARA GEORGE

### "THE RECIPE (For Perfect Fools)"

SUE 773

JERRY HAYWARD "Shimmy, Shimmy, Shimmy Sherry" <sup>SYMBOL</sup> 916

BABY WASHINGTON "HUSH HEARTS" SUE 769

The Big Selling Sounds of **JIMMY McGRUFF**

*New 2 sided Chartmaker -*

*From The Best Selling LP*

### "ALL ABOUT MY GIRL"

### &

### "M. G. BLUES"

SUE 777



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## Dramatic Playback



NEW YORK—Jason Robards, Jr. is pictured above listening to a playback during the recording of his new Columbia Masterworks LP, "Dramatic Readings From Eugene O'Neill." The disk will feature the thespian in selections from "Long Day's Journey Into Night," "The Hairy Ape," "A Moon For The Misbegotten" and "The Iceman Cometh." The album was released last week.

Foxx's Latest!!!

## "Laugh Along With Foxx"

#832



Mr. Acker Bilk

## ONLY YOU (And You Alone)

#6247

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## "LADY LUCK"

THE CREATIONS



## "MAGIC STAR"

MARGIE SINGLETON

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## E. B. Marks' Piedmont Music Nabs "Tovarich" Score

NEW YORK—The score of the forthcoming Vivien Leigh and Jean Pierre Aumont musical, "Tovarich," is to be published by Piedmont Music, a member firm of Edward B. Marks Music.

It opens at the Erlanger in Philadelphia, Jan. 21, continues at the Colonial in Boston, Feb. 12, and is then scheduled for the Broadway Theatre in New York early in March.

Miss Leigh will be making her Broadway musical debut singing six of the songs from the score by composer Lee Pockriss and lyricist Anne Crosswell.

No announcement has been made as to the label which will cut the cast LP.

"Tovarich" is David Shaw's adaptation of the Jacques Deval and Robert E. Sherwood French comedy, which received long successful presentations in both London and New York. Claudette Colbert and Charles Boyer appeared in the roles now played by Miss Leigh and Aumont. Warner Brothers subsequently released the film version.

Lee Pockriss and Anne Crosswell collaborated on the score, "Earnest in Love," the two-season, Off-Broadway musical based on Wilde's "The Importance of Being Earnest." Pockriss is also the writer of "Catch A Falling Star" and "Itsy Bitsy Teeny Weeny Yellow Polka-Dot Bikini." The vocal arrangements and musical direction are by Stanley Lebowsky, and the orchestrations by Philip J. Lang.

Both Miss Leigh and Aumont have starred on stage and screen, on both sides of the Atlantic. The screen's coveted Oscar has been won twice by Vivien Leigh, for her Scarlet O'Hara in "Gone With The Wind" and her Blanche DuBois in "A Street Car Named Desire."

Delbert Mann, director of such memorable motion pictures as "Marty," "Separate Tables," "The Dark At The Top Of The Stairs," and "A Touch Of Mink," has staged "Tovarich," produced by Abel Farman and Sylvia Harris. Monty Shaff is associate producer. The choreography is by Herbert Ross, credited with the dances in "The Gay Life," "I Can Get It For You Wholesale," and others.

The publication of the score of "Tovarich" is a further sign of Marks' re-entry into the field of show music, in which it formerly played a very vital role.

## Cowles To Buy Memphis Radio & TV Station

NEW YORK—Cowles Magazines and Broadcasting, Inc., has announced that it has contracted to buy station WREC-AM and WREC-TV in Memphis, presently owned by WREC Broadcasting Service, Inc., for \$8 million. The sale is subject to Federal Communications Commission approval.

## Long-Hair Label's 1st LP

NEW YORK—Scope Records, a new classical label based in New York, has issued its initial LP, an entry featuring Ezio Flagello singing arias by Rossini and Mozart. The basso's brother, Nicolas Flagello, conducts The Orchestra Sinfonica di Roma. Session took place at the RCA Studios in Rome, Italy.

## Gold In The Hills



BURBANK—Last week was gold record week at Warner Brothers Records as two Warners' albums entered the elite circle, having sold in excess of \$1,000,000 each. Presentation of the gold disks were for sales of the "My Son, The Folk Singer" and "Peter, Paul and Mary" albums. Jack L. Warner, prexy of Warner Brothers Pictures and John K. (Mike) Maitland, prexy of Warner Bros. Records congratulated Sherman on his "Folk Singer" album which to date has sold over one million copies. Mike Coolidge, representing Columbia Records' Custom Services Division, made awards to Warner executives for both the Sherman and Peter, Paul and Mary albums. Joining Maitland in receiving gold plaques were label execs Joe Smith, national promo manager; Jimmy Hilliard, west Coast A&R director; Bob Summers, national sales manager; Ed West, controller; Gene Benson and Matt Gilligan, order service; and Bernie Vagades, licensing and royalty. Standing (left to right) in the top pic are Mike Coolidge, Jack Warner, Sherman and Maitland. In the middle pic (left to right) are Joe Smith, Maitland, Jimmy Hilliard, Bob Summers and Mike Coolidge. Standing (left to right) in the bottom shot are Bernie Vagades, Gene Benson, Matt Gilligan, Ed West and Coolidge.

## Herbert Marks Heads Music Division Of USO Campaign

NEW YORK—Herbert E. Marks, president of the Edward B. Marks Music Corporation, has been appointed chairman of the music division of the USO of Greater New York during its 1962-63 fund raising campaign.

The announcement was made by Major General Melvin L. Krulwich, USMCR (Ret.), chairman of the New York State Athletic Commission and campaign chairman of the New York City USO. To do an effective job for the 2,800,000 men and women now in uniform, USO is seeking \$11,132,000 throughout the entire country, while New York City's goal has been set at \$600,000.

In accepting his appointment, Marks pointed out that, "In this critical time, the efficiency and well-being of the personnel of our armed forces is tremendously important to all of us."

In 1945, Marks succeeded his father as president of the 69-year old corporation. Before joining the family firm, he had worked on Variety, the theatrical newspaper.

## Post Named Sales-Ed Mgr. At DGG

NEW YORK—Carl Post, formerly national educational sales manager for the Capitol-Angel setup, has joined Deutsche Grammophon in New York in a similar post, according to Arnold Maxim, president of MGM Records, which handles the German classical line in the U. S. and Canada. His title is national sales manager and director of educational services.

Maxim said that the addition of Post was in line with "our realization that the DGG Archive Series and related records in the DGG line offer great opportunity for service to educators and educational institutions in this country, and to the growing number of dealers who have realized the great potential in educational sales. . . ." Post will work with Leo Kepler, director of classical activities, to create educational sales exposure for the DGG line.

Post is credited with creating Capitol-Angel's 3-year-old department and Capitol's Educational Music Guide, a teaching guide to the purchase and use of disks in the classroom. He also brought International Correspondence Schools into the Capitol Custom Service fold. Firm is preparing a six album home music series for which Post acted as chief editor, writer and producer.

Besides his Capitol stint, Post previously was connected with Associated Music Publishers, Samuel Goldwyn Productions and Warner Bros. Dist. Corp. He has also lectured at a number of colleges and universities.

The educational sales market is estimated to be a \$25 million plus disk buying area.

## Colpix Making Singles Pitch On "Lawrence" Score

NEW YORK—Top items on the Colpix singles release schedule last week were two singles of music from "Lawrence of Arabia," of which it has the soundtrack LP. Jack Lewis, Colpix A&R director, has selected the motif which is heard often throughout the film to be utilized as singles themes.

Bernie Leighton, who scored recently with "The War Lover," has cut a lush version of the main theme with full ork backing. Jim Hall, one of today's top jazz guitarists, presents a blues version of the strain on May Records, Colpix' subsid.

Another single, a militaristic march, is in the production stage. The march was composed for the film by Kenneth J. Alford, who wrote the popular "Colonel Bogey March," so effectively used in "Bridge on the River Kwai," which was produced by Sam Spiegel and David Lean, who performed the same chores for "Lawrence." French cleffer Maurice Jarre wrote most of "Lawrence's" music.

Colpix previously announced that it would release two versions of the soundtrack of "Lawrence of Arabia." There will be a standard volume and a special, deluxe set. The deluxe LP will have a hard box cover, contain the souvenir booklet of the film, and it will be a limited edition.

## Correction

NEW YORK—In the Jan. 5th issue of Cash Box, the review of the Kapp album, "The President Strikes Back," erroneously credited Mike Harvey as the writer of the set. Ron Clark was the actual scribe while Harvey served as producer.



## Col. Names Sal Ingeme Northeastern Promo Head

NEW YORK—Columbia Records has promoted Salvatore Ingeme to the post of northeastern field promotion manager.

Ingeme, the label's promotion manager in Boston since 1960, will be responsible to Robert Thompson, national promotion manager for the pop product, for the promotion of singles in his area.

He will also promote specific album product and perform other assignments as directed. Ingeme joined Columbia Records Dist. at the Boston branch in 1958.

## Quality Fetes Rydell



TORONTO—Bobby Rydell was recently in Toronto for a Tommy Ambrose CBC-TV show. The Cameo chanter is pictured in the above pic at a reception given in his honor by Quality Records with Terry Fontana who welcomed all the guests as they arrived.

## Allen & Rossi Have New LP And TV Pilot

NEW YORK—The comedy team Allen & Rossi have begun the new year on a busy note. The release of their new ABC-Paramount LP titled, "One More Time, Hello Dere," has just been made and they're filming a TV pilot for Garry Moore's Redwing Productions.

In addition to the album, Rossi has a new rock and roll single, "Ginny Lee," and another by the team will be released this month. The comics will appear on the Garry Moore TV show on Jan. 29 and prior to that will be at the Diplomat Hotel in Miami Beach.

## Bel Canto Releases 14 Stereo Tapes For Jan.

COLUMBUS — Bel Canto Stereo Tapes, a division of Thompson Ramo Wooldridge Inc., has announced the release of 14 new stereo tapes for Jan. Included in the release are: "Bossa Nova"—Quincy Jones, "The Shifting Whispering Sands"—Billy Vaughn, "Dvorak's Cello Concerto in B Minor"—Antal Dorati & Janos Starker, "Dizzy On The French Riviera"—Dizzy Gillespie, "The Soul of Mexico"—101 Strings, "Night Train Goes To Hollywood"—Buddy Morrow, "Love On The Rocks"—Julie London, "My Big Band's Showing"—Francis Bay, "Desafinado"—Si Zentner, "50 Guitars Visit Hawaii"—Tommy Garrett, "Polkas: Greatest Hits Vol. 2"—Six Fat Dutchmen, "Tribute to Ken Griffin"—Ashley Tappen, "Kaleidoscope"—London Symphony, and "Most Popular Movie Hits"—Xavier Cugat.

## All Country-Folk Singles From Capitol

HOLLYWOOD — An all folk-and-country-western release of four new Capitol single records this week features The Kingston Trio, Mac Wiseman and the Capitol debuts of Eddie Dean and Don Deal.

The Kingstons combine "Greenback Dollar" and "The New Frontier" from their latest album, "New Frontier."

"Run, Jimmy, Run," coupled with "She Doesn't Know I'm Alive" is the first Capitol offering by Eddie Dean, long-time country-western topper displaying an up-to-date sound (see separate story on his signing).

Bluegrass delineator Mac Wiseman sings "Wildfire," a big hit of a decade ago, combined with "I Like Good Bluegrass Music."

Young Don Deal launches his Capitol career with "How Do You Lie To A Heart," backed with "Ain't Gonna Try Anymore."

## Bossa Nova Exponent To Debut In Waldorf-Astoria

NEW YORK—Oscar Castro Neves, Brazilian bossa nova exponent, will make his debut in the Empire Room of the Waldorf-Astoria this week (Jan. 7) for a month's engagement, it has been announced.

Neves and his quartet recently appeared in Carnegie Hall for the bossa nova concert which subsequently led to appearances on TV, radio and clubs. Appearing with the Brazilian at the Waldorf will be Sergio Franchi and Milt Shaw and his orchestra.

## Dick Powell Sang His Way To Fame

NEW YORK — During the bleak years of the 30's, lavish Hollywood musicals helped people in a Depression-ridden U. S. forget—for a short time at least—that reality was a bitter pill to swallow, and one of the most popular of Hollywood's singing actors at the time was Dick Powell, who died last week of cancer in Hollywood at the age of 58.

Powell was starred in twenty film musicals, all but two of them for Warner Bros. The most popular of his WB efforts were "42nd Street" (1933) and three films that were tied in with the famed "Gold Diggers" tag ('33, '35, '37).

For 20th Fox, he played lead roles in "Thanks a Million" ('35) and "On The Avenue," the latter having a score by Irving Berlin (e.g. "I've Got My Love To Keep Me Warm," "This Year's Kisses").

Other important writers who provided the songs for Powell-starred productions include Harold Arlen & E. Y. Harburg, Harry Warren & Al Dubin, Richard Whiting & Johnny Mercer, Harold Adamson & Walter Donaldson and Gus Kahn.

Moving on to melodramatic, non-singing roles in the 40's, Powell in recent years had a business interest in the music world through his highly successful TV producing firm, Four Star Productions, whose publishing affiliate of the same name holds a number of TV theme copyrights. About a year ago, he cut an album directed at teenagers for an indie label on the coast.

Several years ago, Decca Records issued an LP, "The Dick Powell Song Book," which consisted mostly of Powell vocals of songs from his film. According to the label's Len Salidor, the LP is still on release.

Born Richard Ewing Powell in Mt. View, Ark., the performer began singing in church choirs, going on to stints with various bands, including one of his own. He was spotted by a Warner Bros. talent scout at the Stanley Theater in Pittsburgh, with his first flick role being that of a crooner in a film called "Blessed Event."

## Anthony Looking For "Book End," The Kind That Sings

HOLLYWOOD—Maestro Ray Anthony has kicked-off a nation-wide search for a new "Book End" for his musical organization. For those not-in-the-know, a "Book End" to Anthony is a winning lead vocalist. Search is taking the form of a contest in which hopefuls (or their reps) are to submit a photo and, if possible, a tape or acetate of their voices to: "Book End Contest c/o Ray Anthony Ent., 9155 Sunset Blvd., Hollywood 69 prior to Jan. 15.

## Stan Major Enters Radio, TV Programming

LOS ANGELES—Stan Major has announced the formation of Stan Major Enterprises to enter the field of radio and TV programming. Formerly a deejay and PD with WJJD in Chicago, Major will furnish stations across the country with airchecks of top West Coast radio outlets and eventually plans to expand this service nationally so that any station may have an aircheck from any other market in the country.

## A Riddle At Reprise



NEW YORK—Nelson Riddle has left his long association with Capitol Records as an arranger-conductor to join Frank Sinatra's Reprise label. Deal re-unites Riddle with Sinatra, for whom Riddle had supplied the musical background for many of the singer's top-selling LP's on Capitol. Besides scoring for Sinatra again, Riddle will work other Reprise performers. Riddle is currently cleffing the score for Sinatra's latest flick, "Come Blow Your Horn."

## Moe Preskell's Mother Is Dead At 78

NEW YORK — Rebecca Preskell, mother of Moe Preskell, national promotion director of Kapp Records, died last week during New Year's Eve. She was 78-years-old.

**A Great Sound!**

**"TAKE ALL OF MY LIFE"**

**Carrie Grant**

**New-Art 1003**

**WRITE FOR YOUR COPY NOW:**

**HAROLD B. ROBINSON**

**6600 N. Braad, Phil., Pa.**

**The Hit Sound Of**

**JAMES RAY**

**"ALWAYS"**

**C-103**

**CONGRESS RECORDS**

**Chuck Jackson**

**TELL HIM I'M NOT HOME**

**Wand 132**

**wand**

## Brothers In Fun



WASHINGTON—Deejays and local press turned out recently to honor the Smothers Brothers during an appearance here. Pictured promoting their chart-riding Mercury album, "The Two Sides Of The Smothers Brothers," to spinner Larry Karr of WMAL are Tom (left) and Dick Smothers.

RETURN TO SENDER	RCA
ELVIS PRESLEY Elvis Presley Music	
WHERE DO YOU COME FROM	RCA
ELVIS PRESLEY Elvis Presley Music	
SPANISH LACE	LIBERTY
GENE McDANIELS St. Louis Music, Inc.	
I AIN'T GONNA CRY NO MORE	LIBERTY
TIMI YURO Hill & Range Songs, Inc.	
I'VE GOT A WOMAN	SUE
JIMMY McGRUFF Progressive Music	
SEE SEE RIDER	ATLANTIC
LAVERN BAKER Progressive Music	
TWEEDLEE DEE	CHESS
BABY CORTEZ Progressive Music Pub. Co., Inc.	
ANYTIME	VEEJAY
FRANK IFIELD Hill & Range Songs, Inc.	
I GOT THE WORLD BY THE TAIL	COLUMBIA
CLAUDE KING Ark-La-Tex. Pub. Co., Inc.	
THE BEST MAN CRIED	MERCURY
CLYDE McPHATTER BOBBY RYDELL Ark-La-Tex. Pub. Co., Inc.	CAMEO
DOES HE MEAN THAT MUCH TO YOU	RCA
EDDY ARNOLD Ross Jungnickel, Inc.	
<b>THE ABERBACH GROUP</b>	
1619 Broadway, New York, N. Y.	

### For Strike's Duration: Victor Lets Newspaper Disk Critics Have Say On Radio

NEW YORK—RCA Victor Records is doing something about the gap created—disk review-wise—by the long New York newspaper strike.

Victor recently concluded arrangements to present a half-hour weekly radio program on WQXR featuring comments on the various companies' new record releases by leading newspaper reviewers, according to George R. Marek, vice president and general manager who originated the idea.

Broadcast on Sundays from 12:30-1:00 p.m., the program, "The Weekly Record Review of the Air," gives people in the WQXR listening area the opportunity to hear their favorite newspaper reviewers reading reviews exactly as they would have appeared in their respective newspapers. The choice of the classical, pop or jazz records to be reviewed on each program is left entirely to the reviewers themselves. Excerpts of the chosen recordings are presented with the critiques. The program is presented without any commercial messages as a public service by Victor.

The premiere of this series on Sunday, Dec. 30, included reviews by Herbert Kupferberg of the New York Herald Tribune, Atra Baer of the New York Journal-American, Raymond Ericson of the New York Times, and Douglas Watt of the New York Daily News.

### Ambassador Offers New LP's, Singles

NEW YORK—Ambassador Records is moving into the New Year with 25 new disks, including 17 albums on the low-priced Guest Star, Diplomat and Rocking Horse Children's disks and eight releases in the firm's 7" (45's or 78's) Peter Pan series.

The Guest Star items are: "Frank Fontaine—Idiot's Delight & Added Humor by Marty Gale; "Show of Stars"—Vols. 1 & 2, various artists; "Showcase of Western Stars—Vol. 3," various artists.

Heard on Diplomat are: "Twin Pianos," Gamely & Docker and Peter Knight Singers (35mm recording); "Mr. President," Douglas Gamley (35mm recording); "Everybody Loves a Lover," Eric Delaney (35mm recording); "The Longest Day," Nicholas Andriano; "The Tradewinds," National College Champions; "The Lonely Bull," Madrid Afficienado Brass Orchestra; "Limbo"; "Mutiny on the Bounty," themes from big flicks; "Bossa Nova"; and "Showboat," Magic Violins and vocal soloists.

The Rocking Horse entries (only in mono) are: "Mother Goose Jamboree," "Let's Go to the Circus" and "Let's Go to the Zoo."

The Peter Pan releases: "Captain Kangaroo," "Clock that went Tock Tick," "Sing a Song of Presidents," "Sing a Song of Arithmetic," "Deputy Dawg," "Sing & Learn Spanish," "Ten Little Indians" and "Casper the Friendly Ghost."

### Ray Charles Cuts First Single In A Year

NEW YORK—Needless to say that Ray Charles is one of the hottest singles attractions around, but, ironically, he hadn't been at a singles session in a year until last week.

Charles' most recent singles smashes for ABC-Paramount (e.g. "I Can Stop Loving You," "You Don't Know Me," "You are My Sunshine") stemmed from both volumes of his big-selling LP's, "Modern Sounds in Country & Western Music."

Sid Feller, director of A&R, flew to Hollywood last week to cut the singles date, both songs of which were not ballads.

### Capitol Inks Eddie Dean

HOLLYWOOD—Eddie Dean, one of the most durable stars of country music, has been added to Capitol Records' artist roster. A&R Executive Ken Nelson will produce his records. He comes from the Sage & Sand label.

From a career which has spanned more than 30 years, Dean has to his credit the original hit versions of such all-time favorites as "Hillbilly Heaven," "Careless Hands," "One Has My Name, The Other Has My Heart," and "On the Banks of the Sunny San Juan." He helped write many of his hits.

Dean is also remembered as one of the big-name cowboy stars of movies. He started in the late thirties with leading parts in "Hopalong Cassidy" movies. In 1946, when he starred in "Song of Old Wyoming," he launched a series of the first westerns in color.

A native Texas, Dean has appeared on all the top country music shows. He was a star of the National Barn Dance on WLS, Chicago, for many years. He remains a top attraction throughout the country.

Dean's first Capitol single record, "Run, Jimmy, Run," coupled with "She Doesn't Know I'm Alive," is due out this week (7). (See separate story on label's all-country-folk singles release).

### King Greets New Year With 15% LP Program Nathan: '62 Looks Good

CINCINNATI—King Records and its affiliates—Bethlehem & Audio Lab—are saying Happy New Year to the trade through a straight 15% discount on all LP's until Feb. 28. Eleven new albums for Jan. will be available under the deal.

King's exchange policy on LP's—on a one for one basis at any of the 22 King branches or seven indie distributors—will remain in effect during the sale, which requires no minimum purchases. Program will be supported by display material and consumer aids.

Pricing to dealers is as follows: \$4.98 LP's go for \$2.63; \$3.98 LP's are \$2.10 and \$1.98 LP's are \$1.05.

King prexy Syd Nathan used the occasion of announcing the program to offer a rosy outlook for the disk business in '63.

He stated that '63 would be a good record and that in all probability trend during the year would be two-fold: first, there'll be "more and more dealers, discount operators, rack-jobbers and one-stops being forced to carry larger LP catalog stock items and much greater selection." According to Nathan, '62 brought out an important aspect of record merchandising: no longer can a record outlet survive by offering only "hot & hit" merchandise. Secondly, Nathan believes that it is necessary for the aforementioned to carry larger inventories and carry standard catalog items if they are to pull and hold their customers.

The new albums are: King: "Golden Harvest" by Jimmy Osborne; "Another Day with Reno & Smiley"; "Nashville Bandstand," various artists; "Country Gentlemen of Song" by Cowboy Copas; "Sixteen Sacred Gospel Songs" by Grandpa Jones & The Brown's Ferry Four; "25 Years of Country & Western, Sacred, Gospel, Spiritual Songs," various artists; "Bob Kames Goes Western," organ; "Earl Bostio Plays Bossa Nova"; Bethlehem: "Epitome of Jazz," Herbie Mann; "The Best of Eddie Davis & Shirley Scott"; "To Bing from Mike," Mike Holiday.

### CMA Moves Nashville Offices

NASHVILLE — The Country Music Association (CMA) has announced a move to new offices in Nashville. New address is 801 16th Ave. So.

### RIAA Offers "New" How-Disks-Are-Made Booklet

NEW YORK—The Record Industry Association of America has re-published and re-designed its booklet—"Your Wonderful World of Records," which describes to consumers how disks are made. It was first made available last year.

### Black Gets A Gold Disk



MEMPHIS—Bill Black's Combo was recently presented a gold record of "White Silver Sands," which Hi Records reports has topped one million in sales, at a presentation in Black's honor at the Hotel Chisca here. Joe Coughi, prexy of Hi, and Edward Kissack of London Records, New York distributors of Hi, made the award. Standing (left to right) above are Black, Coughi and Kissack.

### HOT! HOT! HOT! Climbing "CALL ON ME"

by  
Bobby Bland  
Duke 360

**DUKE AND PEACOCK  
RECORDS, INC.**  
2809 ERASTUS STREET,  
HOUSTON 26, TEXAS, ORCHARD 3-2611

### "LET'S GET TOGETHER" JIMMY REED

Vee Jay #473

**VEE JAY** 1449 S. MICHIGAN AVE.  
CHICAGO 16, ILL.

**MGM Records**  
I'M GONNA BE WARM  
THIS WINTER  
CONNIE FRANCIS  
MGM 13116

Marilyn Monroe  
Sings Her Biggest Hits

### "MARILYN"

FXG 5000



## Mercury Predicts Bright '63 At Distrib Meet

(Continued from page 6)

Bernard Braddon, Harold Lawrence, and Clair Van Ausdall, who explained that the division is stressing the selection of artists who will appeal to many levels of musical taste, and a variety of new material such as the classical flamenco guitar and popular circus marches. The new approach will be carried through the whole product presentation, including bright new packaging designed to have special consumer eye appeal.

Members of the A & R staff, Shelby Singleton, vice-president; David Carroll, Hal Mooney, Quincy Jones and Jack Tracy, each presented his recording concepts and revealed details of future plans and products.

Shelby Singleton produced a spirited session when he invited all the sales force to become A & R men temporarily by voting on which recently recorded songs by Damita Jo and other artists should be paired on singles. The sides they selected will actually be used, Singleton said.

In discussing the advertising program, Myers pointed out that Mercury will continue its "very successful" Fall approach which stressed building the artist image and resulted in five new chart albums in just three months. "We will continue our advertising and merchandising pieces keyed to specific artists, and broaden the ads featuring artists endorsing each other," Myers added.

George Balos, merchandising manager, unveiled Mercury's new merchandising aids, featuring a compact four-sided point-of-purchase motion display. The unit displays 12 album covers, which can easily be interchanged. Other new merchandising pieces, designed to bring Mercury's advertising to the point of purchase, include two blow-ups of artist endorsement advertisements mounted on easel cards. In addition, die-cut easel jackets of the entire January release are available.

According to Myers, "Reception to the new sales plan and orders for the new goods were gratifying, and are a real testimonial to our belief that 1963 will be a big year for Mercury. The orders backed up our prediction that the economy is on the verge of a real explosion, with a buying climate that should insure a tremendous gain for the entire recording industry."

Mercury's meetings were held in Los Angeles and Atlanta on Dec. 27, New York City on Dec. 28, and Chicago on Dec. 29.

## Prestige Cuts Instrumental "Oliver!"

BERGENFIELD, N. J. — Prestige Records has recorded an instrumental version of the new hit Broadway musical, "Oliver!" RCA Victor has the original-caster of the show, which is currently riding the best-selling LP charts.

Featured on the new disk are Dave Pike on vibes, Tommy Flannagaon on piano, Jimmy Raney on guitar, George Tucker on bass and Walter Perkins on drums. A single has already been taken from the album coupling "Where Is Love" and "As Long As He Needs Me."

## Columbia Sets 8 Stereo Tape Releases For January

NEW YORK—Columbia has announced that it will release eight 4-track stereo tapes in Jan., including four pop and four Masterworks.

In the pop release are "I Left My Heart in San Francisco"—Tony Bennett, "Night Love"—Bobby Hackett, "Flaming Drums"—Olatunji, and "Rapture"—Johnny Mathis.

In the Masterworks division, the releases are "Brahm's Symphony No. 2 in D major"—Leonard Bernstein & New York Philharmonic, "The Carnival of the Animals"—Leonard Bernstein, "Carnival in Vienna"—Eugene Ormandy, and "Berlioz Symphonie Fantastique"—Eugene Ormandy.

## Pickwick's Earnings Up 22% In 6 Mos. Period

NEW YORK—Cy Leslie, president of Pickwick International, Inc., has reported that for the six months ended Oct. 31, 1962, earnings rose 38% to \$83,164 or 27.7¢ per share and sales gained 22% to \$2,233,689.

This compares with \$60,280 or 20¢ per share on sales of \$1,834,053 over a similar period last year.

Leslie predicted that for the 12 months Pickwick International would show a substantial increase over last year's \$4,080,413 in sales and \$143,133 or 48¢ per share earnings.

One of the firm's initial moves in '63 will be the debut of a series of low-priced country music diskings by established artists.

## Hofer To Address Int'l Disk-Music Club

NEW YORK—Walter Hofer, disk business lawyer and co-chairman of the International Record & Music Men's Club, will address a luncheon of the Club this Thurs. (10) at the Hotel Warwick, this city. His topic will be: "Jointly Owned Music & Record Firms Abroad—Their Advantages & Pitfalls." Club's other co-chairman is Sidney Shemel, director of foreign operations for United Artists Records.

## Cortland Confab



CHICAGO—Earl Glick, recently-appointed executive veep of Cortland Records is shown above receiving "Bonnie Do" on Ermine from the chanter, Johnny Cooper, in the firm's Windy City offices. Seated next to Glick is his secretary Stephany Neary and Cortland topper Bill Erman is pictured at the extreme left talking on the phone.

## WB Names Schwartz Bros. As Its New Distrib In Wash., Balt., Richmond

BURBANK—Warner Bros. Records has named Schwartz Bros. as its distributor in the Washington, Balt., Richmond areas, according to Bob Summers, national sales manager. Move replaces Joseph M. Zamoiski Co. Nat Kapatin, WB's promo rep in that area, is continuing his capacity of co-ordinating promo activities for WB with Schwartz Bros.

## Kapp Distribs Hear Of January Program

(Continued from page 7)

also mentioned Jimmy Justice, Jerry Jackson, Babs Tino and Skip Cunningham. Al Stanton, the company's pop A & R man was introduced from the floor and Skaff continued: "We are proud of the image our company has built over the years and we are now broadening our base and adding to our sales potential by becoming a very vital force in the singles market." To demonstrate this, he played new singles by teenage artists including Johnny Cymbal, Richard Anthony and Mike Regal, plus three entries by Chad Mitchell Trio, Jack Jones and Roger Williams.

At the conclusion of the singles demonstration, the lights dimmed and a stereo-spectacular, ½ hour color movie (produced by Jerry Lieberman, the label's merchandising director) was shown which revealed the exciting album product on the January release. The release consists of 15 albums including such standouts as Roger Williams' "Country Style," 12 country songs, "Jose Jimenez, Our Secret Weapon," who takes a whack at all the branches of the armed forces, "Chad Mitchell Trio In Action," "More Kenny Ball" and the Midnight in Moscow Jazzmen, "More Do-Re-Mi," The Do-Re-Mi Children's Chorus, "Fly Me To The Moon" and The Bossa Nova Pops, the follow up to the chart single and "The Wide Open Spaces," The Pete King Orchestra and Chorale. In addition, there are eight other catalog items.

The movie concluded with a further tribute to all who had helped in the success of the company and the film then led into the live presentation by David Kapp to Roger Williams of the artists' 6th gold LP (see separate story).

The meet continued with Macey Lipman of the sales department outlining the details of the program which include a 10% discount with a special bonus discount and dating to qualified dealers. Lipman showed the new litho books, order forms and other sales aids, and explained that the sound-track of the sales movie just shown had been transferred to disc for use by distributors at their own local Kapp sales meetings.

Next, Eric Steinmetz, also of the sales department, introduced the label's new Juke Box series which consists of former hit singles recoupled by key artists for juke box consumption.

Skaff wrapped up the meeting by summarizing the company's sales policies and growth plans.

## Atlantic Issues Initial BN LP's Cut In Brazil

NEW YORK—Atlantic Records' Jan. LP releases consist two LP's that are first of the label's cut-in-Brazil Bossa Nova product.

The albums are "Do the Bossa Nova with Herbie Mann" and "The Boss of the Bossa Nova" with Joao Gilberto, one of the leading Bossa Nova figures.

The Mann package features the strong jazz flutist playing with five of the top Bossa Nova groups in Brazil, including that of Antonio Carlos Jobim, who sings his own "One Note Samba"; guitarist Baden Powell; Sergio Mendes and His Bossa Nova Rio crew; pianist Luis Carlos Vinhas and His Trio; and a 17-piece percussion group composed of Brazilian "School of Samba" musicians.

The Mann package was cut in Rio De Janeiro under the supervision of Atlantic veep Nesuhi Ertegun.

Additional LP's by Mann and Gilberto, also recorded in Brazil, will be issued by the label in the months to come.

## Correction

NEW YORK—A story in last week's issue describing the new LP program from Liberty Records incorrectly stated the amount of the extra cash discount to be authorized on individual dealer orders of 200 or more LP units. Correct percentage is 5%.

### R&B SINGLE SIZZLER!!

"WINTERTIME  
BLUES"

LIGHTNIN' SLIM  
Excello 2224

### GOSPELS ON THE MOVE!!

'WHEN TROUBLE ARISES'  
b/w 'DON'T KNOW WHY'

Six Trumpets  
Nashboro 752

'COME AND GO' b/w  
'LOOK AND SEE'

Emma Tucker  
Nashboro 753

'GOD MAKES NO MISTAKES'  
b/w 'OVER YONDER'

The Consolers  
Nashboro 754

'THE LOVE OF JESUS' b/w  
'GOD GOT HIS HANDS  
ON ME'

The Holmes Sisters  
Nashboro 755

### NASHBORO RECORD COMPANY

177 3rd Ave., N. Nashville, Tenn.

"SAILOR  
BOY"

Cathy Carr

LAURIE 3147

A  
GYPSY  
CRIED

Lou Christie  
R-4457

ROULETTE RECORDS



# CASH BOX TOP 100'S PUBLISHERS

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



# GREAT BRITAIN

ALL ALONE AM I	52	LITTLE TOWN FLIRT	48
(Duchess—BMI)		(Vicki McLaughlin—BMI)	
*A GYPSY CRIED	89	*LITTLE WHITE LIES	99
(Nom-Rdr Td—BMI)		(Bregman, Vocco & Conn—ASCAP)	
*AL DI LA	87	LONELY BULL	17
(Mark & Sons—ASCAP)		(Almo—ASCAP)	
*ALL ABOUT MY GIRL	85	LOOP DE LOOP	31
(Saturn-Jell—BMI)		(Tobi-Ann, Teddy Vann—BMI)	
BALLAD OF JED CLAMPETT	50	LOVE CAME TO ME	33
(Carolintone—BMI)		(Schwartz, Disal—ASCAP)	
BIG GIRLS DON'T CRY	8	LOVE OF A BOY	46
(Bobob—ASCAP)		(U.S. Songs—ASCAP)	
BOBBY'S GIRL	4	LOVESICK BLUES	54
(A.M.E. of N.Y.—BMI)		(Mills—ASCAP)	
*BOSSA NOVA U.S.A.	98	*MAM DIDN'T LIE	93
(Derry—BMI)		(Curtom—BMI)	
CALL ON ME	82	MOLLY	69
(Lion—BMI)		(Aldon—BMI)	
CAST YOUR FATE TO THE WINDS	61	MONSTERS HOLIDAY	51
(Friendship—BMI)		(Garpax, Underwood—BMI)	
CHAINS	32	MY COLORING BOOK	29
(Aldon—BMI)		(Sunbeam—BMI)	
CHICKEN FEED	77	MY DAD	10
(Metorion—BMI)		(Aldon—BMI)	
CINNAMON CINDER	40	MY WIFE CAN'T COOK	66
(Algrace—BMI)		(Lajesse J—BMI)	
COMIN' HOME BABY	60	NIGHT HAS A THOUSAND EYES	11
(Melotone—BMI)		(Blen, Mabs—ASCAP)	
CONEY ISLAND BABY	65	PEPINO THE ITALIAN MOUSE	7
(Original—BMI)		(Romance, Ding Dong—BMI)	
(Dance With) THE GUITAR MAN	35	*PEPPERMINT MAN	100
(Lindvane—BMI)		(Bloor-Hoffman—BMI)	
DARKEST STREET IN TOWN	88	POPEYE WADDLE	81
(Aldon—BMI)		(Cameo-Parkway & Woodcrest—BMI)	
DEAR LONELY HEARTS	27	PROUD	64
(Sweco, Cetra—BMI)		(Aldon—BMI)	
DESAFINADO	45	PUSH AND KICK	67
(Hollis Bendig—BMI)		(Claridge—ASCAP)	
DON'T HANG UP	24	RAINBOW AT MIDNIGHT	76
(Kalmann—ASCAP)		(Shapiro, Bernstein—ASCAP)	
DON'T MAKE ME OVER	26	RELEASE ME	19
(Bacharach, Jac—ASCAP)		(4 Star Sales—BMI)	
ECHO	68	REMEMBER THEN	30
(Spare Rib—BMI)		(Maureen Music—BMI)	
EVERYBODY LOVES A LOVER	21	RETURN TO SENDER	5
(Int'l Korwin—ASCAP)		(Elvis Presley—BMI)	
*EVERY DAY I HAVE TO CRY SOME	100	*RHYTHM OF THE RAIN	91
(Tiki—BMI)		(Sherman-Devorzan—BMI)	
FLY ME TO THE MOON	63	RIDE	39
(Almanac—ASCAP)		(Woodcrest, Check-Colt—BMI)	
FROM A JACK TO A KING	47	RUBY ANN	44
(Dandelion Music)		(Marizona—BMI)	
FROM THE BOTTOM OF MY HEART	94	RUMORS	59
(Laurel—ASCAP)		(Aldon—BMI)	
GO AWAY LITTLE GIRL	2	SEE SEE RIDER	42
(Aldon—BMI)		(Cotillion—BMI)	
HALF HEAVEN—HALF HEARTACHE	23	SHAKE ME, I RATTLE	72
(Arch—ASCAP)		(Coliseum—BMI)	
HE'S A REBEL	58	SHAKE SHERRY	57
(January—BMI)		(Jobete—BMI)	
HE'S SURE THE BOY I LOVE	56	SHE'S A TROUBLEMAKER	78
(Aldon—BMI)		(Travis, Writenhouse—BMI)	
HEY PAULA	41	SHUTTERS AND BOARDS	20
(LeBill & Marbill—BMI)		(Camp & Canyon—BMI)	
HOTEL HAPPINESS	6	SOME KINDA FUN	43
(Dav Ben, Manston—ASCAP)		(Rondell—BMI)	
*HOW MUCH IS THAT DOGGIE IN THE WINDOW?	97	SPANISH LACE	73
(Joy—ASCAP)		(St. Louis—BMI)	
I MAY NOT LIVE TO SEE TOMORROW	70	STRANGE I KNOW	62
(Paao—ASCAP)		(Jobete—BMI)	
*I'M A WOMAN	84	TELL HIM	9
(Tri—BMI)		(Mellin—BMI)	
I'M GONNA BE WARM THIS WINTER	25	TELSTAR	1
(Merna—BMI)		(Campbell, Connelly—ASCAP)	
I SAW LINDA YESTERDAY	18	TEN LITTLE INDIANS	55
(Jack—BMI)		(S-o-A Of Tunes—BMI)	
IT'S UP TO YOU	16	THAT'S LIFE	49
(4 Star Sales—BMI)		(Mary Hill, Missile—BMI)	
JAVA	71	TROUBLE IS MY MIDDLE NAME	37
(Rush—BMI)		(January—BMI)	
*JELLY BREAD	92	TWO LOVERS	14
(East—BMI)		(Jobete—BMI)	
KEEP YOUR HANDS OFF MY BABY	36	UP ON THE ROOF	15
(Aldon—BMI)		(Aldon—BMI)	
LET ME GO THE RIGHT WAY	96	WALK RIGHT IN	22
(Jobete—BMI)		(Rverson—BMI)	
LET'S GO (PONY)	53	WHAT TO DO WITH LAURIE	86
(Rist-Giant—BMI)		(Trio—BMI)	
LET'S KISS AND MAKE UP	34	WIGGLE WOBBLE	28
(Trio—BMI)		(Bob-Dan—BMI)	
LIMBO ROCK	3	WILD WEEKEND	74
(Four Star Twist—BMI)		(Shantodd—BMI)	
LITTLE TIN SOLDIER	80	WOULD IT MAKE ANY DIFFERENCE TO YOU	83
(Breezy-Willow—ASCAP)		(Pamper—BMI)	
		YOUR CHEATIN' HEART	75
		(Rose—BMI)	
		YOU ARE MY SUNSHINE	13
		(Peer Int'l—BMI)	
		YOU'VE REALLY GOT A HOLD ON ME	38
		(Jobete—BMI)	
		ZERO ZERO	79
		(Metorion—BMI)	
		ZIP-A-DEE-DOO-DAH	12
		(Joy—ASCAP)	

Things got off to a slow start after the two-day Christmas break and, at the time of writing, news is scarce indeed. However, it has been a happy Christmas for the British group, **The Tornados**, now No. 1 in the Cash Box Top 100 with their world embracing hit "Telstar." The disk's phenomenal success is shared by independent producer, **Joe Meek** of R.G.M. Sound, The Decca Record Company and publishers Ivy Music. The same team celebrate the New Year with a follow-up single "Globetrotter" and an EP which includes "Popeye Twist," "Love And Fury" and "Jungle Fever."

Decca also kicks off the New Year with a new **Tommy Steele** single. Absent from the Hit Parade for many a year, Tommy tries his luck with a **Johnny Worth** composition "Butter Wouldn't Melt In Your Mouth." On the same label **Jet Harris** and **Tony Meehan**, former members of **The Shadows** group, together with composer **Jerry Lordan** have recorded "Diamonds." Decca's confidence that with this disk it has another "Apache" on its hands is echoed by publishers **Francis Day & Hunter**. **John D. Loudermilk** waxes his own composition "Road Hog" on RCA Victor. From the American Top Twenty, **Bob B. Soxx** and **Blue Jeans** bring a new lease of life to "Zip-a-Dee-Doo-Dah" and **Rick Nelson** waxes "It's Up To You." From the Warner Bros. catalog comes a new **Judy Garland** single "Little Drops Of Rain" from the full length cartoon film "Gay Purr-ee." A sound track from the film starring **Robert Goulet**, **Hermione Gingold** and **Red Buttons** will be released on the Warner Bros. label later in January.

The end of the year brought **Mark Wynter** his first Silver Disk for "Venus In Blue Jeans"—his first release on Pye. Mark enters the New Year in the charts with his follow-up "Go Away Little Girl," which may well become his second quarter million seller. An interesting chain of events led to the latest **Kenny Ball** release. **Louis Benjamin**, director of Pye Records, started the ball rolling, so to speak, during a recent visit to Tokio. Fascinated by a song constantly being played on the radio Benjamin asked for a copy of the disk and brought it back to England convinced it would make an ideal instrumental for **Kenny Ball**. The jazzman heard it, liked it and recorded it. Retitled "Sukiyaki" after a Japanese meat dish the disk was issued on Jan. 8.

In Jan., Pye is enlarging their catalog of Irish and Scottish music under a new "Heather" series of singles, EP's and LP's to be issued on the Piccadilly label. A cocktail party is being held in Glasgow on Jan. 15 to launch the new series which will feature artists such as **Elaine** and **Derek Moira Briody**, **Michael O'Duffy** and **The Alexander Brothers**. Pye will also issue an LP "The Kilt Is My Delight" from the TV program of the same name.

Another new series also from a TV program "Face To Face" will be launched by Pye Records. 12" LP's retailing at 29/6d. will comprise edited recordings from the series. **John Freeman** will be heard interviewing various well-known personalities and the first three issues will feature **Tony Hancock**, **Stirling Moss**, **Lord Birkett**/**Frank Cousins**, **Dame Edith Sitwell**/**Cecil Beaton**. Further issues will be made throughout the year.

New single releases from Philips include the latest **Marty Robbins** waxing of "Ruby Ann" on CBS. As with his previous hit "Devil Woman" the publisher is **Acuff-Rose**. Orchestra leader and **MD Robert Farnon**, well-known for his album recordings, has waxed "The Dick Powell Theme" from the TV series—his first single for the Philips label. Publisher is **Ivan Mogull**. A new signing to the Philips label is **Scottish singer Eileen Duffy** making her debut with "There's Always Tomorrow." "Bossa Nova USA," featured by **Dave Brubeck** in a recent "Sunday Night At The London Palladium" TV show brought forth so many requests that it has now been issued as a single on the CBS label.

The first releases by EMI in 1963 are scheduled for January 11 and include "Land Of Hope And Glory" by **Vera Lynn** on HMV. The disk has already achieved considerable success on the continent particularly in Holland. A new **Acker Bilk** disk "A Taste Of Honey" is issued on Columbia and on the same label **Jerry Dee** sings "I Left My Baby." **Nina** and **Frederik** also wax "There Once Was A Time Of Men." The **Jordanaires** have an old **Elvis Presley** hit "Don't Be Cruel" on Capitol and on the same label **Peggy Lee** tells us "I'm A Woman," hitting in the U.S.

**Stuart Reid** late of **Essex Music** moves over to the **Robbins** group as general manager in place of **Tommy Hudson** who remains with the group but takes over **Dix Music** from **Percy Hiroms**, who is retiring after many years with the organization.

**Arthur Lewis** has been named as managing director of **Dorchester Productions Ltd**, the new theatrical production company recently set up by **EMI Ltd**. He arrives this month to commence operations and will later produce the London production of "How To Succeed In Business Without Really Trying," the company's first venture which opens on Mar. 28 at the **Shaftesbury Theatre**. Formerly known as **The Princess** and recently acquired by **EMI** in association with property magnate **Charles Clore** and **New York production firm Four and Martin**, the theatre will also be operated by **Arthur Lewis**. No stranger to **England Lewis** was the **Producer-Director** for the London production of "Guys And Dolls." He also produced the Broadway production of the British musical, "The Boy Friend."

**CBS** recording artist **Bob Dylan**, accompanied by his manager **Albert Grossman**, in London to appear in a play for **BBC TV** on Jan. 16 and for cabaret at the **Establishment Club**.

Amendment to the **Cash Box** Christmas Issue dated December 29 1962 in Part Two, the **International Section**, Page 11, **Agents and Managers List**. The address of **Starcast Ltd**. should read 54/62, **Regent Street, London, W.1**. Tel: **Regent 2813-5**.

## Israel's Best Sellers

1. Baby Face—Bobby Darin.
2. I Remember You—Frank Ifield.
3. No One Can Make My Sunshine Smile—The Everly Bros.
4. A Taste Of Honey—Lenny Welch.
5. Don't Go Near The Indians—Rex Allen.
6. I Listen To My Heart—Frank Ifield.
7. Sheila—Tommy Roe.
8. Telstar—Bud Ashton.
9. If You Were A Rock And Roll Record—Freddie Cannon.
10. Love Came To Me—Dion.
11. Susie Darlin'—Tommy Roe.
12. King Of The Whole Wide World (From "Kid Galahad") — Elvis Presley.
13. Breakin' Up Is Hard To Do—Neil Sedaka.
14. Warmed Over Kisses—Brian Hyland.
15. Only Love Can Break A Heart—Gene Pitney.
16. Love Me Tender—Richard Chamberlain.
17. It's Up To You—Ricky Nelson.
18. Eso Beso—Paul Anka.
19. I'm Gonna Be Warm This Winter—Connie Francis
20. Coming Home Baby—Mel Torme.



# GERMANY

The musical is finally finding its way into the top rung of record sales in Germany. 1962 proved to be the break through year for musicals led by "My Fair Lady," which received a golden disk for over 125,000 sales in the German Berlin version. Philips, who had the golden record also reports that the German "My Fair Lady" topped its LP sales in 1962 followed by 3 other musical LP's including "Porgy and Bess" from the film, "West Side Story" also from the film and the original Broadway cast version of "My Fair Lady" all placing in the top 6 best sellers for the firm.

Polydor followed up the success by issuing an LP of the musical "Heimweh Nach St. Pauli" (Homesick for St. Pauli) written by Lotar "You You, You" Olias and starring record star Freddy, which not only is racking up top LP sales, but the single from the show "Junge, komm bald wieder" is topping the hit parade here. Many more musicals are planned for this year including first showings of American shows such as "Carnival" which enjoyed huge success in Zurich Switzerland last year with recording star Bobby Franco doing the male lead, "The Boy Friend," which will have Electrola teenager Rex Gildo in the cast and many others, as well as new German musicals which also will include many recording personalities in the casts.

With the sales of LP's reaching singles sales figures, many firms will be eyeing original cast LP's for release and Germany may witness the same development as the U.S. with record firms not only releasing but also financing musical productions.

Dieter Heck of Edition Marbot announces that the firm is working hard on the new Lolita Polydor recording of the French tune "En Suivant Notre Amour" done in German.

Ariola Records announced that they have signed the Munich Carnival Prince Maxl Graf to a recording contract. Furthermore, their contracted bands led by Max Gregor and Kurt Henkels have been signed by the 2nd TV program as regulars.

The firm has also picked up the original soundtrack to the film "The Longest Day" through Barclay. Ariola is also hard at work pushing The Limbo due to the success of its Chubby Checker waxing of "Limbo Rock." Swiss youngster Peter Hinnen is booked into the "Olympia" in Paris in April. The young singer tore up the charts here with his German waxing of "El Rancho Grande" and is doing well with his newest recording.

The German record companies are reporting top sales over the holiday seasons. LP sales were better than ever and single sales were not disappointing. Starting in January, the record firms have been concentrating on LP product with singles being released in much smaller quantities.

That's it for this week in Germany.



# CANADA

Bobby Curtola's new Tartan single has been released. Top side would appear to be a composition by his co-managers, Dyer and Basil Hurdon. Entitled, "Destination Love," it's packed with teen appeal that should keep the cash registers ringing a merry tune. December 28, 29 and 30 saw young Bobby do three P.A.'s in Montreal. Bill Fisher, Curtola's Montreal distrib, arranged for the young vocalist to see the deejays throughout the city. Bobby is set for a London, Ontario appearance, (1/26) along with well-known (even in Canada) deejay from Chicago, Dick Biondi of WLS.

More about President's and Press Conferences: everybody's getting into the act. CHUM's Garry Ferrier does an excellent impersonation of JFK on a new Astral release, "President's Canadian Press Conference." Questioners on the two sided single are the CHUM deejays, while the script for the bit was written by the Station's promotion director, Allen Farrell.

One of the top discs at Quality these days is Max Falcon's countryish reading on Barry of "I Thought I Heard You Call My Name." A pair of newbies by The Beau Marks show up well on Quality. "Dark Is The Night" and "Stay With Me" are the sides, and Joey Frechette of The Beau Marks told Cash Box that it would be up to Canadian deejays and their listeners to pick the plug side of the new release. The Beau Marks, incidently, were the opening attraction at Benwell Enterprises' fantastic new teen night club in Ottawa, The Oak Door. They were followed by Ray Peterson and he in turn will be followed by Tommy Roe. A long list of top record talent is already set for the beautiful new club, catering exclusively to teens in the nation's Capitol. From the package department at Quality comes rave notices on early sales reaction to the new Laurie LP, "The Other Family" spotlighting the fine impressions of Larry Foster. Another hot package at Quality is Chubby Checker's Limbo Party.

The Quality folks hosted a cocktail party at The Westbury Hotel, Toronto during a visit to the city by Bobby Rydell (12/21). 120 guests, deejays and dealers attended and met Bobby and his manager, Frankie Day.

Whitey Haines is very happy over reaction to his composition, "That's What Christmas Means To Me." The deck enjoyed good seasonal sales and will repeat in Christmas seasons to come.

New personality at CFBC, St. John, N.B. bills himself as "Stag" and hails from CJFX in Antigonish, N.S. Featuring a pop music format and character voices, "Stag" hopes for as good a reception in the New Brunswick City as he had in his former location. His true identity—by his own request—remains a mystery.

RCA Victor planning an extensive promotion for a new series of releases beginning this month under the heading of "Our Man." The series will feature new releases by some of the label's biggest stars, Paul Anka, Henry Mancini, Sergio Franchi and others.

Hot album with Bill Fisher's Phonodisc branch in Montreal currently is the new Sue release by organ man, Jimmy McGriff. It follows hard on the heels of the smash single by the artist, "I've Got A Woman." Several of the tracks are suitable for stations and jocks specializing in "smoother" sounds. Chief among these would be the "Satin Doll" track and "I Could Have Danced All Night." The artist's new single is also included in the package, it's a side entitled, "All About My Girl."

New Canadian song that could easily do as well or better than "Steel Men" is "That's A Lie." It's written by Danny Harrison and released on Coral by The Count Victors. Suzanne Martin at BMI is busy circulating copies of the Cash Box review of the new deck, a recent pick of the week. Another Canadian tune that is showing break out signs is an item included in the new Sonny James, Dot LP, "Young Love." "Shiloh" is the tune, and it was penned by David Martins the same individual who wrote Steel Men.

Johnny Nash just recently concluded a week's stay at Montreal's El Morocco.

Ben Kaye and Hal Stanley the Montreal song writing team with a vital interest in Norman Brooks' new Venus LP have been doing a lot of travelling in both the U.S. and Canada on behalf of the LP in general and their tunes in particular. They seem to be finding good reaction in most areas, particularly "Vagabond Prince."

Fred Roy waxes enthusiastic over a new Mountain LP by Howard Vokes. Entitled "Mountain Guitar," the package is among first releases on Roy's new \$1.98 line. Included in the new set is Vokes' great reading of "Willy Roy The Crippled Boy."

## Great Britain's Best Sellers

This Week	Last Week	No. Weeks on chart	
1.	2.	5.	The Next Time—Cliff Richard (Columbia) Elstree
2.	8.	4.	Dance On—The Shadows (Columbia) Bron
3.	1.	11.	Return To Sender—Elvis Presley (RCA) Manor
4.	4.	9.	Sun Arise—Rolf Harris (Columbia) Ardmore & Beech Wood
5.	3.	11.	Lovesick Blues—Frank Ifield (Columbia) Lawrence Wright
6.	6.	7.	Guitar Man—Duane Eddy (RCA) Shapiro Bernstein
7.	7.	4.	Rockin' Around The Christmas Tree—Brenda Lee (Brunswick) Capitol
8.	5.	9.	Bobby's Girl—Susan Maughan (Philips) Kassner
9.	11.	17.	Telstar—The Tornados (Decca) Ivy
10.	9.	11.	Let's Dance—Chris Montez (London) Morris
11.	—	1.	Your Cheating Heart—Ray Charles (HMV) Acuff-Rose
12.	13.	5.	It Only Took A Minute—Joe Brown (Piccadilly) Shapiro Bernstein
13.	—	1.	Desafinado—Stan Getz-Charlie Byrd (HMV) Essex
14.	15.	4.	The Main Attraction—Pat Boone (London) Spooner
15.	—	1.	Up On The Roof—Kenny Lynch (HMV) Aldon
16.	10.	12.	Swiss Maid—Del Shannon (London) Burlington
17.	—	1.	Me And My Shadow—Frank Sinatra-Sammy Davis (Reprise) Francis Day & Hunter
18.	14.	3.	Bachelor Boy—Cliff Richard (Columbia) Elstree
19.	19.	2.	Go Away Little Girl—Mark Wynter (Pye) Aldon
20.	12.	11.	Devil Woman—Marty Robbins (CBS) Acuff-Rose

## Great Britain's Top Ten LP's

1.	(4)	On Stage With The Black & White Minstrels — George Mitchell (HMV)
2.	(1)	West Side Story—Sound-track (CBS)
3.	(2)	Out Of The Shadows—The Shadows (Columbia)
4.	(3)	Black & White Minstrel Show — George Mitchell (HMV)
5.	(6)	Rock 'N' Roll No: 2—Elvis Presley (RCA)
6.	(10)	Another Black & White Minstrel Show—George Mitchell (HMV)
7.	(9)	A Picture Of You—Joe Brown (Pye 'Golden Guinea')
8.	(—)	The First Family—Vaughn Meader (London)
9.	(—)	Twangy Guitar-Silky String—Duane Eddy (RCA)
10.	(—)	Porgy And Bess—Sound-track (Philips)

## Great Britain's Top Ten EP's

1.	(2)	The Boys—The Shadows (Columbia)
2.	(3)	Frank Ifield Hits—Frank Ifield (Columbia)
3.	(8)	Sounds Of The Tornados—The Tornados (Decca)
4.	(10)	Christmas With The Minstrels — George Mitchell (HMV)
5.	(1)	Kid Galahad—Elvis Presley (RCA)
6.	(—)	Cliff's Hits—Cliff Richard (Columbia)
7.	(5)	Follow That Dream—Elvis Presley (RCA)
8.	(6)	Play It Cool—Billy Fury (Decca)
9.	(7)	Wonderful Land Of The Shadows—The Shadows (Columbia)
10.	(—)	Sincerely—Bobby Vee (Liberty)

## Germany's Best Sellers

This Week	Last Week	No. Weeks In Chart	
1.	2.	3.	*Junge, komm bald wieder (Son, come home soon)—Freddy Polydor—Esplanade/Sikorski
2.	1.	9.	*Baby Twist—Will Brandes & Kleine Elisabeth—Polydor—Gerig
3.	5.	4.	*Fuer Gaby Tu' Ich Alles (I do everything for Gaby)—Gerd Boettcher—Decca—Rolf Budde
4.	7.	2.	Telstar—The Tornados—London—Peter Meisel
5.	8.	4.	*Die letzte rose der praerie (The last rose of the prairie)—Martin Lauer—Polydor—Gerig
6.	10.	2.	*Wenn Du Gehst (When you go)—Connie Francis—MGM—Viktoria
7.	3.	7.	Mary Rose—(Ramblin' Rose)—Gerhard Wendland—Philips—Rolf Budde
8.	4.	14.	*Monsieur—Petula Clark—Vogue—Montana
9.	6.	4.	*Madison In Mexico—Caterina Valente—Decca—Melodie Der Welt
10.	—	1.	Western Rose—Peter Kraus—Polydor—Gerig

\*Original German copyright



# ARGENTINA

Dec. 24 was a wonderful day for practically all the record stores in Buenos Aires and, consequently, for the diskeries. From 8 AM to 10 PM, a crowd of record buyers filled the retailer's buildings and bought singles and especially LP's at the fastest rate ever seen in many months, allowing a one day sale of 200,000 pesos in several stores and, in some cases, surpassing 1961's level, which was considered very good. The owner of "Night And Day," located in the center of the city and in Martinez, in the outskirts of Buenos Aires, estimated that he had been selling at the rate of one album every two minutes for a fourteen hour period. All this has brought some relief to the industry, since December, although a good month, if compared with November, hadn't been too satisfactory.

CBS-Columbia has been cashing in on the success of two singles, "Dame Felicidad" and "Di Papa," which is in the number three spot of the best sellers lists this week. The sales of "Dame Felicidad" are extremely good: one of the major retailers reported an average daily sale of about 300, only in his location. "Di Papa" is also running well, as "El Pecador," in the Los Panchos version, does. The Christmas EP's by Los Tres Sudamericanos and Ray Coniff have also enjoyed success.

In the LP field, the top place belongs this week to "Barbaro," the promotional album released two weeks ago by Music Hall. Since the record includes several chart riders ("Speedy Gonzales," "Dame Felicidad," "Baby Elephant Walk") and is priced at 320 pesos, it seems that buyers considered that it was a good Christmas gift. The "Explosivus Opus Magnum" album, released by RCA, was also in demand. "Fiesta Juvenil," selection LP released by Odeon and including a free gift bag, also seemed to have good possibilities. Philips' first folk music promotional album, titled "Folklore para Todos" and presenting the label's whole folk cast, is out. This record is also low priced and there is a good reaction.

As it may be seen, the price of LP's has become an important subject in its sales. Some labels are releasing a big part of its catalog at reduced prices: Disc Jockey, for example, is selling nearly all its new releases at 385 pesos, instead of 520, including its new "Campeon Entre Campeonas" hit album, cut by Juan Ramon. DJ's topper reports that the results of this policy have been very good, since retailers that before asked for, let's say, three or four records of one title, now are able to ask for six or seven, thus building a bigger volume.

Neumann Publishers continuing its campaign of promotion of old American standards, with new arrangements and, in some cases, change of rhythm to bossa nova or madison. "Beguin the Beguine," "Swanee," "Night And Day," "It Had To Be You," "The Lady In Red" and many others are the titles included in this plan, which also features several new recordings and special promotion trips by Neumann's topper, Carlos A. Di Liscia, to several parts of the country.

Producciones Fermata has arranged the representation in Argentina of Seeco Records of the United States. The deal will result in increased efforts to turn several Centro American artists into top sellers, including the famous Sonora Matancera, Vicentico Valdes, Cortijo y Su Combo and others, according to Mauricio Brenner, Fermata's topper. Seeco was previously represented by Inter Bas. Besides, Fermata has inked a contract with RCA Victor Argentina, which turns PF into the first "record producer," since this type of arrangement didn't exist in Argentina up to now.

Fermata is continuing the promotion of Limbo Rock, which has very good possibilities here. The record division of Fermata has released the version by Chubby Checker some time ago; now Jackie has recorded the tune in Spanish, for CBS-Columbia, and Disc Jockey has released The Cousins version. The only trouble that kept the tune away from the charts were some pressing difficulties that kept the Checker waxing unavailable for some time. However, several retailers report to have received many inquiries from prospective buyers. "Cuando Finishe El Estate," another Italian tune in the same style of "Cuando Calienta El Sol," is also under promotion. It is said that Antonio Prieto will record it in a few days. Antonio is currently shooting a new film, titled also "Cuando Calienta El Sol," and featuring four tunes penned by his brother, Joaquin Prieto, who is currently in Italy.

CBS-Columbia is releasing the second album by Enrique Guzman, who's riding high with "Dame Felicidad," a tune backed by, "A Hundred Pounds Of Clay." The LP title will be the same as the single. Under CBS' Orfeo label, the new LP by Djalma Ferreira, featuring Miltonho, has been very well received. This album has been recorded in Brazil. In the single field, there is a good hit-to-be: "Por Que Me Dejas" by Los Cinco Latinos.

Odeon is preparing the release of a new album by Atahualpa Yupanqui, already mentioned in this column: "Coplas Del Payador Perseguido." The record has Yupanqui singing parts of a book he has written, in milonga rhythm. In the single field, there is a new date by Ginamaria Hidalgo, who has been appearing in the "Festival 62" Channel 9 TV'er, and "Argentino Ledesma." Besides, the label has put to sale "I Apologize," starting the Helen Shapiro promotional campaign.

Music Hall is releasing a new compact 33 cut by Los de Cordoba, its recently inked folk group. There is another 33 by Los Cantores del Alba, and singles by Carlos Argentino ("Pachanga de Boca"), Isaac Abithol ("El Toba"), Rodolfo Zapata ("Zamba Blanca"), Los Nocturnos ("Perdoname") and Los Cantores de Salavina ("Los Troperos").

Music Hall reports that sales of its new promotional album, "Barbaro Vol. II," are meeting extraordinary success. The diskery is also enjoying very good sales from "Pachanga de Boca," composed and sung by Carlos Argentino. The diskery is planning the release of an album by Centro American star Bebo Valdez, a new album by Paraguayan artist Martin Leguizamon and an LP by Isaac Abithol, "Isaco," with music from the province of Corrientes. Siro San Roman, who is hitting the charts with "Dame Felicidad," will start a new program on TV Channel 7, in the first days of January. Sanchez Monges Ayala will start a series of performances in Mar del Plata (pop. 200,000) summer resort which becomes a very big city from December to March.

Microfon has released "Music Box Favourites," a new album of the Audio Fidelity line, and the Dukes of Dixieland "promotional" stereo album, already mentioned in this column. In the compact 33 field, new titles are a record by Adriano and Hugo Pierre, and another one by Los Cinco del Ritmo. Microfon has also released a single by Fausto Papetti, "Verano Violento" and "Evelyn" by Nini Rosso.

Smart Publishers is taking a good part of the Bossa Nova market, with several titles of its catalog: "Fim de Caso," "Guarda Sandalia," "Fim de Caso" and others. The pubbery believes that these tunes will give very good results, and is working hard on them.

Enrique Iriberry of Surco reports that his company is improving its coverage of foreign markets. Surco has arrangements with Palacio de la Musica of Venezuela, Ediciones Daro Export of Colombia, Gema Records in the US, Peerless of Mexico and Transmundo of Peru. Other contracts are being finished with diskeries from other Latin American countries.



# AUSTRALIA

We are now well into our summer season and a great many people are now enjoying their annual holidays. The record industry is generally believed to be quiet at this time of the year, but some companies are beginning to revise their thoughts on this point. Those that have been contacted by Cash Box reported "healthy" sales during the Christmas period. When all the facts are examined, there is no really sound reason why records shouldn't sell as well (if not better) now as at any other time of the year. Majority of people are in a carefree holiday mood; the average person probably has more money in his pocket than at any other time of the year what with holiday pay, bonus, etc.; everyone is in a party and/or party-giving mood. This is where records really come into big use.

Local singing star Col Joye was injured recently in an accident while water skiing in Sydney. It is reported that Col wasn't seriously injured, but he expects to be "off the scene" for the next few weeks. His many friends throughout the entire trade join with Cash Box in wishing Col a speedy recovery.

New album releases of great sales potential from the EMI group include "An Era Reborn" by Bobby Rydell; this could well be Rydell's hottest album in a long while in this territory, the popular young star is currently doing the rounds in a big way with his single of "The Cha Cha Cha." Also on the Columbia label is Rydell's "stabilemate" Chubby Checker with his package entitled "All The Hits." This is a powerful set and the consumer demand should plant it among the best selling albums during the next few months; Chubby is doing well with his "Limbo Rock" single. Another album that should prove to be a real winner for EMI is the "Alley Cat" set featuring pianist Bent Fabric; the "Alley Cat" single was one of the outstanding instrumental successes of 1962 in this territory.

Festival records has produced one of the most attractive record catalogs seen in this country for a long while. It consists of around sixty pages, and in addition to a fairly comprehensive listing of albums it also carries some fine color portraits of some of Festival's leading Australian artists.

Dorothy Baker, one of Australia's most popular television singers and W&G recording star, leaves here on Jan. 15th for a visit to the United States and Canada. Dorothy had a good hit recently with her version of "I'm The Girl From Wolverson Mountain"; her present single which is now beginning to make some noise is "It's Over Now" coupled with the Kevin Shegog composition "Darling." Dorothy also has a new album which has just been released by W&G records.

Elvis Presley is making the industry jump with his latest RCA release of "Return To Sender," which is one of the hottest singles on our best seller list at the moment. Another very hot chart item, particularly in the southern states is the Ned Miller single on the W&G label of "From A Jack To A King," which is currently listed on Cash Box Top 100 chart. Marty Angus, sales boss of W&G, reported to Cash Box that "From A Jack To A King" is also starting to gather sales momentum in other states, especially in New South Wales.

The December 1962 issue of the APRA (Australasian Performing Right Association) Bulletin reports an increase in gross revenue from £320,000 in 1961, to £373,000 in 1962. After operating expenses are deducted it leaves a distributable revenue figure of £275,000—a record amount for the association. This would indicate that composers and publishers could expect handsome return checks from APRA for the term just concluded—some of the newer publisher members should do well because most of them have been fairly active in building up their catalogues, especially with local songs.

Brian Hyland's latest "I May Not Live To See Tomorrow" is now out on the Ampar label. It should prove to be a good follow-up to "Warmed Over Kisses."

## Australia's Best Sellers

1. Telstar (The Tornados—Decca) Reg Connelly Music
2. Return To Sender (Elvis Presley—RCA) Belinda Music
3. Bobby's Girl (Marcie Blane—London)
4. From A Jack To A King (Ned Miller—W&G) J. Albert & Son
5. Limbo Rock (Chubby Checker—Columbia) D. Davis & Co.
6. Big Girls Don't Cry (Four Seasons—Festival)
7. Lovesick Blues (Frank Ifield—Columbia) D. Davis & Co.
8. Spanish Lace (Gene McDaniels—Liberty) Belinda Music
9. The Lonely Bull (Tijuana Brass—Festival) J. Albert & Son
10. Guitar Man (Duane Eddy—RCA) Wallaby Music

## Argentina's Best Sellers

1. Dame Felicidad (Free Me) (Painted Desert-Korn) Enrique Guzman (CBS); Siro San Roman (Music Hall); Raul Lavie (RCA)
2. Speedy Gonzales (Budd-Fermata) Pat Boone (Music Hall); Jackie (CBS); Peppino de Capri, Manolo, Muñoz (Odeon Pops); Elio Sangiusto, Juan Ramon (Disc Jockey); David Dante (RCA); Roy Baxter (Philips)
3. Di Papa (Korn) Luis Ordoñez (CBS); Siro San Roman (Music Hall); Jose Guardiola (Odeon); Raul Lavie (RCA)
4. Baby Elephant Walk (Famous-Neumann) Lawrence Welk (Music Hall); Henry Mancini (RCA)
5. Bienvenido Amor (Korn) Palito Ortega (RCA); Los Gin Fizz (CBS)
6. Cada Noche Sin Ti (Spanka-Fermata) Paul Anka (RCA); Monica Lander (Odeon Pops); Juan Ramon (Disc Jockey); Lalo Fransen (RCA)
7. Corazon De Luto (Korn) Chacho Santa Cruz (Microfon); Luis Ordoñez (CBS); Ciro Mendoza (RCA); Antonio Tormo, Teixeira (Disc Jockey); Julio Cesar (Odeon Pops); Antonio Bisio (CBS); Gasparin (Philips)
8. Darlin' (Essex-Essex) Paul Evans (Kapp)
9. Sealed With A Kiss Brian Hyland (Ariel)
10. El Pecador (Campei-Fermata) Los Panchos (CBS); Antonio Prieto (RCA); Lucho Gatica (Odeon)
11. Baby Face Brian Hyland (Kapp)
12. Ritmo Africano (Tonika-Fermata) Bert Kaempfert (Polydor); Trumpet Boy (Philips)
13. Renato (Fermata) Monica Lander (Odeon Pops); Jolly Land (RCA); Los Big Ben (Philips)
14. Ok Al Madison (Fermata) Duo Dinamico (Odeon Pops)
15. Et Manteinant (Smart) Gilbert Beaud, Lucho Gatica, Gelu (Odeon); Los Cinco Latinos (CBS)
16. Triangulo (Korn) Rosamel Araya (Disc Jockey); Los Marcellos Ferial (Microfon)
17. Breakin' Up Is Hard To Do (Aldon-Fermata) Neil Sedaka (RCA); Juan Ramon (Disc Jockey)
18. Daniela (French Music-Fermata); Freddy Luciano (Music Hall); Jackie (CBS); Adriano (Microfon); Juan Ramon (Disc Jockey)
19. Cry (Mellow-Fermata) Paul Anka (Ariel)
20. Limbo Rock (Kallmann Rosarita-Fermata) Chubby Checker (Fermata); The Cousins (Disc Jockey)



# BELGIUM

Traditionally, records which are apt to create a festive mood at Yuletide sell well. Three numbers have again come out on top: "O Tannenbaum," "White Christmas" and "Still Night" and "Heilige Nacht." As practically every record firm has these popular themes in its repertoire, it is difficult to pick out a favorite version. A number of record dealers in the Flemish regions have nevertheless told us that their "festive hit" has undoubtedly been Angelo Biondi's rendering of "Buona Notte Bambino" (Moonglow).

Palette announced a "top number" for January, performed by the Digno Garcia y sus Carios trio.

Marco Remez has cut an excellent Bossa Nova (Discostar): "Bossa Nova Danza." The same firm has issued an EP by Robertino, who once was famous as a "wonderchild." Two of the most remarkable features are Brahms' "Wiegenleid" and a composition by Schubert. Imperial has shown up on the Belgian market with Rick Nelson's record (It's Up To You) and The Majors ("A Little Bit Now" and "She's A Trouble Maker"). Atlantic has just produced "I'm Standing By You" by Ben E. King.

Ardmore and Beechwood have acquired the rights of two original numbers by Eddy Suys (Columbia), "Sailor's Farewell" and "My Little Babe." Suys is a newcomer on records.

Alberto Cortez (Show) recorded an English version in Brussels of a song he has already done in Spanish: "Prima Donna." Chubby Checker's "Limbo Rock" is still a topseller. Management of Show records informs that it will issue an LP called "Limbo Party" (Checker) in January, a disk featuring nothing but high quality numbers.

Bobbejaan Schoepen, who has a long standing success with popular features, has repeatedly succeeded with "Sob Songs." He will probably again reach the top in this category in Belgium with his tearful "Mamie, Mag Mijn Popje Mee Naar De Hemel?" (Decca).

It appears that practically unknown crooner Johnny Draguers is proving a hit with the Walloon audience with "Ma Vallée" and "Vaisselle Twist" on Olympia Records.

The complete recital "63 By Yves Montand" (Philips) which was recorded during his public performance on the stage of l'Etoile in Paris on Nov. 15 '62, has just been released to the contentment of all Montand's fans who were anxiously awaiting the recording of this world famous artist. Henri Salvador's (Philips) version of "Sherry" expected soon to be among the best sellers.

French newcomer Claude François (Fontana) has big demands for his "Belles, Belles, Belles" (Girls, Girls, Girls).

It looks like the first recording of religious songs by a 15 year old boy, Pierre, who sings his own compositions, will follow the steps to fame of Pere Didier and Soeur Sourire.

Very well received was the Brook Benton recording of "Hotel Happiness" (Mercury). Christmas time brought big sales for gospel singers like Marie Knight and Sister Rosetta Tharpe (Mercury) and the Staple Singers (Riverside).

## Belgium's Best Sellers

### FLEMISH

1. Return To Sender (Elvis Presley/RCA)
2. Telstar (The Tornados/London)
3. Limbo Rock (Chubby Checker/Cameo Parkway)
4. The Next Time (Cliff Richard/Columbia)
5. Sherry (The Four Seasons/Imperial and other versions)
6. Eenzaam Zonder Jou (Will Tura/Palette)
7. Coeur Blessé (Petula Clark/Vogue)
8. Buona Notte Bambino (Angelo Biondi/Moonglow)
9. Eso Beso (Paul Anka/RCA)
10. Si Un Jour (Robert Cogoi/Philips)

### WALLOON

1. Return To Sender (Elvis Presley/RCA)
2. Si Un Jour (Robert Cogoi/Philips)
3. Telstar (The Tornados/London)
4. Limbo Rock (Chubby Checker/Cameo Parkway)
5. Sherry (Les Chats Sauvages/Pathé and other versions)
6. Coeur Blessé (Petula Clark/Vogue)
7. Relax (The Cousins/Palette)
8. The Next Time (Cliff Richard/Columbia)
9. Pardonnez-Moi Seigneur (Robert Cogoi/Philips)
10. Let's Dance (Chris Montez/London)

## Italy's Best Sellers

This Week Last Weeks  
Week Week On Chart

1.	1.	9.	Preghero' (Stand By Me): Adriano Celentano/Clan. Published by Aberbach
2.	2.	14.	Si E' Spento Il Sole: Celentano/SAAR. Published by Leonardi
3.	5.	3.	Chariot: Frank Pourcel/EMI Italiana, Betty Curtis/CGD, Petula Clark/Vogue
4.	3.	14.	Speedy Gonzales: Pat Boone/Decca, Dorelli/CGD, Peppino Di Capri/Carisch. Published by Messaggerie Musicali
5.	—	—	Desafinado: Joao Gilberto/Bluebell
6.	11.	2.	Ogni Notte: Paul Anka/RCA
7.	10.	5.	Chihuahua/Vola Vola Da Me: Mina/Italdisc
8.	—	11.	Io Che Amo Solo Te: Sergio Endrigo/RCA Italiana. Published by RCA Italiana
9.	4.	8.	Addio Mondo Crudele: Peppino Di Capri/Carisch. Published by Editions Musicali Arianna
10.	7.	7.	Stasera Pago Io: Domenico Modugno/Fonit. Published by Curci
11.	—	—	Don't Play That Song: Ben E. King
12.	—	—	La Terza Luna: Neil Sedaka/RCA Italiana
13.	12.	3.	J'Entends Siffler Le Train: Ray Anthony/EMI Italiana. Published by Leonardi
14.	13.	6.	Stringimi Forte I Polsi: Mina/Italdisc. Published by Ricordi
15.	—	7.	Il Giorno Piu' Lungo: Robert Pray/Durium, Mitch Miller/CBS
16.	15.	3.	Rambling Rose: Nat Cole/EMI Italiana. Published by Ricordi
17.	—	10.	Et Maintenant: Gilbert Beaud/EMI Italiana
18.	—	—	Madaline Of Aufwiedersehen: Fred Bongusto/Rifi Records
19.	6.	7.	Tu Vedrai: Ricky Gianco/Clan
20.	8.	2.	La Partita Di Pallone: Cocky Mazzetti/Rifi Records, Rita Pavone/RCA Italiana



# ITALY

RCA Italiana of Rome, which keeps on our market an advanced policy of low-priced records, has made available the nine Beethoven symphonies conducted by Arturo Toscanini on seven LP's (RCA Victrola series) at the retail price of Italian Liras 15,000 (\$24.20), taxes included, which means Italian liras 1980 (\$3.20) for each LP plus Italian Liras 162 (\$0.27) for taxes.

If one is reminded of the big commercial success RCA Italiana got through the famous tie-up with Selezione (Reader's Digest) magazine, it's easy to foretell that the new RCA's record enterprise, independent from Selezione, will be most successful.

Located between the sales boom of the December Christmas period and the sales boom of the February San Remo period, January is a month of no great interest and emotion for the Italian industry: it is the moment in which everybody enjoys the pleasure of checking how many records sold on Christmas and foreseeing how many records will be sold during San Remo. There are no important record releases this month.

This year, too, the phenomenon of the come-back in sales during December, before Christmas, of the summer's big hits was again confirmed. For instance two RCA Italiana numbers, "Quando Calienta El Sol" by Los Hermanos Rigual and "Pinne Fucili Ed Occiali"/"Guarda Come Dondolo" by Edoardo Vianello, which are two quite typically summery numbers, enjoyed before Christmas strong renewed sales.

After spending Christmas in France with popular singer Johnny Holliday, Ivan Mogull, the New York publisher, flew to Milan visiting with the music industry here. "Ramblin' Rose," to which he has the rights for Italy, has so far sold about ten thousand copies of the version by Nat Cole and, while at the Ricordi's offices, Ivan had the pleasure of seeing and listening to the Italian version cut by Emilio Pericoli under the title "Maryrose." Pericoli's record will come out supported by strong publicity, in fact, at the same time and jointly, Ricordi will launch Maryrose, perfume company Nancy will launch a new perfume with the same name. This perfume has been sprayed on each cover of the Pericoli disk. Moreover, the buyer of the record will be entitled to a free small bottle of the perfume.

We publish again the list of the 20 songs selected for the San Remo festival, but this time the reader can find also the name of the publishers and their addresses. In alphabetical order:

Amor Mon Amour My Love—Alberto Carisch, Southern Music. Address: Piazzetta Pattari 2, Milan.

Com'E' Piccolo Il Cielo—Gallazzi, Edizioni Gallazzi, Piazza del Liberty 2, Milan.

Fermate Il Mondo—Gramitto Ricci, Curci, Galleria del Corso 4, Milan.  
Giovane Giovane—Gramitto Ricci, Curci, Galleria del Corso 4, Milan.  
La Ballata Del Pedone—Gramitto Ricci, Curci, Galleria del Corso 4, Milan.  
Le Voci—Gili, Nazionale, Corso Vittorio Emanuele 30, Milan.  
Non Costa Niente—Sciorilli, Edizioni Mascotte, Galleria del Corso 2, Milan.  
Non Sapevo—Ladislao Sugar, Messaggerie Musicalie Galleria del Corso 4, Milan.

Occhi Neri E Cielo Blue—Ladislao Sugar, Messaggerie Musicali, Galleria del Corso 4, Milan.

Oggi Non Ho Tempo—Alfredo Rossi, Ariston, Piazzetta Pattari 2, Milan.  
Perche Perche'—Alfredo Rossi—Ariston, Piazzetta Pattari 2, Milan.  
Perdonarsi In Due—Gramitto Ricci, Curci, Galleria del Corso 4, Milan.  
Quando Ci Si Vuol Bene—Alfredo Rossi—Ariston, Piazzetta Pattari 2, Milan.  
Ricorda—Mariano Rapetti, Ricordi, Galleria del Corso 2, Milan.  
Se Passerai Di Qui—Testoni, Ed. Testoni, Galleria del Corso 4, Milan.  
Sull' Acqua—Bideri, S. Pietro Maiella 4, Naples.  
Tu Venisti Dal Mare—Rendine—Rendine, Galleria Umberto 1° 27, Naples.  
Un Cappotto Rivoltato—Ladislao Sugar, Messaggerie Musicali, Galleria del Corso 4, Milan.

Uno Per Tutte—Mariano Rapetti, Ricordi, Galleria del Corso 2, Milan.  
Vorrei Fermare Il Tempo—Di Gennaro, Ed. Redi, Galleria del Corso 2, Milan.  
Here is the most recent chart of the Canzonissima TV song festival:

Titles	Votes	Titles	Votes
1. Quando, Quando, Quando	172,834	11. Voce 'e Notte	8,818
2. Il Cielo In Una Stanza	75,113	12. Non Arrossire	6,106
3. La Ballata Della Tromba	64,870	13. Love In Portofino	5,862
4. Tango Della Gelosia	46,058	14. Mare Verde	5,745
5. Tango Del Mare	24,277	15. Quando Vien La Sera	4,495
6. Violino Tzigano	21,131	16. Nostro Concerto	4,244
7. Chitarra Romana	17,077	17. Serenata Celeste	4,194
8. Legata A Un Granello di sabbia	15,263	18. Guarda Che Luna	3,811
9. Anema E Core	12,695	19. 'Na Sera 'e Maggio	3,684
10. Ventiquattromila Baci	10,317	20. Come Sinfonia	2,852

This week the last show will feature the final singers and songs, but the guess is that no important change will happen during the next seven days and the winner will surely be Tony Renis with his "Quando Quando Quando (When)" with about twice as much votes than the second, that is Mina with "Il Cielo In Una Stanza." As previously outlined, this year Canzonissima turned into the biggest fiasco of our young, sole television station. After Dario Fo broke out his cooperation with Canzonissima suddenly one night, the TV show has fallen off and lost every appeal except for the songs, which are only a part of the spectacles.

A new Italian music monthly magazine has published an LP hit parade for the month of December in which the Bluebell LP by Joao Gilberto featuring "Desafinado" and "Chaga De Saudade" fills the number one position, while Odeon's LP by the same artist entitled "O Amor O Soisso O Fior" fills the number two position. South American Bossa Nova talent Gilberto is expected to hit here. His "Desafinado" on 45's enters our charts. This week Mr. Casetta, director of Bluebell Records, is doing his utmost to bring Joao Gilberto to Italy next spring for long a period.



# SCANDINAVIA

## DENMARK

To celebrate their 25 years as artists, Svend Asmussen and Ulrik Neumann have a new LP by RCA Victor in Denmark. Same company has also released an LP with Scandinavian Folk Dances, includes dances from Denmark, Finland, Iceland, Norway and Sweden. It has been recorded in Sweden by Gunnar Hahn and His Orchestra. Also several classics are among the recent releases from Hede Nielsen's Fabrikker in Copenhagen.

Coming up in Scandinavia now is the music from "Stop The World, I Want To Get Off." Nordisk Polyphon A/S (NPA) in Copenhagen announced the release of an LP with Anthony Newley and Anna Quayle on Decca. NPA has also made the first Danish recording in the Bossa Nova Rhythm, the title is "Eso Beso," recorded with Birthe Wilke on Philips.

## NORWAY

A correction. On page 54, international section, in the year end issue, Wenche Myhre (Tilola) is listed among the biographies. It should read The Quivers (Triola).

## ICELAND

A correction. On page 56, international section in year end issue, it's stated that the population of Iceland is 18,000. However, according to available statistics, the population in Iceland is approx. 180,000 inhabitants.

## SWEDEN

Franklyn Boyd, head of Aberbach (Gt. Britain) Ltd. recently visited Stockholm and made a recording as singer which will be released by Polydor.

In the biographies of Swedish artists at page 52 in internat'l section of the year end issue, Metronome artist Boris was referred to as "she." Boris, of course, is a male.

Coming to Stockholm in the near future is Ivan Mogull, on a European trip. He will see his Scandinavian biz associate, publisher-composer Stig Anderson.

New top seller here is "Regniga Natt" (Rainy Night), a Norwegian song titled "Gråtende Sky" (Cryin' Sky) in Norwegian. It was the debut record of Anna-Lena for Metronome, made back in November 1961, but for nearly a year it made no noise at all, until in November 1962 it began to move after having been played on radio and TV.

The local Song Contest for the Swedish Melody Grand Prix has so far received more than 300 contributions, it's reported. The winning song will represent Sweden at the Eurovision Song Festival, taking place in the BBC TV Centre in London on March 23.

Anders Burman, a&r man of Metronome, told Cash Box that the firm is recording four songs with American singer David Thorne, now in Sweden. Metronome is making the recordings for release in the United States on the Riverside label, Burman said.

## Denmark's Best Sellers

This Wk	Last Wk	Chart	Title	Artist
1.	1.	2.	Return To Sender	(Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
2.	2.	9.	Sheila	(Tommy Roe/ABC Paramount) Robert Mellin (Scandinavia) AB
3.	9.	4.	Never In A Million Years	(Linda Scott/Sonet) Wilhelm Hansen, Musik-Forlag
4.	3.	13.	Dear One	(Larry Finnegan/HMV) Imudico A/S
5.	4.	4.	Paradiso	(Katy Bødtger/Polyphon—Grethe Klitgaard/Tono) Multitone
6.	5.	13.	It'll Be Me	(Cliff Richard/Columbia) Belinda (Scandinavia) AB
7.	7.	6.	I'm Just A Baby	(Louise Cordet/Decca) Bens Music AB
8.	8.	4.	King Of The Whole Wide World	(Elvis Presley/RCA Victor) Belinda
9.	6.	18.	Quando, Quando, Quando	(Tony Renis/HMV—Pat Boone/Dot—Dario Campeotto/Sonet) Belinda (Scandinavia) AB
10.	10.	9.	Telstar	(The Tordanos/Decca) Wilhelm Hansen, Musik-Forlag

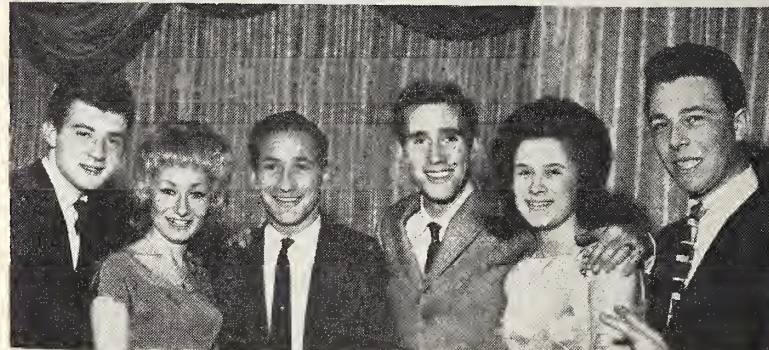
## Norway's Best Sellers

This Wk	Last Wk	Chart	Title	Artist
1.	1.	4.	Return To Sender	(Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
2.	2.	7.	Let's Dance	(Chris Montez/London) Musikk-Huset A/S
3.	3.	6.	Lovesick Blues	(Frank Ifield/Columbia) Bens Music AB
4.	5.	9.	Jag Har Bott Vid En Landväg	(Ray Adams/Manu) Sonora Musikforlag AB
5.	9.	2.	Guitar Man	(Duane Eddy/RCA Victor) Egil Monn Iversen A/S
6.	4.	8.	King Of The Whole Wide World	(Elvis Presley/RCA Victor) Belinda
7.	6.	3.	Bobby's Girl	(Susan Maughan/Philips) Broadway Music
8.	10.	2.	Quando, Quando, Quando	(Jan Höiland/Columbia) Belinda (Scandinavia) AB
9.	8.	5.	Swiss Made	(Del Shannon/Big Top) Palace (Sweden) AB
10.	7.	13.	Loco-Motion	(Little Eva/London) No Publisher

## Mexico's Best Sellers

- El Ladrón—Sonora Santanera (CBS).
- Speedy Gonzales—Manolo Muñoz (Musart) (EMMI).
- Ese Beso—Paul Anka (RCA) (BHAMBILA). Pablo Beltrán Ruiz (RCA). Alberto Cortéz (GAMMA). Jacobo (Peerless).
- El Nido—Sonora Santanera (Col) (PHAM).
- El Pecador—Alberto Vazquez (Musart). Los Galantes (Orfeon). Marco Antonio Muñoz (RCA). Alvaro Zermeno (Orfeon). Lucho Gatica (Musart). Antonio Prieto (RCA). (CAMPEI).
- Corre Sanson (Run, Samson, Run)—Los Rebeldes del Rock (Orfeon).
- Lo Se
- La Historia De Tommy (Tell Laura I Love Her)—César Costa . . . (ORFEON).
- Ven Que Te Quiero—Los Impala (Musart). Hnos. Reyes (RCA). Los Ruffino (Peerless). (MARQUEZ).
- La Muchacha (La Ragazza)—Miguel Angel (RCA). Perez Prado (RCA). Chico O'Farrill (Columbia).

## Christmas In England



LONDON—Christmastime in England was celebrated in the usual happy fashion with the traditional round of parties and social events. In the pictures above are four bashes given by leading diskeries.

The top pic shows some of the many distinguished guests who attended E. M. I.'s Xmas party. Seated in the front row (from left to right) are Joe Loss, Billy Cotton, Sir Joseph Lockwood (chairman of E.M.I.), Helen Shapiro and Victor Silvester. Standing (from left to right) are George Martin (EMI A&R), Bert Weedon, Danny Williams, Richard Dawes (EMI International), L. G. Wood (managing director EMI Records), Russ Conway, Ron White (sales manager EMI) and Eddie Calvert.

Some of the stars and executives at the Philips party in the 2nd photo are Jimmy Lloyd (Philips), Bill McGuffie (Philips), Dean Stevens (Philips), Tommy Kinsman (Fontana), Anne Shelton (Philips), deejay Don Moss, Eileen Duffy (Philips), Paddy Fleming (Philips Exploitation) and Johnny Franz of the Philips A&R staff.

Shown (left to right) in the 3rd shot at the Pye affair hosted by director Louis Benjamin are label stars David Martin, Julie Grant, Louis Benjamin, Jim Dale, Candy Sparling and Lee Reed.

In the bottom pic are a group of revellers at the Decca party included (left to right) Tony Hall, exploitation, Ray Bennett, Tony Osborne, Garry Mills and Peter Haigh.

## Sweden's Best Sellers

This Wk	Last Wk	Chart	Title	Artist
1.	2.	7.	Regniga Natt	(Gråtende Sky) (Anna-Lena/Metronome) Multitone
2.	1.	8.	Let's Dance	(Chris Montez/London) Thore Ehrling Musik AB
3.	5.	3.	Bobby's Girl	(Marcie Blaine/London) Broadway Music
4.	6.	3.	Return To Sender	(Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
5.	4.	6.	Be-Bop-A-Lula	(Gene Vincent/Capitol) Belinda (Scandinavia) AB
6.	8.	5.	Lovesick Blues	(Frank Ifield/Columbia) Bens Music AB
7.	7.	8.	Twist A Saint-Tropez	(Les Chats Sauvages/HMV) Bens Music AB
8.	3.	3.	Murder She Says	(Ron Goodwin/Parlophone) Reuter & Reuter
9.	—	1.	King Of The Whole Wide World	(Elvis Presley/RCA Victor) Belinda
10.	10.	13.	Quando, Quando, Quando	(Tony Renis/HMV) Belinda (Scandinavia) AB





# MEXICO

Before anything, Cash Box in Mexico hopes that all of you had a merry Christmas and that the new year will be successful in every aspect. Now, here's what Cash Box reports as the most popular artists in México during the past twelve months:

### Most Popular Male Singers:

- 1.—Enrique Guzmán
- 2.—César Costa
- 3.—Manolo Muñoz
- 4.—Ricardo Rocca
- 5.—Alberto Vázquez

### Most Popular Female Singers:

- 1.—Angélica María
- 2.—Mayté
- 3.—Sonia López
- 4.—Leda Moreno
- 5.—Queta Garay

### Most Popular Rock And Roll Group:

- 1.—Rebeldes del Rock
- 2.—Teen Tops
- 3.—Locos del Ritmo

### Most Popular Trios:

- 1.—Las Sombras
- 2.—Los Galantes
- 3.—Los Panchos

### Most Popular Orchestras:

- 1.—Sonora Santanera
- 2.—Pablo Beltrán Ruiz

### Folk Singer:

- 1.—Javier Solís
- 2.—Alvaro Zermeno
- 3.—Jose Alfredo Jiménez
- 4.—Cuco Sánchez
- 5.—José Galvez

### Female Folk Singer:

- 1.—Lucha Villa
- 2.—Amalia Mendoza
- 3.—Lola Beltrán
- 4.—María Elena Sandoval
- 5.—Lupe Majía

### Most Promising Artists:

- 1.—Lal o Carrión
- 2.—Ricardo Carrión
- 3.—Corinna
- 5.—Vianey Valléz

### Most Popular International Artists:

- 1.—Ray Coniff
- 2.—Paul Anka—Sonia y Miriam
- 4.—Connie Francis
- 5.—Chubby Checker
- 6.—Billy Vaughn
- 7.—Elvis Presley

### Most Popular Vocal Groups:

- 1.—Hermanos Carrión
- 2.—Sonia y Miriam
- 3.—Hermanas Jiménez

### Most Popular Composers:

- 1.—Rubén Fuentes
- 2.—Jose Alfredo Jiménez
- 3.—Cuco Sánchez

### Most Popular Songs:

- 1.—El Nido
- 2.—El Loco
- 3.—El Gran Tomás
- 4.—Ven que te quiero
- 5.—El Pecador
- 6.—Edi Edi
- 7.—Speedy Gonzalez
- 8.—Vagar entre Sombras
- 9.—Multiplicación
- 10.—Cuando Volverás
- 11.—Popotitos
- 12.—Susy la Coqueta

### Most Popular Rhythms:

- 1.—Balad
- 2.—Bolero Ranchero
- 3.—Twist
- 4.—Rock and roll
- 5.—Tropical

1962 was not one of the best years for the record companies, but it was not too bad. 45's didn't sell well because of price increases; however, LP's had their best year. Prospects are bright for '63, as many labels are building new studios and buying new equipment, and there's a rumor that new studios will be built by a European and American firm. Small companies which appeared last year will be competing strongly, it is felt.

The best international artists Mexico welcomed last year: Feb.: The Paul Winter Quintet; Mar.: Nat King Cole, who cut an LP in Spanish; Bing Crosby, who only came to Mexico on vacation; Apr.: Frank Sinatra, Frankie Avalon and Billy Haley & His Comets; May: Sammy Davis, Jr.; June: Caterina Valente and Chubby Checker; Aug.: Sonia & Miriam; Oct.: Darren McGavin, the TV star; Nov. Paul Anka.

## Japan's Best Sellers

### LOCAL:

(Last Week)

1. (1) Itsudemo Yumeo—Yukio Hashi (Victor)
2. (4) Samui Asa—Sayuri Yoshinaga (Victor)
3. (2) Ohsho—Hideo Murata (Columbia)
4. (3) Akashia-no Omega Yamutoki—Sachiko Nishida (Polydor)
5. (5) Vacation—Mieko Hirota (Toshiba)
6. (—) Hai! Soremade-yo—Hitoshi Ueki (Toshiba)
7. (8) Daigaku Kazoe-uta—Hiroshi Moriya (Columbia)
8. (6) Koiwa Kamiyo-no Mukashikara—Midori Hatakeyama (Columbia)
9. (—) Tokue Ikitai—Jerry Fujio (Toshiba)
10. (—) A Change Of Heart—Kyu Sakamoto Toshiba

### INTERNATIONAL:

(Last Week)

1. (1) L'Eclipse Colletto Tempia (Victor); Mari Sono (Polydor) Yamaha
2. (4) Vacation Connie Francis (MGM); Yukari Itoh (King); Mieko Hirota (Toshiba); Michi Aoyama (Grammophon); Masako Yasumura (Victor); Katsuko Kanai (Columbia) Shinko
3. (2) I Can't Stop Loving You Ray Charles (ABC Paramount); Takashi Shikauchi (King); Frank Akagi (Polydor) Tone
4. (6) The Longest Day Mitch Miller (Columbia) EMP
5. (5) Locomotion Little Eva (King); Yukari Itoh (King) Taiyo
6. (3) Al Di La' Emilio Pericoll (Warner Brothers); Teruo Hata (Toshiba) Suiseisha
7. (—) Romance De Amour
8. (10) Return To Sender Elvis Presley (Victor); Three Funkies (Toshiba) Aberbach
9. (9) Like I Do Nancy Sinatra (Reprise); Benny Sisters (Toshiba); Peanuts (King) Shinko
10. (—) Ramblin' Rose Nat King Cole (Capitol) Tone

### LP Best Sellers:

(Last Week)

1. (1) Malando Continental Album—Philips
2. (2) The Best Of Ray Charles—ABC Paramount
3. (—) Bongos From The South—Edmundo Ros—London
4. (—) Panchos Latin Hit—Trio Los Panchos—Columbia
5. (3) West Side Story Soundtrack—Columbia



# JAPAN

Nippon Columbia has named the top hits of its label and awarded prizes to following:

King Prize: "Osho" Composer, Toru Funamura; Lyric writer, Yaso Saijo; Singer, Hideo Murata.

Hit Lyric Writers Prize: "Wakai Futari," Yoshimi Sugimoto; "Bun-gacha Bushi" Tetsuro Hoshino.

Hit Composers Prize: "Wakai Futari," Minoru Endo; "Namida Bune," Toru Funamura.

Hit Singers Prize: "Wakai Futari," Kenji Kitahora; "Hokkiko," Akira Kobayashi.

From American pop field, "Pretty Little Baby," sung by Kumiko Goto and "Jenny Jenny," sung by Yasushi Suzuki, were awarded the Prize of Most Promising Singers.

Tony Williams is making his second visit to Japan since becoming a solo act, according to promoter Shinnichi Kogyo. Williams is known in Japan as the lead voice of The Platters in such hits as "Only You," "Smoke Gets In Your Eyes," "The Magic Touch" and others. He will appear first in Tokyo on Feb. 4 and then visit other cities for stage appearances until the end of March.

Christmas in Japan was celebrated by many of our people, bringing about lively Christmas sales of disks. The results of record sales of Christmas songs was reported by several big shops in the center of Tokyo:

### Imported Single

- |                                   |                         |
|-----------------------------------|-------------------------|
| 1. White Christmas                | Bing Crosby (Decca)     |
| 2. White Christmas                | Pat Boone (Dot)         |
| 3. Blue Christmas                 | Elvis Presley (Victor)  |
| 4. Ave Maria                      | Leontyne Price (London) |
| 5. Rudolph The Red-Nosed Reindeer | Dean Martin (Capitol)   |

### Imported LP

- |                    |                           |
|--------------------|---------------------------|
| 1. White Christmas | Pat Boone (Dot)           |
| 2. Merry Christmas | Bing Crosby (Decca)       |
| 3. Christmas Album | Elvis Presley (Victor)    |
| 4. Songs of Praise | Mantovani Orch. (London)  |
| 5. Merry Christmas | Billy Vaughan Orch. (Dot) |

### Local Single

- |                                    |                               |
|------------------------------------|-------------------------------|
| 1. Jingle Bells                    | Dark Ducks (King) P.D.        |
| 2. Jingle Bells                    | Mie Nakao (Victor) P.D.       |
| 3. I Saw Mommy Kissing Santa Claus | Kumiko Goto (Columbia) Shinko |
| 4. Jingle Bells                    | Mieko Hirota (Toshiba) P.D.   |
| 5. Holy Night                      | The Peanuts (King) P.D.       |

Johnny Rebb (London Records) arriving here this month. He is the star singer of "Night Music," an international TV program from Australia and is chiefly working in the U.S. Rebb will sing in five cities in Japan, January 12 to 31.

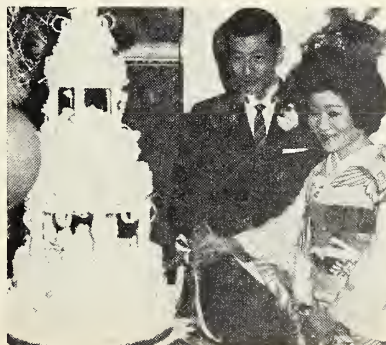
Ai George, a favorite artist of Teichiku Records as a singer of Latin songs left Japan Jan. 1, with his manager, Mr. Fujita, president of Video Production, and Fumio Suzuki, consultant manager to the firm. They are to stay in America for about forty days. Their main object there is to negotiate the contract of George's appearance at Carnegie Hall next October. As he would be the first Japanese to appear at the Hall, if the deal goes through, this negotiation is attracting the attention of all our music concerns.

Prior to their departure, Shinko Music, having close business relations with Video Production and Fujita, engaged Suzuki to the staff of its foreign department. Suzuki, former general manager of Yamaha Music, will take on his first duties for Shinko in New York, as a delegate of the company to study the markets and to negotiate sub-publishing contracts on its behalf.

Ray Charles has been enjoying more and more popularity in our country. His LP issue from King Records, "All About Ray Charles," is coming up as one of the best sellers of the label. It was released last September, with the collection of 14 songs including "I Can't Stop Loving You." His LP album on Atlantic Records, has also been selling in great numbers. Charles is now one of the artists, like Elvis Presley and Connie Francis, who can get good sales with each release.

## South Africa's Best Sellers

- |                                     |                                  |
|-------------------------------------|----------------------------------|
| 1. Return To Sender (Elvis Presley) | 6. Patches (Dickey Lee)          |
| 2. It'll Be Me (Cliff Richard)      | 7. Roses Are Red (Bobby Vinton)  |
| 3. Spanish Harlem (Jimmy Justice)   | 8. Think Of Me (Nancy Sinatra)   |
| 4. Things (Bobby Darin)             | 9. She's Not You (Elvis Presley) |
| 5. Kiss Me Quick (Elvis Presley)    | 10. Locomotion (Little Eva)      |



### Cutting The Cake

TOKYO—Posing before their wedding cake are Yoshitada Futaara, chief director of Toshiba Records, and Esel Nakada, leading Hawaiian songstress at Toshiba, during the reception at Tokyo's Dai-ichi Hotel that followed their marriage recently. Many of their friends from the music world attended.



# COUNTRY ROUND UP

On December 1 KBER-San Antonio became the only country station in the Alamo City when KENS changed call letters and musical format. In order to celebrate this event, KBER has scheduled a "Grand Ole Opry" show for the Municipal Auditorium on January 12. The package will spotlight such country luminaries as Webb Pierce, Minnie Pearl, Ray Price, George Jones, Carl Smith, Claude

Music, sends along word that he named Ott Stephens a veep of the pubbery and that Stephens will move to Nashville to represent the firm there. In addition to placing material and doing promotion work, Ott will handle A&R chores for the outfit's stable of artists.

Kansas songwriter, Edith Hopkins and her sister Nettie Dawson, owner



WEBB PIERCE



CARL SMITH



GEORGE JONES

King, Stonewall Jackson, Billy Deaton plus three bands. A. V. Bamford, manager of the outlet, sez that this Grand Ole Opry show has charted a plane in Nashville in order to play the San Antonio engagement plus a few additional dates in the west and south western territory.

Just received word that Webb Pierce, along with several other top stars, will be touring the south and northwest beginning January 10th through the 19th. Pierce has been set for key dates in Forth Worth, Portland, San Antonio, Albuquerque, Austin, El Paso, Bakersfield, Long Beach, Denver and Salt Lake City.

Slim Williamson, prexy of Yonah

of Inner Glo Music, are looking forward to a happy new year with the success of their release, "Hurry Lord God, Reach Me."

Tillman Franks writes in words that he still has deejay copies available of Claude King's Columbia recording of "I've Got The World By The Tail." Interested spinners should write to Franks at 604 Commercial Bldg., Shreveport, La.

Newcomer Dave Richards has been making the rounds of the Pacific Northwest during his first month as a pro. The Seattleite so far has been guesting on Jack Robert's Saturday afternoon KIRO-TV country show, the bandstand at the Heiser Shadow Lake Ballroom, the Circle Club in Tacoma, and the Chubby Howard KTVW-Seattle air stanza. Dave was discovered by Art Benson, who has signed him to both a personal management contract and as a composer for Star Tunes Music, the BMI affiliate owned by Benson.

Tom Reeder, general manager and deejay on WARI-Abbeville Alabama, says country music is still going great guns in his area. Tom reports he is pushing country sounds eight hours daily and the listeners and sponsors alike are mighty pleased.

Carl Friend, A&R director of United Southern Records, has just inked Lance Roberts and Dan Emory to exclusive recording contracts. Roberts, who previously cut for Decca and Sun, recently completed his first United coupling: "The Man In Moon Showed Up (Why Didn't You)" and Hasta Luega." Emory's initial release backs "Woman's World" with "My Love For You."

Larry Dickens, who formerly held down a country air slot on WNOE-New Orleans, has been given the green light as the program director of KSIG-Crowley, La.

Shelley Snyder has set a slew of major southern engagements for his boy, Faron Young, for first few weeks in January. The chanter recently signed with Mercury Records.

KRAK-Sacramento recently concluded an interesting contest tied-in with Durwood Haddock's UA recording of "Funny Farm." Listeners were asked to send in entries telling where their funny farm was. The most original entry was received from a Citrus Heights man with a picture showing his children swimming about in the pond with a sow. Of the 234 entries, about a third of them said that KRAK was their funny farm. They expressed their satisfaction with the programming and want the station (which is currently celebrating 36 years of continuous broadcasting) to continue playing country music.



# COUNTRY REVIEWS

B+ very good C+ fair  
B good C mediocre

## THE CASH BOX BULLSEYE



"I SAW ME" (2:45) [Glad & Mixer BMI—Davis, Jones]  
"NOT WHAT I HAD IN MIND" (2:40) [Glad & Jack BMI—Clement]  
GEORGE JONES (United Artists 528)

The vet hit-maker, who is currently riding the charts with "A Girl I Used To Know," seems sure to duplicate that success with this first-rate new United Artists outing tagged "I Saw Me." The tune is a pretty, slow-paced shuffle-beat lament rendered with loads of sincerity by the chanter. Watch it zoom. The coupler, "Not What I Had In Mind," is a pleasant, bluegrass-flavored, chorus-backed tear-jerker. Also merits a close look.

"BUSTED" (2:14) [Pamper BMI—Howard]  
JOHNNY CASH (Columbia 42665)  
"SEND A PICTURE OF MOTHER" (2:48)  
[Johnny Cash BMI—Cash]

The vet country chanter seems destined to add to his long string of wax triumphs with either side of this new hitsville loomer. One side, "Busted," is a rhythmic, slow-moving Harlan Howard-penned folk item rendered with sincerity and verve by Cash. "Send A Picture Of Mother" is a top-flight chorus-backed pop-country affair about a guy in prison. Eye both ends here.

"PRETTY BROWN EYES" (2:46) [Four Star Sales BMI—Belew, Blake]  
"THE MASQUERADE PARTY" (2:21) [Cedarwood BMI—Burch, Joy]  
CARL BELEW (RCA Victor 8132)

Carl Belew, who hit recently with "Hello Out There," comes up with a potent follow-up stanza with Victor newie tagged "Pretty Brown Eyes." The tune is top-flight slow-shufflin' chorus-backed affair all about the chanter's gal. Should reach the charts in no time flat. "The Masquerade Party" is a pretty lament with a contagious, highly listenable beat.

"PICKIN' UP THE PIECES OF MY HEART" (2:13)  
[Pogo ASCAP—Geld, Udell]  
"MR. MISTAKER" (2:40) [S-P-R BMI—Blackwell, Scott]  
CURTIS LEE (Dunes 2021)

Curtis Lee, who has made a name for himself in the pop field, could make a reputation in the country markets with this ultra-commercial Dunes item labeled "Pickin' Up The Pieces Of My Heart." The side is an easy-goin' dual-track shuffler with enough good things in it to make some noise in the pop slot. On the flip, "Mr. Mistaker," Lee dishes up a catchy, popish, rhythmic ballad with a top-flight danceable beat.

"HOW WILL I EXPLAIN ABOUT YOU" (2:33)  
[Champion BMI—Monroe]  
"BLUE RIDGE MOUNTAIN BLUES" (2:32)  
[Champion BMI—Monroe]  
BILL MONROE (Decca 314560)

Bill Monroe could have one of his biggest items in quite a while with this excellent teaming up with the Blue Grass Ramblers. The top side here, "How Will I Explain About You," is a plaintive tradition-oriented hillbilly lament read in Monroe's distinctive bluegrass style. On "Blue Ridge Mountain Blues" the crew offers a rousing, high-powered infectious happy blueser. Side seems a natural for ops and spinners.

COUNTRY JOHNNY MATHIS  
(United Artists 536)

(B+) "LET'S GO HOME" (2:20)  
[Glad BMI—Mathis] Country Johnny Mathis could have a quick noisemaker on his hands with this easy-on-the-ears medium-paced chorus-backed folk-flavored ballad. Eye it for rapid acceptance.

(B+) "PLEASE TALK TO MY HEART" (2:29) [Glad BMI—Mathis, Fautherre] This time out the chanter offers an interesting, melodic lament with top-notch ork-chorus backing.

CARLISLE BROTHERS (King 5714)

(B) "EMPTY ARMS" (2:38)  
[Lois BMI—Covington, Carlisle] The Carlisle Brothers unleash their professional vocal talents full-blast on this slow-moving, sentimental country traditional. With the proper exposure the side could make some noise.

(B) "RAINBOW AT MIDNIGHT" (2:54) [Shapiro Bernstein ASCAP—Miller] More fine country sounds. This side's a pretty tear-jerker with a warm old time flavor.

ARTHUR 'GUITAR BOOGIE' SMITH  
(Starday 615)

(B+) "HOSPITALITY BLUES" (3:33) [Bentley BMI—Campbell] The artist has real good chance with this extremely fast-moving novelty item with some very funny lyrics. Side boasts a first-rate guitar backing. Deejays should come out in droves for the side.

(B) "PHILADELPHIA GUITAR" (2:03) [Starday BMI—Smith] Here's a lively, bluesy instrumental which could create some pop excitement.

BOB GUSTAFSON (Lodestar 3340)

(B) "POPCORN" [Lingua-Musica BMI—Gustafson] Bob Gustafson comes up with an interesting self-penned instrumental with a commercial teen-oriented beat. Side has a spinnable oriental flavor.

(B) "VAPOR TRAILS" (2:05) [Lingua-Musica BMI—Gustafson] Here's a catchy fast-moving rhythmic ditty with some clever sound effects.

ANOTHER SMASH HIT FOR Ernest Ashworth I TAKE THE CHANCE HICKORY 1189

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**COUNTRY  
DISK JOCKEY  
REGIONAL RECORD REPORTS**

**COUSIN JIM  
CJOR**

Vancouver, B.C., Can.

1. Jack To A King (Ned Miller)
2. Second Hand Rose (Roy Drusky)
3. I've Been Everywhere (Hank Snow)
4. Mory Anne Regrets (Burl Ives)
5. Penny Wishes (Tommy Hunter)
6. Down By The River (Faron Young)
7. She Taught Me How To Yodel (Frank Ifield)
8. Tender Touch (Eddie Arnold)
9. Promised To John (Snow & Carter)
10. Poor Little Bullfrog (Tommy Hunter)

**COWBOY BLAIR  
KORA**

Bryan, Tex.

1. House Down The Block (Buck Owens)
2. Down By The River (Faron Young)
3. How Come Your Dog Don't Bite Nobody But Me (Webb Pierce)
4. Don't Let Me Cross Over (Carl Butler)
5. I'm Losing My Mind (Sunny James)
6. Merry Xmas To You (Wiley Bordhol)
7. Bayou Talk (Jimmy Newman)
8. Big Fool Of The Year (George Jones)
9. I've Enjoyed As Much Of This As I Can Stand (Porter Wagoner)
10. My Secret (Judy Lynn)

**MACK ALLEN  
WTCR**

Huntington, W. Va.

1. Don't Let Me Cross Over (Carl Butler)
2. Ballad Of Jed Clampett (Flatt & Scruggs)
3. Hello Trouble (Orville Couch)
4. Ruby Ann (Marty Robbins)
5. I Take The Chance (Ernest Ashworth)
6. Katie Day (Bluegrass Playboys)
7. I've Enjoyed As Much Of This As I Can Stand (Porter Wagoner)
8. Big Night At My House (Durwood Haddock)
9. Kentucky Means Paradise (Green River Boys)
10. A Stronger Was Here (Darrell McCall)

**CHARLIE WIGGS  
WCMS**

Norfolk, Va.

1. Don't Let Me Cross Over (Carl Butler)
2. Ballad Of Jed Clampett (Flatt & Scruggs)
3. Second Hand Rose (Roy Drusky)
4. Gonna Raise A Ruckus (Jimmy Dean)
5. Black Cloud (Bill Brock)
6. Pain A Pill Can't Locate (Carl Smith)
7. How Come Your Dog Don't Bite (Tillis/Pierce)
8. Black Cloud (Leroy Van Dyke)
9. Big Night At My House (Durwood Haddock)
10. T for Texas (Grandpa Jones)

**DAVE WHITE  
WAGY**

Forest City, N.C.

1. Don't Let Me Cross Over (Carl Butler)
2. World Of Forgotten People (Loretta Lynn)
3. I've Got The World By The Tail (Claude King)
4. Ruby Ann (Marty Robbins)
5. Wall To Wall Love (Bob Gallion)
6. Somebody Loves You (Skeeter Davis)
7. I've Enjoyed As Much Of This As I Can Stand (Porter Wagoner)
8. I Wanna Go Home (Billy Grommer)
9. Down By The River (Faron Young)
10. You're For Me (Buck Owens)

**BEN LANDIS  
KCAD**

Abilene, Tex.

1. Pain A Pill Can't Locate (Carl Smith)
2. Then A Tear Fell (Earl Scott)
3. Down By The River (Faron Young)
4. You're For Me (Buck Owens)
5. I've Enjoyed As Much Of This As I Can Stand (Porter Wagoner)
6. Hello Trouble (Orville Couch)
7. Room For One More Heartache (Buc Crowder)
8. Does He Mean That Much To You (Eddy Arnold)
9. Big Night At My House (Durwood Haddock)
10. I Take A Chance (Ernest Ashworth)

**BOB WOLFE  
KBER**

San Antonio, Tex.

1. Ruby Ann (Marty Robbins)
2. Wall To Wall Love (Wynn Stewart)
3. Black Cloud (Leroy Van Dyke)
4. It Was You (Ferlin Husky)
5. The Ballad Of Jed Clampett (Flatt & Scruggs)
6. Does He Mean That Much To You (Eddy Arnold)
7. My Mom & Santa Claus (George Jones)
8. Don't Let Me Cross Over (Carl Butler)
9. Mary Ann Regrets (Burl Ives)
10. T for Texas (Grandpa Jones)



**COUNTRY  
TOP 50**

	Pos.	Last Week		Pos.	Last Week
<b>1</b>			<b>DON'T LET ME CROSS OVER</b> Carl Butler (Columbia 42593)	4	
<b>2</b>		1	<b>THE BALLAD OF JED CLAMPETT</b> Lester Flatt & Earl Scruggs (Columbia 42606)		
<b>3</b>		2	<b>RUBY ANN</b> Marty Robbins (Columbia 42614)		
<b>4</b>		5	<b>DOWN BY THE RIVER</b> Faron Young (Capitol 4868)		
<b>5</b>		3	<b>WALL TO WALL LOVE</b> Bob Gallion (Hickory 1181)		
<b>6</b>		14	<b>I'VE ENJOYED AS MUCH AS I CAN STAND</b> Porter Wagoner (RCA Victor 8105)		
<b>7</b>		8	<b>SING A LITTLE SONG OF HEARTACHE</b> Rose Maddox (Capitol 4845)		
<b>8</b>		7	<b>DOES HE MEAN THAT MUCH TO YOU</b> Eddy Arnold (RCA 8102)		
<b>9</b>		13	<b>SECOND HAND ROSE</b> Roy Drusky (Decca 31443)		
<b>10</b>		10	<b>THE END OF THE WORLD</b> Skeeter Davis (RCA Victor 8098)		
<b>11</b>		11	<b>I'VE GOT THE WORLD BY THE TAIL</b> Claude King (Columbia 42630)		
<b>12</b>		6	<b>MAMA SANG A SONG</b> Bill Anderson (Decca 31404)		
<b>13</b>		12	<b>BLACK CLOUD</b> Leroy Van Dyke (Mercury 72057)		
<b>14</b>		9	<b>I'VE BEEN EVERYWHERE</b> Hank Snow (RCA Victor 8072)		
<b>15</b>		20	<b>I TAKE THE CHANCE</b> Ernest Ashworth (Hickory)		
<b>16</b>		15	<b>HOUSE DOWN THE BLOCK</b> Buck Owens (Capitol 4872)		
<b>17</b>		16	<b>A PAIN A PILL CAN'T LOCATE</b> Carl Smith (Columbia 42610)		
<b>18</b>		18	<b>HOW COME YOUR DOG DON'T BITE NOBODY</b> Webb Pierce & Mel Tillis (Decca 31445)		
<b>19</b>		21	<b>T FOR TEXAS</b> Grandpa Jones (Monument 801)		
<b>20</b>		22	<b>FROM A JACK TO A KING</b> Ned Miller (Fabor 114)		
<b>21</b>		17	<b>IT WAS YOU</b> Ferlin Husky (Capitol 4853)		
<b>22</b>		26	<b>HELLO TROUBLE</b> Orville Couch (Vee Jay 470)		
<b>23</b>		19	<b>I'M GONNA CHANGE EVERYTHING</b> Jim Reeves (RCA Victor 8080)		
<b>24</b>		29	<b>FADED LOVE</b> Leon McAuliff (Cimarron 4057)		
<b>25</b>		23	<b>A GIRL I USED TO KNOW</b> George Jones (United Artists 500)		
<b>26</b>		24	<b>WE MISSED YOU</b> Kitty Wells (Decca 31422)		
<b>27</b>		42	<b>A STRANGER WAS HERE</b> Darrell McCall (Philips 40079)		
<b>28</b>		32	<b>KNOCK AGAIN, TRUE LOVE</b> Claude Gray (Mercury 72063)		
<b>29</b>		27	<b>PRIDE</b> Ray Price (Columbia 42518)		
<b>30</b>		30	<b>FOOL ME ONCE</b> Connie Hall (Decca 31438)		
<b>31</b>		35	<b>BAYOU TALK</b> Jimmy Newman (Decca 31440)		
<b>32</b>		31	<b>GET SET FOR A HEARTACHE</b> Loretta Lynn (Decca 31435)		
<b>33</b>		41	<b>DON'T HANG UP THE PHONE</b> Stonewall Jackson (Columbia 42628)		
<b>34</b>		28	<b>THEN A TEAR FELL</b> Earl Scott (Kapp 854)		
<b>35</b>		43	<b>SHAKE ME I RATTLE (SQUEEZE ME I CRY)</b> Marion Worth (Columbia 42640)		
<b>36</b>		38	<b>SLEEPER CAB BLUES</b> Tom O'Neal (Starday 607)		
<b>37</b>		—	<b>IF YOU WANT ME TO</b> George Hamilton IV (RCA Victor 8118)		
<b>38</b>		25	<b>I CAN'T HELP IT</b> Johnny Tillotson (Cadence 1432)		
<b>39</b>		45	<b>KENTUCKY MEANS PARADISE</b> Green River Boys (Capitol 4867)		
<b>40</b>		36	<b>ANOTHER DAY, ANOTHER DOLLAR</b> Wynn Stewart (Challenge 9164)		
<b>41</b>		34	<b>MARY ANN REGRETS</b> Burl Ives (Decca 31433)		
<b>42</b>		49	<b>WALK RIGHT IN</b> Rooftop Singers (Vanguard 35017)		
<b>43</b>		40	<b>ANOTHER STRETCH OF TRACK</b> Dick Flood (Epic 9556)		
<b>44</b>		47	<b>SHUTTERS AND BOARDS</b> Jerry Wallace (Challenge 9171)		
<b>45</b>		—	<b>BIG NIGHT AT MY HOUSE</b> Durwood Haddock (United Artists 506)		
<b>46</b>		46	<b>BAD NEWS TRAVELS FAST</b> Hawkshaw Hawkins (King 5695)		
<b>47</b>		—	<b>I'D RATHER STUMBLE INTO YOUR ARMS</b> Billy Deaton (Smash 1783)		
<b>48</b>		44	<b>GONNA RAISE A RUCKUS TONIGHT</b> Jimmy Dean (Columbia 42600)		
<b>49</b>		—	<b>ONE LESS HEARTACHE</b> Jean Shepard (Capitol 4858)		
<b>50</b>		37	<b>COW TOWN</b> Webb Pierce (Decca 31421)		

**FIRST C & W INSTRUMENTAL HIT IN YEARS - GOING ALL THE WAY !!**

**FADED LOVE**

**LEON  
MCAULIFF**

**CIMARRON  
#4057**

For The Beginning Of The Year

**"THE END OF  
THE WORLD"**

**Skeeter Davis**

**RCA Victor 8098**

Direction: **HUBERT LONG**  
806-16th Ave. So. Nashville, Tenn.



## A New Year ...A New Challenge

Looking back over this past year, very little has actually changed, but looking at our business from another viewpoint, many things have changed. Actually, any healthy business is in a constant change or stagnation would result.

Many of our leading industry members have passed away and with them has gone a part of the heritage of this business. After all, when an old coinman completes his stay on this earth there just isn't his like around to fill the void as neatly. The newer members of the industry are gradually taking over, but as one of the oldtimers said to us last week, "They don't have that gambling instinct," a comment which would apply to most any oldtimer in any business nowadays, and when applied literally to our business, the gambling instinct and the gambling machines are becoming a thing of the past. There is still the challenge however of making a living with machines and while the business becomes more complex, the complexion of the business changes.

Many times editorials have appeared here stressing the need for better business efficiency. Contracts, credit lines, cost accounting, depreciation of equipment, periodic investment, close scrutiny of new equipment, merchandising methods, programming, collections, inventory and a thousand and one other details all eat away at that thin black line of profit we wrote about earlier in the month. Unless these details are controlled a good business can wind up a year like this one without its fair share of profit.

Like most businesses the representatives of the industry cry from time to time that nothing is new and we hear this same cry in the record business and in show business itself where newness is necessary every hour of the day. What about pool tables? They aren't flashy and fascinating nor do they at-

tract crowds of onlookers just to see what it is that makes them tick. But they attract pool players with dimes and quarters and they draw them like the pool halls of yesteryear never drew them. Pool tables are almost the common denominator of this business and it is doubtful if many operators haven't placed them this year. Compare the collections from pool tables this year against last year and the year before and you will soon see how new they are in relation to other profit-earners.

With the crackdown on the multiple-coin in-line games at the manufacturing and wholesaling levels comes an enforcement of the law at the operating level and it was without a doubt a damaging blow to the industry. But listen to the people affected and you will hear many answers to the problems. Some of the solutions aren't necessarily the correct answer, but when the right answer proves itself everyone will follow suit so what does it matter. It will take more than a piece of legislation to stagger this business.

We can expect the other type amusement machines to fill the gap left by the bingo game, and we can look for even more radical changes in the music operating business which is currently going through many changes in its own way. Vending will continue to make slow infiltration among the ranks of the coin machine operators and with good reason. It's a good business.

But aside from what appears to be a normal evolution in the coin machine industry—to predict the future—or attempt it in this space—is not our cup of tea. The best brains in the industry can't tell you what will happen next month or even tomorrow. The coin machine business is unpredictable but you can be sure the new year will always present a new challenge.

# Wurlitzer Distribs To Show New Model Phono Thruout Nation

## "Wurlitzer Week" Commences January 14

NORTH TONAWANDA, N. Y.—The Wurlitzer Company will hold Premiere Showings of its 1963 line during the scheduled "Wurlitzer Week" commencing January 14. With few exceptions distributors will hold open house from Monday (14) through Friday (18) of the designated week at their places of business.

Exceptions who will hold special showings on Sunday (13) include Angott Distributing Co., Inc., Detroit, Mich.; Commercial Music Co., Inc., Dallas, Texas; Cruze Distributing Co., Inc., Charleston, West Virginia; Culp Distributing Company, Oklahoma City, Oklahoma; Draco Sales Company, Denver, Colorado; F.A.B. Distributing Co., Inc., New Orleans, Louisiana; Lew Jones Distributing Co., Inc., Indianapolis, Indiana; Northwest Sales Co. of Oregon, Portland, Oregon; Standard Automatic Distributing Co., Inc., Little Rock, Arkansas; Rock City Distributing Co., Inc., Nashville, Tennessee; Sandler Distributing Company, Minneapolis, Minnesota; Bill Williams Distributing

Company, San Antonio, Texas; Valiant Amusement, Inc., Phoenix, Arizona; and Southern Music Distributing Co., Inc.'s Sunday showing at Jacksonville office and the Holiday Inn, Tampa, Florida.

Invitations have been extended by all Wurlitzer Distributors inviting operators in their territory to look and listen to the new Wurlitzer Model "2700", which offers many innovations not previously available on other models. One of the major interesting features is full back-lighting of all components, top dome panel, title strips, stereo promotional panel and the grille.

Members of the Wurlitzer Sales Staff and Field Service Engineers are scheduled to spend at least a part of Wurlitzer Week at each distributor office. They plan to demonstrate the Wurlitzer line and explain why the Wurlitzer Phonograph for 1963 will prove "The Greatest Money-Maker Of Them All," according to Bob Bear, sales manager.

## Auer Appointed VP in Charge of West Coast Operations for Seeburg



STUART F. AUER

CHICAGO—William F. Adair, Vice President Sales, of The Seeburg Corporation has announced the appointment of Stuart F. Auer, formerly Background Music Division V.P., as Vice President in charge of West Coast Operations.

"In keeping with the increased size and scope of Seeburg's West Coast activities it has been felt for some time," said Adair, "that Seeburg should have an officer of the company in direct charge of this important area.

"Stu Auer formerly lived in the San Francisco area for almost a decade," continued Adair. "He has a wide acquaintance with music and vending operators all through the west and so was a natural choice for this assignment.

"He will oversee our distributors in Los Angeles, San Francisco, Salt Lake, Denver, Portland and Seattle, as well as our distributor facilities in Hawaii.

"It will be his responsibility to work closely with the distributor principals and their sales and operating personnel in carrying out Seeburg sales policy and stimulating field sales and promotional activities," concluded Adair.

Auer has been with Seeburg and its distributing organization for approxi-

## Bally Issues Bulletin On Repair & Parts

CHICAGO — Bally Manufacturing Company, this city, issued the following bulletin this past week:

"Because of the enactment of Public Law 87-840 (Eastland Bill), effective December 17, 1962, we must request that you comply with the policy stated below.

BEFORE shipping any part to the factory for repair, please send us a WRITTEN order for such repair, stating the NAME OF THE GAME on which the part to be repaired was used. We shall then either notify you to ship the part or advise you of our inability to accept delivery of the part.

We greatly regret the inconvenience caused to you, but we are sure you understand that this is caused by events beyond our control."

## Davis Distributing Intros A Second "House Organ"

SYRACUSE—Will Rooen, Public Relations Director for Davis Distributing Corporation, Seeburg phonograph and vending equipment distributor in upper New York State, has introduced a second house organ to the firm's publishing endeavors. Davis VenDigest, a monthly four-page news brochure carries the same format and style as the standard Davis Digest, but specializes in the vending segment of the firm's business.

The Davis Digest has been held in high esteem by operators throughout the New York State area who receive it each month. The digest features news stories, photos, and service features as well as colorful items concerning operators and their business.

mately eight years. He was formerly General Manager of Muzak in Baltimore and Washington and also spent two years with Mutual Broadcasting System.

Bill Adair also announced the appointment of Edward S. Cleland as Sales Manager in charge of the Seeburg Background Music Division, replacing Auer in Chicago. Cleland has had a wide experience in the background music field both as a top distributor salesman and subsequently as Assistant Sales Manager to Auer.

Auer will headquarter in San Francisco and will take up residence there the first of the year.

## EUROPEAN CLOSE-UP: 1962

### Final Feature Of A Three-Part Series

*Morris Nahum of the R. H. Belam Company completes his ten country report to the coin machine industry with this final article covering the Vending Business in Germany, and the coin machine business in Denmark, Switzerland, Italy, Austria and Greece. As stated last week, Nahum's knowledge of the foreign market has helped crystallize the human factor in export—the personality of the people. Cash Box is grateful for having the privilege of publishing this accurate and informative report by a leading representative of the industry.*

### Germany Vending Machines

As far as vending machines are concerned, the public is ready for it, but the small operator is not. Therefore, only the very large outfits are taking the big jump into vending. When and if the small operator notice the profitable end of vending operations, the vending machines exporters, even of used machines will enjoy a booming business, but let me warn you, a short-lived one. Why? Remember the jukebox: sooner or later the German will only want the very best . . . and that will mean new vendors, eventually manufactured in Europe by U. S. concerns in accordance with German standards.

### Denmark

For a reason or another, Denmark reminded me of the attitude taken by the Dutch, in the coin operated trade. One exception: slot machines still enjoy steady business in Denmark. The same applies to some arcade equipment.

### Switzerland

In many ways, Switzerland resembles Germany: their purchasing power is high, and they like to have the best; of course, in a smaller scale than Germany. On the other hand, the Swiss is quite sophisticated in a way, and does not indulge very much in night life and does not patronize any cafe at the same extent than the French or Italian do. This situation eliminates a lot of the coin operated machine trade, specially the amusement machines. Anyhow, the only type authorized is the pinball machine, and the Swiss cares only for the 4-players type, and the very best 2-players types. But again, the number of machines in operation is less than 1,000, and would even be less if it were not the influx of Italian and Spanish migrant workers.

This same situation applies to jukeboxes, although the music machine has quite a better acceptance in the Swiss way of life; it provides entertainment in remote mountain resorts and other similar spots which are patronized almost all-year round by local people as well as tourists. But again, one will see in such locations, only the best and the latest machines, mostly of U.S. manufacture. Nothing older than two or three year old.

### Vending Situation Different

In vending the situation is different. The Swiss has been accustomed to the sight of vending machines, since the mid-thirties, mostly at railroad stations and bus depots. These machines were Swiss or German made, and dispensed tickets, candies, and cigarettes. But, since more elaborate vending machines are moving into the country, there has been some hardening in the part of public opinion as well as in the governmental stand. Both, want to be sure they will get the best, the safest machines, and this also applies to the products vended in these machines. There is a good opportunity for the serious and organized operators and distributors to capture the market, uniquely with new machines, starting with industrial areas, as well as resort spots. There are already a couple of fine outfits in Switzerland who serve the vending industry to the best extent, and they must be congratulated for their services to the industry.

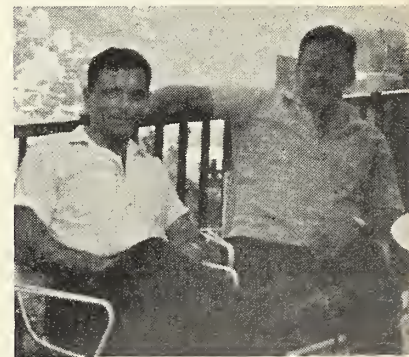
Another factor is that, Switzerland is divided in three distinct zones of

influence which even have different regulations. For instance, while cafes and stores could stay open late in the night, in the French influence zone, similar places must close at 6 p.m. in the German influence zone. So that, one can see many more vending machines in the German speaking zone than in the French speaking zone, where again outdoor cafes flourish. In the same way, vending machines are almost unexistent in the Italian speaking zone. Therefore, the best bet for setting up vending operations, is again industrial areas, as well as the areas where stores close early in the evening.

### Italy

Next to the Belgians, I can say that the Italian comes ahead in the bingo craze. But, there is a big handicap: bingos are not authorized in public places, that is cafes, pubs, and similar places. Would you think that these regulations would stop Italian operators? Never! The route is, presto, changed into a chain of private clubs, with memberships, etc. Nevertheless, there are several handicaps in Italy. First of all, the importation of used equipment is not authorized by the Italian customs, and new equipment is often to costly to operate profitably. Again, the Italian operator does not stop; he purchases "reconditioned" equipment in the U.S.A. or Belgium, and the Italian customs are only too glad to compromise. Everyone has to make a living.

Unhappily the same restrictions on operating machines in public places apply now to pinball machines. As to operate pingames in private clubs, this does not seem to make the Italian operator too enthusiastic. As a result, the pinball business is almost nil. But, this is very provisional, as the Italian coinmen are very much aware of the slow but sure disappearance of the bingos in the U.S.A., and they are already planning their next move. I believe that they plan a slow transition from bingos to pinball machines in their clubs, restricting themselves to the latest and most appealing types, to educate their clientele. So that, if and when the bingo disappears, they will not have to disband their club chains which costed them a lot of money, and which are a tremendous source of income.



Morris Nahum with his agents handling Rome, Italy & adjoining areas. In their residence in Positano, Italy.

As far as the jukebox is concerned, there are living music men around any corner which would be more than glad to entertain you for long hours for a quarter or so. Operators do not dig too much the idea of investing so much money in a piece of machinery which does not pay itself back in a month or so (bingos do).

(Continued on page 50)

# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Cigarette Sales For 1962 May Break All-Time Industry Records

### Look For Further Increase In 1963

NEW YORK—According to the Department of Agriculture, domestic sales of cigarettes during 1962 increased over the previous year by 2%. "In projecting market trends based on these gains, it would be realistic to predict a 1962 total sales increase of about 3.5 per cent—sending total volume well over the long dreamed of billion mark," said W. S. Cutchins, president of Brown & Williamson Tobacco Corporation.

The Journal of Commerce last week advised that all cigarette manufacturers interviewed predicted a peak year for 1962.

The cigarette industry gave its usual pat on the back to the vending machine business which accounts for about 16% of domestic sales. L&M has already announced a more favorable promotion allowance for vending operators as part of a stronger advertising-promotion campaign during 1963 (see Cash Box Dec. 29 page 26).

All manufacturers advised that pro-

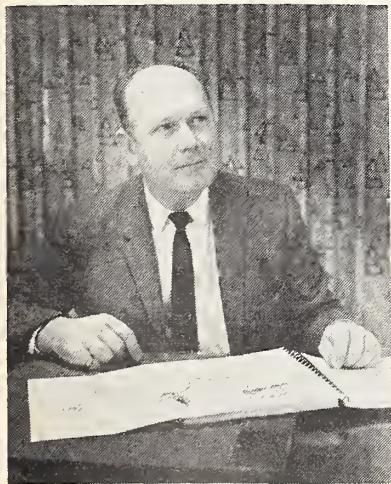
motional monies will be increased during 1963.

Main causes for optimism among the cigarette manufacturers are an increase in women smokers, increased population among the 20-35 age group, the largest segment of cigarette smoking population, the steady trend of increased sales in spite of the medical reports allegedly linking smoking with cancer, increased sales to the foreign market, expanded sales through super markets and food chains, (they now account for 45% of sales) and general optimism regarding the economy of the nation.

Menthols accounted for more than one half of last year's sales while they didn't total 8% five years ago. Filter-tips continue to be the cigarette favored by the female.

For 1963 the Public Health Dept. has commissioned new studies on the tobacco industry which will study the effects on lungs as caused by smoking, air pollution and other factors.

## Rudd-Melikian Forms Missile And Space Division



C. NORMAN TOURTELLOTT

WARMINSTER, P.A.—Rudd-Melikian, Inc., for more than 16 years recognized as a leading producer of automatic vending equipment and related foods and beverages, is now applying its research, development, and manufacturing capabilities to space age projects.

"A Missile and Space Division has been formed," it was announced here this week by George R. Schollhamer, vice president-manufacturing. C. Norman Tourtellott, who recently joined the company, has been named division manager, a new position. "Tourtellott is nationally known in the government contract field, a market for which we have been planning to serve for some time" stated Schollhamer. "His valuable experience will be a great asset to the Company and will further complement our newly expanded plant facilities thus enabling us to participate in the missile and space programs both on a prime and sub-contract basis.

"The company has a wealth of qualified personnel, specialized equip-

## Candy Mfr. Encouraged By Ops Expansion Into Candy Vending

ELK GROVE, ILL.—M. W. Breaker, President of Breaker Confections Inc., manufacturers of packaged candy sold through retail markets and vending machines, has advised that Breaker officials are "encouraged" to find that more and more coin machine operators are entering the candy vending business as an adjunct to present coin machine music and amusement operations.

"Candy is a natural since it has universal appeal plus a good earning return for the operator," said the confection exec.

The company has just developed a line of 5¢ window boxes for coin machine operators. The package is designed for eye appeal and has a long shelf life. "Progress requires an ever-changing panorama. This creates new opportunities, new risks, for those who are willing," concluded Breaker.

ment, and other research, development, and manufacturing facilities, all backed by sound technical know-how. We will provide various design and project engineers the kind of specialized electrical, mechanical and other engineering services required to successfully complete programs on time and at a profit. Our staff, for example, has many years of practical experience in the fields of microwave energy technology."

Tourtellott previously was assistant division manager of CompuDyne Corporation, Inglewood, California, where he worked on contract administration and production for the Titan and Atlas missile programs. Prior to that he was vice president of United Car Servicing Corporation (which is now part of General Acceptance Corp. of America) in charge of sales and contract administration.

## Predicts Exports Of American Vending Equipment To Boom In '63

OFFENBACH, WEST GERMANY—American manufacturers of vending equipment will export a record number of units during 1963, topping the former high set in 1962 by at least 25 per cent.

This prediction was in a year-end report by Walter W. Bechhofer, President of Dynamic Vending Corporation, International distributor of coin-operated vending equipment. Bechhofer made this observation from Dynamic Vending's European headquarters, where he has supervised one of the fastest growing overseas American-style vending operations.

"Recently released official United States Government export figures for the first half of 1962 of \$3.1 million in overseas shipments of vending equipment point to a record year for the 12-month period," Bechhofer said. "Based on the past decade and our own experience, it would be safe to say that 1963 will see shipments come close to the \$10-million mark."

For the six months ended September 30, 1962, Dynamic Vending exported \$1.3 million worth of coin-operated vending equipment, making it one of the leading American Companies in the field.

Dynamic Vending opened the first American-style coin-operated dry cleaning and laundry center in West

Germany about a year ago. Since then, new installations have been opened at a rapid clip, and the company expects more than 60 to be opened during the first part of 1963. Additionally, Dynamic Vending has begun operations in Luxembourg and Austria.

Bechhofer indicated that the strongest markets for American vending equipment will continue to be West European countries, including Belgium, West Germany, the Netherlands, Italy, France and Switzerland.

"New markets are continually being opened up, however," he noted. "Finland, for instance, was developed during the first half of 1962, and the Far East began to assume greater importance during the last part of the year."

Despite the glowing future, Bechhofer continued, automatic vending remains in its infancy in West Europe and other parts of the world. On a per capita basis, he said, these countries continue to lag far behind the United States.

"This great potential for United States coin-operated equipment exists for American manufacturers," he concluded, "provided careful attention is paid to the needs of these markets, as well as educating the consumer—who is already fascinated with the machines—to their use."

## All Automatic Cafeteria Opens At Large Wall Street Brokerage Firm

NEW YORK—Merrill Lynch, Pierce, Fenner and Smith, Inc., Wall Street's largest brokerage firm, has opened an all-automatic hot-food vending cafeteria to service 3,000 employees at its 70 Pine Street main office.

The cafeteria, installed by Continental Cafeterias, Inc., a division of Continental Vending Machine Corp., features high-speed machines which dispense full course hot luncheons. In all, Continental installed 21 machines which serve everything from bagels to Swedish meatballs.

The full course meal dispensers serve hot lunch menu items such as beef stew, roast chicken and roast beef—each order complete with entree and vegetables—for as little as 40 cents. These autotronic devices are geared to produce the full course hot meals with three seconds from the time coins are inserted.

Continental Vending states that

Wall Street brokerage firms have become a prime market area for automatic cafeterias. The Company has in operation, besides the Merrill Lynch installation, Continental all-automatic full course hot luncheon cafeterias at Carl M. Loeb Rhoades & Company, Kidder Peabody & Company, and The First Boston Corporation, all leading financial firms.

According to Continental, The Carl M. Loeb Rhoades installation is a prime example of how Wall Street has been uniquely serviced via automatic hot food vending: it has been operating for 600 to 800 employees from 7 a.m. to 7 p.m. but on days when the New York Stock Exchange handles 4,000,000 shares, this cafeteria can stay open until 9 p.m.; on a 6,000,000-share-day, it's likely to continue serving past 3 a.m. and can work on a round-the-clock basis, if need be.

SPECIAL SPECTACULAR. This regular Curtiss spectacular sign, one of the four largest in Chicago, is shown here after being partly converted to feature the forthcoming movie "Gypsy," marking the latest step in a long line of dramatic exploitations which are contributing to the mounting success of the multi-million dollar joint promotional effort of Curtiss Candy and Warner Bros. The colorful cut-out of Natalie Wood, one of the three leads and the ingenue in the picture, is 32 feet high. The giant sign has been "selling" Curtiss Candy to millions of Chicagoans and its visitors each week for a long time. Located at the Water St. bend of the city's Outer Drive along Lake Michigan, the spectacular, brilliantly illuminated at night, is 152 feet long and 55 feet high. The size of each of the two candy bars shown on the sign are larger than a railroad freight car.



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FAST SCORING • KEEN COMPETITION  
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**Two Moving Targets Increase Play Appeal**

- One of 5 Center Rollover Buttons is always lit. Scores 10 points when hit, then advances.
- Top Rollover Button when lit scores 100 points when hit, changes Top Bumper value from 10 to 100 points, advances values of both Red and Yellow Moving Targets from 10 to 50, to 100 points.
- Two Bottom Shooters increase target values and propel ball toward Red and Yellow Targets.
- Hitting Top Center Button advances values of two lit Jet Bumpers from 1 to 10 points.
- Two Top Rollover Lanes good for 50 points when lit.
- 2 Flippers • Rebound Kickers • Plastikote finish playfield

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**SEE THESE NEW AND EXCITING FEATURES IN ALL NEW WILLIAMS GAMES** } New 24 volt system • New "push-pull" latch mechanism for front molding • New polished chrome metal one-piece flippers • New modern style back box with metal back door • New Relays • New "brushed nickel" front door and frame.

## Williams Introduces New 2-Player Game

CHICAGO — Williams Electronic Manufacturing Corporation, this city, rang in the New Year in high style last week, with the introduction of its new "Tom Tom" two-player pinball amusement game.

J. A. (Art) Weinand, vice president in charge of sales, "beat the drums" (Tom Tom, that is) in announcing the release of this game this past week. He particularly pointed out the exciting, new Williams' feature in "Tom Tom," which showcases two moving targets on the playfield.

He further stated that, "the new targets make possible keener competitive play and faster, more exciting scoring possibilities; and, will therefore attract considerably more play and higher earnings for operators."

Weinand added that "Tom Tom" is a very desirable successor to Williams' recent sales champ, "4 Roses" single player. Which, he said, was one of the most accepted pinball games released by Williams Electronic Mfg. during the past few years.

"We are starting the New Year in grand style with a great two-player in 'Tom Tom,'" Weinand stated, "and we frankly cannot beat the drums hard enough in singing its multitude of praises. It is, indeed, a fine successor to our fine '4 Roses' single player pingame."

Weinand continued by explaining the playing and scoring features by again highlighting the two moving targets, which will "unquestionably increase play appeal by far."

One of the five center rollover buttons on the playfield is always lit. The player scores 10 points when hitting this lighter rollover button. Scoring then advances. The top rollover button, when lit, scores 100 points when hit. This changes the Top Bumper values of both the Red and Yellow "Moving Targets" from 10 to 50 points, and to 100 points.

The two bottom shooters on the playfield increase the target values, and propel the ball in play toward the Red and Yellow targets. Hitting the top center button advances the values of two lighted Jet Bumpers from 1 to 10 points.

There are two top rollover lanes good for 50 points when lit. Also, two flippers, several rebound kickers, and the long lasting Williams "Plastikote" finish on the playfield.

Weinand concluded by stating that "Tom Tom," which has been completely profit tested in many random locations prior to its release, is now in full production and is currently being shipped to all Williams' Electronic's distributors.

## Seeburg Publishes 2nd Edition Of "Little LP" Album Catalog

CHICAGO—A revised, enlarged, and illustrated 2nd edition of the Seeburg catalog of "Little LP 33 1/3 stereo album records for music operators was published by The Seeburg Sales Corporation on December 26.

The original edition, published last August and reprinted on operator demand in October, contained 162 "Little LPs" on 22 labels.

The new 2nd edition, enlarged to 28 pages in pocket size, lists and reproduces the sleeve designs of 223 albums on 26 manufacturers' labels. Every listing includes the titles of all tunes on each record.

Seeburg's "Little LP" discs, equivalent of one side of a 12-inch LP album record, are issued through Seeburg distributors expressly for play on the Seeburg LP Console.

In announcing publication, Seeburg states that the new catalog contains the most complete selection available today of best-selling albums, and is representative of what the public is buying in albums for home play.

Popular vocals and instrumentals, jazz-rhythm-blues, country and western tunes, and classical recordings are included.

All locations featuring the LP Console will receive a copy of the new catalog. A special check-off order form for operator use is provided.

## Rowe AC Makes Available 2 New LP Albums

CHICAGO—P. N. Glover, Rowe AC Services advised the trade last week

## NEW ROWE AMI

hottest phono in years!

Programs 200, 160 or 100 selections. Sensational self-contained Stereo Round.\* Sophisticated design, moving color. Outstanding engineering developments for simplified operation.

\*Patent pending

On display now at your Rowe AMI Distributor

## Rowe AC Services

Division of Automatic Canteen Company of America  
18 So. Michigan Ave., Chicago 3, Ill.

that the firm is making available through its distributors two new albums in conjunction with Rowe AC's Top Talent Album Release Program. The LP's are in 33 rpm stereo single form and measure 7", the same as the 45 rpm disk.

The titles are "Dixie Hootenany" by the Dukes of Dixieland and featured on the Columbia disk are "On Top"/"Sleeves," "Sometimes I Feel"/"Charming Billy," "Darling Nellie"/"Lazy Jane," "John Brown's Body"/"The Color Of My True Love's Hair," "Little Brown Jug" and "Tavern In The Country."

The second release is entitled "Marian McPartland Plays The Music of Leonard Bernstein" on Time Records and includes "It's Love"/"Cool," "Lonely Town"/"I Can Cook Too," "Tonight"/"Somewhere," "Ya Got Me"/"A Little Bit In Love" and "Lucky To Be Me"/"Some Other Time."

The disks can be programmed on late model phonographs with the 33-45 provision.

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Rock-Ola 1458 . . . . . \$295	Midway 1962 Baseball . . . . \$395	Keeney Roll-A-Line
Rock-Ola 1455 . . . . . 225	United '62 Bonus Baseball . . 395	All-Tech Fire Engine
AMI JA1200E . . . . . 365	Bally Heavy Hitter . . . . . 145	All-Tech Chuck Wagon
AMI G120 . . . . . 195		Southland Space Ship
Wurlitzer 2100 . . . . . 295		Southland Westland Trails
Wurlitzer 2017 (Hideaway) . . 195		

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## Eastern Flashes

New York's Coinrow started the new year in a spirit of optimism which bodes well for 1963. Wholesalers, from one end of the street to the other, advise that business for 1962 was very good, better in most instances than they had even hoped for. However, they view 1963 with gleaming eyes and bright smiles, predicting, right from the start, that it "should be a very big year in sales." They base their views on the equipment they have for sale, and what they know will be forthcoming in the near future. Operators, for the most part, even the pessimists, report 1962 "wasn't too bad," while the perennial optimists observed that 1962 "was a pretty good year, even with the myriad of problems we have had to contend with." "If the factories send us good machines, and it seems they are, we can continue to even better grosses," claimed one of the more perceptive operators. "Of course, we have to be 'on the ball' every second, and go at a fast pace," he concluded, "but today that's the only way an operator can run his business."

Harold Kaufman, Musical Distributors, Wurlitzer's new distributor on coinrow, one of those who is particularly optimistic for 1963. Harold's new quarters has been attracting numerous music machine operators for the past month or so, since he's opened his doors—and now with a new model phonograph coming along for the city's operators in a week or so, Kaufman looks forward to the new year with eager anticipation. "We handled the Wurlitzer phonograph line for only a short time in 1962," stated Harold, "and sold a great many machines. Now, with a new machine available, and a whole year in which to serve the city's operators, we look ahead for a great year." . . . Mike Munves, altho stymied for the moment, in shipping his arcade equipment to his foreign buyers due to the longshoremen's strike, keeps busy preparing for the deluge of orders which usually arrive, in about a month, from the domestic firms and arcades. . . . Irv Holzman, United East Coast Distributors, one of the busiest of distributors on the street, out of town for the week. Irv flies hither and yon like the ordinary commuter would to and from work. We expect some exciting news when Holzman returns to his desk.

The entire staff at Runyon express their anticipation for a big 1963. As put by Barney (Shugy) Sugeran, "The past two weeks have been exceptionally slow, but so has every period prior to a new year. Not only do the operators have a letdown, but our own organization lets up. Now that the holidays are behind us, our boys are once again out pounding for business, and the results in this short few days are very encouraging. We expect great machines from our factories for this coming year, which will, of course, help us attain our objective—a bigger and better 1963."

Johnny Bilotta, Bilotta Enterprises, with main offices in Newark, N.Y., preparing for his showing of the new Wurlitzer phonograph. "The model 2600, with its 'Ten Top Tunes at the press of a single button' was the greatest innovation in music machines in many years," stated Bilotta, "and the new model continues with this great feature. In addition the new machine has a number of added features for the operator. I look to 1963 for the greatest Wurlitzer year for our organization since we have distributed juke boxes." . . . Matty Forbes, a large stockholder in Continental Vending, as well as a major stockholder in one of the leading cigarette manufacturing firms, held a pre-New Year's party at his home for a number of friends in the business. . . . Al Miniaci recuperating from a heavy attack of the virus bug.

Meyer Parkoff, at Atlantic New York, seems to be extremely optimistic. "Not only do we expect 1963 to be a tremendous year, but, right now, we're concentrating on our sales, and it would appear that the first period of 1963 will be very big. The Seeburg factory has produced some great machines for the operator, both in music and vending, and our sales have indicated great operator acceptance. Now that the holiday season is over, there is once again considerable activity in sales." . . . Gordon Howard, Atlantic's sales for Westchester and Upstate New York, returns from an extended 10-day vacation cruise. With Howard was his wife, Marge, and 13 year old son, Danny. Howard relates they all had a most wonderful time, which couldn't be shaken even tho they had to handle their own baggage upon their return to New York City due to the longshoremen's strike. . . . Every operator in the upper New York State area is familiar with the "House Organ" turned out by Al Wertheimer's Davis Distributing, Syracuse. Now the firm advises the trade that it is producing a 2nd "House Organ," in addition to the one now being circulated. The new one is devoted to the vending field. . . . The Boston area got a big break during the cold spell this past week. A storm of hurricane force hit the New England coast, but Boston was on the inside of a pocket about 100 to 150 miles and didn't suffer any of the terrible snow conditions surrounding it.

Al Simon, Albert Simon, Inc., is another distributor who looks for 1963 to be his firm's biggest year of all time. "As everyone knows," states Simon, "in 1962, our firm serviced the music operators in our area with Rock-Ola equipment far in excess of anything we ever did in any previous year. However, we feel that we didn't even scratch the surface, and can now increase our sales tremendously with the new line of Rock-Ola machines." At the same time Simon and Al D'Inzillo are preparing their sales program for 1963 on the Auto-Photo machine. Simon played host to Bryant Herren of Auto-Photo, who stopped off to say "hello" on the way to England with Mrs. Herren and his son Jim.



## Midwest Musings

Bill Lindholm and his family were in town this week for a few hours. Mrs. Lindholm doing some shopping and Bill picking up records and parts. . . . In town for a few days vacation and spending the Christmas Holiday with relatives were Mr. & Mrs. Ray Diedrich. Mrs. Diedrich's sister lives in Minneapolis. . . . Stan Baeder, New Rockford, No. Dakota, in Minneapolis overnight. In town to pick up his record order and parts and premiums. . . . At the Sandler Dist. Co. this week were Bert Davidson, and C. B. Ross of the Wurlitzer Company. . . . John and Harry Galep, Menomonie, Wis., in town for the day making the rounds. . . . Mr. & Mrs. Bill Smilonovitch, Hibbing, Minn., in town for the day visiting Bill's sister in St. Paul. Bill in town to pick up parts and records and wishing everyone a Happy Holiday. . . . Ike Cole, brother of Nat King Cole at the Downtowner in Minneapolis for the Holiday week. . . . Nibs Peterson, Osceola, Wis., in town for the day to pick up his record and parts order.

## Happy Birthday This Week To:

Clarence E. Potter, O'Neill, Nebr. . . . Herbert H. Weaver, Forest Hills, L.I., N.Y. . . . Earl E. Senter, Bakersfield, Calif. . . . Thos. D. Sherfick, Shoals, Ind. . . . Jack G. Bess, Roanoke, Va. . . . Jessie Odus Porter, Jackson, Tenn. . . . Morris Meyers, S.F., Calif. . . . Nick Pizzuti, Pueblo, Colo. . . . Wm. R. Yanks, Phila, Pa. . . . J. D. Farris Jr., Vicksburg, Miss. . . . Nicholas John Fokakis, Hattiesburg, Miss. . . . Suren D. Fesjian, N.Y. . . . Mrs. Sam Cohen, Atlanta, Ga. . . . A. J. Lovelady, Smyrna, Ga. . . . Jules Olshein, Albany, N.Y. . . . Wm. Levet, Miami Beach, Fla. . . . Harold Garrett, Schnectady, N.Y. . . . C. C. Mason, Syracuse, Ind. . . . Raymond F. Jones, S.F., Calif. . . . Albert LeRoy Dodson, Urbana, Ohio . . . Chas A. Spillane, New Haven, Conn. . . . Edward N. Fultz, Newellton, La. . . . Evan Griffith, Wash., D.C. . . . Gleason N. Stambaugh Sr. W. Palm Beach, Fla. . . . Guido J. J. DelSignore, Ft. Edward, N.Y. . . . Thos. P. Cassidy, Spring Valley, Ill. . . . J. H. Sprott, Temple, Texas. . . . Milton Bainbridge, Moosic, Pa. . . . Wm. T. Chadwick, Des Moines, Ia. . . . Myron Sugeran, N.Y.





# Chicago Chatter

Local business moguls are being extremely optimistic in their predictions for business prospects for 1963. This happy forecast embraces international as well as domestic business prospects.

It was a swingin' Christmas party at Rowe AC Services Friday evening, Dec. 21. To the extent that the whole gang had such a ball that the soiree was carted intact to vice prexy Fred Pollak's swank abode. And a very grand time was had by all! Jack Harper, Rowe AC's head man, just returned from a whirlwind business trip to Tokyo, Japan. Jack is now trying to catch up on all the sleep he lost during the long jet journey to and fro, and the hectic business schedule in between. Fred Pollak and Tom Sams started the New Year by hitting the trails calling on Rowe AC distributors right after the holidays.

First Coin prexy Joe Kline info's that Fred Kline has been ill at home the past ten days nursing a painful strep throat. Joe, Sam Kolber and Cliff Mueller miss Freddie, who, until this illness, has been a veritable daily fixture in First Coin's busy showrooms dealing with visiting operators. We all wish him a speedy recovery.

Mort Secore, sales director of Chicago Dynamic Industries, advised that 1962 was a great sales year for ChiCoin's amusement games. He predicts that 1963 will be an even bigger year for the Chicago based coin machine manufacturer, with many interesting game ideas on tap for '63.

It's obvious at Rock-Ola Mfg. Corp., that the momentum of the firm's terrific business in '62 is already carrying into 1963. For this David C. Rockola, Edward G. Doris, Frank Doyle and Ralph Wyckoff are very grateful to the nation's, as well as European, music operators. High on the Rock-Ola program for this year are heavier production schedules in phonographs and vending machines.

The information from Bally Mfg's. Herb Jones and Bill O'Donnell reveals that Bally will shortly start the New Year off big with some pleasant surprises for the coin machine industry.

The Gottlieb plant is really humming with heavy production on D. Gottlieb & Co.'s "Rack-A-Ball" pinball amusement game, according to Alvin Gottlieb. . . . Howie Freer, World Wide Distributing Co., related that Fred Skor, World Wide's general sales manager is home nursing a case of the 'flu'. Prexy Joel Stern is carrying his own heavy load at the office as well as Fred's.

There's lots of buzzing at Atlas Music Co. And after chinning with Eddie Ginsburg we'll just have to wait for 'official' word. One thing we do know, the Atlas gang is all smiles.

United's vice prexy in charge of sales, Bill DeSelm, info's that Al Thaelke and Johnny Casola departed together last week to hold a series of service school sessions, which will take them to Atlas Music Co. in Des Moines, where Bill Phillips will greet them. From there they'll journey to Memphis and Bob Goad's Game Sales Co. And, finally to New Orleans, and a class on United's amusement games equipment at Bob Nims' AMA Distributing Co.

Sam Stern, prexy, and Art Weinand, vice president of Williams Electronic Mfg. Co., started off the New Year with a bang, with the release of Williams' new "Tom Tom" two-player amusement pinball game. . . . Empire Coin owner Gil Kitt, and general sales manager Joe Robbins look to a big year of diversification in '63. Joe reveals that vending sales loom very big in Empire's plans this year. Now that the holidays are over Jack Burns and Bill Herbord continue their alternating schedule of road trips calling on Empire Coins operator customers (in fair weather and foul!).

Roy McGinnis, president of J. H. Keeney & Co., and new vice prexy Dick Tennes, are hard at work formulating manufacturing plans for Keeney during this year, and will come up with some pleasant ideas for the nation's operations, according to Clayton Nemeroff. Clayton, incidentally, is undergoing a series of tests at Columbus Hospital. He became quite ill last Monday (Dec. 31). Send your get well cards to Room 415. Clay will sure appreciate hearing from his host of friends in coinbiz.

Just a few words about good friend Charles (Jimmy) Johnson, head of Globe Distribs. Jimmy is a coinman who has so much civic pride he is always seeking ways to serve his community to its best interests. Greater Chicago is proud of Jimmy Johnson. . . . A belated Happy New Year to Marty Janis and Phil Richman, of Martin Janis & Co. public relations firm. And, sincerest thanks for oodles of cooperation during the past year.

Johnny Frantz, prexy of J. F. Frantz Mfg. Co., is certainly putting his four popular amusement games to work to bring in a big first quarter sales in 1963. . . . Sincerest best wishes for the New Year to Tom Hungerford, Walter Reed, Gerry Whaley, and the rest of the wonderful people at NAMA headquarters. We look forward to another big year of mutual work with NAMA, voice of the vast vending industry.

Automatic Canteen president Pat O'Mally and board chairman Nathaniel Leverone supervised the installation and grand opening of the first automatic cafeteria, last Wednesday a.m., Jan. 2, in the Chicago Police Dept. Which was installed at department headquarters to provide 24 hour food and beverage service. This includes hot meals, snacks, sandwiches, beverages, etc. Proceeds of this installation opening day will accrue to the Policemen's Benevolent Assn. fund. On hand also were Canteen's Harry Creighton and Stanley Sarbarneck, president of the Policemen's Benevolent Assn.

The way things are going at Marvel Mfg., according to prexy Ted Rubey and Estelle Bye this will be a booming first quarter, 1963 in production and sales of Marvel's parts lines. . . . Oops, sorry! We erroneously listed James T. Mangam's address for headquarters of his "Nation of Celestial Space" in Evergreen Park. Not any more. Jim's new headquarters are at 10613 South Laramie, in suburban Oak Lawn, Illinois.

The biz outlook for '63 is great at Wico Corp., according to Milt Wiczer, Ed Ruber and Morrie Wiczer. The firm is certainly rolling in production of parts for the coin machine and vending industries. . . . Charles (Brinky) Brinkmann

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VENDING	MUSIC	
ROWE L-1000, 4 Flavor .....	A.M.I. CONTINENTAL 2-200 (50c) ..	\$745
ROWE RV-750 (Fresh Brew) .....	A.M.I. I-200M (50c) .....	395
DUGRENIER K-14 Cig. (Man.) .....	A.M.I. F-120 .....	175
SEEBURG E-2 Cig. ....	ROCK-OLA 144B .....	265
CORSAIR (30-Col.) Cig. ....	ROCK-OLA 1455 .....	275
VENDO ICE CREAM #210, P.S. ..	SEEBURG Q160-SH (50c) .....	745
STONER CANDY, Mod. 160, G/M ..	UNITED UPA-100 .....	175
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NATIONAL CANDY, 10 Col. Slant ..	WURLITZER 2510 Stereo (50c) ..	595

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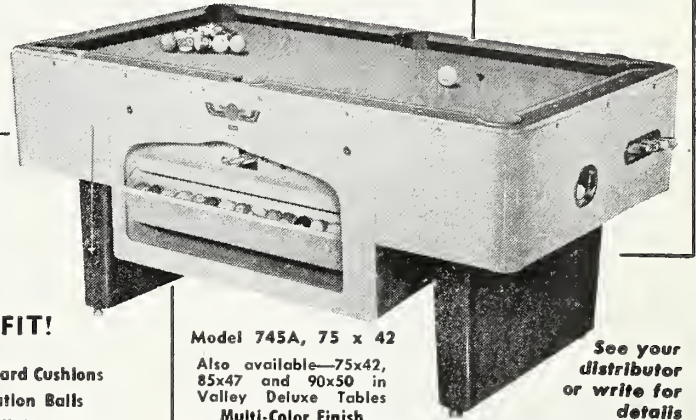
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  - New Mechanism
- and other "Pro" Features!

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EXCLUSIVE UNITED MFG. CO. DISTRIBUTOR

leaves Automatic Retailers of America (ARA) this week, and will advise us of his new enterprise shortly. Brinky is one of the most energetic execs in the vending business, and we're certain he'll be active for a long time in the industry. . . . We acknowledge Interstate Vending's Bernie Shapiro's holiday greetings, and extend our very best wishes for the New Year to him and everyone else at Interstate.

The folks at Rowe AC Services elated over the fact that the Rowe line of Vending Machines has just been presented the Industrial Design Magazine award for outstanding industrial design. This, according to Jack Harper, Rowe AC president, is the only vending machine manufacturer so honored.

(Continued from page 45)

Another handicap to the jukebox, is the social norms in effect in Italy. Except the very large and modern cities, one can seldom see boys and girls going together to a dance party. It seems to be too compromising for the families on both sides.

**Austria**

In my remarks over Holland, it said that it was ten years behind Belgium in the automatic trade. Well, now we have another record holder: I believe that Austria is 50 years behind . . . this country is still impregnated with a romanticism dating back to the Emperor Franz Joseph era, and how can you fit a jukebox in such a picture. As long as the Austrian can sit in a cafe and listen to Viennese music, even if the fiddler is off-tune, he is happy. On the other hand, the Austrian government also looks quite sternly at any coin oper-

ated contraption, with the exception of vending machines, and no licenses are issued to new operators. Any existing operating license is for life-time, and is not transferred or passed to anyone else if its current owner goes out of business or dies . . . this situation may be the explanation why, all I could see in the showroom of the exclusive importer of a leading U.S. jukebox, was a 7 years old machine, although quite nicely reconditioned. But, as I said before, there is a good chance for vending in Austria, and business in this particular line may increase to important figures in the near future.

**Greece**

Down again to the south, we find the Greek, very much similar to the Italian, and that means a subconscious attraction to coin operated amusements. But, in Greece gambling devices, including bingos are strictly forbidden and I thought the time was ripe for a big boost to pinball machines. Specially after overcoming the customs difficulties which collect duties on the weight of a machine, we were in business. After arranging for my friends over there, a solid relationship with the Gottlieb Export Distributors, I can say now that, Greece is our latest newcomer in our export market, and is there to stay for many more years.

Sometime before, I compared the Greeks to the Italians in this particular field. Nevertheless, there is a big difference between the two, in the matter of jukeboxes: for a reason or another the Greek took an immediate liking to the jukebox, and I think I have an idea why: the climate is very mild in Greece, and one can seat at an outdoor cafe, 10 months out of the year. Now, for an entertainer to captivate the attention of the whole public who is seated all around the establishment with as many chairs as the cafe owner can afford, is very hard. The cafe owners used to remediate to this with record players to which several speakers were connected, and disposed all around the cafe, and kept at the loudest point. So that, when jukeboxes were introduced in Greece, the cafe owners jumped over this opportunity, and switched their record players to jukeboxes ranging from museum pieces up to the latest models, and turned those into the best investment they had ever made. There are now, over 400 jukeboxes in Greece, and I believe this figure will very soon reach the 1,000 mark before any saturation could be noticed. Thank heavens, jukeboxes do not pay duties on the weight, and one of our biggest worry was thus eliminated. As far as vending equipment is concerned, I believe that there will be some market in Greece in the near future, for semi-manual equipment in cold drinks, as well as icecream and bottle venders.



Morris Nahum with the newly appointed Gottlieb distributor for Greece. Mr. Ventouras also distributes Wurlitzer phonographs for Greece.



**California Clippings**

With the holiday season over the distributors and operators are getting back to their normal routine, and concentrating on business for the year ahead. . . . Four consecutive service schools beginning Jan. 7 will be held at R. F. Jones & Co., covering the entire Rowe vending line. All operators are invited to attend the sessions which will be conducted by Ralph Phipps, Rowe service engineer. R. F. Jones of San Francisco and his family spent the New Year's holiday in L.A., and Chuck Klein entertained the Jones Boys at his home in the San Fernando Valley, New Year's Eve. Chuck said they received 140 lbs. of walnuts from Bill Molezzo of Porterville, which was divided among the Jones employees. . . . Hank Tronick of C. A. Robinson & Co. reports Williams "4 Roses" enjoying good sales and they are anxiously awaiting the arrival of the new 2 player, "Tom Tom." Hank added that Midways 2 player "Target Gallery" is realizing fine success.

Another shipment of the new Rock-Ola "Capri 100" arrived at Paul A. Laymon, Inc. and Charlie Daniels informed that they are now handling the Champion "Fast Draw Gun." Jimmy Wilkins is entertaining his brother-in-law and family from Chicago, and said he took them to see the sights in Mexico, last week end. . . . At Simon Distributing Co. large export orders are being prepared for shipment to Europe and Japan. Sonny Lomberg mentioned they can't keep Valley pool tables in stock, due to the recent increase in sales activity. Mr. & Mrs. Jack Simon returned from a combination business and pleasure trip to Las Vegas. . . . Everyone at the California Music Co. is happy that the holiday rush is over, and glad to be back to the normal pace. Ana Marinez has been absent for a few days due to illness with the flu. . . . Jay Swint brought Dickey Lee to the Leuenhagen 'record bar' to spin his new Smash disk, "I Saw Linda Yesterday."

Cliff Nugent of the Wurlitzer Factory Branch built a new Thomas Spinnet Organ for his wife, Alpha for Xmas. John Seavarda informed that Leonard Hicks was in the hospital for 3 days with Virus Pneumonia, but is now home and improving. . . . The Champion "Fast Draw Gun" continues to be the main attraction at American Coin Machine, Inc., and is enjoying exceptionally good sales action. . . . The shop is readying export orders this week at Duarte International Sales Co., for shipment to Stockholm and Yokahama. Joe Duarte said the export business has picked up considerably within the past two months, keeping them very busy preparing the orders, to meet the deadline for shipment.

Leo Simone reports business increasing beyond all expectations, since AMCO Music & Vending, Inc. moved into their new location. Dick Wright, former regional mgr. of the vending division, is now in charge of vending at AMCO, Leo announced. A new employee, Linda Clark, has been added to the personnel staff, and is secretary to Nate Duncan. . . . Some of the visiting operators seen on Pico Blvd. this week were: Cliff Jones, Long Beach; Tom Glynn, Pasadena; J. C. Horton, Oceanside, and Bill Thompson, Long Beach.

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 ALSO FACTORY RECONDITIONED

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**POOL TABLES**  
 50" x 90"  
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Over 5000 Coin Machine Parts & Supplies Listed!

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**FIVE BALL FLIPPER GAMES**

PRICE	PRICE
Aloha, 2-p . . . . \$395	Nags, 1-p . . . . \$175
Around The World, 2-p . . . . 225	Queen Of Diamonds, 1-p . . . . 195
Bo Bo, 1-p . . . . 225	Pin Wheel, 1-p . . . 100
Big Casino, 1-p . . . 295	Picnic, 2-p . . . . 175
Contest, 4-p . . . . 235	Race Time, 2-p . . . 225
Coral, 4-p . . . . 295	Royal Flush, 1-p . . 125
Cover Girl 1-p . . . 325	Rocket Ship, 1-p . . 150
Cross Words, 1-p . . 125	Sea Wolf, 1-p . . . 150
Derby Day, 1-p . . . 75	0-Ball, 1-p . . . . 135
Darts, 1-p . . . . 195	Sea Belles, 2-p . . . 125
Double Action, 2-p . 225	Smoke Signal, 1-p . 100
Duette, 2-p . . . . 100	Score Board, 4-p . . 125
Diamond Lift, 1-p . . 75	Silver, 1-p . . . . 150
Egg Head, 1-p . . . 295	Straight Shooter, 1-p . . . . 175
Falstaff, 4-p . . . . 185	Sittin' Pretty, 1-p . 175
Fashion Show, 2-p . 425	Stage Coach, 1-p . . 75
Fun House, 4-p . . . 150	Steeple Chase, 1-p . 145
Foto Finish, 1-p . . 285	Sunset, 2-p . . . . 475
Flipper Parade, 1-p . 250	Spot-A-Card, 1-p . . 235
Flipper Clown, 1-p . 275	Super Circus, 2-p . . 165
Flying Circus, 2-p . 375	Southern Belle, 1-p . 75
Frontiersman, 1-p . 75	Sunshine, 1-p . . . 165
Gypsy Queen, 1-p . . 75	Top Hat, 1-p . . . . 150
Hot Diggety, 1-p . . 75	Show Boat, 1-p . . 285
Hot Rod, 1-p . . . . 75	Tic Tac Toe, 1-p . . 125
Jolly Joker, 1-p . . 225	Twenty Grand, 1-p . 75
Jungle, 1-p . . . . 195	Tournament, 2-p . . 125
Jockey Club, 1-p . . 75	Twin Bill, 1-p . . . 100
Lady Luck, 1-p . . . 75	Thunder Bird, 1-p . 100
Kewpie Doll, 1-p . . 250	Universe, 1-p . . . 195
Lancer, 2-p . . . . 395	Whirlwind, 2-p . . . 195
Liberty Bell, 4-p . . 495	Wonderland, 1-p . . 75
Lite-A-Card, 1-p . . 295	World Beauty, 1-p . 225
Lightning Ball, 1-p . 210	
Marathon, 2-p . . . 100	
Miss Annabelle, 1-p 195	

\* NEW \*  
 Mardi Gras, 4-p WRITE

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WITH 7 EXCITING WAYS TO SCORE



**FLASH-MATIC PLUS SUPER-STRIKES**  
BIG 7 SHUFFLE is the only flashing light alley with SUPER-STRIKE skill-appeal

**JUMBO**  
WITH SPEED-CONTROL SKILL-APPEAL PLUS SUPER-STRIKES

**MATCH-MATIC**  
WITH SECOND-SHOT SCORE-SAVER  
Strike scores up to 500. If Strike not scored, flashing lights permit player to score up to 500 on second shot.

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Any number of players may be allowed "easy" Strike HANDICAP for as many frames as agreed.

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FOR FAST COMPETITIVE PLAY  
ONLY STRIKES SCORE

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1 TO 6 CAN PLAY  
COIN STYLES  
1. DIME ONLY  
2. DIME OR 2 NICKELS QUARTER, HALF DOLLAR

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 Scoring any lit rollover rolls multi-colored balls up on rack in light box.  
 Specials scored for racking up 9 balls.

- Additional specials scored for racking up more balls.
- Hitting blue, green, and red targets lights pop bumpers for high score and bottom roll-overs for specials.
- Match feature • Sparkling cabinet design

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## Standard Financial Changes Name To SFC Financial Corp.

NEW YORK—Standard Financial Corporation in an expansion program will change its name to SFC Financial Corporation effective January 1, 1963, it was announced today by Theodore H. Silbert, president.

In announcing the reason for the name change, Mr. Silbert explained, "Our acquisitions of finance and factoring companies in the past few years and our internal growth have expanded our operations into many additional states. Since the name Standard Financial Corporation is not available in several states, our name change to SFC Financial Corporation will facilitate our engaging in financing and factoring, under one identity, in all the 50 states of the Union."

Silbert also said five subsidiaries will be merged into the parent company, of which Business Factors Corporation and Fortune Factors, Inc. will be operated as divisions of SFC Financial Corporation. Recently, Factors Corporation of America, in Philadelphia, was merged into the parent company and now operates as a division.

Silbert announced that Standard Financial Corporation estimates a record volume of sales exceeding \$400 million financed and factored in 1962.

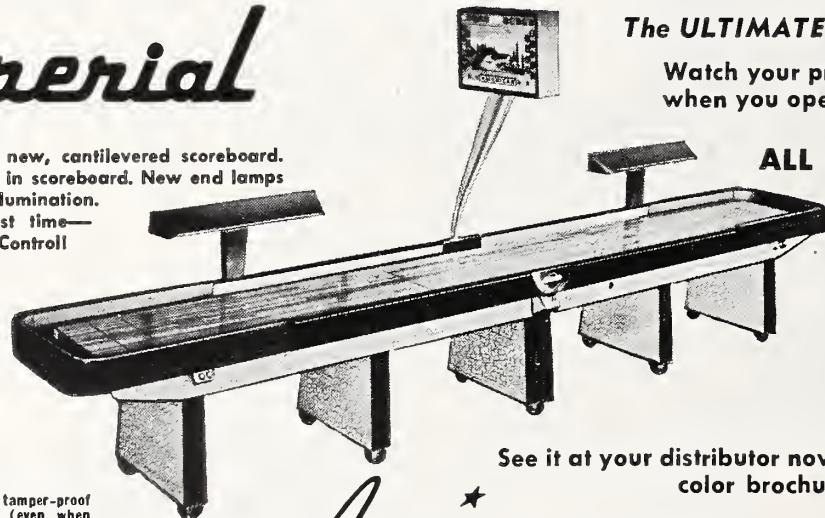
SFC Financial Corporation, founded in 1932 has \$160 million in resources. Today the firm has subsidiaries and branches in the states of California, Texas, Illinois, Wisconsin, Pennsylvania, Virginia and New York.

SFC Financial Corporation and its subsidiaries will continue to offer a diversified range of commercial financing services including factor, accounts receivable financing, rediscounting, personal loans and the financing of industrial time sales, leased equipment and mobile homes.

SFC Financial Corporation stock is traded on the New York and Pacific Coast Stock Exchanges.

## Imperial

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



NOW! Available with tamper-proof PIN GATE CONTROL (even when electricity is off) or with exclusive MAGNO-PLAY CONTROL.

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See it at your distributor now or write for free color brochure.

*American*

**SHUFFLEBOARD COMPANY**

210 Paterson Plank Road, Union City, N. J., UNION 5-6633

OMAHA—With a truck this size, H. Z. Vending & Sales Company manager Joe Blend ought to be able to deliver loads of new Rock-Ola "Rhapsody 160" and "Capri 100" phonographs. Hymie Zorinsky's firm was off to a running start this year from the very first day of the 1963 Rock-Ola Phonograph Premiere.

Shown with Blend above is Rock-Ola Sales Rep Les Rieck who is covering much mileage these days keeping up with distributor orders on the phonograph line.



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# 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, 60 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.  
G200, '56, 200 Sel.  
H-120, '57, 120 Sel.  
H-200, '57, 200 Sel.  
I-100M, '58, 100 Sel.  
I-200M, '58, 200 Sel.  
J200E, '58, 200 Sel.  
J200K, '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.  
Continental 2, '61, 200 Sel.  
Continental 2, '61, 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. Tempo I  
1468, '59, 120 Sel. Tempo I  
1485, '60, 200 Sel. Tempo II  
1478, '60, 120 Sel. Tempo II  
1495, '61, 200 Sel. Regis  
1488, '61, 120 Sel. Regis  
1496, '62, 120 Sel. Empress  
1497, '62, 200 Sel. Empress  
1493, '62, 100 Sel. Princess

### SEEBURG

M100A, 51, 100 Sel.  
M100B, 51, 100 Sel.  
M100BL, 51, 100 Sel.  
Light Cah  
M100C, '52, 100 Sel.  
HF100G, '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.  
2304, '59, 104 Sel.  
2310, '59, 100 Sel.  
2400, '60, 200 Sel.  
2404, '60, 104 Sel.  
2410, '60, 100 Sel.  
2500, '61, 200 Sel.  
2504, '61, 104 Sel.  
2510, '61, 100 Sel.

## PINGAMES

### BALLY

Acapulco (5/61)  
Barrel-O-Fun (9/60)  
Barrel-O-Fun '61 (4/61)  
Barrel-O-Fun '62 (11/61)  
Ballerina (6/59)  
Beach Beauty (11/56)  
Beach Time (9/58)  
Beauty Contest (1/60)  
Big Show (9/56)  
Broadway (12/55)  
Can-Can (10/61)  
Carnival (11/57)  
Carnival Queen (11/58)  
Circus (8/57)  
Circus Queen (2/61)  
County Fair (10/59)  
Crossroads (1/56)  
Cypress Gardens (6/58)  
Double Header (7/56)  
Funspot '62 (11/62)  
Flying Circus 2P (6/61)  
Golden Gate (6/62)  
Key West (12/56)  
Laguna Beach (3/60)  
Lido (2/62)  
Lite-A-Line (2/61)  
Lotta-Fun (9/59)  
Miami Beach (9/54)  
Miss America (2/58)  
Night Club (4/56)  
Parade (6/56)  
Queens (Bch., Is., Trop.) (3/60)  
Roller Derby (6/60)  
Sea Island (2/59)  
Shoot-A-Line (6/62)  
Show Time (3/57)  
Sun Valley (7/57)  
Target Roll (1/58)  
Touchdown (11/60)  
U.S.A. (8/58)

### GOTTLLIEB

Around Wld. 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)  
Cover Girl 1-Plyr (7/62)  
Criss Cross 1P (3/58)  
Dneg. Dolls 1P (6/60)  
Dhl. Action 2P (1/59)  
Fair Lady (12/56)  
Falstaff 4P (11/57)  
Fashion Show 2P (6/62)  
Flagship (1/57)  
Flipper 1P (11/60)  
Flipper Clown (4/62)  
Flipper Cowboy 1-P (10/62)  
Flipper Fair 1P (11/61)  
Flpr. Parade (5/61)  
Foto Finish 1P (1/61)  
Gondolier 2P (8/58)  
Hi-Diver 1P (4/59)  
Kewpie Doll 1P (10/60)  
Liberty Belle 4P (3/62)  
Ltng. Ball 1P (12/59)  
Lite-A-Card 2P (3/60)  
Mademoiselle 2P (11/59)  
Majestic (4/57)  
Melody Lane 2P (9/60)  
Mry-Go-Round 2P (12/60)

Miss Annabelle 1P (8/59)  
Oklahoma 4P (2/61)  
Olympics 1-P (9/62)  
Picnic 2P (10/58)  
Preview 2-P (8/62)  
Qnn. of Diam. (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)  
Str. Flush 1P (12/57)  
Straight Shooter (2/59)  
Sunset 2-player (11/62)  
Sunshine 1P (10/58)  
Spr. Circus 2P (10/57)  
Sweet Sioux 4P (9/59)  
Texan 4P (4/60)  
Tropic Isle 1P (5/62)  
Universe 1P (10/59)  
Wagon Train 1P (4/60)  
Whirlwind 2P (2/58)  
Wld. Beauties 1P (2/60)  
World Champ 1P (8/57)

### KEENEY

Flash Back  
Old Plantation (2/61)  
Black Dragon  
El Rancho Hacienda

### WILLIAMS

Casino 1P (10/58)

## PINGAMES

Club House 1P (10/59)  
Coquette (4/62)  
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)  
Kingpin (9/62)  
Kings 1P (8/57)  
Music Man 4P (8/60)  
Naples 2P (9/57)  
Nags 1P (3/60)  
Reno 1P (10/59)  
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)  
Trade Winds 3-5 Bl. (6/62)  
Turf Champ (8/58)  
Twenty-One 1P (2/60)  
Valient 2P (8/62)  
Vagahond (10/62)  
Viking 2P (10/61)  
Black Jack 1P (1/60)

## SHUFFLES and BOWLERS

### BALLY

ABC Bowler (7/55)  
Congress (7/55)  
Jumbo Bowler (9/55)  
King Pin Bowler (9/55)  
ABC Spr. Del. 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 Bowl. 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)  
Super Shuffle (12/61)

### CHICAGO COIN

**Shuffles**  
Triple Strike (2/55)  
Arrow (2/55)  
Cr. 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)  
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 Pro (2/61)  
Starlite (5/62)

### Ball Bowlers

Bowling League (2/57)  
Ski Bowl 6 Plyr (11/57)  
Classic Bowling Lg. (7/57)  
TV Bowling Lg. (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)  
Princess (4/61)  
Gold Crown (3/62)

## SHUFFLES and BOWLERS

### UNITED Shuffles

Clipper (5/55)  
5th Inning (6/55)  
Capitol (6/55)  
Super Bonus (9/55)  
DeLuxe model  
Top Notch (10/55)  
Regulation (11/55)  
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)  
5-Way (5/61)  
Avalon (4/62)  
Silver (6/62)  
Shuffle Baseball (6/62)  
Action (7/62)  
Embassy (9/62)  
Lancer (11/62)

### Ball Bowlers

Bowling Alley (11/56)  
Jumbo Bowling (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  
5-Star Bowling (5/61)  
Classic (6/61)  
Alamo (4/62)  
Sahara (7/62)  
Tropic Bowler (9/62)  
Lucky (11/62)

### WILLIAMS

**Ball Bowlers**  
Roll-A-Ball (12/56)  
6 Player

## UPRIGHTS

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 Jamhoree (10/60)  
B Super Jumbo (11/60)  
CC Star Rocket (5/59)  
GA Skeet Shoot (1/57)  
GA Super Hunter (6/57)  
GA Double Shot (4/58)  
GA Wild Cat (12/58)  
GA Spr. Wild Cat  
GA Twin Wild Cat (7/59)  
GA Super Wild Cat  
Trail Blazer (12/60)  
Twin Trail Blazer (2/61)  
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 Twin Cross Diamond (1/60)  
K Red Arrow (4/60)  
Sweet Shawnee '60  
Black Dragon '60  
K Twin Red Arrow (5/60)  
K Flashback (6/61)

## ARCADE

ABT 6 Gun Rifle Range  
Air Football  
Air Hockey  
Auto Photo Model 9  
Amer. Shuff. Situation (5/61)  
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 (2/61)  
B Golf Champ (8/58)  
B Bat. Practice (8/59)  
B Skill Roll (B 3/58)  
B Moon Raider (7/59)  
B Target (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 Stm. 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 (4/60)  
CC Ray Gun (10/60)  
CC Wild West (5/61)  
CC Long Range Rifle Gallery (1/62)  
Ex Gun Patrol  
Ex Jet Gun  
Ex Space Gun  
Ex Pony Express  
Ex Six Shooter  
Ex Shooting Gal. (6/54)  
Ex Star Sgt. Gal. (9/54)  
Ex Sportland Shooting Gallery (11/54)  
Ex "500" Shooting Gallery (3/55)  
Ex Treasure Cove Shooting Gal. (6/55)  
Ex Ringer Ball (11/56)  
Ex Pop Gun (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 Sub Gun  
Ke Sportland DeLuxe model  
Ke Ranger (3/55)  
DeLuxe model (3/55)  
Ke League Leader (4/58)  
Ke Sportland  
Ke Two-Gun Fun (3/62)  
Mid Red Ball (5/59)  
Mid Joker Ball (11/59)  
Midway Basooka (10/60)  
Midway Shooting Gallery (2/60)

## ARCADE

Del. Model (5/61)  
Midway Del. Baseball (5/62)  
Mills Panorama Peek (11/54)  
Munves Bike Race (5/58)  
Munv. Sat. Trkr. (5/59)  
Mu Atomic Bomber  
Mu Ace Bomber  
Mu Dr. Mobile  
Mu Fly Saucers  
Muto Lord's Prayer  
Mu Photo (Pre-War)  
Mu Photo (DeLuxe)  
Mu Silver Gloves  
Mu Sky Fighter  
Munves Squirts (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  
Un Carn. Gun (10/54)  
Un Bonus Baseball (3/62)

Un Bonus Gun (1/55)  
Un Star Slugger (7/55)  
Un Spr. Slugger (4/56)  
Un Pirate Gun (10/56)  
UN Yankee BB (3/59)  
Un Sky Raider (10/58)  
Wm. Del. BB (4/53)  
Wm. Major Leaguer  
Wm. Big Lg. BB (2/54)  
Wm. Jet Fighter (10/54)  
Wm. Safari (2/54)  
Wm. Polar Hunt (3/55)  
Wm. Sidewalk Eng (4/55)  
Wm. King of Swat (5/55)  
Wm. 4-Bagger (4/56)  
Wm. Crane (10/56)  
Wm. Peppy 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)  
Wm. Del. Bat. Champ (5/61)

Extra Inning (5/62)  
World Series (5/62)  
Road Racer (5/62)  
Rally Champion Horse  
Bally Moon Ride  
Official Baseball (4/60)

## KIDDIE RIDES

Bally Champion Horse  
Bally Moon Ride  
Pony Twins  
Bally Space Ship  
Bally Speed Boat  
Bally Turtle. Trolley  
Bert Lane Lancer Horse  
Bert Lane Merry-Go-Round  
B.L. Miss America Boat  
Bert Lane Fire Engine  
B.L. Whirly Bird (3/61)  
B.L. Moon Rocket (3/61)  
Capitol Donald Duck  
Capitol Elsie  
Capitol Palomina 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  
Scientific Television  
Scientific Boat Ride  
Texas Merry-Go-Round  
Exhibit Rudolph The Reindeer

## CLASSIFIED ADVERTISING SECTION

### CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$5.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for following issue pending receipt of your check or cash.

NOTICE—\$67 Classified Advertisers. (Outside USA add \$2 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, \$2 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 20c per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 Noon, of preceding week to appear in the following week's issue.

### Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

## WANT

WANT—Philadelphia Toboggan (Shoe Balls) quota quantity, price, condition and serial # in first letter. DAVE LOWY-M.J.L. OPERATING CORP., 602 TENTH AVENUE, N.Y.C. 36 (Tel. LT 1-1038).

WANT—Seeburg phonographs M100B and C—V200—KD 200. Also cigarette vendors. THE GENERAL AUTOMATIC S.C. 60, RUE VAN SCHOOR, BRUSSELS 5, BELGIUM—CABLE ADDRESS JEUMATE—BRUSSELS.

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—Attention: Distributors and record shops. There's Gold on your shelf. Want 45 rpm records up to 10 years old. Highest prices paid anywhere. Up to 43¢ each—our choice. BIG JOHN RECORDS, 687 WASHINGTON ST., BOSTON, MASS. (Tel. 338-7426).

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. Letta-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 WARREN, KNICKERBOCKER MUSIC CO., 453 MCLEAN AVE., YONKERS, N. Y. (Tel. Greenleaf 6-7778).

WANT—New or used 45 RPM Records, not over 6 months old. We pay 15¢ and the freight. Can use any quantity. WALDY RECORDS, 17725 N. W. 8TH PLACE, MIAMI 69, FLA.

WANT—Exhibit's IOU, Selectem and Horse-shoes. State price, quantity, and condition in first letter. NEW LIDO ARCADE, 412 EAST BALTIMORE STREET, BALTIMORE, MD.

WANT—AMI 120 and 200 Phonographs, Hide-aways, 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 1-9558).

WANT—Gottlieb used 1, 2 & 4 players, as is, complete, 1959 and up. IMPERIAL COIN MACHINE CO., 498 ANDERSON AVE., CLIFFSIDE, NEW JERSEY.

WANT—Used 45 RPM Records. Right off the route. All types, no sorting or picking. No quantity too large or small. Highest prices paid. KING SALES, 129 FRANCIS ST., EVERETT, MASS. (Tel. DU 7-4140).

WANT—Cut-out Singles, 12" Long Play, and Kiddie Records, we will purchase your entire cut-out or overproduction inventory on a contractual basis. Ben Jacobs—Dan Wancio. NATIONAL BAG-O-TUNES INC., 15 ALABAMA AVENUE, ISLAND PARK, L.I., N.Y. (Tel. 516-TU 9-9300).

WANT—To buy in quantity for resale—National III and II3 Cigarette machines. For Sale or trade—Deluxe Big Tents; County Fair; Double Shots; Skeet Shoots; 6 Bright Spot Bingos. Write or call—E. L. HARRIS, BUDDY BUDDY ENTERPRISES, CHESTER, ILLINOIS.

WANT—Want Mechanics (several) for coin-operated machines—Experience on AMI, Rock-Ola, Wurlitzer and Seeburg Phonos. Also several games mechanics. Full time—permanent position. Plenty of room for advancement. Fringe benefits. Only thoroughly experienced men considered. Apply in person or phone collect to Mr. HANS VANDENDOP, RUNYON SALES COMPANY, U.S. HIGHWAY 22 & FADEM RD. SPRINGFIELD, N.J. (Tel. DR 6-8720).

WANT—Are regular buyers late bingos, Gottlieb 2-4 players, Seeburg B-C V-200, Bowlings, unshopped, complete, working, packed original cartons. We pay dollars, cash in advance. Quote price FOB nearest seaport. MAX LOBO, MEIR, 23, ANTWERP, BELGIUM (Tel. 33.81.33).

WANT—used 45 rpm records. All types, as they run right off the route. No sorting or picking. We pay highest prices and the freight. Standing order available for regular shippers. J & D SALES, I VI-DETTA ST., W. PEABODY, MASS. (Tel. JE 2-0737).

WANT—Need Gottlieb Pingames and Seeburg Phonographs (V-200's and more recent models). Quote prices F.O.B. nearest seaport. VERHEDA P.V.B.A. KRONENBURG-STRAAT, ANTWERP-BELGIUM. CABLE ADDRESS: VERHEDA.

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., 4580 SNEAD, SANTA CLARA, CALIFORNIA. Cherry I-0087.

WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPRLL, 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. (Cable address: HOBEL-EUROPE-BRUSSELS).

WANT—Juke Box Operators For a steady year round outlet for your used records Manufacturers' For your overruns and surplus LP's & 45s. Call or write, EASTERN RECORD SALES & DIST. INC., 751 10th AVE., N. Y. 19, N. Y. (Tel. CI 5-9469).

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).

WANT—Panorams and Panoram parts. United Triple Plays Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEMlock 1-1750).

WANT—FOR Resale: Seeburg and Wurlitzer Phonographs, Games, Cigarette Machines. Send list, condition, prices. HASTINGS DISTRIBUTING CO., INC., 6100 WEST BLUEMOUND ROAD, MILWAUKEE 13, WISCONSIN.

WANT—New or Used records not over 8 months old. We pay 15¢ to 18¢ and can use 150 of a ne. MELODY RECORDS, 849 DUNDEE AVE., BARRINGTON, ILL. (Tel. 381-6858).

WANT—Bally or United Bingo Backglasses, New or Used from Beach Club to Acapulco.—ATLAS DIST. 1024 COMMONWEALTH AVENUE, BOSTON 15, MASS.

WANT—Any age used 45 RPM records. Tell us what you have. We pay all freight from anywhere. We pay highest prices. Try us and profit. Don't wait! Write us today! MUSIC SERVICE CO., 424 E. Broad St., Richmond 19, Va.

WANT—5 H.F.C. V 2-8 Speakers—TOLEDO COIN MACHINE EX., 814-816 SUMMIT ST., TOLEDO 4, OHIO. (Tel. CH 3-7191).

WANT—Jacques Palmer has an office in Antwerp buyer of Seeburg, Wurlitzer and AMI Music, pins, bingos, shuffles, bowlers, guns, arcade equipment. Cash on the line. Contact PALMER at BELINTRACO, 31 SOMERS STRAAT, ANTWERP, BELGIUM.

WANT—Mechanic, Full-Time, Experienced only, Salary Open. AUTOMATIC SELLING ASSOCIATES, INC., ISLAND PARK, N.Y. (516-GE 1-3211).

## CLASSIFIED ADVERTISING SECTION

WANT—6 Pocket Valley Pool Tables, Reconditioned 1960 or 1961 Models size 84 x 47". DAVE TAYLOR, 6616 WATERWORKS RD., NORFOLK 2, VA.

WANT—Pay top cash dollar for 1957 & later Gottlieb and Williams 5-balls or will accept in trade for shuffles, bowlers, late model baseball, music, vending. Also new and reconditioned kiddie rides at drastically reduced prices. Call Bob Jones. REDD DISTRIBUTING CO., INC., 126 LINCOLN ST., BRIGHTON 35, MASS. (Tel. ALgonquin 4-4040).

WANT—Close out over-run return hit 45 RPM records. Contact immediately for quick transaction. BILL ISAACS, ISLAND RECORD SERVICE, 79-16, 256 ST., FLO-RAL PARK, N.Y. (Tel. FI 7-1575 or FI 7-2607).

WANT—Buy larger quantities of Seeburg V-200-KD200- and all other models of Seeburg Music. Also all Wurl. models. Please send complete list of your inventory with prices. CLEVELAND COIN MACHINE EXCHANGE, INC., 2029 PROSPECT, CLEVELAND, OHIO. (Tel. TO 1-6715).

WANT—I am buyer for France by lots of 12 or 20 machines of Gottlieb pinballs, last up to date models years 1961 and 1962. RIVIERE HENRI, IMPORT-EXPORT 6 RUE MASSENA, NICE, FRANCE.

## FOR SALE

FOR SALE—Telescopes, vends views over \$100 a week, and no merchandise to buy. Price \$695 and up, includes base and stand, write. ANDERSON VENDING & MANUFACTURING CO., 3225 S.W. 78th AVENUE, PORTLAND, ORE. (Tel. CA 2-1327—BE 6-7422)

FOR SALE—Bally Can-Can \$745; Bikini \$625; Circus Queen \$550; Roller Derby \$450; County Fair \$450; Ballerina \$340; Sea Island \$320; Cleaned and shopped; Call NASTASI DISTRIBUTING CO., 912 POYDRAS ST., NEW ORLEANS, LA. (523-6386) FOR QUICK SERVICE.

FOR SALE—2—like new—Watling Horoscope Scales @ \$150, each; 5—Stands Holds 2 machines—I Robt. Burns; 1 Wm. Penn., Vends 5 Cigars per pack @ \$75, each; 5 Sets for \$300.00—like new; 1—King of Swat Base Ball @ \$75.00. SEACOAST DISTIS INC., 1200 NORTH AVENUE, ELIZABETH 4, NEW JERSEY (Tel. BI 8-3524-5).

FOR SALE—Seeburg KD200's @ \$325.; or five for \$1500.; V200's @ \$170.; or five for \$800.; 222's @ \$650.; or five for \$3000.00. Wurlitzer 2000 @ \$250. 1800 @ \$215.; 1650 @ \$95.; 2400S @ \$575.00. AMI JBJ 120 @ \$375.; G 80 and 120's @ \$225.; JBI 120 @ \$495.; Rock-Ola 1455 @ \$275.; 1448 @ \$245.; 1465 @ \$365.00. Prices F. O. B. Detroit, Michigan. All equipment complete and operating—crated for export. See us for best buys on used vending equipment. MARTIN AND SNYDER CO., 12727 W. WARREN AVE., DEARBORN, MICHIGAN. (Tel. LUzon 2-2300).

FOR SALE—Pokerino nearly new with drop chute and knock off. Also have some older Pokerino games with push chutes. If you need parts for your Pokerino we have them. Write, JAMES TRAVIS, P.O. BOX 206, MILLVILLE, N.J.

FOR SALE—Late model shuffle alleys. United, Chicago Coin, Bally, CHEAP! Write, Wire, Call. UNITED EAST COAST CORPORATION, 583 TENTH AVENUE, NEW YORK 36, N. Y. (Tel. PE 6-6680).

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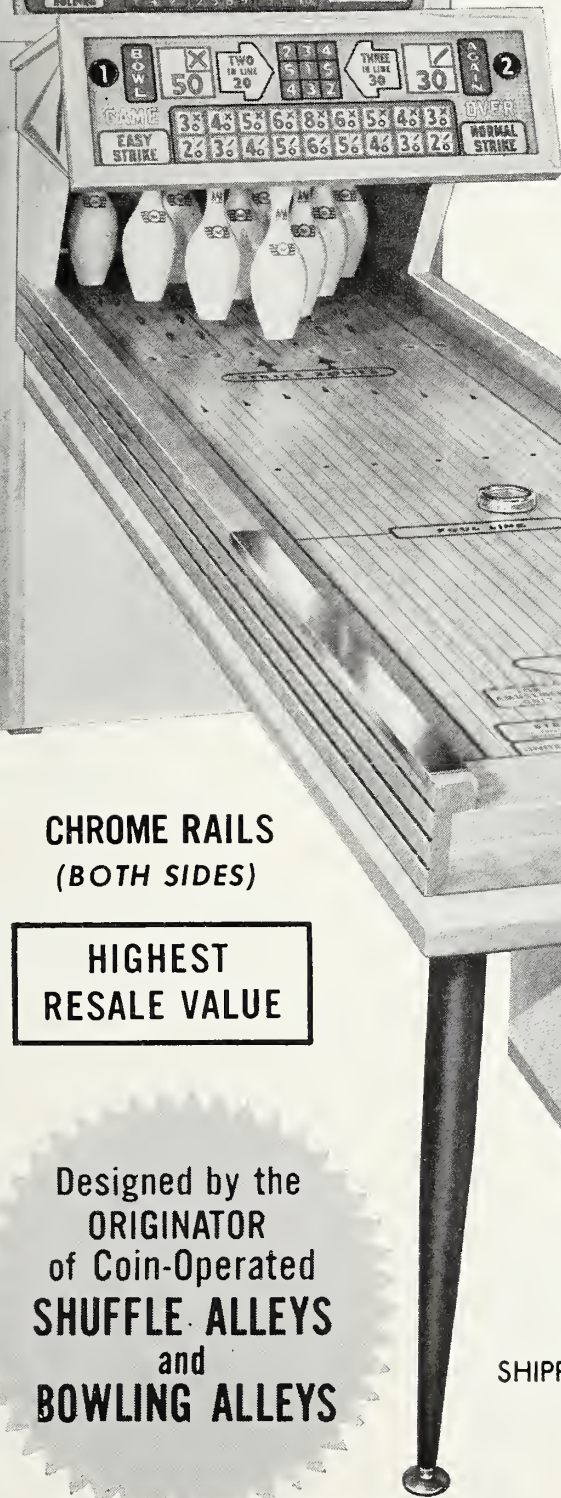
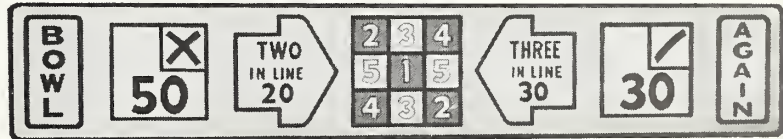


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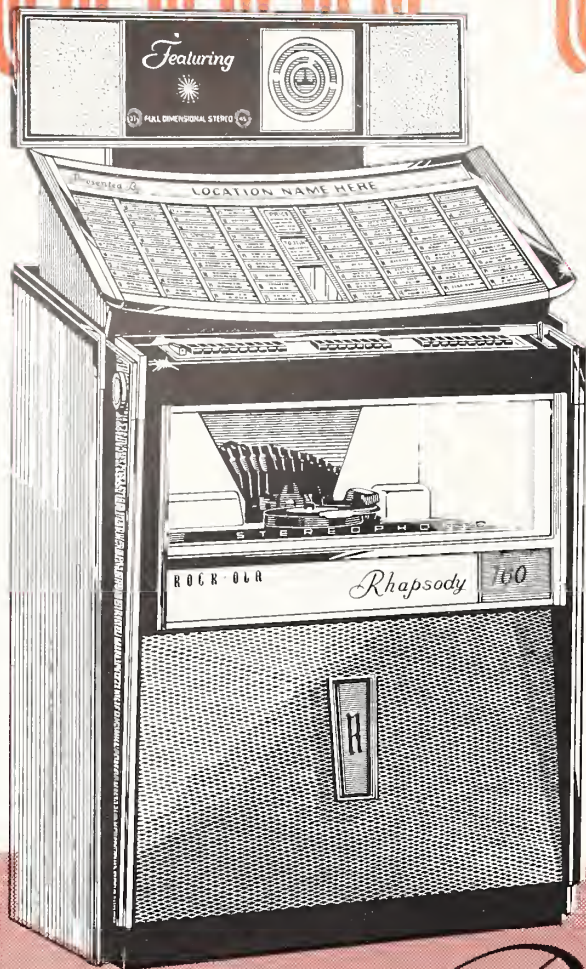
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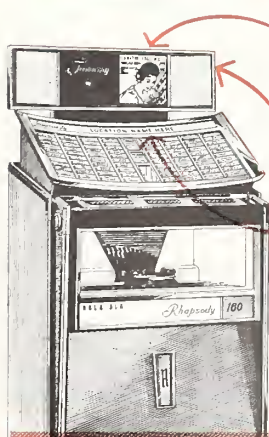


Model 408



Model 408 Deluxe Stereo-Monaural Phonograph With Full Dimensional Stereo

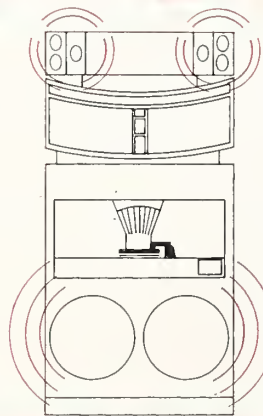
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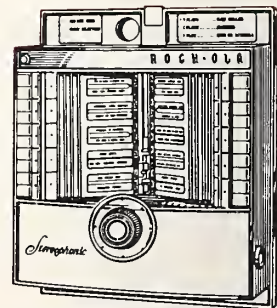
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RHAPSODY 160



CAPRI 100



CAPRI 100

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With Full Dimensional Stereo  
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