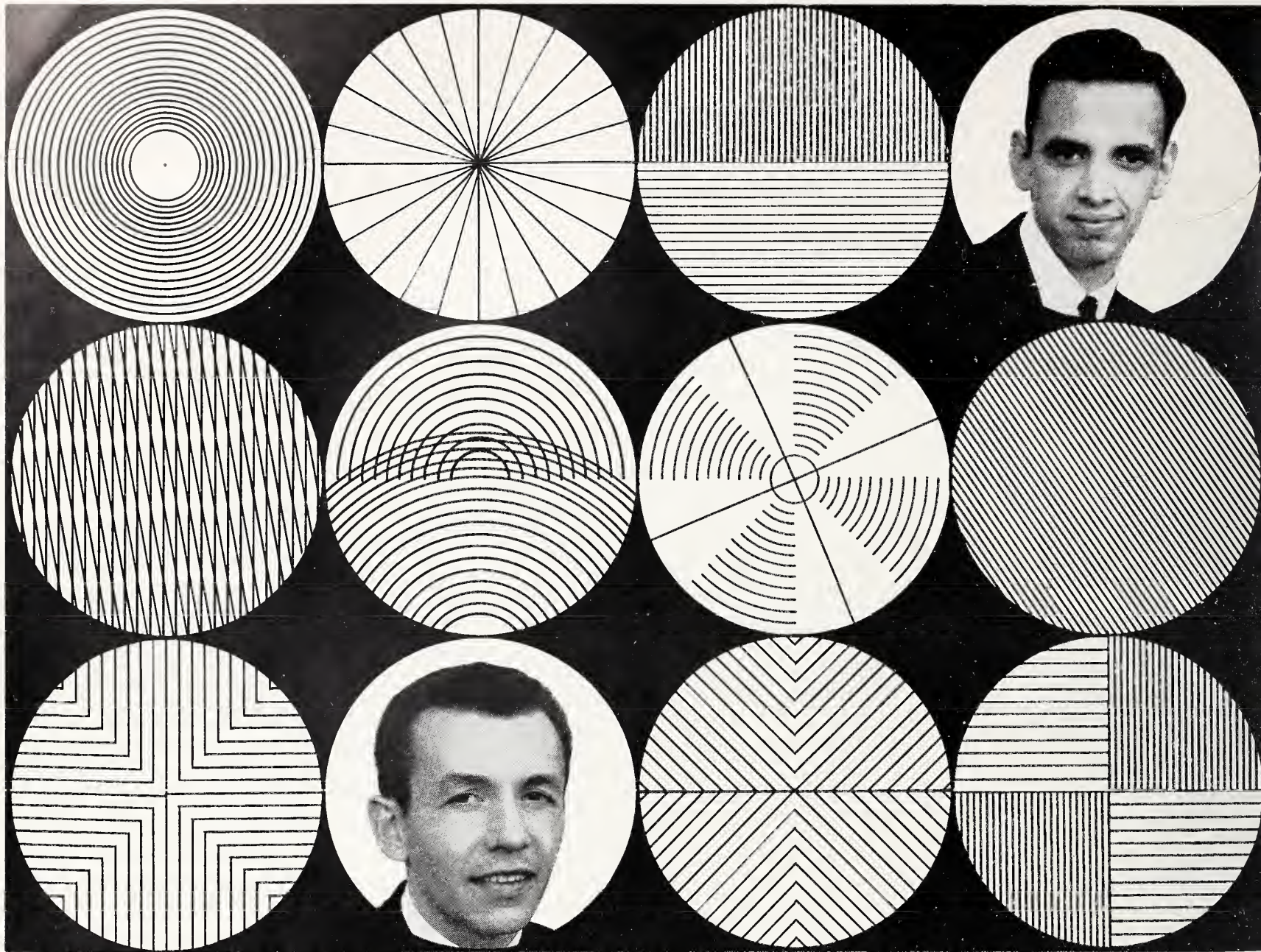


Cash Box

APRIL 6, 1963



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




*fantastic sound...
fantastic sales!*

"HERE I STAND"

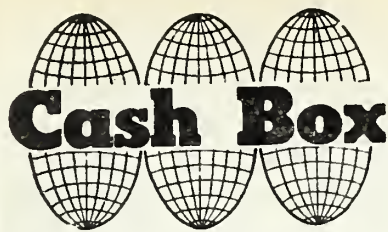
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Cash Box

FOUNDED BY BILL GERSH

Cash Box

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TRANSITION

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

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

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

with the grocery business—a business which years ago had thousands of little dealers and today has very few.

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

But it appears as though many distributors feel a transition is now in the offing. Most believe that we will see many changes by the end of this year. And many more next year.

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

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

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

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



Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—APRIL 6, 1963

	Position	3/30	3/23
1	HE'S SO FINE		
	CHIFFONS-Laurie-3152	1	4
2	THE END OF THE WORLD		
	★SKEETER DAVIS-RCA-8098	2	2
	MILLS BROS.-Dot-16451		
3	OUR DAY WILL COME		
	★RUBY & ROMANTICS-Kapp-501	3	1
	EDDIE CANO-Reprise-20147		
4	SOUTH STREET		
	★ORLONS-Comeo-243	6	9
5	CAN'T GET USED TO LOSING YOU		
	★ANDY WILLIAMS-Columbia-42674	14	28
	STERLING GUITARS-Sax 5th Ave.-209		
6	RHYTHM OF THE RAIN		
	★CASCADES-Valiant-6026	5	5
7	OUR WINTER LOVE		
	★BILL PURSELL-Columbia-42619	10	12
	ANITA BRYANT-Columbia-42739		
	HI-LITES-King-5730		
8	BABY WORKOUT		
	★JACKIE WILSON-Brunswick-55239	13	18
9	YOU'RE THE REASON I'M LIVING		
	★BOBBY DARIN-Capitol-4897	7	7
10	IN DREAMS		
	★ROY ORBISON-Monument-806	11	13
11	FOLLOW THE BOYS		
	★CONNIE FRANCIS-MGM-13127	15	20
12	I WILL FOLLOW HIM		
	★LITTLE PEGGY MARCH-RCA-8139	22	50
	FRANK PURCELL-Capitol-4916		
	PETULA CLARK-Laurie-3156		
	ROSEMARY CLOONEY-Reprise-20,145		
	BETTY CURTIS-CGD-10903		
	JACKIE KANNON-Stage-518		
	JOE SENTIERI-Vesuvius-1068		
	GEORGIA GIBBS-Epic-9585		
13	BLAME IT ON THE BOSSA NOVA		
	★EYDIE GORME-Columbia-42661	8	6
14	WALK LIKE A MAN		
	★4 SEASONS-Veejay-485	4	3
15	I WANNA BE AROUND		
	★TONY BENNETT-Columbia-42634	16	17
16	PUFF		
	★PETER, PAUL & MARY-Warner Bros.-5348	34	54
17	DO THE BIRD		
	★DEE DEE SHARP-Cameo-244	23	32
18	YOUNG LOVERS		
	★PAUL & PAULA-Phillips-40096	28	43
19	MR. BASS MAN		
	★JOHNNY CYMBAL-Kapp-503	20	21
20	ALL I HAVE TO DO IS DREAM		
	★RICHARD CHAMBERLAIN-MGM-13121	21	23
21	RUBY BABY		
	★DION-Columbia-42662	9	8
22	DON'T BE AFRAID, LITTLE DARLIN'		
	★STEVE LAWRENCE-Columbia-42699	26	31
23	DON'T SAY NOTHIN' BAD (ABOUT MY BABY)		
	★COOKIES-Dimension-1008	38	48
24	ONE BROKEN HEART FOR SALE		
	★ELVIS PRESLEY-RCA-8134	12	10
25	PIPELINE		
	★CHANTAYS-Dot-16440	42	58
26	OVER THE MOUNTAIN (ACROSS THE SEA)		
	★BOBBY VINTON-Epic-9577	35	46
27	OUT OF MY MIND		
	★JOHNNY TILLOTSON-Cadence-1434	30	34
28	I GOT WHAT I WANTED		
	★BROOK BENTON-Mercury-72099	37	47
29	LET'S LIMBO SOME MORE		
	★CHUBBY CHECKER-Parkway-862	17	15
30	DAYS OF WINE AND ROSES		
	★HENRY MANCINI-RCA-8120	31	33
	★ANDY WILLIAMS-Columbia-42674		
	PAT BOONE-Dot-16439		
	DICK ROMAN-Harmon-1012		
	EDDIE CANO-Reprise-20147		
	WAYNE KING-Decca-25593		
	FOUR SAINTS-Warner Bros.-5335		
31	DON'T SET ME FREE		
	★RAY CHARLES-ABC-10405	25	25
32	SANDY		
	★DION-Laurie-3153	36	45

	Position	3/30	3/23
33	WILD WEEKEND		
	★ROCKIN' REBELS-Swan-4125	19	16
	THUNDERBIRDS-Melbourne-1551		
34	LAUGHING BOY		
	★MARY WELLS-Motown-1039	27	29
35	WHAT WILL MY MARY SAY		
	★JOHNNY MATHIS-Columbia-42666	18	14
36	WATERMELON MAN		
	★MONGO SANTAMARIA-Battle-15909	53	66
	HERBIE HANCOCK-Blue Note-1862		
	XAVIER CUGAT-Mercury-72108		
37	LINDA		
	★JAN & DEAN-Liberty-55531	46	56
38	TWENTY MILES		
	★CHUBBY CHECKER-Parkway-862	41	44
39	YAKETY SAX		
	★BOOTS RANDOLPH-Monument-804	33	36
40	MECCA		
	★GENE PITNEY-Musicor-1028	51	71
41	HEY PAULA		
	★PAUL & PAULA-Phillips-40084	24	11
42	ON BROADWAY		
	★DRIFTERS-Atlantic-2182	61	72
43	MAMA DIDN'T LIE		
	★JAN BRADLEY-Chess-1845	29	24
	FASCINATIONS-ABC-10387		
44	ALL OVER THE WORLD		
	★NAT KING COLE-Capitol-4919	43	53
45	WHY DO LOVERS BREAK EACH OTHER'S HEARTS		
	★BOB B. SOXX & BLUE JEANS-Philles-110	32	30
46	CAST YOUR FATE TO THE WIND		
	★VINCE GUARALDI TRIO-Fantasy-563	39	35
	MARTIN DENNY-Liberty-55514		
	MEL TORME-Atlantic-2183		
47	SURFIN', U.S.A.		
	★BEACH BOYS-Capitol-4932	70	—
48	YOU DON'T LOVE ME ANY MORE		
	★RICK NELSON-Decca-31475	52	60
49	GREENBACK DOLLAR		
	★KINGSTON TRIO-Capitol-4898	44	22
	MERRY MELODY SINGERS-Mercury-72083		
	HOYT AXTON-Horizon-351		
	VIRGINIANS-Colpix-666		
50	YOUNG AND IN LOVE		
	★DICK & DEEDEE-Warner Bros.-5342	60	74
51	SUN ARISE		
	★ROLF HARRIS-Epic-9567	57	64
52	TOM CAT		
	★ROOFTOP SINGERS-Vanguard-35019	73	—
53	FOOLISH LITTLE GIRL		
	★SHIRELLES-Scepter-1248	71	—
54	CHARMS		
	★BOBBY VEE-Liberty-55530	76	—
55	WALK RIGHT IN		
	★ROOFTOP SINGERS-Vanguard-53017	40	19
	MOMENTS-Era-3099		
56	IF YOU WANNA BE HAPPY		
	★JIMMY SOUL-SPQR-3305	79	100
57	TELL HIM I'M NOT HOME		
	★CHUCK JACKSON-Wand-132	56	59
58	CALL ON ME		
	★BOBBY BLAND-Duke-360	49	52
59	I GOT A WOMAN		
	★RICK NELSON-Decca-31475	58	63
60	LET'S TURKEY TROT		
	★LITTLE EVA-Dimension-1006	50	41
61	LOCKIN' UP MY HEART		
	★MARVELETTES-Tamla-54077	69	76
62	HOW CAN I FORGET		
	★JIMMY HOLLIDAY-Everest-2022	72	82
	★BEN E. KING-Atco-6256		
63	BOSS GUITAR		
	★DUANE EDDY-RCA-8131	59	39
64	LOVE FOR SALE		
	★ARTHUR LYMAN-HiFi-5066	66	49
65	BUTTERFLY BABY		
	★BOBBY RYDELL-Cameo-242	45	26
66	A GYPSY CRIED		
	★LOU CHRISTIE-Roulette-4457	48	37

	Position	3/30	3/23
67	FROM A JACK TO A KING		
	★NED MILLER-Fabor-114	47	27
68	KILLER JOE		
	★ROCKY FELLERS-Scepter-1246	78	93
69	THAT'S THE WAY LOVE IS		
	★BOBBY BLAND-Duke-360	63	65
70	AMY		
	★PAUL PETERSEN-Colpix-676	77	80
71	HE'S GOT THE POWER		
	★EXCITERS-United Artists-572	64	70
72	DEARER THAN LIFE		
	★BROOK BENTON-Mercury-72099	74	73
73	HITCH HIKE		
	★MARVIN GAYE-Tamla-54075	54	55
74	DON'T WANT TO THINK ABOUT PAULA		
	★DICKY LEE-Smash-1808	82	86
75	WHAT ARE BOYS MADE OF		
	★PERCELLS-ABC-10401	83	91
76	LITTLE BAND OF GOLD		
	★JAMES GILREATH-Joy-274	86	98
77	GONE WITH THE WIND		
	★DUPREES-Coed-576	80	—
78	TWO FACES HAVE I		
	★LOU CHRISTIE-Roulette-4481	—	—
79	A LOVE SHE CAN COUNT ON		
	★MIRACLES-Tamla-54078	—	—
80	THE BIRD'S THE WORD		
	★RIVINGTONS-Liberty-55553	—	—
81	RAINBOW		
	★GENE CHANDLER-Vee-Jay-468	84	85
82	SAX FIFTH AVE.		
	★JOHNNY BEECHER-Warner Bros.-5341	87	92
	JACK COLE QUINTET-Wall-553		
	BILL RAMAL-MGM-13123		
83	FUNNY MAN		
	★RAY STEVENS-Mercury-72098	88	97
84	I LOVE YOU BECAUSE		
	★AL MARTINO-Capitol-4930	—	—
85	PREACHERMAN		
	★CHARLIE RUSSO-Diamond-131	89	95
	STEVE ALLEN-Dot-16457		
86	DON'T MENTION MY NAME		
	★SHEPHERD SISTERS-Atlantic-2176	93	89
87	NEVER		
	★EARLS-Old Town-1113	91	88
88	THAT'S HOW HEARTACHES ARE MADE		
	★BABY WASHINGTON-Sue-783	99	—
89	HERE I STAND		
	★RIP CHORDS-Columbia-42687	96	—
90	HEART		
	★KENNY CHANDLER-Laurie-3158	97	—
	★WAYNE NEWTON-Capitol-4920		
91	MEMORY LANE		
	★HIPPIES-Parkway-863	100	—
92	ASK ME		
	★MAXINE BROWN-Wand-135	95	—
93	TODAY I MET THE BOY I'M GONNA MARRY		
	★DARLENE LOVE-Philles-111	94	—
94	I'M JUST A COUNTRY BOY		
	★GEORGE McCURN-A&M-705	81	83
95	THIS EMPTY PLACE		
	★DIONNE WARWICK-Scepter-1247	100	—
96	DON'T LET ME CROSS OVER		
	★CARL BUTLER-Columbia-42593	92	99
	ADAM WADE-Epic-9566		
97	BACK AT THE CHICKEN SHACK		
	★JIMMY SMITH-Blue Note-1877	98	100
98	MARCHING THRU MADRID		
	★HERB ALPERT'S TIJUANA BRASS-A&M-706	—	90
99	SHUT DOWN		
	★BEACH BOYS-Capitol-4932	—	—
100	JIVE SAMBA		
	★CANNONBALL ADDERLY-Riverside-4541	85	77

★ SHARP UPWARD MOVE

★ BEST SELLING RECORDS

* OTHER VERSIONS STRONGLY REPORTED

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Linda

Jan & Dean

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Charms

Bobby Vee

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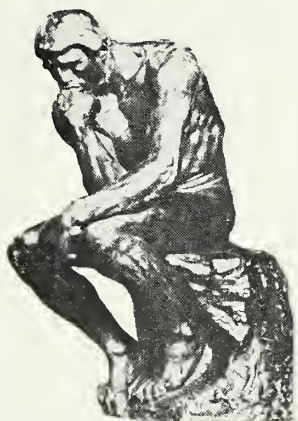
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and
Strawberry Tree**

Martin Denny

55561



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LIBERTY RECORDS

Columbia Issues 23 New LP's

NEW YORK—Twenty-three albums make their bow this month from Columbia Records. Newcomers include 14 pop LP's, seven Masterworks and two Latin-American.

The pop issues include: "Tall Tales!" New Christy Minstrels; "Look at Monaco," music from the recent TV'er with Percy Faith; "Johnny's Newest Hits," Johnny Mathis; "The Unmistakable Tammy Grimes;" "The Wonderful World of Love," Robert Goulet; "Big Beat Special," Frank DeVol; "Joyfully Yours," The Jesus & Mary Choral Group; "Marion Worth's Greatest Hits;" "The Bird & Other Golden Dancing Grooves," Dreamlovers.

Four jazz releases include: "High Life!," Olatunji & His Drums of Passion; "Back In Bean's Bag," Coleman Hawkins & Clark Terry; "New Groove," Pee Wee Russell & His Quartet; "The Thundering Herds,"

3-LP set featuring the old Woody Herman band.

The Latin dates are: "Tropico: Songs of the Tropics," Javier Solis; and "Arenas de Plata: Silver Sands & Other Songs of the Carribean."

The long-hair entries include: Vladimir Horowitz' second LP for the label, "The Sound of Horowitz," featuring works by Schumann, Scarlatti, Schubert and Scriabin; Sviatoslav Richter's all Prokofiev program at Carnegie Hall on Oct. 23, 1960; Mahler's "Das Lied Von Der Erde" with the late Bruno Walter and the New York Philharmonic & soloists; Ravel's "Sheherazade," with Jennie Tourel as soloist, and Berlioz's "Cleopatre" with Leonard Bernstein & The N.Y. Philharmonic; Beethoven Sonatas for Violin & Piano," with Zino Francescatti, violin, and Robert Casadesu, piano; "1903 Grand Opera Series," 2-LP's featuring opera recordings made at the turn of the century.

Capitol Offering 14 April Pops

NEW YORK—Capitol Records is releasing 14 pop albums in April. They include: Nat Cole's "Where Did Everyone Go?"; "The Four Freshmen in Person—Vol. 2," cut at Long Beach City College, Calif., Laurindo Almeida's "Ole! Bossa Nova!"; "More Hit TV Themes," Nelson Riddle Orch., "The Mad, Mad, Mad Gateway Trio," "Frances Langford Sings Old Songs for Old Friends," "Color Him Funky," Howard Roberts, guitarist, "Jolly Theatrical Season," Robert Morse & Charles Nelson

Reilly (from the "How to Succeed . . ." cast) in laff songs from the musical stage, "Ruth Welcome's Latin Zither", two Starline entries: "The Best of Pee Wee Hunt," "The Best of Johnny Mercer" and "Comedy Hits," Carl Reiner, Mel Brooks, Frank Fontaine, Stan Freberg, Andy Griffith, Johnny Standley and Yogi Yorgesson, two Capitol-of-the-World entries: "Music of Romantic Old Heidelberg" and "Rex Gildo" (see separate story for special discounts on the label's German-Austrian LP's)

20% Free Product Deal From Argo, Chess, Checker

CHICAGO—The Argo, Chess and Checker LP catalogs have been made available on a 20% free merchandise basis, it was announced last week. Plan runs from April 1 to April 30.

Capitol Trying Out Clear Plastic Singles Sleeves

HOLLYWOOD—Some 50,000 copies of The Kingston Trio's new Capitol single, "Reverend Mr. Black," coupled with "One More Round," appear in a new clear plastic factory-sealed sleeve.

The plastic sleeves were limited to an initial 50,000 units as part of a test. Capitol will study reports of reaction from dealers and consumers carefully during the next few weeks before making a decision on a possible full-scale change over to the new type packaging. Test markets are in the South, Middle West, and Eastern Seaboard.

The flexible plastic film is considered more efficient in factory handling than the usual paper sleeves. They are imprinted with Capitol trade-marks and heat sealed on all four sides. The sleeves are easily opened and are re-useable for home storage.

The transparent sleeves, in addition, give the disks an attractive neat appearance for display purposes.

Roberts And Norman Distribs Merge

NEW YORK—The Roberts Record Distributing Company and the Norman Distributing Company, both of St. Louis, have merged into one Company and will operate as Roberts Record Distributing Company. The announcement was made jointly last week by Bob Hausfater and Norman Weinstroer, heads of the two companies, respectively.

Under the new set-up, Hausfater will be president and Weinstroer will be sales manager. The merged company will also move to new 15,000 sq. ft. quarters at 1902-04 Washington Ave., in St. Louis.

According to Hausfater and Weinstroer, the merger is being made with a view to changing industry patterns in the field of distribution. Both feel the move will give great strength to the resulting company as well as cut down duplication such as billing, etc. It will also bring all of the personnel under one roof resulting in greater concentration of all distributing functions.

All personnel will be consolidated into Roberts and additional people will be employed to further Roberts' growth into new areas of expansion. The company presently owns and operates numerous record depts. in leading retail discount centers and department stores in and around St. Louis. It also services many non-company-owned record outlets which the company expects will total close to 100 by the end of this year.

ASCAP Board Re-elected

NEW YORK—All incumbent members of the board of ASCAP have been re-elected following results of the elections of writer and publisher members. New term is from April 1 to Mar. 31, 1965.

The writer members elected in the popular-production field are: Stanley Adams, Richard Adler, Howard Dietz, L. Wolfe Gilbert, Jimmy McHugh, Richard Rodgers, Arthur Schwartz, Ned Washington and Jack Yellen.

The writer members in the standard field are: Paul Creston, Morton Gould and Deems Taylor.

The publisher members elected in the popular-production group are: J. J. Bregman, Leon J. Brettler, Irving Caesar, Max Dreyfus, Lou Levy, Jack Mills, Edwin H. Morris, Maurice Scopp and Herman Starr.

For the standard publisher directorship: Frank H. Connor, Rudolph Tauher and Adolph Vogel.

In addition to Alter, chairman, the committee on elections consisted of William Bergsma, Walter Bishop, Leon Carr, Ray Henderson and Johnny Mercer, writers; and Abe Olman, John F. Sengstack and Leo R. Talent, publishers.

Mercury Starts Drive On PPS Line

NEW YORK—Mercury Records has launched a special promo of its familiar Perfect Presence Sound series in which the consumer can purchase one PPS album for \$1 with each PPS album purchased at the regular price. So they can make the offer, dealers can buy a PPS album for 62¢ for each one purchased at the regular price. Program, which begins this week (1) and ends May 14, will be backed by point-of-sale materials consisting of a die-cut counter card announcing the

deal, with a pocket to hold brochures on the series. Brochures are two-color and list the PPS catalog. Both national consumer and coop ads are planned.

First introduced in late 1960, the PPS sound series now includes a total of 33 albums in varied types of music, including jazz, pop, Dixieland, Latin, percussion, long-hair and others. Among the top-selling artists in the line are Clebanoff, Xavier Cugat, David Carroll, Frederic Fennell and Eddie Layton.

Kenny Myers, sales veep, said that the new push on the PPS line was based on its "tremendous sales potential" in view of "today's new surge of interest in stereo phonographs, as shown by the great phonograph sales increase in the past year . . ." Myers added that the label was experiencing a tremendous growth in the percentage of stereo albums to monaural purchased from our catalog.

Aldon-Colpix Deal Nears Conclusion

NEW YORK—The Aldon-Dimension pact with Columbia Pictures which will see Columbia purchasing the hot publishing company and the indie record label was still not concluded at deadline for this issue. However, it is understood that the transaction was nearing its final stages on Friday with only minor legal matters holding up consummation of the deal.

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

Colpix Offers Plans On Seven LP's

NEW YORK—Colpix Records has launched a new spring, sales program, the "Song Along with Jack Plan." Four new LP's and three recently-released albums are the spotlight features of the new sales campaign. The plan is effective from March 20 through May 10.

Distribs will be offered a special deal when purchasing the seven items in the new plan. The new disks are "Sing Along with Jack" by Chuck McCann, which is based on the pocket book of the same title; "Five Feet of Soul" by Jimmy Rushing on his first platter for Colpix and his first star-

ring recording in several years; "Orchestra U.S.A.—Debut" with John Lewis as musical director in a program of contemporary music of several idioms and "Greek Fire," which introduces Chris Vardakis and his Bouzoukias Orchestra.

The three formerly-released records are "New Beat-Bossa Nova, Vol. 1" by Zoot Sims, "Diamond Head—Music Inspired by the Motion Picture" and "Teenage Triangle" with James Darren, Shelley Fabares and Paul Petersen.

For the duration of the "Sing Along with Jack Plan," all other LP's in the Colpix catalogue will also come under a separate and special discount offering. Included will be such currently strong-selling albums as the sound track of "Lawrence of Arabia," "My Dad" by Paul Petersen, "My Coloring Book" by Sandy Stewart, "New Beat-Bossa Nova, Vol. 2" by Zoot Sims and "Nina's Choice" by Nina Simone.

LATE BULLETIN:

Miele Exits MGM; Morrie Price Reported Going To Label

NEW YORK—Andy Miele has announced his resignation from MGM Records where he held the post of Director of Marketing. The resignation becomes effective April 4th. Miele, a veteran in the field of sales and marketing, reported that he will be looking into a number of attractive offers as soon as he returns from a vacation.

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

FATS DOMINO TO ABC

NEW YORK—Fats Domino, one of the top million-selling artists in the history of the disk business, is going to cut for ABC-Paramount Records, it was learned by Cash Box last week. Official announcement of Domino's inking to ABC-Par is expected momentarily. The artist will thus end a long association, dating back to the late 40's, with Imperial Records. A long string of singles that sold a million or more disks for the artist began with "The Fat Man" in 1948.

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Elvis Presley In New Victor April LP's

NEW YORK—RCA Victor Records will release fourteen new pop albums in Apr. Included in the release are: "It Happened At The World's Fair"—Elvis Presley, "Making A Joyful Noise"—the Limelights, "Aloha From Norman Luboff"—Norman Luboff Choir, "All the Hits from Oliver!"—the Melachrino Strings, "The Porter Wagoner Show," "The Group," "Who Is Gary Burton," "A Night in Tunisia"—Art Blakey's Jazz Messengers, "Folk Song Festival"—Walter Forbes, "On Stage!"—the Blackwood Brothers Quartet, "George Beverly Shea Sings His Favorite Songs and Spirituals" and "Sons of the Pioneers Sing Hymns of the Cowboy."

NARM Makes Committee Appointments

NEW YORK — As one of the first official acts of the new administration of the National Association of Record Merchandisers (NARM), Cecil H. Steen, newly-elected president of the association, has announced the appointments to committee assignments for the 1963-64 NARM year. In making the announcement, Steen stated: "It is only through the wholehearted cooperation of the members of the National Association of Record Merchandisers that the goals which we wish to accomplish can be realized. We are most fortunate to have in NARM some of the outstanding men in the industry, men whose talents and resources we hope to be able to utilize. With officers such as vice-president Jim Tiedjens, Secretary Stan Jaffe, treasurer Endo Corsetti, and directors Ed Snider, Glen Becker, and Al Driscoll, we have leadership in NARM of which we can be duly proud. In order to see that our leaders have the best possible cooperation in making this coming year a most constructive one, I have attempted to appoint committee chairmen and members who are best qualified to effect the closest working relationships among NARM's Regular and Associate Members, and to keep the NARM program on its present upward trend. All committee operations will be coordinated through the office of the NARM Executive Director, Jules Malamud, and additional committee appointments will be announced as they are made."

Budget and Finance Committee: Chairman, George A. Berry (Modern Record Service, New Orleans); Endo Corsetti (Wambach Distributors, Harrisburg); Alvin M. Driscoll (Pioneer Distributing Company of Kansas, Wichita).

Publicity and Public Relations Committee: Chairman, Peter C. Wambach (Wambach Distributors, Harrisburg); Lou J. Kustas (TpyHouse of Hudson Valley, Poughkeepsie, Eastern Region); Timothy A. Braswell (Dixie News Company, Charlotte, (Southern Region)); Kenneth Sachs (Merchants Wholesale Service Company) (Midwestern Region); John T. Edgerton (Pic-A-Tune, Inc., Oakland) (West Coast Region).

(Continued on page 51)

Distributors Lay Cards On Table At Active ARMADA Emergency Meet

CHICAGO—Recognition that distributors must meet changing marketing patterns by embracing all areas of distribution, notably rack jobbing and one stopping, and on awareness that the indie distributors and indie manufacturers are heavily dependent on one another for the maintenance of their status in the record industry were dominant themes of the ARMADA executive board and emergency meeting held here at the Sahara Inn last Thurs. (28).

The confab, attended by approximately 70 execs, some 55 of whom were distributors, and the remainder manufacturers, was also notable for its display of "plain talk" in its consideration of industry problems. The distributors, faced by the growing volume of functional discount purchases, as against traditional dealer billings, clearly indicated they would buck every move undermining their status quo. In connection with the latter, a special closed meeting was held by the ARMADA board and all MGM and Verve distributors in attendance.

Developments stemming from the latter meeting could not be ascertained at this time.

The close accord between indie manufacturers and indie distributors was emphasized by the appointment of an advisory group of manufacturers to work with distributors in clearing proposals as to what direction the indie record business should take in order to improve its health.

Appointed to this committee were Jerry Raker, Colpix; Jerry Wexler, Atlantic; Ewart Abner, Vee-Jay; and Johnny Sippel, Monument. Others are expected to be asked to be added, and this group is expected to be the nucleus of a manufacturer-distributor advisory committee, facilitating close co-operation between indie distributors and manufacturers.

The initial studies of the four execs and the ARMADA distributors will deal with proposals for the forthcoming ARMADA convention in June. ARMADA president Amos Heilicher stated: "ARMADA will follow through on the wishes of its members, if the members feel they want

an education in rack jobbing and one stopping we will give it to them.

In this connection a symposium on distribution diversification was planned for the Convention—whereby, via slides and other demonstration material, distributors will be oriented to the rack jobbing facets of distribution.

The ARMADA Board had a closed meeting preceding the general manufacturer-distributor meeting, strongly condemning NARM for going directly to the manufacturers with their demands. The Board spelled out what it considers the proper relationship by stating that distributor, rather than manufacturers, deal with rack jobbers; that the rack jobber must not bypass the distributor; if the rack jobber wants a deal, he must come to the distributor. "ARMADA will not tolerate direct shipping by manufacturers to rackers, nor will it tolerate under-the-counter deals," it was stated.

The board also noted that "any rack jobber has the right to become a distributor, and vice versa, within a territory. But this is not applicable in the case of a rack operation which, with manufacturer collaboration, will disrupt the distributor picture in numerous territories." (NOTE: This is an obvious reference to the Handelman—MGM deal in Detroit.)

The general manufacturer-distributor meeting was often marked by strong charges and counter charges, which—on the whole—were tempered by a realization of distributor-manufacturer interdependence. And the distributors, while admitting that their own house needed cleaning in some areas, were heartened by the firm evidence of manufacturer support.

In an impassioned statement Ewart Abner said: "Distributors, you must protect your own territories now. You can do it. We backed you all the way—and, we'll back you now. If you go down—we go down." He urged the distributors to control the rack business, or, if necessary, form a one stop to cope with existing conditions.

Board member Irwin Fink, in response to Roulette Records' Bud

Katzel's request for a reaction to Abner's remarks said: "There's a general change in merchandising and distributing. We cannot go backwards, we must change our methods."

Lee Hartstone, a former vice-president of London Records, analyzed changing marketing patterns and posed the question: "Maybe some traditional distributing methods are archaic. Nobody in 1965, in record distributing, will look like he looked in 1955."

Board members Bill Shockett and Carl Glaser voiced similar views. "The distributor must take steps to engage in all facets of distribution or else the rack jobbers will become the distributors."

Jerry Wexler, of Atlanta, urged a similar tack: "Let the distributor serve the full function."

The temper and tenor of the meeting was also indicated by the following remarks: (Leonard Chess): "You distributors built the rack jobbers and blame the manufacturers for many problems. Clean up your own house, and we will help you." (Phil Skaff, of Kapp): "We [the manufacturers] are here because we are concerned. We are not on trial. We've helped you." The interdependence theme was further emphasized by the remark: "We're going over Niagara Falls in a barrel—let's save ourselves." To which Jimmy Martin quipped: "We are going over without a barrel."

Manufacturers like ABC-Paramount veep Larry Newton, and Lenny Chess were commended for not allocating.

The opinion was also voiced that the situation boiled down to a struggle of the Majors vs. the indie business, and that the time had come for the indie to stand firm and display backbone.

The Armada Board also decided that it would wage a campaign in trade papers and through contacting congressmen for the realization of the FTC Trade Conference. A direct

(Continued on page 48)

Vee-Jay Buys Gotham's Spiritual Catalog

NEW YORK—VeeJay Records has purchased the spiritual catalog, consisting of more than 400 masters, of Gotham Records, *Cash Box* has learned. Gotham, headed by Ivan Ballen of Dismakers, the large Philly-based pressing plant, had been inactive over the past year and a half. It was pointed out that all original copyrights on the masters remain in the catalog of Ballen's pubbery operation, Andrea Music (SESAC). Artists involved in the deal include Clara Ward, The Harmony Four, Davis Sisters, Angelic Gospel Five, Dixie Hummingbirds, Rev. Franklin and others.

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

NEW YORK—The Atlantic and Atco labels are kicking-off the most intensive LP sales program in their histories on two artists who, ironically, are no longer associated with the labels—Ray Charles & Bobby Darin.

April has been designated as Ray Charles month on Atlantic and Bobby Darin month on Atco.

The two labels are employing every available sales, merchandising and advertising tool to sell 17 Ray Charles albums in the Atlantic catalog and 11 Bobby Darin albums in the Atco stable.

The LP's are being offered on a 1 free album with each 2 purchased deal (price category for category), with 30-60-90 days deferred billing to qualifying dealers through the month of April only. All other Atlantic & Atco albums are being offered during the period at a 15% discount.

In commenting on the programs, Nesuhi Ertegun, vice-president of Atlantic, stated, "This is the first time in our company's history that we have set aside a thirty-day period for concentrated selling of a particular artist or artists. Albums by both Charles and Darin have been constant sellers over the years. We feel that by offering these albums on such attractive terms, dealers will have an opportunity to sell a significantly increased quantity of LP's by these artists. We hope that dealers will respond to this unprecedented program

by stocking up on some of the most important merchandise available today on LP."

Len Sachs, director of album sales and merchandising of Atlantic and Atco, stated that, "We are leaving no stone unturned to inform all levels of our industry of the Charles-Darin programs."

"A comprehensive advertising campaign has been scheduled to appear weekly in trade publications during the period of the programs. Ad mats have been created for use by distributors and dealers to reach all interested segments of the buying public. These will be supplemented by concentrated radio time buys for which have been prepared appropriate spot announcements. Direct mailings are being made to all dealers and rack jobbers. Bulk shipments of two-color easels are going out to distributors for use in conjunction with advertising displays and promotion. All distributors' salesmen are being supplied with specially printed individual order forms for the Charles album series on Atlantic and the Darin albums.

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

Unhappy Over Self-Regulation, FCC May Set Commercial Time Limits

NEW YORK—Direct regulation by the Government of the amount of commercial time on the airwaves may be in the making.

The Federal Communications Commission (FCC) evidently is not satisfied with the industry's own efforts to control over-commercialism through radio-TV codes of the National Association of Broadcasters, which is subscribed to by only 1,600 radio stations, 28% of total 5,000 outlets. TV-wise the situation is better, since most of the TV stations get their programming from the networks, who go along with the code.

To get the ball rolling, the FCC has just voted—4 to 3—to look into

various proposals to define limits as to the amount of time that can be devoted to commercials. The same vote against such measures was made only several months ago.

It is felt that the FCC may well adopt time limits set forth in the NAB code itself. For radios, there can be up to 18 minutes of commercials in any single broadcast hour or, on a weekly basis, 14 minutes per broadcast hour. TV commercials are regulated on a prime-time basis by the code.

However, it was noted, the FCC is open to other proposals, and hearings on the subject are planned at a date yet to be announced.

SIZZLING SPRING

LOU CHRISTIE

"TWO
FACES
HAVE I"

R-4481



Just Out! The Original . . .

JOEY DEE

Smash!

"HOT PASTRAMI WITH
MASHED POTATOES"

R-4488



the **NEW**
SOUND
in your favorite
music is on

SALES-O-RAMA

**RONNIE
HAWKINS**

"BO DIDDLEY"

R-4483

**RAY
BARRETTO**

**"EL
WATUSI"**

Tico 419

SAM & DAVE

**"YOU AIN'T NO
BIG THING
BABY"**

R-4480

**THE
FLAMINGOS**

**"I KNOW
BETTER"**

End 1121



ROULETTE

the
Home
of the
Stars



RECORD REVIEWS

• best bet 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

"LOSING YOU" (2:26) [B.N.P. ASCAP—Renard, Sigman] **"HE'S SO HEAVENLY" (2:10)** [Metric BMI—Sheeley, DeShannon]
BRENDA LEE (Decca 31478)

Brenda Lee's back with another ballad-rhythm coupling and both ends packs powerful sales wallops. The ballad's a beautiful, string-filled crying towel import labeled "Losing You" while "He's So Heavenly" is a happy romancer from the rock-a-rhythm school. Two sure-fire winners that mean money-in-the-bank for all concerned.

"TAKE THESE CHAINS FROM MY HEART" (2:52) [Milene ASCAP-Rose, Heath] **"NO LETTER TODAY" (3:02)** [Peer International BMI-F. Brown]
RAY CHARLES (ABC-Paramount 10435)

Mr. Charles returns to his winning country ways on his latest single effort—a touching, tearful, heart reading of the Fred Rose oldie "Take These Chains." Lush choral backdrop and a bluesy piano passage add a new look to the evergreen. Another strong up-dated reading of a country classic is the flip "No Letter Today." Both could make it.

"REMEMBER DIANA" (1:56) [Spanka BMI—Anka] **"AT NIGHT" (2:30)** [Spanka BMI—Anka]
PAUL ANKA (RCA Victor 8170)

Newly-wed Anka, who'll never forget "Diana" (his first-time-out years back giant), asks the teeners to "Remember Diana" here and chances are they'll do so with glee. Artist bubbles over with enthusiasm as he delivers the up temp delighter (with a "Diana" flavor). Also keep tabs on the quick Latin beat "At Night" coupler. Sammy Lowe grabs top drawer arranging credits on the former. Ditto for Joe Sherman on the latter. Both are Anka originals.

"THE LAST LEAF" (2:21) [Sherman, DeVorzon BMI—Chandler, McKendry] **"SHY GIRL" (2:00)** [Sherman, DeVorzon BMI—DeVorzon, Chandler]
THE CASCADES (Valiant 6028)

The Cascades, who came thru with a tremendous chart effort with their first-time-out on the Warner Bros. affiliate ("Rhythm Of The Rain"), can repeat that success with this one. This one's a powerful hunk of sentimental love material, labeled "The Last Leaf," that the pro song stylists deliver in ear-arresting manner. Can go all the way. Also eye the lovely "Shy Girl" soft cha cha beat pretty. It, too, can make the Top 100 grade.

"WILDWOOD DAYS" (2:31) [Kalmann ASCAP—Mann, Appell] **"YOU CAN'T SIT DOWN" (2:19)** [Dasher BMI—Upchurch, Clark, Muldrow, Sheldon]
THE DOVELLS (Parkway 867)

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

"THEY SHOULD HAVE GIVEN YOU THE OSCAR" (2:14) [Aldon BMI—Goffin, King] **"BLAME IT ON MY YOUTH" (3:40)** [Chappell ASCAP—Heyman, Levant]
JAMES DARREN (Colpix 685)

Darren, who just had another Top 100 entry in "Pin A Medal On Joey," should head right back to chartsville with this one. Tagged "They Should Have Given You The Oscar," it's a tantalizing, razz-a-ma-tazz twist'er about a two-timin' gal whose off screen performance rated an Academy Award nomination. Terrific Stu Phillips arrangement. Flipside Jimmy warmly wraps up the lovely old-timer.

"CRY ON MY SHOULDER" (2:30) [Aldon BMI—Buchanan, Keller] **"WHEN I FALL IN LOVE" (2:45)** [ASCAP—Young, Heyman]
JOHNNY CRAWFORD (Del-Fi 4203)

Crawford can soon add another pair of strong sales links to his hit chain with this newie-oldie combination. Leadoff platter's a potent, easy beat cha cha newcomer tabbed "Cry On My Shoulder," while the other end's most attractive ballad revival of the beautiful "When I Fall In Love." It's a toss-up for chart honors. Take your pick.

"PATTY BABY" (2:00) [Grand Canyon BMI—Feldman, Goldstein, Gottehrer, Kaplan] **"BETTY JEAN" (2:17)** [Grand Canyon BMI—Feldman, Goldstein, Gottehrer, Kaplan]
FREDDY CANNON (Swan 4139)

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

ALAN LORBER (Kapp 523) **(B+) "DANCE ROMEO DANCE" (2:21)** [Premier BMI—Covay, Griffin] The successful indie producer helms a fine lush-sounding rock-a-cha treatment of an interesting teen tune, one that's been cut before. Fits into most types of pop programming, and merits this wide area of exposure.

(B) "SERENATA BOSSA NOVA" (2:05) [Highwood BMI—Lorber, Haber] Rich stuff in the hot rhythm.

BARRY YOUNG (Eva 102) **(B+) "WE'LL NEVER HAVE A HEARTBREAK" (2:27)** [Twist MX & 4 Star BMI—York, Brown] Warbler, who once cut under the Coral banner, heads a colorful Nashville-styled date on a catchy country-folk opus. Bright backing from the guitar-led combo-wordless chorus. Diskery's homebase in Hollywood.

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

JOHNNY WOODSON (Imperial 5933) **(B) "I WANT TO BE NEAR YOU" (2:15)** [Travis BMI—Woodson] Snappy blues doings on a tune with a gospel-styled manner. Woodson's sometimes over-dubbed belt is backed by a combo & femme chorus. Date has appeal for both the rock 'n roll & blues markets.

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

BEVERLY ANN GIBSON (Jubilee 5447) **(B) "DO THE MONKEY" (2:32)** [Eden BMI—De Jesus, Otis] Thrush and her support brightly display a new teen dance arrival—at least as far as the title is concerned. It's sure to go over with kids as a hoptime vehicle. **(B) "A THREE DOLLAR BILL" (2:28)** [Eden BMI—Williams, Otis] The young set can also do novelty steps to this stand.

HUGO WINTERHALTER ORCH. (ABC-Paramount 10432) **(B+) "I'LL REMEMBER APRIL" (2:12)** [Leeds ASCAP—Rays, DePaul, Johnson] The vet maestro-arranger gets going under the ABC-Par banner with a solid Bossa Nova-highlighted reading of the lovely oldie. Figure heavy deejay play this way. **(B) "SNOW FALL" (2:39)** [Mutual Society ASCAP—Thornhill, Charles] This arrangement of the oldie recalls Winterhalter's years-back success, with Eddie Heyward, on the Victor label, "Canadian Sunset."

LOS ALBINOS (Palette 5104) **(B+) "GIRL SHY" (2:37)** [Companion & Cinema ASCAP—Scharf, Goode] Appealing tune from Harold Lloyd's "World of Comedy" flick, up for an Academy Award this year, is very invitingly styled in a Bossa Nova setting by the instrumental crew, augmented by a wordless chorus. Can pick-up important airtime. **(B) "BOSSA DE SANTIAGO" (2:33)** [Zodiac BMI—Calzado] Cheerful BN cut.

DENNIS WEAVER (Warner Bros. 5352) **(B) "SINKING OF THE REUBEN JAMES" (2:40)** [Leeds ASCAP—Almanac Singers] "Weaver," the "Chester" character on the "GunSmoke" TV'er, tops a lusty folk-field showing. Good robust showing for the folk-pop coterie. **(B) "GENESIS THROUGH EXODUS" (2:35)** [Exbrook BMI—Harris, Moffett, Wootten] Highly dramatic portrayal of an old-west storyline.

THE UNIQUES (Capitol 4949) **(B) "BLUE SKIES" (2:15)** [Irving Berlin ASCAP—Berlin] Oldie can be re-tagged "Blues Skies" as far as this teen-directed stand is concerned. Lead and other warblers plus their backing do the opus with a busy, good-natured blues touch. **(B) "LOVING YOU" (2:15)** [Kim Fowley & Jer-Rio BMI—Cook] Kids have lots of things going on for them in another bluesy rocker.

CHRIS PAGE (Pageant 606) **(B+) "WAIT N' SEE" (2:20)** [Cameo-Parkway BMI—Jackson, Josephs] Tuneful teen romantic ditty is amiably styled—against a rock-a-cha beat—by the songster and his femme chant support. The Cameo-Parkway subsid could have an active entry here. **(B) "MINE, MINE, MINE" (2:19)** [Woodcrest & Vandenburg BMI—Sheldon, Nightcaps] Beltin' rockin' with an old-time teen feel.


GEORGIA LOUIS (Delden 207) **(B) "WALK SOFTLY CHILDREN" (3:08)** [Mount Vernon ASCAP—Louis, Martin] Songstress heads a bright display of a gospel theme. She's backed by a sound that highlights a constant percussion gimmick. **(B) "STEAL AWAY" (3:07)** [Mount Vernon ASCAP—P.D. Arr. Louis] A moving sacred performance.

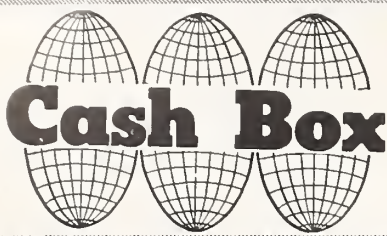
STAN WORTH (Zenith 719) **(B+) "ROMAN HOLIDAY" (2:19)** [Landsdowne ASCAP—Malikin, Rayburn] Aptly gay sounds from the Worth-headed ork-wordless chorus, which has a number of teen bits during its reading of the joyful Italian-slanted ditty. Worth spins. Diskery is located in Hollywood. **(B+) "THE WIGGLE WOBBLE WALKERS" (1:59)** [Landsdowne-Winston ASCAP—Lune, Garcia] More happy teen-inclined instrumental doings. Two slick, commercial sides.

JIMMY HALL (Hickory 1209) **(B+) "CATHY'S CLOWN" (2:16)** [Acuff-Rose BMI—D&P Everly] Interesting upbeat ork-sans lyric chorus reading of the awhile-back click by the Everly Bros. Teen audiences will appreciate this new look at the tuneful ditty. **(B) "SIDEWALK CAFE" (2:14)** [Acuff-Rose BMI—Bryant] This number is done in a manner that suggests a sidewalk cafe in Europe.

LUBRANO (Ascot 2123) **(B) "ME, THE MOONLIGHT & MY GUITAR" (2:26)** [Roosevelt BMI—Singleton, Blackwell] A pleasing bluesy ballad is warmly essayed by the vocalist, who's accompanied by a nice sentimental combo backdrop. Appealing wistful mostly meant for teen ears. **(B) "I'M WAY AHEAD OF YOU BABY" (2:27)** [Studio BMI—Stewart, Mosley] Sunny rockin' leaves no doubt as to the deck's market.



BOBBY VINTON "OVER THE MOUNTAIN (ACROSS THE SEA)" 5-9577	ROLF HARRIS "SUN ARISE" 5-9567	SHIRLEY RAY "WHY DON'TCHA COME HOME" 5-9574	RICHARD "POPCORN" WYLIE "BRAND NEW MAN" 5-9575	HERB ELLIS and The ALL STARS "GRAVY WALTZ" 5-9576	MARPESSA DAWN "MANHA DE CARNAVAL" (From the Original Sound Track of "BLACK ORPHEUS") 5-9578
BOBBY GREGG "THE DRUMMER MAN" 5-9579	DONNA LYNN "OH I'M IN LOVE (WITH GEORGE MAHARIS)" 5-9580	GEORGIA GIBBS "I WILL FOLLOW YOU" 5-9585	JIMMY KELLY and the OP BIRDS "THE OP SONG" 5-9582	THE SINCERES "OUR WINTER LOVE" c/w "KOOKIE OOKIE" 5-9583	QUICK PROFITS ON 



RECORD REVIEWS

• best bet 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

"ROCKIN' CRICKETS" (2:31) [Shan-Todd BMI-Shannon, Todaro]
"HULLY GULLY ROCK" (2:31) [Juarez BMI-Cisco, Markash]
ROCKIN' REBELS (Swan 4140)

Coming off their long running "Wild Weekend" smash, the Rockin' Rebels offer a catchy cha-cha novelty dubbed "Rockin' Crickets." The gimmick throughout is the familiar cricket sound with a teen beat. It's a natural for dancing and it's different enough to win a spot on the charts. For more dancing pleasure, the Rebels lean into a hully gully instrumental on the flip side.

"DO IT-RAT NOW" (2:14) [Jec BMI-McVoy]

"LITTLE JASPER" (2:18) [Jec BMI-Black]

BILL BLACK'S COMBO (Hi 2064)

"Do It-Rat Now" has what it takes to give Bill Black's Combo another chart go-round. Side's a full-sounding steady-driving rhythm shuffler with the growing sax and tinkling piano in the spotlight. One of the crew's strongest efforts in some time. The infectious blues thump-a-twist'er on the underlid's a Black original.

"IT'S A LONG, LONG WAY TO HAPPINESS" (2:30)

[Forrest Hills BMI-Cason]

"A LIFETIME OF HAPPINESS" (2:26)

[Blue Seas, Jac BMI-David, Bacharach]

STEVE ALAIMO (Checker 1042)

Alaimo, who finally got his chart break with "Everyday I Have To Cry," can make it two-in-a-row with this new Checker stand. It's a jet speed twist'er, tabbed "It's A Long, Long Way To Happiness," that Steve and the Bill Justis-led combo-chorus knock out with money-making authority. The heartfelt coupler builds in pulsating beat-ballad fashion. Watch it too!

"IF YOU NEED ME" (2:30) [Cotillion BMI-Pickett, Bateman, Sanders]

"YOU CAN MAKE IT IF YOU TRY" (2:36) [Conrad BMI-Jarrett]

SOLOMON BURKE (Atlantic 6291)

Burke appears to be in for another strong pop-r&b chart ride with his new Atlantic session. It's a slow, hip-swinging beat-ballad blueser, tabbed, "If You Need Me," that Burke and his vocal backdrop wax in soulful manner. More feelingful beat-ballad work on the two-market click oldie up-dating on the underlid.

"A TOUCH OF GREEN" (2:01) [Gil BMI-Lawrence]

"UNDISCOVERED ISLAND" (2:34) [Jodi ASCAP-Applebaum]

STAN APPLEBAUM (Warner Bros. 5353)

This could be the first big one for Stan Applebaum (whose arrangements have been responsible for a countless number of top chart successes). Tabbed "A Touch Of Green," it's a fantastic, multi-mood and rhythm-with a touch of jazz, classic pop and folk adaptation re-write of "Greensleeves." Sans lyric choral chants are included on this inventive stand. Side can be a giant. Backing's a lovely, soft Latin beat original on the flip.

"DEAR HEART" (2:05)

[South Mountain BMI-Randazzo, Weinstein, Barberis]

"JUST HOLD MY HAND" (2:30)

[South Mountain BMI-Randazzo, Weinstein, Barberis]

TEDDY RANDAZZO (Colpix 684)

The talented Randazzo, who recently made a strong chart showing with "Big Wide World," serves up another contender in this new offering. Tabbed "Dear Heart," it's a tearful romantic item served up in a bright, "South-of-the-border" setting. Artist goes real country on the easy-goin' coupler. Both ends sport strong Randazzo arrangements.

Flatt & Scruggs can be in for more of that dual-mart coin with "Pearl, Pearl, Pearl," their "Jed Clampett" Columbia follow-up.

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.

"DEAR (HERE COMES MY BABY)" (2:18)

[Mother Bertha BMI-Spector]

"LOVE IS STRANGE" (2:25) [Ben-Ghazi BMI-Smith, Baker]

TONI JONES (Smash 1814)

Here's one that's chock full of smash vocal and instrumental ingredients. It's a sensational, quick beat romantic novelty tabbed "Dear (Here Comes My Baby)" that Toni Jones and the combo-chorus sock out in ultra-commercial manner. There's a fetching cha cha beat revival of the while-back Mickey & Sylvia top-ten'er on the flipdeck.

BEVERLY WARREN
(United Artists 543)

(B+) "IT WAS ME YESTERDAY"
(2:36) [Trio BMI-Greenwich,
Ragavoy] Fine Leiber-Stoller produc-
tion teen-ballad portion, featuring a
poignant stint by the songstress on a
pretty plaintive. Lush softie ork-cho-
rus backdrop. Can develop into some-
thing.

(B) "LIKE A MILLION TEARS"
(2:20) [Trio BMI-Greenwich,
Powers] Kids can step cheerfully to
this catchy sound.
B(p) -n)

JULIE GRANT (Dot 16464)

(B+) "COUNT ON ME" (2:11)
[Leeds ASCAP-Hatch] This
made-in-England rock date is solidly
in line with click U.S. product. Lark's
does a strong job on the first-rate
number. Her ork-chorus stint is a
rapid-fire affair. Could step-out.

(B) "THEN, ONLY THEN"
(2:12) [Leeds ASCAP-Gim-
bel, Altman] Easy-go stand also of
interest to U.S. teenagers.

RONNIE WOODS (Everest 2024)

(B+) "SUGAR PART ONE" (2:21)
[Carl Maduri BMI-Woods]
Ronnie Woods' might have a fast
noisemaker on his hands with this
extremely fast-moving teen-angled
instrumental twister. Tune boasts some
clever gimmick shouts and a con-
tagious repeating riff. Watch it.

(B+) "SUGAR PART TWO" (2:22)
[Carl Maduri BMI-Woods]
More top-flight bluesy dancin' sounds.
This side features an effective organ
backing.

THE DEL VIKINGS
(ABC-Paramount 10425)

(B+) "SORCERER'S APPREN-
TICE" (2:20) [Atlantic BMI-
Ainsfield] Vet vocal attraction and its
rock-a-string backing go all out in
this portrayal of a novelty about a
guy who has the "craziest gig in
town," that of being a sorcerer's ap-
prentice. Could go places.

(B) "TOO MANY MILES" (2:33)
[Rose Hill BMI-Herbert] Ef-
fective Latinish backbeat sound backs
the song team's ballad showing.

LES PAUL & MARY FORD
(Columbia 42754)

(B) "MOVE ALONG BABY" Don't
Waste My Time" (2:28)
[Deerhaven ASCAP-Paul, Zeller]
Popular duo takes advantage of The
Rooftop Singers' "Walk Right In"
smash with this similarly-sounding
effort. Portion seems too close to the
aforementioned entry to take-off on
its own, but it will be in on some
airtime.

(B) "GENTLE IS YOUR LOVE"
(2:06) [Zeller ASCAP-Zeller]
Tender country-flavored ballad sound.

BOBBY & THE TEMPS
(ABC-Paramount 10428)

(B+) "MARY LOU" (2:19) [Pa-
tricia BMI-Ling, Jessie] In-
triguing blues-styled stint from the
lead songster and his fellow warblers.
Combo chore is an attention-getting
affair. Could move. Mary Lou, by the
way, is a gal to keep away from.

(B) "THE SHUFFLE" (2:24)
[Trio BMI-Moore, Buchanan]
This is a sly blues-beat item for the
teen dancefloor.

JACK LA FORGE (Regina 277)

(B+) "WAGON WHEELS" (3:00)
[Ross Jungnickel, Shapiro-
Bernstein ASCAP-DeRose] La Forge
displays his stellar keyboard stylings
on this ear-pleasing up-dating of the
Peter DeRose classic. Beautiful, easy-
going performance with a sprinkling
of jazz here and there. Charming
string-filled ork showcase.

(B+) "WHAT'S NEW" (3:15) [M.
Witmark & Sons ASCAP-
Haggart, Burke] There's another
lovely revival on this liting ballad
companion piece. Two programming
musts.

DICK JACOBS ORCH.
(Brunswick 55241)

(B+) "(Hey Hey Hey Hey) DANCE
BACK TO ME" (1:35) [Pearl
BMI-Wilson] This is a solid, organ-
included big-band swinger aimed at
the teeners. A nameless voice—billed
as Jacobs' "friend"—offers the effec-
tive hey-hey chants. A worthy happy-
go-lucky rocker.

(B) "COUNTDOWN" [Merrimac
BMI-Tucker] Much more re-
laxed pacings by the maestro's crew.

THE DUBS (Wilshire 201)

(B+) "YOUR VERY FIRST LOVE"
(2:20) [Coney Island SESAC
—Salvatore, Cittadino, Wilde] Song-
sters, responsible for the teen-classic
outing, "Could This Be Magic," give
the kids a fine rock-ballad blend on a
good sentimental item. Sure to please
the young set. Jay-Gee Records han-
dles the label.

(B) "JUST YOU" (2:45) [Coney
Island SESAC—Lewis, Lewis]
Easy Latinish sound backs the crew's
further romantic warbling.

AL CAIOLA (United Artists 586)

(B+) "GUNSMOKE" (2:07) [Her-
man ASCAP—Coury, Spen-
cer] Familiar theme of TV's "Gun-
smoke" series is presented with a com-
mercial instrumental sound, with the
guitarist heading the display. Lots of
strings are around.

(B+) "CIAO (Tipica Serenada)"
(2:16) [Mitchell A S C A P—
McMullen, Jerome, Musolino] Affable
reading of an Italian melody. Date
is named after Caiola's latest album.
Two goodies.

ARTHUR PRY SOCK
(Old Town 1138)

(B+) "YOU CAN'T COME IN"
[Maureen BMI—Moore, Mac-
rae] Vocalists, always a reliable ro-
mantic vocal vehicle, understandingly
delivers the emotional blueser about a
guy who's afraid of being hurt once
more if he takes-up again with his
former flame. Easy-go rock-a-string
session.

(B) "MY SPECIAL PRAYER"
[Maureen BMI—Scott] Soft
rock-a-cha sound, including vibes,
backs Prysock's stint concerning a
fella who's eager-and-willing to take
the chick back.

STAN VINCENT (Felice 711)

(B) "HOT FUDGE SUNDAES &
PIZZA PIES" (1:52) [Angel
BMI—Peter, Felice] Singer Vincent
and his combo-chorus companions do
a pro twist-beat job here. Good joyful
rockin' from the New York-based
waxery.

(C+) "THE WORLD IS ROUND"
(2:19) [Angel BMI—Peter,
Felice] Medium-beat Latinish ballad
stint by the songsters.

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RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

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

Pick of the Week

Newcomers

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

"NEEDLES AND PINS" (2:30) [Metric BMI—Nitzsche, Bono]
"DID HE CALL TODAY, MAMA?" (2:15) [Metric BMI—Newman]
JACKIE deSHANNON (Liberty 55563)

Lark, whose pen has been responsible for many chart affairs, can take a fast vocal ride to hitsville with this new Liberty stand. Side's a pounding, pulsating weeper, tabbed "Needles And Pins," that the echo-chambered deShannon multi-tracks with loads of soul. Great Jack Nitzsche ork-choral background. Tearful coupler takes a potent cha-cha-twist multi-vocal ride.

"YOUNG STRANGER" (2:28) [Valley BMI—Singleton, Ott]
"DANCE" (2:15) [MRC BMI—Everette, Singleton]
LADY LUCK & THE LULLABIES (Philips 40102)

Look for Lady Luck & The Lullabies to climb the ladder to stardom in the coming weeks. Artists turn in a real bright performance as they stomp out a teen-appealing ditty tagged "Young Stranger." Potent Bill Justis arrangement rounds out the winner. More inviting up tempo sounds on the handclappin' undercut.

Best Bets

THE BROTHERS FOUR

(Columbia 42756)

● "RINGING BELLS" (2:09) [Melody Trails-Gibson] The folksters could have a click item here with this Afro-folk type ditty with a tempo building backdrop. Tune is catchy with an effective rondelay delivery. Plenty of airplay potential here.

(B+) "WELCOME HOME SALLY" (2:13) [Essex-Settle] An easy-listening romancer with narrative bit that bears watching.

PATTI LABELLE & THE BLUE BELLS

(Newtown 5019)

● "DECATOR STREET" (2:05) [ASCAP—Levinson] Gals do a strong survey of a Philly street-song ala South Street. Their combo backing also speaks with a solid teen tongue. Might make it.

(B) "ACADEMY AWARD" (2:20) [Veep BMI—Catalano, Alonzo, Levinson] A sarcastic love-song is presented with a lively dancefloor sound.

THE MAJORETTES (Troy 1004)

● "LET'S DO THE KANGAROO" (2:20) [House Of Fortune BMI—Page, Motola] The Majorettes, who made a heap of territorial noise with "White Levis," can step out on the national level with this up tempo thumper that sports a few lines by The Little Colonel. Kids'll dig the sound.

(B+) "DANCE WITH ME" (2:16) [House of Fortune BMI—Page, Motola] There's a "Loco-motion" flavor to this delightful twist'er.

GERRI HALL (Atco 6260)

● "I CRIED A TEAR" (2:40) [Progressive BMI—Julia] The years-back pop-r&b success for Lavern Baker can be the vehicle for Gerri Hall's rise to dual-mart hitdom. Tune takes a slow, feelingful beat-ballad ride and the chorus-backed lark delivers it with touching sincerity. Eye it closely.

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

ROGER WILLIAMS (Kapp 522)

● "ON THE TRAIL" (2:12) [Robbins ASCAP—Grofe] Familiar section from the "Grand Canyon Suite" get an unfamiliar Latin jazz pose from the strong keyboard attraction. It's likely to interest many programmers.

(B) "WALKING ALONE" (2:23) [Chappel ASCAP—Holt, Misir] Lovely "Greensleeves"-like tune is warmly handled. Very attractive cut.

THE MAJORS (Imperial 5936)

● "WHAT HAVE YOU BEEN DOIN'" (2:10) [Trio BMI—Greenwich, Barry] Fellas sang their way to the Top 100 recently with "Wonderful Dream," and the sparkling rock manner of that hit is more or less repeated here. Pure teen-beat treat.

● "TRA LA LA" (2:00) [Travis & Rittenhouse BMI—Meade, McCoy] Another joyful cut, with the theme about a guy who passes on his head-over-heels-in-love-status to all within hearing distance.

GOOGIE RENE (Class 307)

● "JAZZBERRY JAM" (2:26) [Recordo BMI—Vikki, Scott] Googie Rene who currently coming off "Flap Jacks," comes up with a tasty follow-up stanza with this fast-moving, pop-blues instrumental. The side has a commercial multi-dance teen-oriented jazzy beat. Could happen.

(B) "COUNTRY WALK" (2:28) [Recordo BMI—Wight, Thomas, Scott, Vikki] This time out Rene and crew offer a raunchy, low-key traditional r&b instrumental affair with some swingin' guitar sounds.

THE DALTON BOYS (Coral 62353)

● "SAN FRANCISCO BAY BLUES" (2:03) [Hollis BMI—Fuller] Vocal-banjo playing two-some presents an infectious folk-styled reading of a delectable old-time-flavored ditty. Could catch-on.

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

BARBARA JACKSON (VeeJay 507)

(B) "SECOND BEST" (2:20) [Conrad-Finesse BMI—James Gregory] Good-sounding rock-a-cha romantic from the lark and her backup musicians. Theme of the affair concerns a gal who wants to be the top chick in her fella's life.

(B) "INVITATION TO A WEDDING" (2:27) [Conrad-Finesse BMI—James, Gregory] Somewhat similar stand about a gal who receives a surprise wedding invite that lets her know that her flame is marrying another.

STERLING STRINGS

(Sax 5th Ave. 209)

(B) "CAN'T GET USED TO LOSING YOU" (2:08) [Brenner BMI—Pomus, Schuman] The current Andy Williams (Columbia) smash has an intriguing melodic line, which makes this easy-go combo instrumental a welcome cover. Tune is played against an interesting back-beat gimmick.

(B) "GO KART" (2:09) [Laurine and Sepe ASCAP—Sterling] Fast-paced air-of-mystery date is headed by organ and guitars.

DON DUKON (Julie 601)

(B+) "GOING TO THE MOUNTAIN" (2:25) [Lyn Lou BMI—Willis] A catchy blueser with a plaintive romantic theme is done with a cheerful blues-styled sound. Deck's entire musical ingredients, singer Dukon, his femme chorus backing and instrumentalists, perform with lots of teen know-how. Label is handled by Circa.

(B) "I CRIED A SKY FULL OF TEARS" (2:25) [Lyn Lou BMI—Willis] A sad tale and the reading means it this time.

THE BUCKSHOTS (Monogram 512)

(B) "ANIMAL DUDS" (2:05) [Rondell BMI—Helman, Wayne] This is a happy hillbilly-styled novelty that's an outgrowth of an organization's drive to see animals well-clothed. It'll remind teeners of the old hit, "Yakety Yak."

(B) "THE LETTER" (2:41) [Rondell BMI—Helman, Van Ness, Wayne] Vocalists are deep in the heart of Nashville on this end. Diskery is distributed by Era Records.

SILAS HOGAN (Excello 2231)

(B+) "I'M GONNA QUIT YOU PRETTY BABY" (2:23) [Excellorec BMI—Hogan, West] Silas Hogan should attract of a slew of spinners with this top-drawer, up-tempo blues twister. Hogan's infectious delivery coupled with a potent beat give the side a good chance to score in the r&b slot.

(B) "AIRPORT BLUES" (2:31) [Excellorec BMI—Hogan, West] Slow-moving, low-down lament read in a Leadbelly-styled fashion.

BOB HAGGART ORCH.

(Command 4030)

(B+) "WHAT'S NEW" (1:55) [M. Witmark ASCAP—Burke, Haggart] Vet maestro-cleffer batons a slick Bossa Nova jazz band reading of the standout evergreen, of which he is co-cleffer. First-rate BN programming.

(B) "WALKING TO WINNETKA" (2:10) [Record Songs ASCAP—Light, Haggart] Smart band work on what can pass-off as a reply to the years-back swing-era success, "Big Noise From Winnetka."

CLAUDE THORNHILL ORCH.

(Decca 25595)

(B) "SLEEPY SERENADE" (2:27) [Leeds ASCAP—Singer Greene] Old instrumental is treated to an oh-so-smooth outing by the vet maestro's crew. Fine lazy afternoon showing is from an LP tagged "Dance to the Sound of Claude Thornhill & His Orchestra."

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

DEBBY WORTH (Titanic 5007)

(B) "FROM A CASTLE KICKER (To a Braid Puller to a Heartbreaker)" (2:26) [American BMI—Page] The ages of a young man as viewed by the gal who digs him is described in tuneful, bouncy rock terms by the thrush and her instrumental-vocal backing. Merits spins.

(B) "A VERY CLOSE FRIEND OF MINE" (2:24) [American BMI—Page] Unhurried rock-plaintive.

THE FABULAIRES (Chelsea 103)

(B+) "LONELY DAYS, LONELY NIGHTS" (2:25) [Sigma Seven BMI—Silvestri, Falco, Lambert, Knell, Ferrigno] Granted that this infectious upbeat stand—despite the plaintive teen theme—recalls past teen portions, but it's got a zest and polish that will greatly interest the kids.

(B) "WEDDING SONG" (2:20) [Sigma Seven BMI—Perricone] Tender-rock survey by the songsters.

JUNIOR WELLS (USA 736)

(B+) "EVERY GOODBYE AIN'T GONE" (2:52) [Ghana BMI—Dixon, Emerson] The vet r&b chanter opens his talented vocal guns full-blast on this funky, medium-paced happy blueser. Side has enough good things in it to attract a slew of deejays.

(B+) "I'LL GET YOU TOO" (3:00) [Arc BMI—Dixon, Emerson] More fine blues sounds. On this end Wells dishes up a traditional, soulful tale of heartbreak.

POLKA

POLKA AMBASSADORS

(King 5721)

"Liechtensteiner Polka"/
"You Are My One True Love"

RELIGIOUS

TRAVELING KINGS

(Nashboro 769)

"I Know A Man"/"My Rock"
BRIGHT STARS (Nashboro 768)

"Do You Love Jesus"/
"What Could I Do"

GOSPEL SONG BIRDS

(Nashboro 767)

"Help Me To Run This Race"/
"When They Ring Them Golden Bells"

SUPREME ANGELS (Nashboro)
"Come And See About Me"/
"Ain't Gonna Study War No More"

BONITA CANTRELL

(Nashboro 756)

"Blessed Assurance"/"There Is No Segregation In Heaven"

JESSIE MAY SAPP (Delden 206)
"That's Worrying Me"/
"Near The Cross"

GOSPEL TWILIGHTS (Delden 204)
"Moving Up Higher"/
"Time After Time"

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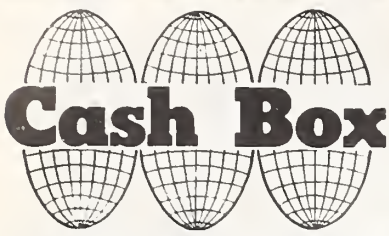
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RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

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

Best Bets

LENA HORNE (CRC Charter 3)

● "HE LOVES ME" (1:51) [Sunbeam BMI—Bock, Harnick] Lark's first singles showing for the label is a bright swingin' treatment of a fine number from the incoming musical, "She Loves Me." Marty Paich did the sparkling arrangement, which is batoned by Lennie Hayton. Looks like a solid air-play entry.

(B) "WHY WAS I BORN" (2:24) [T.B. Harms ASCAP—Hammerstein, Kern] Lena gives the great oldie her ballad all, and the listener will be touched. Side is from her Charter LP, "Lena Sings Your Requests."

THE FLARES (Press 2808)

● "SHIMMY & STOMP" (2:21) [Symbol BMI—Collins] Blues warblers say the combination of two old teen steps add up to a new dance-floor novelty in this well-done belt item. Natural for hoptime programming. Can happen.

(B) "HAND CLAPPIN'" (2:15) [Symbol BMI—Paul, Collins] More doings for the teen dancefloor.

RANDY & THE RAINBOWS (Rust 5059)

● "DENISE" (1:57) [Bright Tunes BMI—Levenson] Newcomers Randy & The Rainbows could make an early trip to chartsville with this "Walk Like A Man"-styled stomper on the hot Laurie affiliate. A slick entry with 4 Season-type falsetto gimmick and a commercial teen-angled multi-dance beat.

(B) "COME BACK" (2:17) [Bright Tunes BMI—Levenson] On this side the group essays a medium-paced, romantic-blues type ballad with a while-back sound.

BURT JACKSON (Jamie 1246)

● "MR. EVERYTHING" (2:25) [Crazy Cajun & Nujac BMI—Lombard] Guy declares he can be a "Mr. Everything" to this certain chick in this blues-styled upbeat treat. Singer Jackson's good-natured stint is supported by solid rock color from a full ork. Deck stands a Top 100 chance.

(B) "JUST FOR YOUR LOVE" (2:05) [Crazy Cajun & Nujac BMI—Lombard] Catchy blues-ballad business.

JERRY REED (Columbia 42704)

● "I'LL SEE YOU IN MY DREAMS" (2:35) [Leo Feist ASCAP—Kahn, Jones] The sentimental oldie may be taking the right route to the Top 100 via this infectious rock-a-cha treatment from the instrumentalist and his Hully Girlies larks. Bears close eyeing.

(B) "I WANT TO BE LOVED" (2:26) [Acuff-Rose BMI—Bailes Bros.] Same teaming in a bright Nashville vein.

PAUL EVANS (Kapp 520)

● "(Mama & Papa) WE'VE GOT SOMETHING ON YOU" (1:47) [Aldon BMI—Kaufman, Anthony] There's an engaging quality to this novelty stint which holds that mom & pop were dancing to sounds just as whacky as today's teen steps. Singer Evans can return to the charts with this cut.

(B) "WHAT ARE THE LIPS OF JANET" (2:25) [Famous ASCAP—Shuman, Carr] Appealing folkish ballad for the teen trade.

MICHAEL ALLEN (Mercury 72109)

● "MY HEART WON'T SAY GOODBYE" (2:32) [Aldon BMI—Arthur, Lorber] The fine song stylist comes thru with a potent piece of material that has what it takes for Top 100 chart status. Allen puts his heart into his delivery of this touching, slow beat-ballad opus and the results are top drawer. Excellent choral assist on a deck that can move way out.

(B+) "MY LILY OF THE VALLEY" (2:08) [Aldon BMI—Karliski, Kolber] This end's a contagious jump'er that tells of returning to a gal he left in Holland. Catchy yodel-choral backdrop.

ANNA KING (Ludix 103)

● "YOU DON'T LOVE ME ANYMORE" (2:43) [Ludix BMI—Dixon, Thomas, Griffin] Teeners are urged to hold on to their hats as they listen to this very exciting, rapid-fire workout by the thrush and her big-sounding combo-chorus accompaniment. Tune has a striking melodic line. Could burst onto the charts.

(B) "THE BIG CHANGE" (2:45) [Ludix BMI—Dixon, Edwards, Weiss] Sly rock-a-cha blueser. Sound will keep the kids interested all-the-way.

BOBBY DUNN (Logo 500)

● "THEY'VE HARDLY BEEN USED AT ALL" (2:12) [Eden BMI—Stevenson, Otis, Williams] The new Amy-Mala handled diskery gets off to a worthy start with a fine vocal by Dunn on a strong ballad. Supporting the songster's warble is a first-rate, softie rock-a-string pose. Teen-gear romantic stuff that deserves exposure.

(B) "PLEASE SAY YOU'RE FOOLING" (2:38) [Eden BMI—Stevenson] A touch of the Nashville sound for this wistful date.

ORVAL PROPHET (Carlton 589)

● "RUN, RUN, RUN" (2:04) [David Jones BMI—Pouliot] Deck, a reported success up Canada way, can do chart business in the states. It's infectious, full-of-good-fun folk-type sound—topped by warbler Prophet—is one of those left-field ventures you've got to eye.

(B) "MY LOIS & ME" (2:32) [David Jones BMI—Prophet] Very countryish pose.

THE SHERWOODS (Johnson 121)

● "SHADES OF SUMMER" (1:51) [Joli BMI—Renda, DiGiacomo, Clements] Tune of "Moonlight & Roses" is exceedingly well-done for the teen-market, with a zither taking the spotlight against a brisk Latinish rock sound. Could prove a big instrumental novelty.

● "'SNEAKIN' AROUND" (2:10) [Joli BMI—Renda, DiGiacomo] Organ is the main ingredient of this very catchy shuffle-beat outing. Also worth eyeing.

ERNIE MARESCA (Seville 125)

● "LORELEI" (2:18) [Syndicate ASCAP—Maresca, Baron] Although the overall sound rolls back the rock years, session carries lots of exciting color for today's teen trade. Singer Maresca, who clicked big awhile-back with "Shout, Shout (Knock Yourself Out)," is strong, as is combo-chorus support, Worth eyeing.

(B+) "LOVE EXPRESS" (2:15) [Syndicate ASCAP—Maresca, Baron] Solid folkish rock joy.

THE PARALLELS (Twilight 404)

(B) "SAX-A-NOVA" (2:39) [Duane BMI—Thompson] This is a combo Bossa Nova stint directed at the teen set, and achieves its purpose in OK-sounding fashion. Label operates out of Albany, Calif.

(B) "BOSSA NOVA (All the Time)" (2:29) [Duane BMI—Lane] More sax-led BN-rock doings.

JIMMY GRIFFIN (Reprise 20,161)

(B+) "WHAT KIND OF GIRL ARE YOU" (2:30) [American BMI—Capehart, Campbell] Very pleasing teen-ballad portion that's close to the Bobby Vee sound. Tune is inviting, and Griffin's over-dubbed delivery is highly attractive. Ork backdrop also has appeal.

(B) "A LITTLE LIKE LOVIN' YOU" (2:00) [Miller ASCAP—Morris, Barkan] Medium-beat rhythmic item for the kids.

THE BREAKERS (Impact 14)

(B+) "SURF BIRD" (2:20) [Anthony ASCAP—Hilder] Fine light-hearted surfin' theme, with a deep-voiced male chorus offering zany vocal bits. Solid stuff for the kids during the good-weather ahead. Label is handled by Del-Fi Records.

(B) "SURFIN' TRAGEDY" (2:05) [Anthony ASCAP—Hafner, Hilder] Effective sound for a "sick" surfin' idea.

JIMMY, SANDRA & PAM (S.P.Q.R. 3308)

(B+) "DON'T SIT UNDER THE APPLE TREE" (2:25) [Robbins ASCAP—Brown, Stept, Tobias] Threesome offers a strictly teen-market upbeat blend on the old sentimental. Vocal team is supported by a lively Latinish showing from the musicians. Label is handled by the London Group.

(B) "THE GIRL NEXT DOOR" (2:20) [Rockmasters BMI—Guida, Royster] Offbeat rock-ballad coloration here. Tune is not the oldie.

DEL PRICE (Ascot 2129)

(B+) "THAT'S ALL YOU GOTTA DO" (2:24) [Alden BMI—St. John, Irving] Price does a capable light rhythmic blues warble of the upbeat blueser and gets fine blues color from the combo-chorus chore. Kids accept this kind of sound these days.

(B) "MEMORY LANE" (2:09) [Rual BMI—Miller, Porter] There's a similar manner to this session.

THE CLASSMATES (Felsted 8673)

(B+) "COTTON PICKIN', PICKLE PACKIN', FISH STRIPPIN', CLAW HOPPIN' HANDS" (2:20) [Mikeshell BMI—Luizza] Whacky title refers to a supposed friend of a guy who's messin' with his chick, and, of course, it's not meant to be taken seriously. And the song team turns in a deft belt stint, making the tongue-twisting title as easy to say as "A-B-C." Might catch-on.

(B) "Theme From A SUMMER PLACE" (1:50) [M. Witmark ASCAP—Discant, Steiner] Speedy rendition of the years-back flick hit, and it's hard to recognize the tune.

JOY DAWN (Swan 4138)

(B) "HANG IT UP" (2:05) [Claudi-O Music BMI—Clark] Teen lass needs the telephone to settle a romantic problem and her kid sister keeps yakking away in this colorful belt date by the lark and her instrumental backdrop. Good no-let-up romp.

(B) "FIRST TIME FOR TEARS" (2:02) [Claudi-O Music & Chicory BMI—Clark] Moody teen-beat stand.

CELIA CRUZ (Seeco 8068)

(B) "MI BOMBA SONO" (2:32) [—Mendez] Popular Latin lark heads a bright display in the "bomba" rhythm. Sparkling support from the Sonora Mantacera ork, which includes vocal comments from the musicians. Side is from the performer's latest LP, "La Tierna, Conmovedora, Bamboleadora."

(B) "VIRGEN DE LA MACARENA" (2:49) [—Larrea] A sentimental track from the album. Both ends are mostly Latin-market stands.

GLORIA VAN (Norman 536)

(B) "HEAR ME" (2:37) [Robert Mellin BMI—Rubin, Mellin] A good Italian-styled, pouring-one's-heart-out romantic gets a legit pose from the pro lark (her stint is partly done in Italian). Pretty ork backdrop. Strictly good-music airtime item.

(B) "RAINDROPS" (2:39) [Robert Mellin BMI—Mellin, Finlay] Appealing moody.

DANNY BRIKTA (Nitro 998)

(B) "SWEET LITTLE ANGEL (I Still Remember)" (2:03) [Sound-Dex BMI—Brichta, Brichta] There's a pro busy-beat touch to this exciting stand by the songster and his rockin' combo-chorus companions. Worth teen-market exposure. Diskery is located in Livonia, Mich.

(B) "YOU KNOW WHY" (2:35) [Sound-Dex BMI—Brichta, Brichta] A softie tick-tock gimmick backs the artist's ballad essay.

TRACEY DEY (Veejay 506)

(B+) "LONG TIME, NO SEE" (2:35) [Saturday ASCAP—Crewe, Bass] Bright & catchy teen-heritage cut from the lass, who tells the tale of a gal who bemoans the fact that she's had no p.a. from her flame for quite a while. Fine-sounding, somewhat offbeat teen sound.

(B) "JEALOUS EYES" (1:45) [BoBob ASCAP—Crewe, Gaudio] Exotic tune is food for a rock-ballad stint by the songstress.

VICO TORRIANI (London International 10018)

(B) "RENATTA" (2:15) [Ray Maxwell BMI—Cortez, Maxwell, Bradtke] The multi-lingual Italian performer offers a bright novelty number in German, backed by a zesty Latinish ork backdrop. Sunny sound that could come-up with good airtime.

(B) "CHI-CHICO TEEK" (2:10) [Trinity A S C A P—Barry, Rooks, Marten] More continental joy.

MARY MILLER (Reprise 20,160)

(B+) "CRY BABY" (2:13) [Northern ASCAP—Lewis, Ross] Talent offers a torchy reading of a plaintive tune against a lush ork backdrop that's right off the runway of Minsky's. A vocal-instrumental combination of interest.

(B) "TIME & TENDERNESS" (2:19) [Leeds ASCAP—Altman, Gimbel] Performer sounds like a younger Teresa Brewer in this bouncy date.

ANOTHER CASH-REGISTER RINGER!

TOMMY ROE

THE FOLK SINGER

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

b/w COUNT ON ME

ABC-10423



DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.

ABC-PARAMOUNT



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

“THIS OLE HOUSE”

JIMMY DEAN

4-42738

“MOVE ALONG BABY (DON'T WASTE MY TIME)”

LES PAUL & MARY FORD

4-42754

“CRAZY ARMS”

MARION WORTH

4-42703

“PEARL PEARL PEARL”

LESTER FLATT & EARL SCRUGGS

4-42755

“FLY ME TO THE MOON”

AL ALBERTS

4-42737

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
35%	One Boy Too Late	Mike Clifford	U.A.	35%
31%	Charms	Bobby Vee	Liberty	85%
31%	Two Kinds Of Teardrops	Del Shannon	Bigtop	31%
30%	Foolish Little Girl	Shirelles	Scepter	68%
29%	Two Faces Have I	Lou Christie	Roulette	79%
29%	If You Wanna Be Happy	Jimmy Soul	S.P.Q.R.	43%
28%	I Love You Because	Al Martino	Capitol	52%
27%	Linda	Jan & Dean	Liberty	68%
27%	Rev. Mr. Black	Kingston Trio	Capitol	27%
26%	Pushover	Etta James	Argo	26%
25%	Tom Cat	Rooftop Singers	Vanguard	79%
24%	Prima Donna	Glenn Campbell	Capitol	46%
24%	On Broadway	Drifters	Atlantic	52%
23%	I Will Follow Him (Chariot)	Little Peggy March	Victor	92%
22%	A Love She Can Count On	Miracles	Tamla	51%
22%	They Should Have Given You The Oscar	James Darren	Colpix	22%
20%	Bony Maronie	Appalachians	ABC Par.	71%
19%	Surfin' U.S.A.	Beach Boys	Capitol	72%
19%	Mecca	Gene Pitney	Musicor	88%
18%	Little Band Of Gold	James Gilreath	Joy	92%
18%	You Never Miss Your Water	Esther Phillips & Big Al Downing	Lenox	18%
17%	Nancy's Minuet	Everly Bros.	Warner Bros.	33%
16%	I'm Movin' On	Matt Lucas	Smash	25%
15%	This Old House	Jimmy Dean	Columbia	31%
14%	Hot Pastrami	Dartells	Dot	14%
13%	You Should Have Been There	Fleetwoods	Dolton	28%
12%	Today I Met The Boy I'm Gonna Marry	Darlene Love	Philles	23%
11%	My Heart Can't Take It	Supremes	Motown	29%

LESS THAN 10% BUT MORE THAN 5%

TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE
What's Wrong Bill	Sue Thompson (Hickory)	28%	Skip To M' Limbo	Ventures (Dolton)	16%	Promise Of Love	Sandy Stewart (Colpix)	56%
Teenage Dream	Romodos (Philips)	20%	Ask Me	Moxine Brown (Wond)	38%	Mother Please	Jo Ann Campbell (Comeo)	15%
Don't Let Her Be Your Baby	Contours (Gordy)	21%	He's A Bad Boy	Corole King (Dimension)	20%	Little Bird	Pete Jolly Trio (Avo)	8%
Insult To Injury	Timi Yuro (Liberty)	42%	Love Is o Boll	Domito Joe & Billy Eckstine (Mercury)	32%	Memory Lane	Hippies (Porkwoy)	8%
That's How Heortoches Are Made	Boby Woshington (Sue)	17%				Where You Goin' Little Girl	Zip & Zippers (Pogeont)	7%



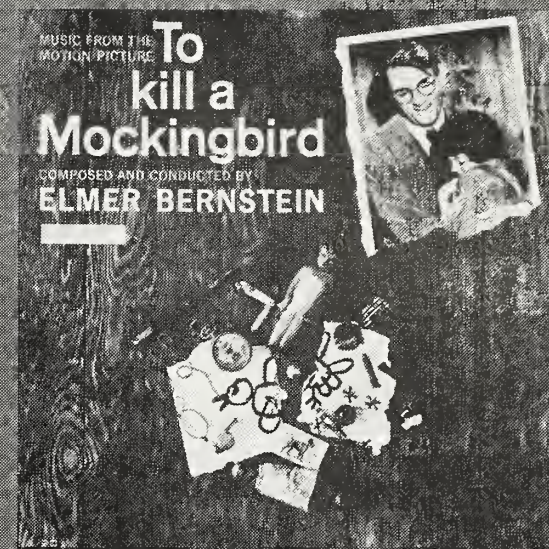
PRESENTS

MUSIC FROM THREE GREAT MOTION PICTURES NOMINATED FOR ACADEMY AWARDS:

MUSIC FROM "TO KILL A MOCKINGBIRD"

Starring Gregory Peck
Eight nominations, including Best Music Score!
The Pulitzer Prize novel that is now a rare
and memorable film experience

COMPOSED AND CONDUCTED BY ELMER BERNSTEIN
A/AS 20



THE ORIGINAL SOUND TRACK OF "DAVID & LISA"

Two nominations!
An unusual love story of two adolescents who
find each other while searching for themselves

COMPOSED BY MARK LAWRENCE
Includes jazz impressions of David & Lisa
by the Victor Feldman All-Stars
A/AS 21

ORIGINAL SOUND TRACK

DAVID & LISA

AN UNUSUAL
LOVE STORY!
MUSIC COMPOSED BY
MARK LAWRENCE

JAZZ IMPRESSIONS OF DAVID & LISA
WITH THE VICTOR FELDMAN ALL-STARS



THE ORIGINAL SOUND TRACK RECORDING OF "WALK ON THE WILD SIDE"

Nominated as "Best Song!"

COMPOSED AND CONDUCTED BY ELMER BERNSTEIN
A/AS 4 ST

THE MUSIC FROM THE MOTION PICTURE

WALK ON THE WILD SIDE

music composed
and conducted by
ELMER BERNSTEIN





LOOKING AHEAD

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

- | | | | | | | | |
|----|--|----|---|----|---|----|--|
| 1 | LOSING YOU
Brenda Lee (Decca 31478) | 13 | HOT PASTRAMI
Dartells (Dot 16453) | 26 | BABY, COME HOME TO ME
Burl Ives (Decca 31479) | 38 | ISLAND OF DREAMS
Springfields (Philips 40099) |
| 2 | THE FOOL
Jamie Coe (Bigtop 3139) | 14 | RONNIE, CALL ME WHEN YOU GET A CHANCE
Shelley Fabares (Colpix 682) | 27 | SKIP TO M'LIMBO
Ventures (Dolton 68) | 39 | THIS OLE HOUSE
Jimmy Dean (Columbia 42738) |
| 3 | HAMBONE
Red Saunders (Okeh 7166) | 15 | TURN BACK
Jerry Jackson (Kapp 511) | 28 | BLUE
Jack Reno (Dot 1243) | 40 | DANCE WHAT YOU WANNA
Johnny Taylor (Derby 101) |
| 4 | BONY MARONIE
Appalachians (ABC Paramount 10419) | 16 | NANCY'S MINUET/
SO IT WILL ALWAYS BE
Everly Bros. (Warner Bros. 5346) | 29 | INSULT TO INJURY
Timi Yuro (Liberty 55552) | 41 | TEENAGE DREAM
Romados (Philips 40097) |
| 5 | ANN MARIE
Belmonts (Sabina 509) | 17 | THE ROSY DANCE
Johnny Thunder (Diamond 132) | 30 | SHE'S NEW TO YOU
Molly Bee (Liberty 55543) | 42 | PLAY THOSE OLDIES, MR. D. J.
Anthony & Sophmores (Mercury 72103) |
| 6 | HELLO WALL #2
Ben Colder (MGM 13122) | 18 | DIANE
Joe Harnell (Kapp 521) | 31 | EL WATUSI
Roy Baretto (Tico 419) | 43 | TWO KIND OF TEARDROPS
Del Shannon (Bigtop 3143) |
| 7 | THE LOVE OF MY MAN
Theola Kilgore (Sereck 2004) | 19 | REVEREND MR. BLACK
Kingston Trio (Capitol 4951) | 32 | THERE'S NO END
Ed Townsend (Liberty 55542) | 44 | LITTLE BIRD
Pete Jolly Trio (Ava 116) |
| 8 | ETERNALLY
Chantells (Ludix 101) | 20 | DON'T LET HER BE YOUR BABY
Contours (Gordy 7016) | 33 | MY LITTLE GIRL
Crickets (Liberty 55540) | 45 | GOT YOU ON MY MIND
Cookie & Cupcakes (Chess 1848) |
| 9 | CALL ME IRRESPONSIBLE
Frank Sinatra (Reprise 116)
Jack Jones (Kapp 516) | 21 | WHATEVER YOU WANT
Jerry Butler (YeeJay 486) | 34 | CASTAWAY
Hayley Mills (Vista 408) | 46 | STILL
Bill Anderson (Decca 31458) |
| 10 | THE BOUNCE
Olympics (Tri-Disc 106) | 22 | I CAN TAKE A HINT
Miracles (Tamla 54078) | 35 | THE DOG
Rufus Thomas (Stax 130) | 47 | ONE BOY TOO LATE
Mike Clifford (United Artists 588) |
| 11 | THEME FROM LAWRENCE OF ARABIA
Ferranto & Telcher (United Artists 563) | 23 | THE BIRD
Dutones (Columbia 42657) | 36 | STING RAY
Routers (Warner Bros. 5349) | 48 | PUSHOVER
Etta James (Argo 5437) |
| 12 | MOTHER, PLEASE
Jo Ann Campbell (Cameo 249) | 24 | WHAT A GUY
Raindrops (Jubilee 5444) | 37 | SEAGREEN
Vice-Roys (Bethlehem 3045) | 49 | YOU SHOULD HAVE BEEN THERE
Fleetwoods (Dolton 74) |
| | | 25 | SHE'LL NEVER, NEVER LOVE YOU (LIKE I DO)
Teresa Brewer (Philips 40095) | | | 50 | WHERE ARE YOU GOING, LITTLE BOY
Zip & Zippers (Pagcant 607) |

THE SHAPIRO, BERNSTEIN ORGANIZATION

is pleased to announce the appointment of

Emil LaViola

GENERAL MANAGER OF
SHAPIRO, BERNSTEIN & CO. INC.
AND HIS ELECTION AS
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666 Fifth Avenue, New York 19, Circle 7-3553



TOP 100 Albums

MONAURAL

APRIL 6, 1963

TOP 50
STEREO

Pos.	Last Week	Album
1	1	SONGS I SING ON THE JACKIE GLEASON SHOW <i>Frank Fontaine (ABC Paramount ABC 442)</i>
2	2	MOVIN' <i>Peter, Paul & Mary (Warner Bros. WB 1473)</i>
3	3	WEST SIDE STORY <i>Film Track (Columbia OL 5670)</i>
4	4	RICHARD CHAMBERLAIN SINGS <i>(MGM E 4088)</i>
5	6	FLY ME TO THE MOON <i>Joe Harnell (Kapp KL 1318)</i>
6	9	MOON RIVER <i>Andy Williams (Columbia CL 1809)</i>
7	8	JAZZ SAMBA <i>Stan Getz & Charlie Byrd (Verve V 8432)</i>
8	11	1962's GREATEST HITS <i>Billy Vaughn (Dot DLP 3497)</i>
9	7	STEVE LAWRENCE WINNERS <i>(Columbia CL 1953)</i>
10	5	MY SON THE CELEBRITY <i>Allan Sherman (Warner Bros. WB 1487)</i>
11	12	LAWRENCE OF ARABIA <i>Filmtrack (Colpix CP 514)</i>
12	10	PAUL & PAULA SING FOR YOUNG LOVERS <i>(Phillips PHM 200)</i>
13	14	ALL ALONE AM I <i>Brenda Lee (Decca DL 4370)</i>
14	13	SINATRA-BASIE <i>(Reprise R 1008)</i>
15	16	OUR MAN IN HOLLYWOOD <i>Henry Mancini (RCA Victor LPM 2604)</i>
16	19	HAPPY BEAT <i>Ray Conniff (Columbia CL 1949)</i>
17	20	RUBY BABY <i>Dion (Columbia CL 2010)</i>
18	31	I WANNA BE AROUND <i>Tony Bennett (Columbia CL 2000)</i>
19	23	BOSSA NOVA U.S.A. <i>Dave Brubeck Quartet (Columbia CL 1998)</i>
20	22	YOU'RE THE REASON I'M LIVING <i>Bobby Darin (Capitol T 1846)</i>
21	28	HAIL THE CONQUERING NERO <i>Peter Nero (RCA Victor LPM 2638)</i>
22	15	WALK RIGHT IN <i>Rooftop Singers (Vanguard VRS 9123)</i>
23	17	PETER, PAUL & MARY <i>(Warner Bros. WB 1449)</i>
24	38	KINGSTON TRIO #16 <i>(Capitol T 1871)</i>
25	21	I'M A WOMAN <i>Peggy Lee (Capitol T 1857)</i>
26	18	NEW FRONTIER <i>Kingston Trio (Capitol T 1809)</i>
27	25	I LEFT MY HEART IN SAN FRANCISCO <i>Tony Bennett (Columbia CL 1849)</i>
28	33	ROY ORBISON'S GREATEST HITS <i>(Monument M 8000)</i>
29	32	JOAN BAEZ IN CONCERT <i>(Vanguard VRS 9112)</i>
30	26	VENTURES PLAY TELSTAR & LONELY BULL <i>(Dolton BRP 2019)</i>
31	27	JAZZ IMPRESSIONS OF BLACK ORPHEUS <i>Vinco Guaraldi Trio (Fantasy 3337)</i>
32	24	SINCERELY YOURS <i>Robert Goulet (Columbia CL 1931)</i>
33	29	BIG GIRLS DON'T CRY <i>Four Seasons (Vee-Jay LP 1856)</i>
34	42	FOLLOW THE BOYS <i>Connie Francis (MGM E 4123)</i>
35	36	VIVA BOSSA NOVA <i>Laurindo Almeida (Capitol T 1739)</i>

Pos.	Last Week	Album
36	34	OUR MAN IN BOSTON <i>Arthur Fiedler & Boston Pop Orch. (RCA Victor LM 2599)</i>
37	44	LOVE FOR SALE <i>Arthur Lyman (Hi Fi 1009)</i>
38	35	OLIVER <i>Original B'way Cast (RCA Victor LMOD 2004)</i>
39	45	THE NEW CHRISTY MINSTRELS IN PERSON <i>(Columbia CL 1941)</i>
40	30	ALLEY CAT <i>Bent Fabric (Atco 33-148)</i>
41	39	ROGER WILLIAMS COUNTRY STYLE <i>(Kapp KL 1305)</i>
42	43	SAMMY DAVIS JR. AT THE COCOANUT GROVE <i>(Reprise R 6063)</i>
43	74	BLAME IT ON THE BOSSA NOVA <i>Eydie Gorme (Columbia CL 2012)</i>
44	40	SHIRELLES GREATEST HITS <i>(Scepter 507)</i>
45	58	HOW THE WEST WAS WON <i>Soundtrack (MGM 1 E 5)</i>
46	41	BEST SELLERS <i>Rick Nelson (Imperial LP 9218)</i>
47	37	GYPSY <i>Soundtrack (Warner Bros. WB 1480)</i>
48	49	THEMES OF THE GREAT BANDS <i>Glen Gray (Capitol T 1812)</i>
49	55	LONELY BULL <i>Tijuana Brass (A&M 101)</i>
50	48	DEAR LONELY HEARTS <i>Nat Cole (Capitol T 1838)</i>
51	47	IT'S UP TO YOU <i>Rick Nelson (Imperial LP 9223)</i>
52	56	THE NIGHT HAS A THOUSAND EYES <i>Bobby Vee (Liberty LRP 3285)</i>
53	57	ARRIVEDERCI ROMA <i>Jerry Vale (Columbia CL 1953)</i>
54	60	COLLEGE STANDARDS <i>Lettermen (Capitol T 1829)</i>
55	50	OUR MEN IN SAN FRANCISCO <i>Limefitters (RCA Victor LPM 2609)</i>
56	64	WARM & WILLING <i>Andy Williams (Columbia CL 1879)</i>
57	54	CHAD MITCHELL TRIO IN ACTION <i>(Kapp KL 1313)</i>
58	66	FUNNY FONE CALLS <i>Steve Allen (Dot DLP 3472)</i>
59	53	BOSSA NOVA PELOS PASSAROS <i>Charlie Byrd (Riverside 436)</i>
60	92	OUR WINTER LOVE <i>Bill Pursell (Columbia CL 1992)</i>
61	46	MY SON THE FOLK SINGER <i>Allan Sherman (Warner Bros. WB 1478)</i>
62	67	MIDNIGHT SUN <i>Earl Grant (Decca DL 4338)</i>
63	52	MEMORIES ARE MADE OF THIS <i>George Chakiris (Capitol T 1813)</i>
64	71	WALTZ TIME <i>Lawrence Welk (Dot DLP 25499)</i>
65	59	BIGGEST HITS <i>Chubby Checker (Parkway 7022)</i>
66	75	SURFER'S CHOICE <i>Dick Dale & Deltones (Deltone LPM 1001)</i>
67	61	STOP THE WORLD I WANT TO GET OFF <i>Original B'way Cast (London AM 59001)</i>

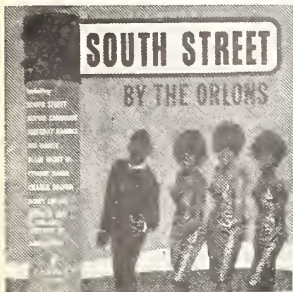
Pos.	Last Week	Album
68	77	LET'S LIMBO SOME MORE <i>Chubby Checker (Parkway P 7027)</i>
69	51	(DANCE) WITH THE GUITAR MAN <i>Duane Eddy (RCA Victor LPM 2648)</i>
70	96	1963'S EARLY HITS <i>Lawrence Welk (Dot DLP 3510)</i>
71	68	JUMBO <i>Filmtrack (Columbia OL 5660)</i>
72	81	THINK ETHNIC <i>Smothers Brothers (Mercury MG 20777)</i>
73	84	BACK AT THE CHICKEN SHACK <i>Jimmy Smith (Blue Note 4117)</i>
74	69	PEPINO THE ITALIAN MOUSE <i>Leo Monte (Reprise R 6058)</i>
75	62	MUSIC MAN <i>Filmtrack (Warner Bros. WB 1459)</i>
76	82	REMINISCING <i>Buddy Holly (Coral CRL 57426)</i>
77	78	BEST OF WASHINGTON HUMOR <i>Chet Huntley (Cameo C 1044)</i>
78	87	THE BARBRA STREISAND ALBUM <i>(Columbia CL 2007)</i>
79	63	NEIL SEDAKA SINGS HIS GREATEST HITS <i>(RCA Victor LPM 2627)</i>
80	—	OUR WINTER LOVE <i>Felix Slatkin (Liberty LST 3287)</i>
81	73	OUR MAN IN NASHVILLE <i>Chet Atkins (RCA Victor LPM 2616)</i>
82	94	JALOUSIE <i>Arthur Fiedler (RCA Victor LPM 2661)</i>
83	—	THIS IS MY COUNTRY <i>Robert Shaw (RCA Victor LM 2662)</i>
84	86	WILD WEEKEND <i>Rockin' Rebels (Swan 509)</i>
85	70	OUR MAN IN ITALY <i>Sergio Franchi (RCA Victor LM 2657)</i>
86	76	GIRLS, GIRLS, GIRLS <i>Elvis Presley (RCA Victor LPM 2621)</i>
87	—	GLORIA LYNNE AT THE LAS VEGAS THUNDERBIRD <i>(Everest BR 5208)</i>
88	90	JOSE JIMENEZ, OUR SECRET WEAPON <i>(Kapp KL 132)</i>
89	85	LOOP DE LOOP <i>Johnny Thunder (Diamond D 5001)</i>
90	99	CASCADING VOICES <i>Hugo & Luigi (RCA Victor LPM 2641)</i>
91	—	CHAMPAGNE, CANDLELIGHT AND KISSES <i>Jackie Gleason (Capitol W 1830)</i>
92	100	I'VE GOT A WOMAN <i>Jimmy McGriff (See 1012)</i>
93	88	BIG BAND BOSSA NOVA <i>Stan Getz (Verve V 8494)</i>
94	91	MILLION SELLERS <i>Andy Williams (Cedence CLP 3061)</i>
95	—	TWO LOVERS <i>Mary Wells (Motown 607)</i>
96	65	THE FIRST FAMILY <i>Vaughn Meador & Other Artists (Cedence CLP 3060)</i>
97	79	ORIGINAL HITS VOL. 7 <i>(Liberty LRP 3274)</i>
98	93	BIG BAND BOSSA NOVA <i>Enoch Light (Command RS 844)</i>
99	95	OUR MAN IN NEW ORLEANS <i>AJ Hirt (RCA Victor LM 2607)</i>
100	98	LIMBO PARTY <i>Chubby Checker (Parkway P 7003)</i>

Pos.	Last Week	Album
1	1	WEST SIDE STORY <i>Film Track (Columbia OS-2070)</i>
2	3	MOVIN' <i>Peter, Paul & Mary (Warner Bros. WS 1473)</i>
3	2	SONGS I SING ON THE JACKIE GLEASON SHOW <i>Frank Fontaine (ABC Paramount ABCS 442)</i>
4	4	FLY ME TO THE MOON <i>Joe Harnell (Kapp KS 3318)</i>
5	5	MOON RIVER <i>Andy Williams (Columbia CS 8609)</i>
6	6	JAZZ SAMBA <i>Stan Getz & Charlie Byrd (Verve V6 8432)</i>
7	11	1962'S GREATEST HITS <i>Billy Vaughn (Dot DLP 25497)</i>
8	10	LAWRENCE OF ARABIA <i>Soundtrack (Colpix SCP 514)</i>
9	7	SINATRA-BASIE <i>(Reprise R 91008)</i>
10	14	RICHARD CHAMBERLAIN SINGS <i>(MGM SE 4088)</i>
11	8	OUR MAN IN HOLLYWOOD <i>Henry Mancini (RCA Victor LSP 2604)</i>
12	9	OLIVER! <i>B'way Cast (RCA Victor LSOD 2004)</i>
13	13	I LEFT MY HEART IN SAN FRANCISCO <i>Tony Bennett (Columbia CS 8669)</i>
14	21	BOSSA NOVA USA <i>Dave Brubeck (Columbia CS 8798)</i>
15	20	HAPPY BEAT <i>Ray Conniff (Columbia CS 8749)</i>
16	12	SINCERELY YOURS <i>Robert Goulet (Columbia CS 8731)</i>
17	16	STEVE LAWRENCE WINNERS <i>(Columbia CS 8736)</i>
18	31	I WANNA BE AROUND <i>Tony Bennett (Columbia CS 8800)</i>
19	15	NEW FRONTIER <i>Kingston Trio (Capitol ST 1809)</i>
20	17	GYPSY <i>Soundtrack (Warner Bros. WS 1480)</i>
21	18	JAZZ IMPRESSIONS OF BLACK ORPHEUS <i>Vinco Guaraldi (Fantasy 3337)</i>
22	19	ROGER WILLIAMS COUNTRY STYLE <i>(Kapp KS 3305)</i>
23	26	WALTZ TIME <i>Lawrence Welk (Dot DLP 25449)</i>
24	32	HOW THE WEST WAS WON <i>Soundtrack (SE 1 E 5)</i>
25	30	HAIL THE CONQUERING NERO <i>Peter Nero (RCA Victor LSP 2638)</i>
26	22	MUSIC MAN <i>Original Filmtrack (Warner Brothers WS 1459)</i>
27	23	ALLEY CAT <i>Bent Fabric (Atco SD 33-148)</i>
28	25	OUR MAN IN BOSTON <i>Arthur Fiedler (RCA Victor LSM 2599)</i>
29	28	ANOTHER TASTE OF HONEY <i>Martin Denny (Liberty LST 7277)</i>
30	24	THE NEW CHRISTY MINSTRELS IN PERSON <i>(Columbia CS 8741)</i>
31	27	THEMES OF THE GREAT BANDS <i>Glen Gray (Capitol ST 1812)</i>
32	40	I'M A WOMAN <i>Peggy Lee (Capitol ST 1857)</i>
33	29	VENTURES PLAY TELSTAR & LONELY BULL <i>(Dolton BST 8019)</i>
34	36	PETER, PAUL & MARY <i>Warner Bros. (Warner Bros. WS 1449)</i>
35	—	KINGSTON TRIO #16 <i>(Capitol ST 1871)</i>
36	39	COLLEGE STANDARDS <i>Lettermen (Capitol ST 1829)</i>
37	—	ALL ALONE AM I <i>Brenda Lee (Decca DL 74370)</i>
38	49	JALOUSIE <i>Arthur Fiedler (RCA Victor LSC 2661)</i>
39	34	VIVA BOSSA NOVA <i>Laurindo Almeida (Capitol ST 1739)</i>
40	45	WARM & WILLING <i>Andy Williams (Columbia CS 8679)</i>
41	50	CASCADING VOICES <i>Hugo & Luigi (RCA Victor LSC 2641)</i>
42	—	BLAME IT ON THE BOSSA NOVA <i>Eydie Gorme (Columbia CS 8812)</i>
43	—	OUR WINTER LOVE <i>Bill Pursell (Columbia CS 8792)</i>
44	—	1963'S EARLY HITS <i>Lawrence Welk (Dot DLP 25310)</i>
45	47	JOAN BAEZ IN CONCERT <i>(Vanguard VSD 2122)</i>
46	—	OUR WINTER LOVE <i>Felix Slatkin (Liberty 7287)</i>
47	33	BIG BAND BOSSA NOVA <i>Enoch Light (Command RS 844 SD)</i>
48	—	LOVE FOR SALE <i>Arthur Lyman (Hi Fi 1009)</i>
49	—	BACK AT THE CHICKEN SHACK <i>Jimmy Smith (Blue Note 84117)</i>
50	—	SUPERCUSSION <i>Dick Schory (RCA Victor LSP 2613)</i>

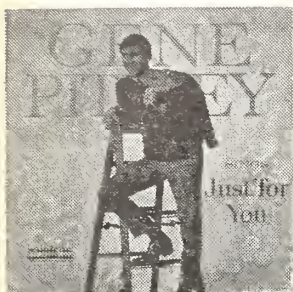


ALBUM REVIEWS

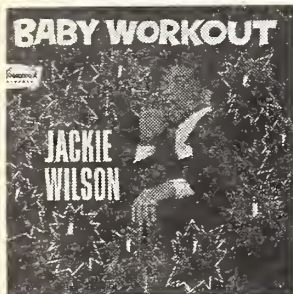
POPULAR PICKS OF THE WEEK



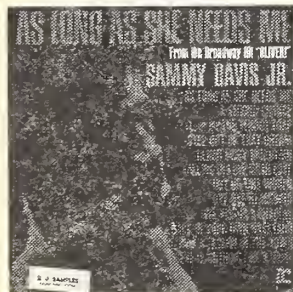
"SOUTH STREET"—Orlons—Cameo C1041
The Orlons tag this new LP entry from Cameo after their current blockbuster, "South Street," and include with it eleven other solid, upbeat vocal items. Here is a top-drawer teen dance session guaranteed to pull plenty of coin. The chanters have a free-swinging delivery that comes off well as they essay the title tune, "Mister Sandman," "Muskrat Ramble" and "Walk Right In." Watch this one go up the hitsville path.



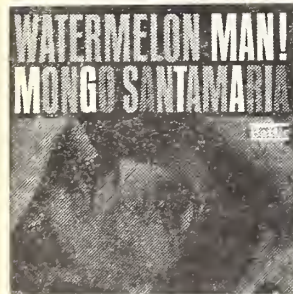
"JUST FOR YOU"—Gene Pitney—Musicor MS3004
Gene Pitney, who is currently striking paydirt with his chart-riding single "Mecca," includes it here in this new Musicor LP outing geared for teenage listening and dancing enjoyment. The wailer slips easily from uptempo thumpers to soft-beat ballads in the same free-swinging manner that has made him a constant best-seller. Slick sides here include "Teardrop By Teardrop," "Don't Let The Neighbors Know," and "Time And The River." The disk looms as a sure-fire chart item.



"BABY WORKOUT"—Jackie Wilson—Brunswick BL 54110
The Brunswick hitmaker, who is currently enjoying one of his biggest single hits in quite a while with "Baby Workout," cashes in on the built-in sales acceptance of the single to tag this new album. Dick Jacobs, Alan Lorber and Gil Askey have come up with some exciting arrangements tailor-made for the songster's distinctive, rhythmic style of singing. Among the best tracks here are "You Only Live Once," "It's All My Fault" and "Now That I Want Her." Sure-fire chart item.



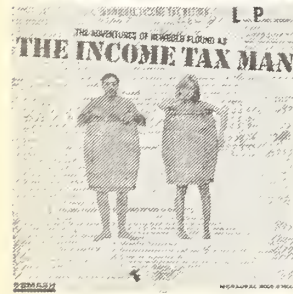
"AS LONG AS SHE NEEDS ME"—Sammy Davis Jr.—Reprise R6082
Sammy Davis Jr., who is still making chart inroads with his "Cocoanut Grove" LP comes up with a strong second stanza here tagged after his current click single, "As Long As She Needs Me." The versatile chanter gives a powerful personal interpretation of the Lionel Bart biggie from "Oliver!" and potently delivers such goodies as "The Tender Trap," "We Kiss In A Shadow" and "Climb Ev'ry Mountain." The disk could be another blockbuster for the songster.



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



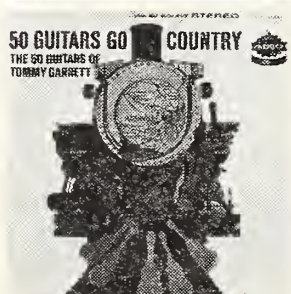
"HIS GREATEST HITS"—Johnny Crawford—Del Fi DFPLP 1229
In the short span of a year and a half Johnny Crawford has built up a solid reputation as a consistent teen market favorite. All of the talented young thespian-chanter's many fans surely dig this top-notch session including his biggest single hits.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



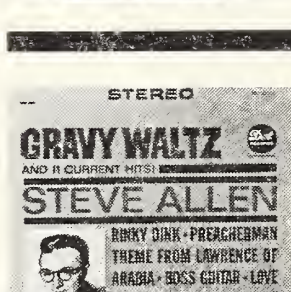
"THE ADVENTURES OF NEWBOLD FLOUND AS THE INCOME TAX MAN"—Various Artists—Smash MGS 27033
As "that day" (April 15th) rolls around once again this laugh-filled session spoofing income taxes might well pick up some quick loot. Larry Gore has written and created all the material here which satirizes a group of well-known luminaries. Andrew Duncan, who stars as an intrepid internal revenue man, is superb as are other players. The broad scope of the subject matter gives the session wide appeal. Sales could skyrocket.



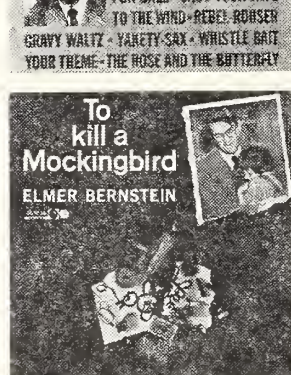
"MY FOOLISH HEART"—Demensions—Coral CRL 57430
Perhaps one of the most important things in today's commercial business is originality. The Demensions, who are currently clicking with "My Foolish Heart" (this album's tag), have successfully proved that they have this vital asset. The group's teen-oriented,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



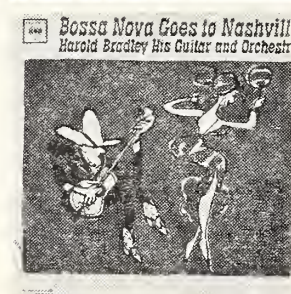
"50 GUITARS GO COUNTRY"—Tommy Garrett—Liberty LSS 14025
Tommy Garret has earned many laurels in the past with his previous guitar packages, and this new session spotlighting a fine group of country evergreens should develop into a chart item in no time flat. Guitars have always been an integral part of the country tradition and the Garrett group superbly explores that warm, soulful Nashville idiom on a dozen familiar tunes. Highlights of the set include "I Can't Help It," "Just Out Of Reach" and "Oh Lonesome Me."



"GRAVY WALTZ AND 11 CURRENT HITS"—Steve Allen—Dot DLP 25515
The multi-talented Steve Allen who is currently riding the album charts with a comedy album tagged "Funny Fone Calls," could go a similar success route with this first-rate instrumental set of teen-oriented items. While backed by the Don Trenner ork, Allen's impressive keyboard style is aptly spotlighted on "Rinky Dink," "Yakety Sax" and "Boss Guitar." Plenty of commercial potential here.



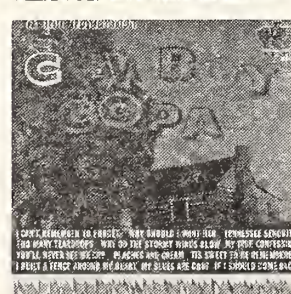
"TO KILL A MOCKINGBIRD"—Elmer Bernstein—Ava A20
Elmer Bernstein, who scored a personal triumph with his composing and conducting for "Walk On The Wild Side," adds to his laurels with this score for "To Kill A Mockingbird." The composer-conductor has effectively fused all the elements of gayety, terror, happiness and anger that characterize the story. Although the score is not as memorably melodic as some of his earlier works, it provides considerable listening pleasure. Kudos to Bernstein for another top-notch film score.



"BOSSA NOVA GOES TO NASHVILLE"—Harold Bradley—Columbia CL 2014
Here's a top-drawer musical marriage joining the excitement of the rhythmic bossa nova style with the warm spontaneity of Nashville sounds. Although the two musical forms seem incompatible, ace country guitarist Harold Bradley and his ork makes Bradley and crew shine as they offer imaginative readings of "Devil Woman," "Born To Lose" and "Wolverton Mountain." Superb listening enjoyment throughout.



"YOU AIN'T HEARD NOTHIN' YET!"—Sal Salvador—Dauntless DS6307
The rebirth of the big band sound last year has given emergence to host of "big band" LP's which approximate the orchestration and arrangements used in the pre-war era by the name bands. Sal Salvador combines the big band sound with some solid updated arrangements that makes for easy-listening and smooth dancing pleasure. The guitarist showcases his talents as a soloist on some of the items here. Included here are "The Song Is You," "All The Things You Are" and "On The Street Where You Live."



"AS YOU REMEMBER COWBOY COPAS"—King 824
Although Cowboy Copas recent tragic death shocked his legion of fans, his memory is superbly preserved in his many recordings. These first-rate sides were cut during the songster's days with King and feature him rendering a fine batch of authentic warm-hearted folk-country tunes. Copas' admirers will certainly appreciate his feelingful readings of "You'll Never Ever See Me Cry," "My True Confession" and "Too Many Teardrops." Disk should spark plenty of sales activity.

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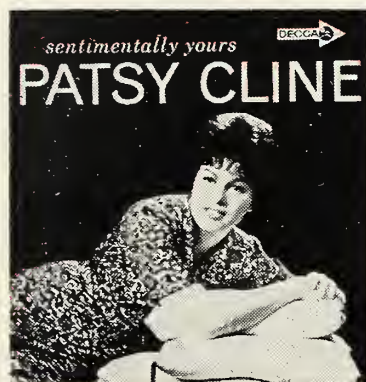
**BACK IN
BABY'S ARMS**

c/w

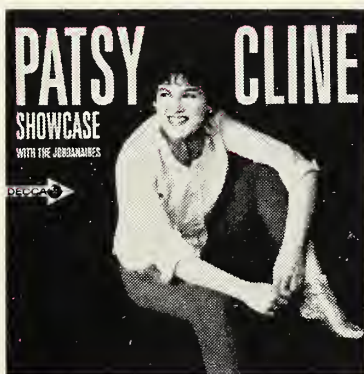
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"THE BIG 18 ALL-TIME GREAT MARCHES"
—Paul Lavalle—MGM E4114
Paul Lavalle, who contributed to the popularity of band music with his Band of America radio program, plays 18 of the most popular marches around on this new MGM outing. The orkster doubles as arranger on many of the marches here revealing his deftness and sureness in the handling of these martial airs. Exciting bands here are "On The Mall," "Parade Of The Wooden Soldiers" and "Battle Hymn Of The Republic." Lots of good listening here.



"HIT MOVIE SONGS FROM THE EXOTIC ISLANDS"
—The Surfers—Warner Brothers WB 1493
The Surfers, primarily known for their many stints in Hawaiian and American niteries, showcase their vocal talents on this Warner Brothers session aimed at the hit movie tunes from island-oriented flicks. Both current and old film tunes are aired here as the boys read, "From Here To Eternity," "Mutiny On The Bounty" and "Waikiki Wedding." Island pics are in vogue now and the package could pull some coin.



"MANY HAPPY RETURNS OF THE DAY"
—MGM E4087
Here is a happy-go-lucky tune-filled session of standards geared for listening and sing along pleasure with orchestra and chorus conducted by Richard Wolfe. Thirteen melodies with major holiday significance are included on this MGM package which salutes birthdays, graduations, weddings, etc. Best bets here are "My Funny Valentine," "Easter Parade" and "Hawaiian Wedding Song."



"ENCHANTMENT FROM HAWAII"
—Hawaiian Islanders—Cameo C 1035
The soft, free-flowing, gentle strains of Hawaiian music has been popular since Captain Cook discovered the romantic islands almost two hundred years ago. On this top-flight, authentic set the Hawaiian Islanders dish up a dozen delightful tunes utilizing the traditional combination of the ukulele, steel guitar and native percussion. Among the best tracks are "Sweet Leilani," "Minoi Minoi" and "Makaha."



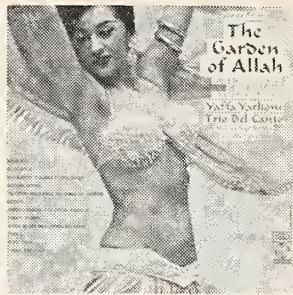
"WALTER WANDERLEY'S BRAZILIAN ORGAN"
—Capitol ST1856
Despite the plethora of bossa nova albums currently on the shelves and counters, there continues to be an emergence of new bossa nova LP's, some of which have merit, and others which are mere imitations. This authentic bit of musical Brazilia on Capitol comes from the keyboard skills of Walter Wanderley who deftly handles these subtle and intricate rhythms. The organist gets some smooth and effective instrumental and vocal backing here on "Labareda," "Volta Ja" and "O Poema Da Vida." Disk is an excellent bossa nova entry.



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



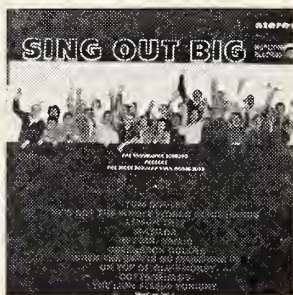
"ORIGINAL SURFIN' HITS"
—Various Artists—Crescendo GNP84
Here is an attractively packaged set of "Surfin'" hits from Crescendo by a variety of artists playing this teen-angled music. Sparked by West Coast artists, the popularity of surfin' rhythms is rapidly moving Eastward. Best bets here are "Swingin' Piper Soul" by the Soul Kings, "Surf Bird" by the Breakers, and "Let's Go Surfin'" by Jim Waller and the Deltas. Loads of dancing pleasure to be had here.



"SONGS FROM THE GARDEN OF ALLAH"
—Yaffa Yarkoni—Epic LF 18025
The exotic sounds of the East are becoming increasingly popular in the U. S. these days through the wide-spread growth of countless oriental night clubs. On this high-spirited Epic disk Yaffa Yarkoni, a native Israeli, displays an exciting emotion-charged vocal style as she offers a fine sampling of Hebrew, Greek, Algerian and Turkish items. While backed by the Trio Bel Canto the lark's talents carry her in fine stead on "Nina Nai," "Mustapha" and "Migdal Boded."



"HOWDEE!"
—Cousin Minnie Pearl—Starday SLP224
"Cousin" Minnie Pearl, who has been holding forth at the Grand Ole Opry with her own special brand of rural humor, comes up with a new laff-session on Starday. The comedienne can evoke laughter from even the most sophisticated here as she dispenses a whole bag of charm and wit on a variety of topics. Plenty of laughable enjoyment to be had here for the laffgal's many admirers.



"SING OUT BIG"
—Troubador Singers—Horizon WP 1614
With the current revival in folk music this delightful Horizon outing featuring the Troubador Singers, a madrigal group of Long Beach College students, reading some of the most popular folk tunes in recent years might well create some excitement. The crew displays a sincere, sensitive approach to the modern folk style as they offer "Cottonfields," "Lemon Tree" and "On Top Of Old Smokey." Loads of airplay potential here.



"QUICK DRAW MCGRAW"
—Original TV Soundtrack Voices—Colpix CP203
Quick Draw McGraw, one of the laughable TV cartoon characters created by Hanna and Barbera, gets into his usual difficulties here on this Colpix disk aimed at the younger set. Plenty of entertainment for the kids here as the inventive minds of the cartoonists involve the characters in a host of amusing situations. Skits included here are "In The Picnic Of Time," "Slippery Glass Slipper" and "El Kabong Strikes Again."



"LA EXCITANTE"
—Adilia Castillo—Seeco SCLP92500
Adilia Castillo, a Latin lark with a highly stylized vocal delivery, showcases her talents on this album entry from Seeco. The thrush displays wide-range vocal charms that transcend the traditional Spanish-speaking audiences for which this LP is primarily geared. The songstress effectively handles both lyric and melody as she vibrantly delivers these rhythmic Latin tunes. Included here are "Angelica," "Adios," "Que Vale Mas" and "No Me Vayas A Enganar."



"THE SONGS OF MARK SPOELSTRA"
—Folkways FA 2444
Once in a great while a new folk-blues singer comes along who deserves special attention. Such an artist is Mark Spoelstra. The young chanter-guitarist who makes his recording debut with this album displays an amazing sensitivity to folk-blues material. While playing a twelve-string guitar, Spoelstra's potent, feelingful, wide-range voice is spotlighted on such fine items as "The Times I've Had," "Deep Blues Sea Blues" and "Slip Knot." Folk buffs should really dig the session.



"THEME FROM THE LONGEST DAY"
—Niklos Andriano—Diplomat 2284
Niklos Andriano conducts the soundtrack orchestra for this Diplomat version of the music from the "Longest Day" film. Opening with Paul Anka's excellent title theme sung by a male chorus, the orkster follows up with the significant themes that identify the events of the "Longest Day." An orchestra of symphonic proportions with lots of drums and brass in the foreground contribute much to dramatic effect.

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JAZZ PICKS OF THE WEEK

"BLUE GENES"—The Three Sounds—Verve V8513

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

"JAZZ NOVA"—Paulo Alencar And His Brazilian All-Stars—Atco 33-153

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

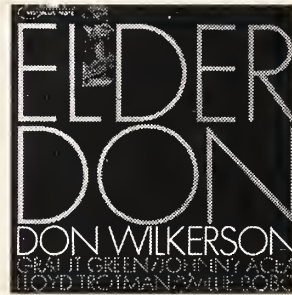
"LUIZ BONFA PLAYS AND SINGS BOSSA NOVA"—Verve V8522

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



"OUT!" — Jack Sheldon & Quartet — Capitol ST1851

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



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

CLASSICAL PICK OF THE WEEK



BELLINI: La Sonnambula, Joan Sutherland, Richard Bonyngue-Conductor—London OSA1365

The Met Prima Donna adds to a growing list of personal triumphs with this performance of Bellini's "La Sonnambula," which was recently performed for the first time in 29 years. An abrupt departure from tragedy and heroics, "The Sleepwalker" is a pleasant tale and the soprano does an outstanding job in the title role. With the orchestra and chorus of the Maggio Musicale conducted by Richard Bonyngue, and the superb voices of Miss Sutherland, Fernando Corena, Nicola Monti and Margreta Elkins, this much neglected work is beautifully revived.

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PLATTER SPINNER PATTTER

World-Wide Programing Corporation announced last week through its prexy, Stewart M. Levy, that the syndicated "Hound Dog Show," featuring George Lorenz, has started a series of taped shows daily in the Pittsburgh-Tri State area over WEEP. The outlet is a clear channel station covering three states, broadcasting from the heart of downtown Pittsburgh. Levey also mentioned that World-Wide Programing would announce in the near future other markets in which the syndicated program would be heard. Within thirty days the show will be heard from coast to coast. Negotiations are now under way with a series of other radio stations interested in presenting this top-rated program.

Pianist Jack La Forge, currently out with "What's New" b/w "Wagon Wheels" on Regina, is a big favorite in Puerto Rico via frequent personal appearances and shots on Myrta Silva's WAPA-TV San Juan stanza.

Once again WEEB-Baltimore has been designated an official polio vaccine center for the administering of type III Sabin oral vaccine. The facilities of the station have been turned over to the Public Health Service to provide a central location for residents in the northwest sector of the city to have easy access to this protective vaccine.

KHJ-Hollywood all stars recently walloped cross-town KLAC deejays, 20-6, in a basketball comedy at the

Los Angeles Sports Arena, before a crowd of 3300. The contest was played in co-operation with the Diabetes Association and was a preliminary contest to the Los Angeles Lakers—St. Louis Hawks NBA game. Jockeys and management took part in the basketball farce . . . KHJ general manager Milt Klein was the guest speaker at a seminar on "management" held at the University of Southern California's tele-communications department. Klein is a graduate of S.C.

Gary Stevens, WIL-St. Louis personality recently staged a gigantic dance and show starring Paul Peterson of the Donna Reed show, and Paul & Paula. The nationally known stars made numerous appearances in St. Louis, in addition to the Gary Stevens dance and show, with the WIL personality. More than 20,000 fans turned out to see the famous celebrities during their St. Louis trip. Stevens announced that Paul & Paula and Paul Peterson recorded special effects and promotional ideas for his nightly program, which will be introduced in the near future.

The pulsating rhythms of the Billy Taylor trio—with Ben Tucker on bass and Dave Bailey on drums—has been added to the impressive roster of "celebrities" who'll be entertaining in the SESAC celebrity suite at the Conrad Hilton hotel in Chicago during the upcoming convention of the National Association of Broadcasters (March 31st-April 3rd).

Prompted by a newswire story tell-

ing of the blood needs of a 17-year-old youth in Dallas, Texas, Fred Wallace who is suffering from hemophilia, KDWB-Minneapolis last week initiated the Red Cross Volunteer KDWB Flight for Life public service campaign to draw local and national attention to the American Red Cross' blood donor program. To do this, six KDWB air personalities flew via Braniff Airways from the Twin Cities to the bedside of youngster in Dallas, to give a pint of blood each. During their absence KDWB's Lou Riegert did a 20-hour on-the-air marathon calling for Twin Citians to volunteer their time or blood to the local Red Cross. KDWB personalities were met at the Dallas airport by staff members of Dallas radio station KBOX. Together with a number of civic leaders from Dallas, the jockeys from Minnesota and those from Texas headed for the Wadley Research Institute where the entire group donated blood for Wallace. Meanwhile in the Twin Cities the special KDWE/Volunteer phone line was kept busy constantly with calls from local citizens who wanted to do their part for National Red Cross Month by donating their time as volunteer workers or by donating their blood for Wallace, 1200 miles away in a Dallas hospital.

Over 26,000 people entered the WJBK-Detroit "Sweepstakes" at the Builders Show held in Cobo Hill, March 1 through 10. Entry blanks for the "Sweepstakes" — which offered twenty portable radios — were available at WJBK's booth in Cobo Hall and in the lobby of the WJBK Studios. Each day all six spinners drew cards that had been filled out the day before. If the person whose name was drawn heard the announcement and called the station within 30 minutes, identified himself properly, and answered a simple question about WJBK—correctly, he was awarded a transistor radio. A total of 20 lucky listeners became winners during the contest and are now enjoying

their transistor radios.

For the second consecutive year, Jack Quinlan, WGN-Chicago announcer, and play-by-play announcer of the Chicago Cubs, has been voted the Outstanding Sportscaster Award in the state of Illinois. The award was announced by the National Sportswriters and Sportscasters Association in Salisbury, North Carolina this month. The selection was made by the balloting of sportscasters and sportswriters in Illinois, with the national association tabulating the votes.

SCRIP (So. Calif. Record Industry Promoters) will honor Gary Owens, of KMPC-Los Angeles as the jockey of the month for April at the club's April 1 meeting at the Villa Capri in Hollywood. The organization will also honor Russ Regan, of Buckeye Dist., L.A., as the record promoter of the Month. Regan is also president of SCRIP.

One special feature of WEBR-Buffalo's early morning show with Al Meltzer, is the Weather Bank—a way for listeners to save money each day with the amount being determined by the weather report for the day. One loyal listener, who is moving out of western New York, sent a supply of self-addressed post cards to Al, with the request that Al mail him the amount to be put away each day.

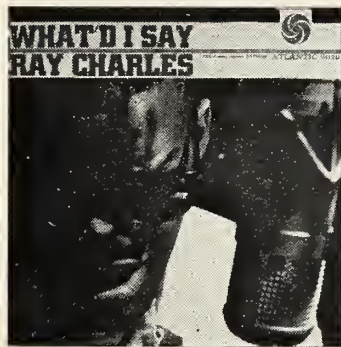
VITAL STATISTICS:

Joe Brooks given the green light as program director of WIP-Philadelphia . . . Dick Blanchard, formerly program director of WKGN-Knoxville, is holding down similar chores on WBSR-Pensacola . . . Bob Story named veep and operations director of WHIH-Norfolk . . . Bob Hardy is now station manager of KAKA-Wickenburg, Arizona . . . Tony Brooks has just taken over as program director of KMO-Tacoma . . . Dan Taylor exits his air niche on KHOW-Denver to join the deejay staff of KGBS-Los Angeles.

APRIL IS ** RAY ** CHARLES MONTH ON ATLANTIC



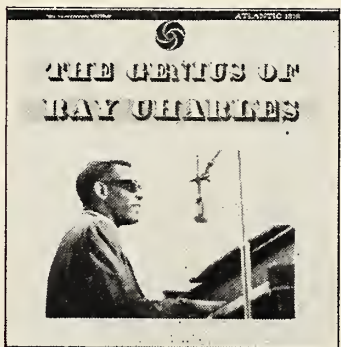
1841 Broadway, New York 23, N. Y.



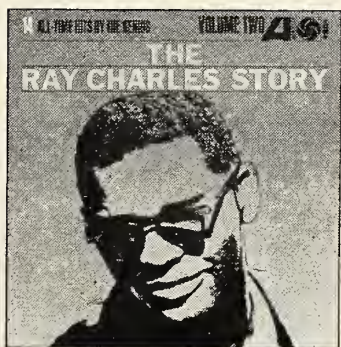
WHAT'D I SAY 8029



RAY CHARLES IN PERSON 8039



THE GENIUS OF RAY CHARLES 1312



THE RAY CHARLES STORY VOL. II 8064

1 FREE ALBUM with each 2 purchased

PRICE CATEGORY FOR CATEGORY

plus more GREAT RAY CHARLES ALBUMS

- HALLELUJAH I LOVE HER SO! 8006
- YES INDEED! 8025
- THE GENIUS SINGS THE BLUES 8052
- DO THE TWIST WITH RAY CHARLES 8054
- THE RAY CHARLES STORY (VOLUME I) 8063
- THE GREAT RAY CHARLES 1259
- SOUL BROTHERS 1279
- RAY CHARLES AT NEWPORT 1289
- FATHEAD (RAY CHARLES PRESENTS) 1304
- THE BLUES IN MODERN JAZZ 1337
- SOUL MEETING 1360
- THE GENIUS AFTER HOURS 1369
- THE RAY CHARLES STORY (2-lp set) 2-900

30-60-90 DAY DEFERRED BILLING (to qualifying dealers)

NEW YORK:

Nina Simone, currently out with an LP tagged "Nina's Choice," (Colpix) will do a one-niter at Carnegie Hall 4/12 . . . Marvin Deane up with Dick and DeeDee who are visiting East coast spinners to plug their latest (Warner Bros.) single, "Young and in Love" . . . Eartha Kitt moves into the Persian Room of the Plaza 4/10 for a four-week stand . . . Alfred Lyon, Blue Note prexy, predicts the new shortened version of Jimmy Smith's "Back At the Chicken Shack Part 1" will speed the deck up the charts . . . Jack La Forge, lawyer-88'er, out with a new deck dubbed "What's New" b/w "Wagon Wheels" (Regina) . . . The Murray Cohens (Everest) have a new son named Steven . . . Justin Tubb, Tree cleffer,

"Lena Horne Sings Your Requests" (Charter) . . . Peggy Lee, currently packing 'em into Basin Street East, plans to present some Gotham columnists with a copy of her new best-selling Capitol LP, "I'm A Woman," the presentation to be made by a lovely named Eva Norvind, a breathing illustration of the disk's title . . . Lee Crane of Golden Crest Records pens that the diskery is putting plenty of effort in promoting thrush Sandra Thompson and her new disk "He's A Good Guy" — Sandra has been named mascot of The Good Guys airways. . . .

Cadence's Bud Dollinger buzzin' that the label had it's strongest week to date on Johnny Tillotson's "Out of My Mind" and also that Liza Minelli's "You Are For Loving" is

home in Chester, Pa. . . . Mickey Eichner pens that he may have a couple of winners with "Sandra" by the Volumes and "What A Guy" by the Raindrops" (Jubilee)—the Raindrops did a couple of Philly record hops last week. . . . Prestige is very excited about the prospects for Gene Ammons' "Twistin' The Jug" LP, the "Stan Getz Greatest Hits" package and the "Miles Davis & John Coltrane Play Richard Rodgers" set. . . . Bob Yorey writes there is strong initial reaction to the Laddins newest deck, "Diamonds & Pearls" (Angie). . . . Capitol balladeer Vic Damone, who makes a Basin Street East bow this week (4/1) has a new single release dubbed "You're Just Another Pretty Face;" while in town, Vic will guest on the Garry Moore show and do a wax session for the diskery.

Charlie Fach . . . Ray Charles comes to town for a pair of concerts in McCormick Place 4/5 & 7 . . . Summit's Bill McCloud, cheering the nat'l. chart position of Peter Paul & Mary's "Puff" and hopin' for some of the same action with a new Terry Stafford coupling "You Left Me Here To Cry (Come On Home)" b/w "Heartaches On The Way" and TV star Dennis ("Chester") Weaver's "Genesis Through Exodus" which was recently picked up by Warner Bros. . . . Stepped up cross-country activity on Liberty items "The Bird's The Word" by The Rivingtons, "Insult To Injury" by Timi Yuro and "She's New To You" by Molly Bee has Harvey Goldstein and the Liberty Dist. gang jumpin' for joy . . . Tony Bennett brings his Carnegie Hall repertoire into Orchestra Hall 4/19 . . .



GEORGIA BROWN



ANDRE PREVIN



CONNIE FRANCIS



FRANKIE LAINE



NINA SIMONE



JACK LaFORGE

is out on a promo tour on behalf of his "Take A Letter Miss Gray" (Groove) and will visit every major market . . . Dottie West just out with first (Victor) release "More Than I Meant To" b/w "Touch Me" . . . Sunny Gale, newly signed with Riverside, booked into the Boulevard 4/5-6 . . . Judy Green, Lenny Salidor's gal Friday, engaged to Ensign Bill Heine, USN, will tie the nuptial knot 6/1 . . . Brenda Lee returns from a European jaunt 4/5; the lark has a newie tagged "He's So Heavenly" . . .

Connie Francis, on a ten-day concert tour of South Africa, was given the annual gold medal award naming her the top female singer around the world by Germany's Bravo magazine . . . Joe Petralia buzzes that Arlene Casey's "Bossa Nova Scotia" (Spiral) is a breakout in Flint, Mich and that the lark-comedienne will do a guest shot on the Brad Davis TV'er from Hartford; Joe also mentioned that the advance reservations for Tony Bennett's stint at the Town & Country are phenomenal. . . . The Brothers Four departed 3/25 for a month-long concert tour of Europe during which time they'll plug their upcoming release, "The 55 Days of Peking" (Columbia) . . . Swen Swenson of the "Little Me" cast has signed with Wm. Morris. . . .

London's Paul Robinson writes that Georgia Brown opened to rave reviews at the Blue Angel where she does a midnight show every nite after her "Oliver!" performance, and that the lark will soon have a new single and LP. . . . Things are really brimming at Joe Kolsky's Diamond desk what with the chart action on Johnny Thunder's "The Rosy Dance," Charlie Russo's "Preacherman" and the new-disk excitement centered on "Row, Row, Row" by the Bobettes and Diamond patee Little Julius' "The Happy Song." . . . The Craft diskery has high hopes for Donny Marchand's "Along Came Suzy" which was written by the youthful singer . . . James Buckowski writes that "Soapy" and "Wiggle Wobble" by Sonny Edwards (Cevetone) is getting plenty of deejay spins in the Newark area. . . . All-State's Mickey Wallach up to tell us he has hot items in the Pete Jolly Trio single "Little Bird" (AVA) and "How The West Was Won" Soundtrack & Dave Rose versions and

breaking thru in Chicago and N.Y.; the tune is a cut from the forthcoming Cadence original caster, "Best Foot Forward" . . . Seattle Songbird Cayle Harris, out with "Here Comes the Hurt," (Carlton) skedded for a guest shot on Buddy Dean's Baltimore TV show . . . Mary Rettig sez saxman George Young's Columbia LP, "Gold and Satin" is a steady seller . . . The Grandison Singers have just departed Gotham for a month-long European tour with two appearances at the London Palladium with Lonnie Donegan on the agenda—the gospel 'n blues group will plug their new Victor release, "All Right!" . . . Marvin Gaye, who has been hitting the upper reaches of chartdom with his, "Hitch Hiker" (Tamla) will be in the spotlight at Brookly'n's Town Hill for a week starting 4/5. . . .

Mercury's promo man about town Carl Deane foned that sales are building on Ray Stevens' "Funny Man." Brook Benton's "I Got What I Wanted" and Damita Jo & Billy Eckstine's "Love Is A Ball" — He also reported that thespian-chanter Charles Aznavour's Carnegie stint 3/30 was an SRO event . . . N. B. Mavhams, gen. mgr. of Mayhams Collegiate Records & Brandes Records, wrote that the Mayhams Collegiate diskery combined parts 1 & 2 of "My College Girl" (She Told Me So) on one side of a 45 disk in response to a bombardment of requests from Georgetown, S.C. and New York—the other side features "Play It Hard Play It Smart." The new coupling has been dubbed 5 Fortv Niner . . . "T. J." Johnson dropped us a note saying the Teen Life Record Hops are a big hit in Westchester & L.I. with Sigma 7 Productions, the Locomotions, Sunny & the Horizons, the Fabulaires, Nancy Baron, the Runarounds, the Spirals, and Ricky & the Vacels . . . Rod McKuen began a three-week stand at the Greenwich Village nitery Trude Heller's 3/29—the folk-pop singer has a new Horizon LP tagged "New Sounds in Folk Music" . . .

Ben Arigo told us that Laurie's Cathy Carr appeared with Joey Adam at the Americana's Royal Ballroom last week (3/23) for the AGVA Youth Fund. . . . Best wishes to Julie De John recently married to David J. Patterson; the newly weds are at

CHICAGO:

Needless to say, Brenda Lee's latest coupler "Losing You" b/w "He's So Heavenly" is stirring up plenty of excitement at Decca's local camp. Promo man Frank Scardino received immediate joek reaction to both sides of the deck. Also starting to happen is Jerry Keller's bow outing on Coral tagged "What Will I Tell My Darling?" . . . Heartbeat Records' prexy Seymour Schwartz advised that Dot picked up the master of "Stripper Sugar Blues" b/w "You Made Me Love You" by Seymour . . . Here's a reminder from Morty Wax to watch for an upcoming Gene McDaniels item (Liberty) which was cut in New York last week and the recent Jack LaForge pairing of "Wagon Wheels" b/w "What's New" (Regina) . . . Drop a get well card to dixielander Bob Scobey who's ailing in Billings Hospital . . . Publicitor Larry Levelett is handling local p.r. chores for SESAC during the NAB convention at the Conrad Hilton . . . RCA-Victor's dynagroove will be the subject of a half hour program on WXFM-Chicago 3/31 . . . Stacy exec John Dolan set up TV guests shots on WISH-TV (Indianapolis) and WWL-TV (New Orleans) for songster Keith O'Connor who's enjoying split play with his Stacy bow "Little Loved One" b/w "Cindy Lou" . . .

Ike Cole headed for Nashville and a 4-weeker at the Voo Doo club during which he'll plug his new Personality release "I'm Getting Mighty Lonesome For You." Ike, a look-alike for his illustrious brother Nat, just inked a 5 year agency pact with ABC . . . Irv Brusso's been on the move here exposing RCA-Victor newies "Remember Diana" by Paul Anka, "Touch Me" by Dottie West and "This Little Light Of Mine" by recent patee Amanda Ambrose . . . Barney Fields stopped by to tell us Kathy Keegan has really broken through in Chi with her Malibu waxing of "The Good Life;" and that he's getting excellent initial results with recent outings "Your Very First Love" by The Dubs (Wilshire), "What A Guy" by The Raindrops (Jubilee) and "Do The Monkey" by Beverly Ann Gibson (Jubilee) . . . "I'm Movin' On" by Matt Lucas is doing just that, especially in the north and midwest areas where it's literally soaring, according to Smash topper

Exec veepee Earl Glicken boasts a powerful lineup of singles from the Cortland Records stable. Entries include "Mr. Auctioneer" by The Starr Bros., "Go" by The Terri Tones, which boke in Buffalo, "Flame Of Love" by Johnny Cooper and a potential winner in the album dept. "The Legends Let Loose" . . . The Five Du-Tones, snappin' up sales here with their One-derful item "Shake A Tail Feather," are currently appearing at the Regal Theater . . . United Record Dist. folks expect lot'sa action with Harold Buraque's newie "I'll Take One" (M-Pac) and The Du-Ettes' "Mister Steel" (M-Pac) . . .

Now that "Pipeline" by The Chantays has busted through so successfully, Erwin Barg'll be striving towards a similar status for Dot newies "Hot Pastrami" by The Dartels, "The Gravy Waltz" by Steve Allen and "Granny's Pad" by The Viceroyes . . . An American version of Italy's San Remo festival, complete with imported recording, TV, and nitery favorites, will be presented at McCormick Place's Arie Crown theater Sunday afternoon . . . John Muse of Potter Dist. has mighty high hopes for these recent releases: "Blues For A Stripper" by Mundell Lowe (Charlie Parker), "Rambunctious" b/w "Stand By Me" by Hal Betters (Gateway), "I Miss You So" by Sunny Til & The Orioles (Charlie Parker) and "Call Me A Fool" by Norma Jean (Riverside) . . . The incomparable Hildegarde was indeed so during her opening night set at Ray Colomb's Supper Club last week, despite a mild case of laryngitis. Among first nighters was Chicago-American columnist old buddy Charlie Dawn.

Erroll Garner will be in town 4/7 for a concert at Orchestra Hall; the pianist has been working on the scoring of a new flick called "A New Kind Of Love." . . . Smash Records' Toni Fisher is preparing an act for her return to the nitery circuit. . . . Dickey Lee, currently charted with "I Don't Want To Think About Paula," (Smash) in town to talk to label chief Charlie Fach about a new waxing session. . . . Charlie also wired he is getting plenty of orders for "I'm Movin' On" by Matt Lucas, a reported biggie in the Nashville, Houston, St. Louis and Dayton areas.

(Continued on page 30)

Sweeping The Nation From Coast To Coast!

SURFIN' U.S.A.

b/w Shut Down #4932

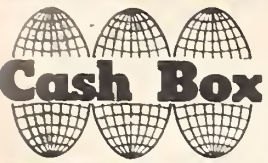


The Beach Boys

The Album That Started The Surfin' Rage!

(S)T-1808





RECORD RAMBLINGS

(Continued from page 28)

HOLLYWOOD:

Lenny Salidor, National Promotion Director for Decca Records in town for confabs with local Decca office and seeing the local disk jockeys . . . Rusty Warren, Jubilee's female comedy star opens this Tuesday at Gene Normans Crescendo . . . Evelyn Roberts, Redcoat Records back from a promotion trip on "I Wanna Be Your Lover" by Diane Edmond which is getting chart action . . . "The Good Life" by Kathy Keagan on the Malibu label getting tremendous airplay up and down the West Coast . . . Nate Duroff of Monarch Records is answering to the name "Gramps" these days. Lt. Sanford Duroff and his wife are the proud parents of a baby girl, Deborah Ilene . . . Again in the stork department, Everest General Manager Murray Cohen and wife welcomed a boy, Steven, Saturday, March 23 . . . Ral Donner planed into Hollywood last Wednesday for a Reprise Records recording session with A & R representative, James Bowen producing the single session. . . .

Oscar Award contender Andre Previn and his wife Dory Langdon have started composing the score for their first Broadway musical, "Diamond Bikini," which will be produced by the Theatre Guild next season . . . Bill and Jack Wenzell report their latest Downey production, "Pipeline" by the Chantays is heading for definite top ten everywhere. Dot is handling the national distribution, . . . Patti Page cutting her first album for Columbia Records during her four week engagement at the Sands in Las Vegas. Singer has also just been signed for a May 15 guest shot on

the Bob Hope TV show . . . Clint Walker moving into the composer field has completed a song in collaboration with Clyde Howdy titled "I'll Wait For You." Walker introduced the song last week during his appearance at a Phoenix rodeo . . . KMPC's Ira Cook received an award from the Polynesian Society for his outstanding contribution in popularizing Hawaiian Music . . . Warner Bros. has released "Hit Movie Songs From The Exotic Islands," new LP by the Surfers, Hawaiian quartet currently starring at Duke Kahanamokus in Honolulu . . . Reprise Records has signed country and western recording star Del Reeves as part of its planned expansion into country & western music . . . Frankie Laine recorded his first single record in more than five years for Columbia Records, song was "Don't Make My Baby Blue" . . . Liberty recording artist, Johnny Mann has been set to provide a unit of Mann singers to backstop Vince Edwards during his Riviera Hotel, Las Vegas date, opening 4/9 for three weeks. . . .

Garnering heavy West Coast airplay is the new album, "Hawaii and I," featuring Jack La Forge at the piano and Hammond organ . . . Jennie Smith has been set as the regular female vocalist on "The Steve Allen Show," by producer, Milt Hoffman . . . Ford Lile, San Francisco deejay, plans to resume his acting career and has commissioned Russ Garcia to handle production of an album he will record. . . . Andy DiMartino has inked Betty Turner for Coast-based Crescent Records. First release is "Blue Star" . . . Freddie Martin has returned to Capitol Records as a contractee. His

first single effort, "Carrot Top," was arranged by Jimmie Haskell . . . The Arthur Eddy Public Relations Agency is handling TV & radio promotion for "Under the Yum Yum Tree" and "Pajama Tops," Zev Budman-Stan Seiden stage productions . . . Joanie Sommers, Warner Bros. and night club singing star, was guest on "Balance 'Teen Topics'" March 24. . . .

HERE AND THERE:

Cameo - Parkway actor - songster Bobby Rydell makes his screen debut in "Bye Bye Birdie," which premieres in New York's Radio City Music Hall this week 4/4. . . . Ted Kelleme sez that the hot Columbia disks here are "Black Bottom" and "Sad Sad Boy" by the Dream Lovers, "Here I Stand"

CLEVELAND — Kapp's Dennis Ganim telegrams that Jerry Jackson's "Turn Back" is really picking up sales steam hereabouts (and in the outlying areas) and looks like a solid Top 100 contender.

MILWAUKEE — Vaughn Meader's recent engagement at the Holiday House has earned him two additional dates in '63.

NEW BRITAIN—Lou M. Ezzo, of Twin Records, informs that Mickey Leon Edwards' encore edition of "Songsmith" is now in the works. Cleffers, artists, deejays, diskeries and pubberies can contact Mickey at 196 Hartford Ave., New Britain, Conn., with any news items.



DONNY MARCHAND



SUNNY GALE



SONNY EDWARDS

by the Rip Chords," "The Bird" by the Dutones, "Popsy" by Ray Conniff, and "Soda Pop" with Bill Doggett. . . . In the Ed Barsky bailiwick the new and exciting entries are "Tears On My Pillow Tonight" by George Martell and "Love" by the Craftys with Bobby Vee's "Charms" continuing to be a blockbuster. . . . Lots o' luck to Sue Ronson, the Heller distrib's newest promo gal who'll handle the Hickory line. . . . Heller's Ella Robinson infos the hot ones here are "Missing On The Mount" by Tommy Dee (Pike), "After Last Night" by the Ribbons, (Marsh), and "Jazzberry Jam" by Googie Rene (Class).

PITTSBURGH — Nick Cenci and Jack Hakim note that Fenway distrib's hit-of-the-week is Lou Christie's "Two Face Have I" (Roulette), that the Rockyfellers' "Killer Joe" (Scepter) is a red-hot city breakout and that Jay & the Americans' "Strangers Tomorrow" (UA) is a late starter.

SEATTLE—Dan Niles of Northwest Record Center, items that there are three big new decks breaking hereabouts. They're the Appalachians' "Bony Maronie" (ABC), Bobby Goldsboro's "Runaround" (Laurie) and the Everly Bros. "Nancy's Minuet."



National Breakout!

"From A Jack To A King"

Ned Miller

FABOR - FLP #1001

Hot Singles

"One Among Many"

b/w

"The Man Behind The Gun"

(Both sides out of the Album)

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FABOR #116

"Burning Desire"

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**FROM THE MGM MOVIE SOUND TRACK
"IT HAPPENED AT THE WORLD'S FAIR"
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ORDER BIG...ORDER NOW! RCA VICTOR**

 The most trusted name in sound 

THE ORIGINAL SMASH HIT!



"LITTLE BIRD"

IS BY

THE PETE JOLLY TRIO

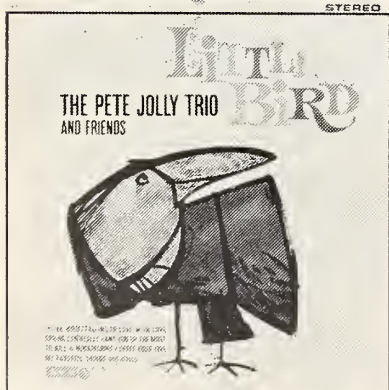
AND FRIENDS

C/W

FALLING IN LOVE WITH LOVE

C-116

AVA RECORDS



ALSO A SMASH HIT ALBUM!

LITTLE BIRD

THE PETE JOLLY TRIO AND FRIENDS

A/AS-22



Ava Records are distributed by MGM Records

ALBUM PLANS

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

ATLANTIC & ATCO

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

ARGO, CHESS, CHECKER

20% free merchandise deal. Expires: April 30.

CAPITOL

"Greenback Dollar Days"—Consumers get any Kingston Trio album for \$1 if they buy another at the regular price. Dealers get one LP for 62¢ for each one purchased at the regular price. Deferred billing. Expires: April 30; dealers also get 2 free LP's for every 10 they purchase on Dickie Dale's "Surfers' Choice" LP. Deal applies only to initial orders; on the label's 'Capitol'-of-the-world series' German-Austrian catalog, dealers get 1 free LP for every 2 purchased at the regular price.

COLPIX

"Sing Along with Jack Plan"—Special deal when purchasing 7 albums in plan. Expires: May 10.

DOT

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

FIRE/FURY

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

HORIZON

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

LIBERTY

"Follow the Sales Leader": 15% discount take off the face of the invoice on all dealer orders of Liberty & Dolton product; 100% exchange privilege, with merchandise exchangeable after July 1, 1963; payments: 1/2 April 10, 1/2 May 10.

NASHBORO

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

PHILIPS

10% discount on catalog. Expires: April 15.

PRESTIGE

15% discount on 10 of the label's top-selling LP's; 10% discount on rest of catalog. Expires: May 31. New Lightnin' Hopkins LP on Bluesville at a 15% discount. Deal ends April 30.

REQUEST

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

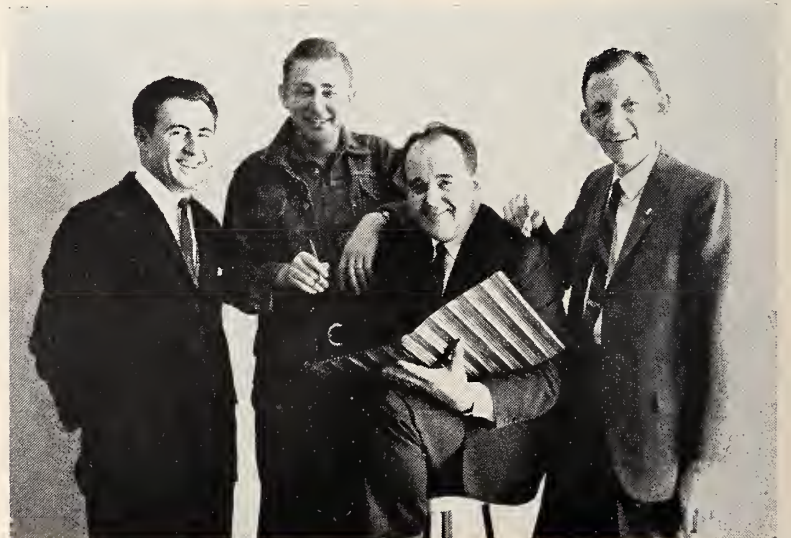
SELECT

15% discount on "Who Stole the Keeshka?" LP by the Matys Bros. Described as 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.

King Re-Inks Lattie Moore



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

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RAINDROPS

Jubilee 5444

SANDRA
THE
VOLUMES

Jubilee 5446

THE
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KATHY
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Malibu 1219

YOUR VERY
FIRST LOVE
THE DUBS

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LAFF ALONG WITH FOX



DTL 832 "LAFF ALONG WITH FOX"

The Ticked Soul of HATTIE NOEL



DTL 829 "THE TICKLED SOUL OF HATTIE NOEL"

MARTIN LUTHER KING AT ZION HILL



DTL 831 "MARTIN LUTHER KING AT ZION HILL"

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Smash Follow-Up to WIGGLE WOBBLE

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ACTIVE with OPS

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HEART OF MY HEART WHEN YOUR HAIR HAS TURNED TO SILVER
Frank Fontaine (ABC 10384)

PARADISE
April Stevens & Nino Tempo (Atco 6248)

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

THE FOOL
Jamie Coe (Bigtop 3139)

MOTHER, PLEASE
Jo Ann Campbell (Cameo 249)

REVEREND MR. BLACK
Kingston Trio (Capitol 4951)

PRIMA DONNA
Glen Campbell (Capitol 4925)

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

THIS OLE HOUSE
Jimmy Dean (Columbia 42738)

ANDY WILLIAMS (5 PACK)
(Columbia JM-5)

CIGARETTES AND COFFEE BLUES
Marty Robbins (Columbia 42701)

HAPPY BEAT (5 PACK)
Ray Conniff (Columbia JM-9)

BABY COME HOME TO ME/ROSES AND ORCHIDS
Burl Ives (Decca 31479)

YES SIRE
Earl Grant (Decca 31468)

MISERLOU
Dick Dale (Del-Tone 5019)

THE ROSY DANCE
Johnny Thunder (Diamond 132)

HOT PASTRAMI
Dartells (Dot 16453)

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

BURNING DESIRE
Wade Ray (Fabor 115)

STRIPPER SUGAR BLUES
Seymour (Heartbeat)

BLUE
Bill Lindsey (Hillcrest 101)

RUSTY WARREN SINGS
(Jubilee EP-45-2049)

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

CALL ME IRRESPONSIBLE
Jack Jones (Kapp 516)

DIANE
Joe Harnell (Kapp 521)

INSULT TO INJURY
Timi Yuro (Liberty 55552)

THERE'S NO SUCH THING AS LOVE/SHE'S JUST ANOTHER GIRL
Anthony Newley (London 5201)

HAMBONE
Red Saunders (Okeh 7166)

ISLAND OF DREAMS
Springfields (Phillips 40099)

SHE'LL NEVER, NEVER LOVE YOU (LIKE I DO)
Teresa Brewer (Phillips 40095)

CALL ME IRRESPONSIBLE
Frank Sinatra (Reprise 20,151)

GOING THROUGH THE MOTIONS
Keely Smith (Reprise 20149)

ANN-MARIE
Belmonts (Sabina 509)

THE LOVE OF MY MAN
Theola Kilgore (Serock 2004)

I'M MOVIN' ON
Matt Lucas (Smash)

HARD HEAD
Louis Jordan (Tangerine 930)

EL WATUSI
Ray Baretto (Tico 419)

ONE BOY TOO LATE
Mike Clifford (UA 588)

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

BILL BAILEY
Ella Fitzgerald (Verve 10288)

NEW ADDITIONS to TOP 100

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

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

80—THE BIRD'S THE WORD
Rivingtons (Liberty 55553)

84—I LOVE YOU BECAUSE
Al Martino (Capitol 4930)

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

99—SHUTDOWN
Beach Boys (Capitol 4932)

BATTLE WINNER

"LITTLE LOVED ONE"
KEITH O'CONNOR

#958

STACY RECORDS
CHICAGO 16, ILL.

A Hit For All
"AMAZON BOSSA NOVA"

Another Plan For School Mixup

THE CALS

LOADSTONE 1600

OCEAN WAVES

c/w COUNTRY WOMAN

THE CALS

LOADSTONE 1500

LOADSTONE RECORDS

163 Orizaba Ave. San Francisco 27, Calif.

\$ALES ARE GETTING BIGGER!

Write up your orders on these top sellers



... ON **MARY WELLS'**

Smash Single



“LAUGHING BOY”

Motown 1039

Billboard #49
Music Reporter #87

Music Vendor #78
Cash Box #98



Motown 607

... ON **THE MARVELETTES**

“LOCKIN' UP MY HEART”

Tamla 54077



HITS ARE OUR BUSINESS

TAMLA / MOTOWN / GORDY

2648 W. Grand Blvd., Detroit, Mich.



New Release!

"PUSH OVER"

ETTA JAMES
ARGO 5437

FIRST SERVING!

"HOT CAKES"

(FIRST SERVING)
DAVE BABY CORTEZ
CHESS 1850

"GOT YOU ON MY MIND"

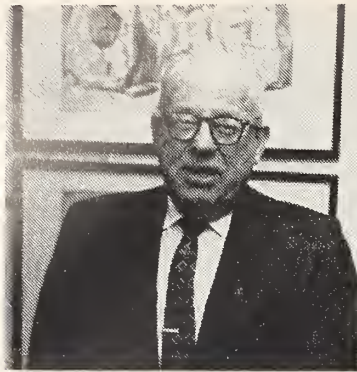
COOKIE & HIS CUPCAKES
CHESS 1848

"HEARTBREAK SOCIETY"

THE RADIANTS
CHESS 1849

CHESS
PRODUCING CO
2120 Michigan Ave.
Chicago 16, Ill.

Record Dealers Fete Columbia's Southard On His Retirement



PAUL SOUTHARD

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

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

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

Columbia label performers Tony Bennet and Lois Hunt with Earl Wrightson were on hand also to perform for the gathering. Diskery's Gene Weiss took over as emcee after Grossman toasted Southard with a plaque from the N.Y.-N.J. dealers.

Southard, who started in the music business as a salesman with the Aeolian Co., makers of pianos and phonos, back in 1916, moving on to stints with the Brunswick Balke Collender Co., phono-disk manufacturers (1924-33) and RCA Victor (1933-39), where he developed 16 Victor distrib. He came to Columbia in 1939 just after it was purchased by the Columbia Broadcasting Corp. in January of that year.

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

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

In 1943 Southard was elected vice-president in charge of sales and advertising, and in 1948 was appointed vice-president in charge of merchandising, which incorporated sales, distribution, advertising, sales promotion and publicity. It was in this year that Southard made the now-famous initial presentation of the LP record at the 1948 Columbia Sales Convention in Atlantic City, opening the meeting with the announcement, "Ladies and Gentlemen: We bring you the Columbia Long-Playing Microgroove Rec-



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.

"LITTLE BAND OF GOLD"

JAMES GILREATH Joy 274

"TWO FACES HAVE I"

LOU CHRISTIE Roulette 4481

"A LOVE SHE CAN COUNT ON"

MIRACLES Tamla 54078

"THE BIRD'S THE WORD"

RIVINGTONS Liberty 55553

Stu Phillips To Hollywood

NEW YORK—Stu Phillips, the indie producer for Colpix Records, is moving to Hollywood this month to setup permanent residence there with his wife and infant daughter, Cash Box has learned.

One of the factors prompting Phillips decision to leave New York for the west coast is his recording activities with Colpix's stars Shelley Fabares, Paul Petersen and Jimmy Darren, all of whom live and cut their sessions in Hollywood.

As a cleffer, Phillips has been moving in on the flick-TV fields. He's responsible for the score for the upcoming flick, "The Man From The Diner's Club," and expects to create further feature pic scores. His TV credits include music for a proposed Bobby Rydell-William Bendix series and next fall's "Harry's Girls."

Phillips will work out of the Hollywood offices of Columbia Pictures, which is the parent company of Colpix.

ord!" He then proceeded to develop a market for 33-1/3 RPM Records, which required new phonos.

In 1950 he bought into Times-Columbia Distributors, New York distrib. for Columbia and became executive vice-president, in complete charge of the entire operation. Later, he also took over the Newark territory distribution.

In 1958, Columbia took over the New York and Newark distribution, established Columbia Branches there and asked Southard to manage them, which he has done from 1958 until his retirement in early 1963.

In 1962 Columbia Records instituted a new award for "continued excellence and outstanding individual contribution to Columbia Records and our industry." Southard was last year's winner and first recipient of this award.

In tribute to him, henceforth this will be known as the "Paul E. Southard Sales Achievement Award." The award is a gold facsimile of the first Columbia LP.

Columbia's first LP, by the way, was a classical entry by Eugene Ormandy and The Philadelphia Orchestra.

Prestige Discount, Deals On LP's, Singles

NEW YORK—Prestige Records is launching a number of discount plans this month.

LP-wise, the label is offering a 15% discount on ten of its best-selling LP's and a 10% discount on the rest of its catalog. These deals end May 31. In addition, there's a 10% discount on a new entry on the Bluesville tag, "Lightnin' Hopkins Last Night Blues with Sonny Terry." This program ends April 30.

Singles-wise, a collection of Prestige 45's are available at a 15% discount to one-stops and jukebox operators, as are 13 Bluesville 45's. Both of the singles deals terminate April 30.

The "top 10" LP's available at a 15% discount are: "Bad Bossa Nova," Gene Ammons; "Screamin'," Jack McDuff; "Bossa Nova Plus," Willis Jackson; "Soul Summit," Gene Ammons; "Brother Jack Meets The Boss," Jack McDuff-Gene Ammons; "Standard Coltrane," John Coltrane; "Shirley Scott Plays Horace Silver," "Getz Greatest Hits," Stan Getz; and "Cookbook Volume 3," Eddie Davis; and "Lonely & Blue," Etta Jones.

Capitol Gives Gal Surf Group A Pact

HOLLYWOOD—The Honeys, possibly the world's first femme surfing vocal combo, have been signed by Capitol and will debut with their first single record April 8.

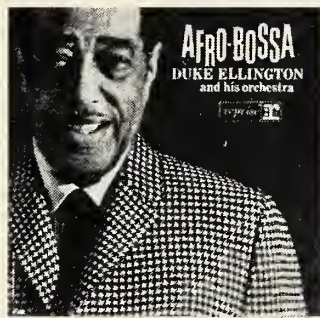
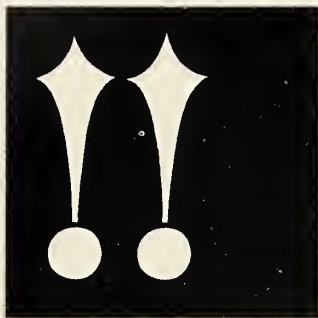
The Honeys are Sandra Glantz, Dianne Rovell, and Marilyn Rovell, all Los Angeles teenagers. Diane and Marilyn are sisters and Sandra is their cousin.

Their first release couples "Shoot The Curl" and "Surfin' Down The Swanee River." Diane and Sandra, expert surfers, wrote the top side, taking a popular surfers' term for the title and theme. The flip was written by Brian Wilson, leader of Capitol's Beach Boys. (Wilson acknowledges the inspiration of Stephen Foster.)

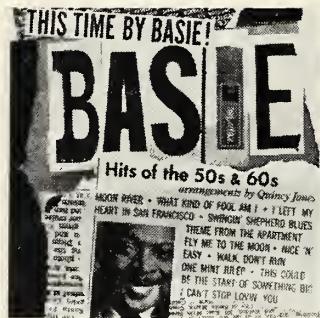
"Honeys," too, is surfer jargon for girl surfers.

Capitol's surfing roster now includes The Beach Boys and Dick Dale, as well as The Honeys. The Beach Boys are currently clicking with their third straight hit single, "Surfin' U.S.A.," and Dick Dale has his hit album, "Surfers' Choice."

REPRISE IS FOR JAZZ



AFRO BOSSA—DUKE ELLINGTON 6069



THIS TIME BY BASIE 6070



DIZZY GILLESPIE IN EUROPE 6072



KESSEL / JAZZ—CONTEMPORARY LATIN RHYTHMS 6073



MAVIS MEETS SHORTY 6074



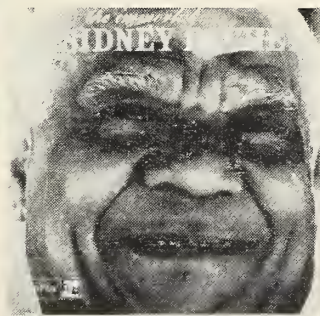
CHICO HAMILTON—A DIFFERENT JOURNEY 6078



CANO PLAYS MANCINI 6068



THE IMMORTAL DJANGO REINHARDT GUITAR 6075



THE IMMORTAL SIDNEY BECHET 6076



GOOD LITTLE MAN—MARV JENKIN 6077



PORTRAITS IN JAZZ 6084

FOR JAZZ IN DEPTH



BLUE NOTE HAS THE HOTTEST Jazz Singles

IT'S A HIT!
LOU DONALDSON
FUNKY MAMA
 BLUE NOTE 45x1868
 FROM HIS NEW ALBUM—BLP 4108
"THE NATURAL SOUL"

ON ALL CHARTS
JIMMY SMITH
BACK AT THE CHICKEN SHACK
 BLUE NOTE 45x1877
 FROM HIS ALBUM—BLP 4117

THE ORIGINAL
HERBIE HANCOCK
WATERMELON MAN
 BLUE NOTE 45x1862
 FROM HIS ALBUM—BLP 4109
"TAKIN' OFF"

DJ's: The 3 records listed above are available in special edited copies. Write for your samples now!

IKE QUEBEC
SHU SHU/ LIEBSTRAUM
 BLUE NOTE 45x1875
 FROM THE ALBUM—BLP 4114
"SOUL SAMBA"

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



Bach Re-Issues Newcomers In Spring LP's From Westminster

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

The new entries, available in mono & stereo, include: "Jan Peerce Sings Handel Arias," Beethoven: Christ on the Mount of Olives, with Jan Peerce, Maria Stader, Otto Wiener, Vienna Academy Chorus, Vienna State Operat Orch. conducted by Hermann Scherchen (first recording of the work); "Knappertsbusch Conducts Wagner," Munick Philharmonic Orch.; "Maria Stader Lieder Recital," Offenbach: Famous Overtures, Herman Scherchen conducting the Vienna State Opera Orch., "List Plays Liszt," Eugene Liszt, piano, Carroll Glenn, violin, Gyorgy Lehel conducting the Vienna State Opera Orch.; Mozart: "The Two Sinfonie Concertanti," Chamber Orchestra of Lausanne, Victor Desarzens conducting; Scarlatti: Sonatas, Fou Ts'ong, piano; "The Gypsies are Singing," The Sandor Lakatos Ensemble of Budapest; "Classic Cymbalom," Aladar Racz, cymbalom; Ivonne Racz, piano.

Harry Fox Office To Audit Labels In Hong Kong

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

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

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

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

Atlantic Issues Laff LP By Writer of "Who's In Charge"

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

Angel Makes It 6 Albums For Jan.

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

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

The late Francis Poulenc is joined by Jacques Fevrier for this new stereo performance of Poulenc's "Concerto in D Minor for Two Pianos And Orchestra" and "Concert Champetre for Harpsichord and Orchestra." The recording also marks the debut of harpsichordist Aimee Van de Wiele. Georges Pretre conducts the Orchestre de la Societe des Concerts du Conservatoire.

From Sviatoslav Richter's recent Italian recitals is a program of Schumann works, "Papillons," "Sonata NO. 2 in G Minor," and "Carnival of Vienna."

Otto Klemperer conducts The Philharmonia Orchestra and Chorus in a stereo performance of Mahler's "Symphony NO. 2 in C Minor (Resurrection)." Featured soloists are Elisabeth Schwarzkopf and Hilde Rossi-Majdan.

Pianist Moura Lympany plays "Famous Classics for The Piano," including works of seven composers, among them Debussy, Chopin, Liszt, and Schumann.

The "Great Recordings of the Century" selection for April is the classic Pablo Casals-Jacques Thibaud-Alfred Cortot performances of Brahms' "Double Concerto in A Minor" (1929) and Mendelssohn's "Trio in D Minor" (1927).

Pitts. Distrib Moves

PITTSBURGH—Mobile Record Service Co., a distrib, has moved to new general offices in the Loeffler Building, third floor, at 121 Meyran Ave., this city. Warehouse remains at 906 Forbes Ave., and the mailing address continues to be: P.O. Box 2879, Pittsburgh, Pa.

Brantley To Amy-Mala As Nat'l Promo Mgr.



NEW YORK—Johnny Brantley, who has been associated with various labels on an indie basis, has tied-up with the Amy-Mala disk setup as national promotion manager. Brantley replaces Jack Fine, who recently joined Atlantic Records as promo topper.

TOP 100 ARTISTS

(See Top 100 titles and labels)

Alderley, Cannonball	100
Alpert's, Herb, Tijuana Brass	98
Beach Boys	47, 99
Beecher, Johnny	82
Bennett, Tony	15
Benton, Brook	28, 72
Bland, Bobby	58, 69
Bradley, Jan	43
Brown, Maxine	92
Butler, Carl	96
Cascades	6
Chamberlain, Richard	20
Chandler, Gene	81
Chandler, Kenny	90
Chantays	25
Charles, Ray	31
Checker, Chubby	29, 38
Chiffons	1
Christie, Lou	66, 78
Cookies	23
Cole, Nat "King"	44
Cymbal, Johnny	19
Darin, Bobby	9
Davis, Skeeter	2
Dick & Deede	50
Dion	21, 32
Drifters	42
Duprees	77
Earls	87
Eddy, Duane	63
Exciters	71
Four Seasons	14
Francis, Connie	11
Gaye, Marvin	73
Gilreath, James	76
Gorme, Eydie	13
Guaraldi, Vince	46
Harris, Rolf	51
Hippies	91
Holiday, Jimmy	62
Jackson, Chuck	57
Jan & Dean	37
King, Ben E.	62
Kingston, Trio	49
Lawrence, Steve	22
Lee, Dickey	74
Little Eva	60
Little Peggy March	12
Love, Darlene	93
Lymon, Arthur	64
McCurn, George	94
Mancini, Henry	30
Marvelettes	61
Mathis, Johnny	35
Martino, Al	84
Miller, Ned	67
Miracles	79
Nelson, Rick	48, 59
Newton, Wayne	90
Orbison, Ray	10
Orlons	4
Paul & Paula	18, 41
Percells	75
Peter, Paul & Mary	16
Petersan, Paul	70
Pitney, Gene	40
Presley, Elvis	24
Pursell, Bill	7
Randolph, Boots	39
Rebels	33
Rip Chords	89
Rivingtons	80
Rocky Fellers	68
Rooffop Singers	52, 55
Rydell, Bobby	65
Ruby & Romantics	3
Russo, Charlie	85
Santomaria, Mongo	36
Sharp, Dee Dee	17
Shepherd Sisters	86
Shirley	53
Smith, Jimmy	97
Soul, Jimmy	56
Saxx, Bob B.	45
Stevens, Ray	83
Tillotson, Johnny	27
Vee, Bobby	54
Vintan, Bobby	26
Warwick, Dianne	95
Washington, Baby	88
Wells, Mary	34
Williams, Andy	5
Wilson, Jackie	8

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.

PATSY CLINE'S WALKING AFTER MIDNIGHT

**HER MILLION SELLER RE-RELEASED
ON EVEREST #2020**



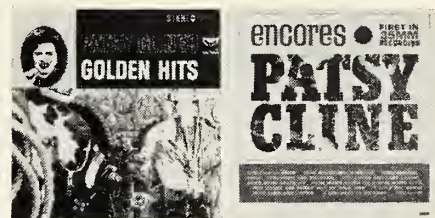
NEW RELEASE IN MEMORIAM—PATSY CLINE

MONO 5217 • STEREO 1217

INCLUDES: WALKING AFTER MIDNIGHT

**SPECIAL
30 DAY OFFER**

**BUY FIVE, GET TWO FREE OF ANY
PATSY CLINE ALBUM ON EVEREST**



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

HEADING FOR NO 1 THE ORIGINAL HIT VERSION **JIMMY HOLIDAY'S** **“HOW CAN I FORGET?”**

EVEREST #2022

EVEREST / THE FIRST IN 35MM SOUND

Bernie Solomon: President • Murray Cohen: Vice President-General Mgr.



On The Route To Being A Hit

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LUMANS

"INTERSTATE
FORTY"

GOING
HIGHER
WITH THE
HITS!

that's



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SOUTH STREET"

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Philadelphia 23, Pa.

DON'T
FORGET

P.F.C.

Ritchie
ADAMS

Liberty Bash For N.Y. Branch Opening & It's A Ball!

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

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

Diskery's artists present were Bob-By Vee, Nancy Aimes, Molly Bee, Si Zentner, Ed Townsend, Eddie Heyward, Jan of Jan & Dean, Martin Denny, among others.

ABC-Par Disk Family Gets New Houston Distrib

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

Cover Single Tells Of Civil War Battle

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

Capitol Bowing 6 Stereo Tapes

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

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

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

Carlton Buys Hot Canadian Master

NEW YORK—Carlton Records has acquired the U.S. distribution rights to a hot Canadian master, "Run, Run, Run" by Orval Prophet, from Spartan Records of Canada. Prophet has come down into the U.S. for deejay visits in Florida, Nashville, West Va. and Atlanta. The date is copyrighted by the BMI-Canada Music Publishers stable, which has the big Top 100 item, "Our Winter Love."

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

Form Broadcasting Service Firm

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

Keiner, currently manager of KFMB-San Diego, said the firm plans to create broadcast audience promotions, devise and conduct sales promo events, produce radio and TV programs and, later on purchase broadcast properties. It will also serve as management consultants to station owners. Veep is Geoff Edwards, presently program director of KFMB.

Traveling For "Things"



NEW YORK—Billy Storm recently traveled around radio stations, record hops, etc. in Gotham promoting his new Vista single of "Lonely People Do Foolish Things." The chanter (center) is shown with Vista promo man Bob Barron (left) and WMCA's Joe Bogart in the left pic. In the middle photo Storm is pictured with Warner Brothers' Dick and Deedee. Standing (left to right) in the right pic are Storm, Al Altman of Mutual Distributors, Vista's Boston distributorship, and United Artists songster Mike Clifford.



TOP 50
IN
R&B LOCATIONS

		Pos	Last Week
1	HE'S SO FINE Chiffons (Laurie 3152)		1
2	OUR DAY WILL COME Ruby & Romantics (Kapp 501)		2
3	SOUTH STREET Orlans (Cameo 243)		3
4	BABY WORKOUT Jackie Wilson (Brunswick 55239)		5
5	TELL HIM I'M NOT HOME Chuck Jackson (Wand 132)		6
6	I GOT WHAT I WANTED Brook Benton (Mercury 72099)		9
7	DON'T SET ME FREE Ray Charles (ABC-Paramount 10405)		4
8	LAUGHING BOY Mary Wells (Motown 1039)		7
9	LET'S LIMBO SOME MORE Chubby Checker (Parkway 862)		11
10	WALK LIKE A MAN 4 Seasons (VeeJay 485)		8
11	DO THE BIRD Dee Dee Sharp (Cameo 244)		12
12	DON'T SAY NOTHING BAD ABOUT MY BABY Coookies (Dimension 1008)		16
13	TWENTY MILES Chubby Checker (Parkway 862)		18
14	WHY DO LOVERS BREAK EACH OTHER'S HEART Bob B. Soxx & Blue Jeans (Phillies 110)		10
15	ON BROADWAY Drifters (Atlantic 2182)		20
16	HOW CAN I FORGET Jimmy Holiday (Everest 2022) Ben E. King (Atco 6256)		19
17	HITCH HIKE Marvin Gaye (Tamla 54075)		13
18	WATERMELON MAN Monga Santamaria (Battle 45909)		24
19	THIS EMPTY PLACE Dionne Warwick (Scepter 1247)		30
20	ALL OVER THE WORLD Nat "King" Cole (Capital 4919)		22
21	LET'S TURKEY TROT Little Eva (Dimension 1006)		14
22	CAST YOUR FATE TO THE WIND Vince Guaraldi (Fantasy 563)		29
23	FOOLISH LITTLE GIRL Shirley (Scepter 1248)		34
24	LOCKIN' UP MY HEART Marvelettes (Tamla 54077)		26
25	YOU'VE REALLY GOT A HOLD ON ME Miracles (Tamla 54073)		17
26	SEND ME SOME LOVIN' Sam Cooke (RCA Victor 8129)		21
27	MAMA DIDN'T LIE Jan Bradley (Chess 1845)		23
28	WHAT ARE BOYS MADE OF Purcells (ABC Paramount 10401)		40
29	THAT'S THE WAY LOVE IS Bobby Bland (Duke 360)		25
30	ASK ME Maxine Brown (Wand 135)		41
31	WHAT WILL MY MARY SAY Johnny Mathis (Columbia 42666)		15
32	SANDY Dion (Laurie 3153)		35
33	HE'S GOT THE POWER Exciters (United Artists 572)		33
	WILD WEEKEND The "Kin" Rebels (Swan 4125)		31
35	THAT'S HOW HEARTACHES ARE MADE Baby Washington (Sue 783)		43
36	THE DOG Rufus Thomas (Stax 130)		32
37	PIPELINE Chantays (Dot 16440)		—
38	THE LOVE OF MY MAN Theola Kilgore (Serock 2004)		44
39	HEY PAULA Paul & Paula (Phillips 40084)		28
40	THE BIRD'S THE WORD Rivingtons (Liberty 55528)		—
41	TODAY I MET THE BOY I'M GONNA MARRY Darlene Love (Phillys 111)		49
42	BACK AT THE CHICKEN SHACK Jimmy Smith (Blue Note 1877)		46
43	NEVER Earls (Old Town 1113)		—
44	MEMORY LANE Hippies (Parkway 863)		48
45	CALL ON ME Bobby Bland (Duke 360)		38
46	RAINBOW Gene Chandler (Vee Jay 468)		—
47	IF YOU WANNA BE HAPPY Jimmy Soul (SPQR 3305)		37
48	JIVE SAMBA Cannanball Adderly (Riverside 4541)		39
49	I'M EVIL Lightnin' Slim (Excelsa 228)		50
50	DEARER THAN LIFE Brook Benton (Mercury 72099)		27



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LENOX RECORDS RELEASE #5565

Audio Fidelity Happenings



NEW YORK—In the top pic new jazz vibraphonist Walt Dickerson (center) is shown inking an inclusive recording contract with Audio Fidelity Records. AF prexy Sidney Frey (left) and label A&R director, Tom Wilson are shown congratulating their new artist. Teri Thornton (center) is flanked by Tom Wilson and Sidney Frey in the bottom shot. The lark is currently putting her hopes in her recently-released single and LP tagged "Somewhere In The Night."

CRDC Deal On German-Austrian LP's

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

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

Capitol's Rice & Meggs Honored For Pic Documentary

OKLAHOMA CITY—The documentary flick, "Appaloosa"—written, directed and produced as an extracurricular activity by two Capitol Records execs—has been named "Outstanding Western Documentary Film of 1962" by the National Cowboy Hall of Fame and Western Heritage Center.

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

The 30-minute, color film features narration by TV star Dale Robertson. The picture, which was sponsored by the Appaloosa Horse Club, Inc., Moscow, Idaho, was produced on location in northern Idaho during the summer of 1961.

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

Also honored as Western Heritage award-winners will be episodes from two television series, "Death Valley Days" (Outstanding Factual TV Program) and "Stoney Burke" (Outstanding Fictional TV Program).

Epic Names Apex/Martin As Its Distrib In Newark

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

Groove Inks Johnny Nash



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

20th Fox Issues "Longest Day" Track

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

Cool Helping Hand: Chi Jazz Concerts To Benefit Chi Symphony

NEW YORK—Top-name jazz talent will display their art in behalf of long-hair music when they gather at the Chicago Civic House April 27 & 28 for evenings of "Jazz Supports the Symphony."

Concerts are being sponsored by the Committee for Economic & Cultural Development of Chicago to raise funds for the Chicago Symphony Orchestra. They'll be taped by CBS-TV for telecast on five outlets over the CBS network (Chicago, May 20, New York, 21, Philadelphia, 22, St. Louis, 23, Los Angeles, 24) under the title of "The International Hour: American Jazz."

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

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

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

Max King Re-Opens Mgt. Firm In N.Y.

NEW YORK—Max King, vet entertainer, producer and personal manager together with J. Robert Price, has reopened his office for personal management. The name of the firm is Max King Associates, located at 1697 Broadway, Suite 601.

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

Firm is seeking both new and established acts.

BIOS

Dick & Deedee



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

Everything started when Dick St. John, whose painting talents won him a scholarship to the Los Angeles Art Institute, was working on a sketch one morning. It was a mountain scene, but to Dick's critical eye, something was lacking. Suddenly a melody entered his mind. He tried repressing it, but finally gave up and concentrated on the song. With the lyrics and melody down in black and white, Dick took the tune to this grammar school friend, Deedee. A Liberty recording contract followed and in short order the new duo cut "The Mountain's High," which quickly skyrocketed up the charts.

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

Percells



The Percells, who are presently riding the Top 100 with "What Are Boys Made Of," consist of Gail Jones, 20, Betty Lloyd, 18, Jean Johnson, 17, and Joan Paulin, 20.

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

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

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

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NARAS Seminar Takes Up Specialty Lines

NEW YORK—The importance of a strong catalog, of sincerity and simplicity, of a direct approach, of dedication, and the unimportance of big names and stereo were some of the many subjects discussed by panelists Moses Asch, Arthur Shimkin and moderator David Hall during the eighth session of the NYU-NARAS "Art of Recording" seminar last week Mar. (26) in the RCA Exhibition Hall.

Beamed at specialty records, the informal discussion began with vet record man Hall, now president of Composers Recordings, Inc., stating, "If you must go into the record business and choose not to go with the majors, then come up with something different that fills a need." After noting that specialty record men are loners and rugged individualists, he introduced Asch, president of Folkways Records, for years a leading figure in the folk and ethnic record fields.

Asch proceeded to point out that the popularity of documentary and folk records is "nothing new." He noted that Columbia's 1919 catalog contained records for 30 different ethnic groups, with a separate catalog for each group; that RCA's catalog in the same year listed such items as Dickens "Scrooge" and "Paul Revere's Ride," and "what was happening on the vaudeville stage then was happening on records, just like TV today. But the current approach is less isolated than that of many years ago. "It's more of a one world view of life. But though the viewpoints are changing, it's still the same old record industry."

Asch proceeded to emphasize the importance of catering to the needs of specialty audiences. A one thousand record sale of most items is considered sufficient. "We can't get too broad or else those 1,000 customers would leave us. We can't compete with the majors, doing what they are doing, because then we would have no customers." Noting that he had 900 specialty items in his current catalog, he stated that he wished he could have 900 more because there was at least that much more worthwhile material to record. Everything he records, he averred, has to have a meaning. "I never record a sound just for sound's sake."

Shimkin, the founder of Golden Records and now president of its producing arm, Hudson Productions, Inc., continued with two basic problems facing the children's record producer: (1) children's limited pre-knowledge, "so that you can't infer anything before you start," and (2) the importance of the words, "so that you don't sacrifice clarity for mood or intent."

He stated that "children are no better or worse than adults. Their entertainment level is the same as that of their parents or of adults to whom they've been exposed. The first consideration is preparing for a children's recording is to determine whether the material itself is worth it without the artist." Shimkin went on to say that big names often mean very little in children's records; that only a very few of the well-known performers Golden has used have helped the sales of record, and that, in fact, "when we used Bing Crosby, we found out he didn't mean very much. But when we released the same bit of material without Crosby, it out-sold his version two to one." As a possible explanation, Shimkin stated the reaction of the parents might have been "Crosby for children? No!"

Emphasizing again the need for a direct approach on a level children can easily comprehend, Shimkin stated categorically that "the ultimate consumer, the child, cannot be betrayed." When questioned as to the importance of the actual buyer, namely the parent, Shimkin agreed he counted insofar as the original impulse sale was concerned but that the image of a record line rested on the reaction of the child, himself. That's what triggered his non-betrayal remark.

After a discussion of the increase in the use of records along educational lines (Shimkin brought up the increasing use of visual-aural-tactile

Sees Saving "Live" Jazz With "Plain-Pipe-Rack" Acts

NEW YORK—"The 'plain-pipe rack' approach may be the only way to save live jazz in the clubs," says Les Davis, long-time jazz dj and current helmsman of the weekly Sunday afternoon soirees at the new Five Spot in Greenwich Village.

"We all know that many of the high-priced jazz combos are bombing out these days. There are any number of contributing factors—the traditional January-February, Lenten-season slump; the expense account hassle, etc.—but the basic factor is the big nut most clubs must crack these days. The big names of jazz—and their agents—are getting so much front money that the clubs have been forced to jack up their prevailing cover and minimum charges. As a result, the average jazz fan—a budget spender—can only say, 'Forget it, who needs to blow 20, 25 bucks on two hours' worth of jazz when I can listen for free on my record-changer?'"

"To stay alive the clubs must win back the hard-core jazz fan. They can do this, I think, by throwing open their doors to the 'middlemen' of jazz. These are the younger musicians who are good, solid, names in the middle price range. They can be counted on not only to blow well but to build a steady repeat business."

As proof, Davis points to the continuing success of the 'off-Broadway' clubs like the Half Note and Five Spot, which have long been the price-moderates of the New York live jazz world. "They're successful because they book good young musicians, stay within a tight budget and keep their tabs down. Consequently, they can count on a steady and loyal clientele. No big spenders, just consistent ones."

Davis adds, "A club like the Coronet, in Brooklyn, also seems to be making it now by adhering to this middle-of-the-jazz-road philosophy."

Davis' own weekly matinees, which he books himself, have also been clicking solidly at the b.o. "Beginning back in December of last year, we've been pulling a couple of hundred people a week. And this with no newspaper advertising, either. For a basic \$1.50 minimum—with no admission or cover charge—they can come in, enjoy a couple of beers and some food, and listen to four hours' worth of good swinging jazz. That's how it was in the old days, even in the biggest of clubs—and jazz fans appreciate it."

In recent weeks Davis has booked such jazzmen as Steve Lacy, Mal Waldron, Randy Weston and Leo Wright. Each week he has also slotted college bands on the card, plus a jazz comic and/or vocalist. All have played to appreciative and sizeable audiences.

disks sets which provide for kids actually feeling some of the material, while Asch noted that "the home is now part of the class room." Shimkin summed up part of his philosophy with "I do not make a record only because I like it. I do it because I feel there is a need for it." Asch was equally direct. He emphasized that he is in the record business because it is a business and that his is no philanthropic enterprise. And yet, the intense dedication of both these successful executives was evident throughout the session.

The class closed with an example of customer dedication. Almost all of Folkways recordings have been mono. "We did make a stereo record with nine mikes inside a planetarium," Asch stated proudly. "But you know what? When it came out, all our customers wanted it in mono-aural!"

Pushing "West"



NEW YORK—Alfred Newman (right) was a recent guest on "Spotlight Album," a weekly radio series heard around the world via Armed Forces radio and television service. Newman and host Bud Widom, discussed the chart-riding soundtrack LP from "How The West Was Won." Newman scored the music for the flick.

WB Names Falanga Its Boston Rep

BURBANK, CALIF.—Frank Falanga, vet Boston area disk man has been named exclusive promotion rep for Warner Bros. Records in the hub territory. The appointment was announced by Joe Smith, national promotion manager.

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

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

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

Capitol's Livingston To London For "Succeed" Bow

HOLLYWOOD—Alan Livingston, president of Capitol Records, flew to London last week (27) to attend the opening of the Shaftesbury Theatre (Nee Prince's) March 28. Capitol owns the theatre in partnership with Electric & Musical Industries, Ltd., Broadway producers Cy Feuer and Ernest Martin, and British realty magnate, Charles Clore.

The premier attraction at the re-decorated, re-named Shaftesbury will be Feuer and Martin's "How To Succeed In Business Without Really Trying."

"Succeed" is Broadway's longest-running musical and, in its 75th week at the 46th Street Theatre, is still doing capacity business. The national company is succeeding, too, recently setting a house record gross of \$70,062 at the Shubert Theatre in Cincinnati.

Capitol and Feuer and Martin are partnered in all the producing team's projects, including "Succeed," "Little Me," and the Lunt-Fontanne Theatre. Cast LP's of both shows are on the Victor label.

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



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Chi Hosts NAB Meet; See Biggest Turnout Yet

NEW YORK—The 41st annual convention of the National Association of Broadcasters, being held at Chicago's Conrad Hilton Hotel this week (31-3), is shaping up to be the most impressive meet in the association's history. The four-day convention of broadcasting execs from across the nation has on tap a varied array of programs, exhibits and features.

The convention will get under way with an FM day program on March 31. After the call to order, the delegates will hear a report from the FM radio committee chairman, Ben Strouse of WWDC-FM-Washington. The next item planned on the agenda is a panel session, "Enhancing The Station Profile." Participating execs in the discussion will be Lynn Christian of KODA-FM-Houston, John Kennedy of WDRK-Greenville, Ohio,

Jack Kiefer of KMLA-Los Angeles and James Sondheim of the QXR Network.

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

On Monday, April 1, the conventioners will have an opportunity throughout the day to register and observe the various exhibits. The main business on the morning agenda will be a general assembly presided by 1963 Convention co-chairman James D. Russell of KKTU-Colorado

Springs. After the invocation Otto Kerner, Governor of Illinois will address the delegates. During the assembly, Bob Hope will receive NAB's Distinguished Service Award for 1963 as a tribute to his role as a great entertainer, broadcaster and American.

Monday's luncheon period will be given over to a management conference lunch conducted by WWDC-Washington's Ben Strouse. Clair R. McCollough of the Steinman Stations is slated to introduce the principal speaker, NAB prexy LeRoy Collins. The afternoon session will continue with a management conference assembly presided by James Russell. Additionally, a special joint radio-TV session will hear Erwin D. Canham, editor of the Christian Science Monitor and network commentator, moderate a panel on "Broadcasting In A Free Society."

Radio-TV Editors Pick "What Kind Of Fool"



NEW YORK — The group in the above photo was snapped backstage at the Shubert Theatre here as Anthony Newley, star of "Stop The World—I Want To Get Off," received the Radio-TV Daily 1962 All-American Award for the radio song hit of the year, "What Kind Of Fool Am I?" Standing (left to right) are Al Brackman and Howard Richmond of Ludlow Music, Newley (in makeup), Charles Alicoate, Radio-TV Daily publisher and Happy Goday, also of Ludlow Music. Survey is made among 413 Radio & TV editors and feature writers.

Tuesday morning, April 2, will be devoted to a radio assembly. The delegates will hear the report of the chairman of the radio board, Willard Schroeder of WOOD-Grand Rapids. Other events will include a roundup of radio activities, a discussion concerned with further growth in radio and finally Mitch Leigh, creative director of Music Makers of New York, will offer a lecture called "Radio: The Lively Corpse!" While the radio assembly is in progress other conventioners will attend a TV assembly presided by James Russell. The first order of business in the TV session will be a TvB presentation, "Computers-Friend Or Foe?" Norman E. "Pete" Cash of the Television Bureau of Advertising and Warren A. Bahr and Joseph F. St. George of Young & Rubicam will participate in the presentation. Mike Shapiro of WFAA-TV-Dallas will then moderate a panel on "The Station Image—Local Programming And Public Service." The morning session will conclude with a TIO presentation tagged "Here's How" with Roy Danish of the Television Information Office making the presentation. The day's official activities will wind up during the luncheon period with an address from F.C.C. chairman Newton H. Minow.

The last day of the Convention, April 3, will kick off with a labor clinic (closed session) moderated by the NAB's James H. Hulbert. Abiah A. Church of the Storer Broadcasting Company, Louis P. Gratz of Time, Inc., Joseph O. Schertler of Westinghouse Broadcasting Company and David Doughty of the NAB will participate in the clinic. During the morning hours, there will also be another radio assembly. Highlight of the session will be "The Importance Of Radio's Dollar Volume Figures," a presentation of the Station Representatives Association directed by Edward Codel, prexy, and featuring spokesmen from advertisers, agencies and radio stations. The program will conclude with "The Next Time Around," a lecture by Robert T. Mason of WMRN-Marion, Ohio.

There will also be a final television assembly during the morning hours presided by William B. Quarton of WMT-TV-Cedar Rapids. A special feature of this section will be an informal discussion of a proposal to adopt NAB code time standards into FCC rules. Participants in the discussion will be Robert E. Lee of the F.C.C. and William D. Pabst of KTUV-San Francisco-Oakland. At the conclusion of the television assembly, delegates from both the TV and radio session will attend the last luncheon which will feature George Romney, Governor of Michigan, as guest speaker.

The afternoon general assembly will be devoted to management and engineering conferences presided by Ben Strouse. The main topic will be a panel discussion with members of the FCC moderated by Clair R. McCollough.

The four-day meet will terminate with the annual Convention banquet Wednesday evening. BMI will provide the entertainment for the banquet. Talent will include the Gene Krupa Quartet, Charlie Ventura, Marguerite Piazza and Bob Newhart.

Potter Fetes Adderley



CHICAGO — Riverside's Cannonball Adderley, who is currently riding the charts with "Jive Samba," was recently feted with a cocktail party co-hosted by Potter Distributing Co. (Riverside's local distrib) and Abner's Sutherland Lounge on the occasion of his opening at the nitery. Official greeters at the affair were Potter's prexy and general manager Joe Cerami, veep Kirk Potter, promo men John Muse and Paul Gallis and Riverside exec Orin Keepnews. Standing (left to right) in the above pic are Sid McCoy of WCFL-Chicago, Adderley, Keepnews, Daddy-O-Daylie of WAAF-Chicago and John Muse.

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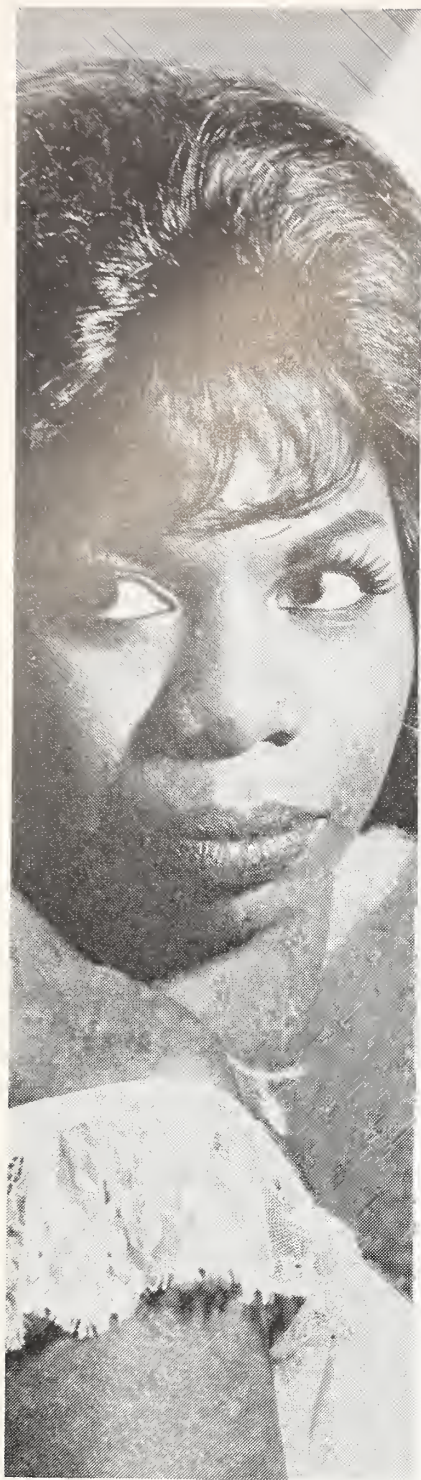
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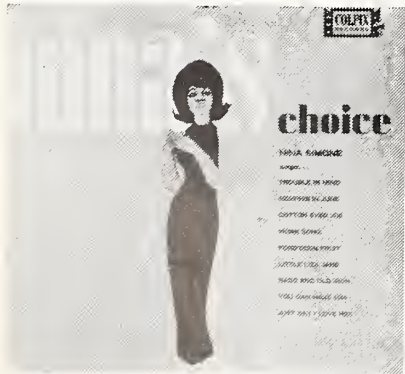
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Wiswell Exiting Capitol For Indie Disk Chores

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

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

Among his other activities, Wiswell will continue to produce two sessions per month for Muzak, with whom he has been associated since 1945. To date, Wiswell has recorded some 7500 Muzak tunes.

It is expected that Wiswell will also handle special A&R assignments for Capitol in the East.

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

Original-Broadway-cast albums produced by Wiswell include: "The Music Man," "The Unsinkable Molly Brown," "Fiorello!", "Tenderloin," "The Gay Life," "Sail Away," "Kwamina," "A Funny Thing Happened On The Way To The Forum," "An Evening With Comden & Green," the off-Broadway hit "Little Mary Sunshine", and the current Richard Rodgers musical "No Strings."

Wiswell's most recent Capitol album production, to be released April 1, is "A Jolly Theatrical Season," featuring Robert Morse and Charles Nelson Reilly in humorous songs from a variety of Broadway shows. Current Capitol singles produced by Wiswell include Jackie Gleason's "La La La Etc." and the Al Martino click "I Love You Because."

Regent Music Gets 2nd Place Eurovision Winner

NEW YORK—Harry Goodman of Regent Music in New York has acquired for all English speaking countries the Swiss tune, "T'en Va Pas (Go Away)," which placed second in the Eurovision Song Contest held in England last week.

Goodman is having an English lyric written to the tune which he picked up from Mondia Music in Geneva, Switzerland.

Brunswick, Coral Rush LP's After Singles Clicks

NEW YORK—Singles successes have led to two rush-release LP's from the Brunswick and Coral labels. The Brunswick offering is Jackie Wilson's "Baby Workout" and the Coral issue is The Dimensions' "My Foolish Heart," both albums which take their titles from singles successes by the artists.

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

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

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

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

The eight days of auditions will be carried live by WMFJ from 1 to 3 p. m., from the station's remote broadcasting trailer centrally located on the beach. A bandstand will be constructed to the trailer as a showcase for the young performers. The station's disk jockeys will serve as

judges, along with Mercury's David Carroll, recording director, and The Folksters, Mercury artists who will be performing during the week.

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

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

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

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

ARMADA Chi Meet

(Continued from page 7)

appeal to FTC, on the ground that the "Record Industry is sick, was outlined. The necessity for such a campaign was stressed by board members and treasurer Jim Schwartz, who noted that the FTC apparently had decided the industry does not want a trade conference. "They did not get this idea from ARMADA or SORD (the dealer association)," Schwartz exclaimed. He indicated that the FTC Trade Conference could still come about, but it requires a campaign.

The meeting was chaired by president Amos Heidicher, who expressed gratification over the "fine turnout" and the evidence of cooperation between indie distrib and indie manufacturers.

Among those in attendance were: (board members) Jim Schwartz, Bill Shockett, Bud Lampe, Jimmy Martin, Irwin Fink, Henry Doroz, Johnny Kaplan and Jake Friedman. Also, Mac MacDermott, Paul Glass, Lee Howard, Milt Salstone, Larry Newton, R. Jacobs, Bud Katznel, Jerry Raker, Joe Taubman, John Sheppard, Phil Skaff, Joe Cerami, Kirk Potter, Richard Fields, Mel Price, Carl Glazer, Jim McCormick, E. Abner, Harry Levin, Andy Anderson (Pres. of Sord), Don Blocker, Jack Solinger, Merrill Rose, Jim Tiedtjens, Fletcher Smith, Ernie Leaner, Bob Blundred, Harold Lieberman, and Jim Shipley. Also Eddie Rosenblatt, Ike and Lou Klayman, Bob Hausfatter, Kenny Myers, Joe Martin, Eddie Yalowitz, Kent Beauchamp, A. Chotin, Paul Levy, Charlie Fach, Joe Lucas, Lee Hartstone, Juggy Vayle, Leonard Chess, Abner Spector, Vic Faraci, and many others.

Victor Buys Auto Plating Process

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

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

Victor has acquired an eight-position system which has a capacity of 128 plates per day. This is achieved by a combination of engineering innovations which will reduce plating time for RCA Victor on a typical 12" LP stamper from two and one-half hours to one hour.

According to Milton Gelfand, president of Audio Matrix, Inc., and developer of the system, Audiomatic is the first complete plating process in which every component has been custom designed specifically for record making.

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

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

Starting To Move On!

"I'M MOVING ON"

b/w

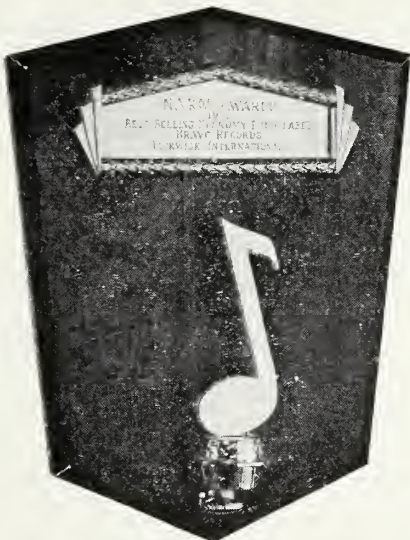
"DON'T PUSH MY LOVE" CHYVONNE SCOTT

ALTO 2012

ATLAS ANGLESTONE RECORDS

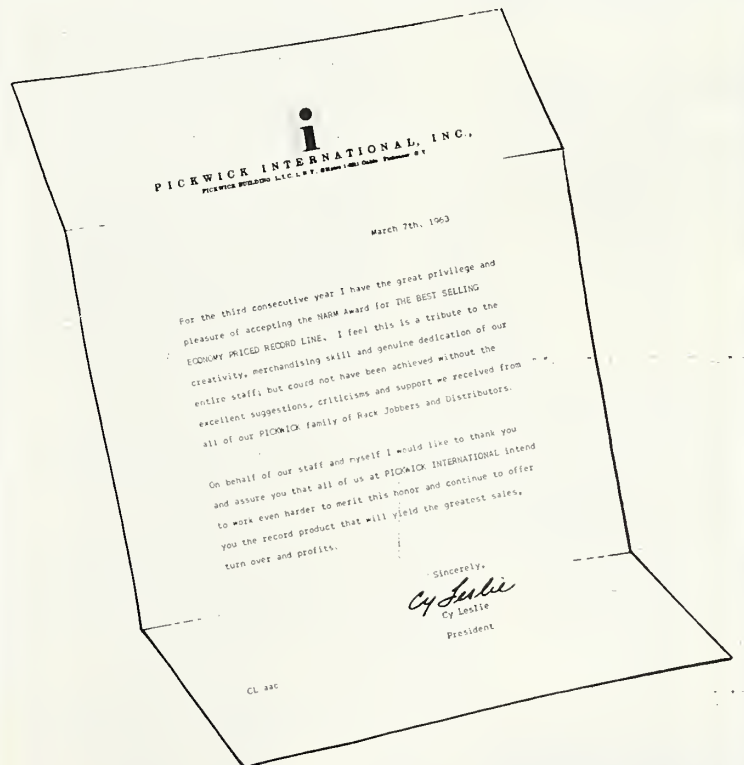
1697 Broadway, N.Y.C. CI 5-2857

3 YEARS IN A ROW!

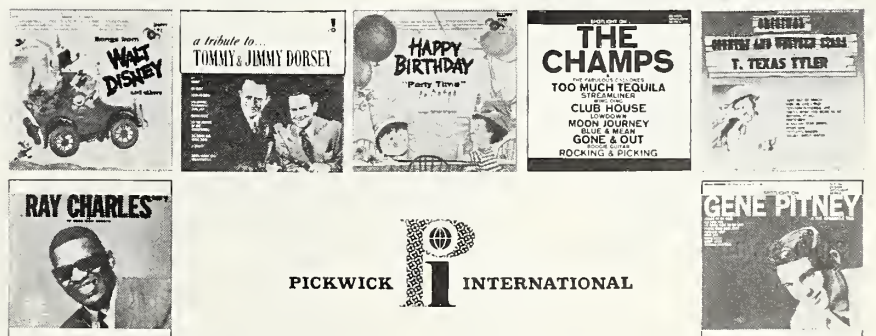


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BABY WASHINGTON

"That's How Heartaches Are Made"

Sue 783

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"ALWAYS BE MINE"

Jay & The Shufflers

Crackerjack 4010

Selling Big!



Watch For New

Jimmy McGriff

Single & LP—Out Soon!

SUE RECORDS

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Columbia Re-Channels 15 LP's For Stereo

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

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

The popular LP's include the recreation of "Oklahoma!" starring Nelson Eddy; the Soundtrack of "A Star Is Born" with Judy Garland; the Original Soundtrack of "Love Me Or Leave Me" with Doris Day.

Two albums feature Ken Griffin at the Wurlitzer Organ: "Anniversary Songs" and "Skating Time." Others include "Greatest Western Hits" and "Greatest Western Hits No. 2," starring Johnny Horton and "Jerry Vale's Greatest Hits."

3 Newcomers Heard On New Capitol Singles

HOLLYWOOD—Newcomers are spotlighted in three new singles coming this week from Capitol Records.

Artists are Bill Ramsey, a transplanted ex-GI who has been making hit sides in Germany for several years (his sides are "Mimi Needs A Thriller (When She Goes To Bed)" and "Flotter Dampfer"); Marvin Hughes, head of Capitol's Nashville office, and an electric piano artist who offers "Blast Off" and "Nashville Bossa Nova"; and The Uniques, who read "Blue Skies" and "Loving You."

New Qtrs. For Music Supp.

BOSTON—Music Suppliers has announced that it has moved its distrib operation to 75 North Beacon, Boston 34, Mass., effective Mar. 25. The telephone number is ALgonquin 4-1780.

ON THE CHARTS!

I'M EVIL
Lightnin' Slim
Excello 2228

HOT NEW R&B HITS
I MADE UP MY MIND
Lazy Lester
Excello 2230

I'M GONNA QUIT YOU
PRETTY BABY
Silas Hogan
Excello 2231

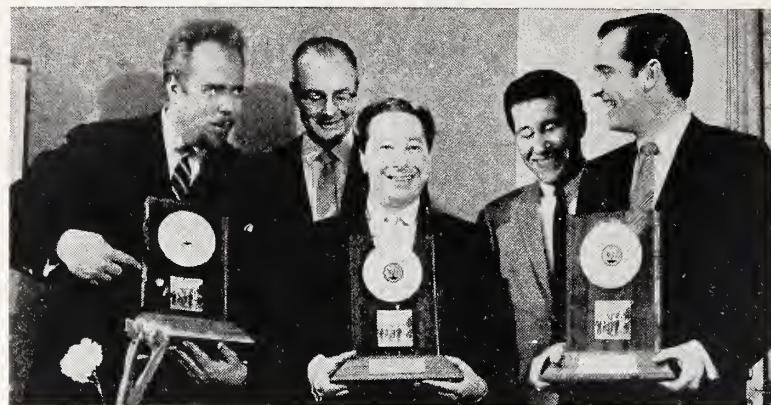
BIG NEW GOSPELS
THERE'S NO
SEGREGATION IN
HEAVEN b/w
BLESSED ASSURANCE
Bonita Cantrell
Nashboro 765

WHAT COULD I DO b/w
DO YOU LOVE JESUS
Bright Stars
Nashboro 768

I KNOW A MAN
b/w **MY ROCK**
Traveling Kings
Nashboro 769

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

RIAA Awards To "First Family"



NEW YORK—The RIAA recently presented their gold awards for sales exceeding \$1,000,000 to Vaughn Meader and Earle Doud and Bob Booker of the "First Family" LP on Cadence. Pictured (left to right) in the above pic are Earle Doud, co-writer and producer of the album, Archie Bleyer, prexy of Cadence Records, Buddy Allen, manager of Vaughn Meader, who accepted the award on his behalf, Budd Dolinger, director of sales and promo for the label, and Bob Booker, co-writer and producer. The same group once again featuring Vaughn Meader has just recorded another "First Family" LP which will be released sometime during the latter part of April.

MCA-Decca Earnings

NEW YORK—A consolidated net income of \$12,706,849 for the year ending Dec. 1962 has been reported by MCA, Inc. This figure is equal to \$2.50 a share after allowing for preferred dividends on the 4,519,603 common shares outstanding. There was also a nonrecurring item of \$2,118,410, or 47 cents a common share.

The foregoing figures include the combined interest of MCA's and Decca Records net earnings.

Reprise Signs 4 Lads

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

Regina Label Formed In N.Y.

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

Prestige Tags Rep In Philippines

NEW YORK—Prestige Records has announced the appointment of Cosdel Philippines, Inc., as its sole and exclusive rep in that area.

Chartbound
YOURS TO LOVE

b/w

I'D RATHER BE LUCKY
THAN SMART
SAMMY MARSHALL

FLB 104

FRANK RECORDS
Cooperstown, New York

"First Family" Made History, In Britannica's '62 Wrap-Up

NEW YORK—The overall impression made by Vaughn Meader's "First Family" LP (Cadence) was strong enough to make it the highlight of the section devoted to the record business in the 1963 Britannica Book of the Year, just published by the editors of the famed encyclopedia Britannica.

The section, which includes a round-up of the disk scene in 1962, offers a large reprint of the jacket of the Meader LP. According to Britannica, sales of the Meader LP, reported at over 4 million, and the Allan Sherman (Warner Bros.) album, "My Son, The Folk Singer," more than 1 million sales, were greatly responsible for the disk business' sales gains in 1962 (\$555 million over 1961's \$513 million), since both provided sales impetus to the entire disk market in the critical Christmas selling season. Britannica also cites the following factors as contributing to the sales volume, the highest ever in the record business: continued growth of the stereo field; rejuvenation of the singles market, thanks to the Bossa Nova and limbo; and the growing number of disk outlets other than disk specialty shops.

Alec Templeton Dies

NEW YORK—Alec Templeton, vet pop concert pianist and humorist, died last week (29) at the age of 52 of cancer in his home in Greenwich, Conn.

He had been ill for nearly a year. Templeton was born in Cardiff, Wales but moved to London when he was 12 so he could attend the Royal Academy of Music. The pianist became a success in his early adult years. His first major break came when he employed the B.B.C. to present a program of musical novelties. The program became a regular feature of the B.B.C. for 12 years. Templeton came to the U. S. in 1936 and became a citizen five years later.

Private services were held at his home (30) followed by a public memorial at Christ Church, Greenwich. His wife survives.

Hickory Pacts Lorry Peters

NASHVILLE—Lorry Peters, a nitery-TV lark, has been inked to Hickory Records. She's already been to Nashville for her initial session for the label, due for release April 1. Tunes are "Gonna Find Me A Bluebird" and "So Far So Good." Performer recently concluded a stint at the Starlight Roof at the Waldorf Astoria in New York and opens soon at the Playboy Club in Chicago. Her TV credits include the Ed Sullivan, Arthur Godfrey and Don McNeil shows.

Hal Charm To Eastern Sales Post At Philips

CHICAGO—Hal Charm has been appointed Philips Records' new eastern field manager with territory responsibilities covering the New England states, down the Eastern seaboard to Miami and as far West as Baltimore and Washington, according to Lou Simon, the label's sales manager. He replaces Danny Driscoll, who has left to take another post in the corporation. Charm, who is from the Washington, D.C. area, is an experienced promotion man. As well as representing Philips in all field capacities, he will be responsible in key dealer sales with each distributorship.

C-P's "Neighbors" Sue Over Sound Of Rock 'N Roll

PHILADELPHIA — Cameo-Parkway's neighbors in the Broad-Locust Building have complained—via a nuisance suit—against what they believe to be a racket emanating from the label's studios.

Bringing suit against C-P is the law firm of Beasley & Ornstein, which does its business one floor above the label's studios in the building. As heard in Common Pleas Court 5, City Hall last week, the plaintiff wants an order either restraining the C-P from continuing its recording or directing the owner of the building to release it from its lease.

To prove its point, the firm had some rock 'n roll disks, including dates by Chubby Checker, played before the court and Judge Leo Weinrott last week.

NARM Committee Appts.

(Cont. from pg. 7.)

Mid-Year Meeting Committee: Co-chairmen: Harold Goldman (Rak Sales, Inc., St. Louis); James J. Tiedjens (Musical Isle Record Corp., Milwaukee).

NARM Study Committee: Chairman, Glen C. Becker (Music City Record Racks, Los Angeles).

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

Promotion and Merchandising Aids Committee: Chairman, James J. Tiedjens (Musical Isle Record Corp., Milwaukee); Robert M. Baker (Western Merchants Wholesale Co., Denver).

Product Standardization: Co-Chairmen: Larry M. Rosmarin (Record Distributing Company, Houston); Stanley Jaffe (Gordon Sales Company, Seattle).

Constitution and By-laws Committee: Chairman, Alvin M. Driscoll (Pioneer Distributing Co. of Kansas, Wichita); Larry M. Rosmarin (Record Distributing Company, Houston); Edward M. Snider, (Edge, Ltd., Washington, D.C.); David F. Watson (Pic-A-Tune, Inc., Oakland).

1964 NARM Convention Committee: Co-Chairmen: George A. Berry (Modern Record Service, New Orleans); Edward M. Snider (Edge, Ltd., Washington, D.C.) Cecil Steen (Recordwagon, Inc., Woburn), Business Sessions; Don Ayers (Record Wholesalers, Inc., San Francisco), Seminars; Ed Mason (Record Rack Service, Los Angeles), NARM Awards Banquet.

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

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

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

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

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

Victor's Premium Record Dept. Bows 3-Point Plan In Chi Exposition

NEW YORK—RCA Victor's two-year-old premium record department will be on display at the 30th Annual Premium Buyers Exposition starting this week (4/1) in Chicago's McCormack Place Hall.

The premium record departments exhibit will highlight its three premium record plans—an "Exclusive Record Service," a "Personal Music Service" and "Name Power Premiums." The exhibit, which is 20 feet wide by 10 feet deep, features two transparent columns, four feet wide and four feet deep, by 12 feet high, which will contain mobiles of the specially produced LP's.

The "Exclusive Record Service" offers manufacturers an opportunity to have special records made for them through the facilities of the Victor premium record department such as 45 rpm disk spotlighting six tunes from "Peter Pan" prepared for Lip-ton Soups.

"Personal Music Service" makes available current Victor releases as incentive merchandising for various national manufacturers; the program offers 144 current LP's as incentive prizes.

"Namepower Premiums" offers a non-exclusive incentive merchandising program consisting of 15 re-released Victor LP's by such artists as Eddie Fisher, Julie Andrews and the Ames Brothers.

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

Del-Fi To Spotlight Its Young Artists At Fair

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

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

Elektra Out With New Specialty Label

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

The Buyers Read . . .



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"SHERRY'S LIPS"

b/w "MISS BROWN"

Phillips International #3583



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"SPRING"

by

Birdlegs & Pauline

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CASH BOX TOP 100'S PUBLISHERS

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



BRAZIL

A GYPSY CRIED	66	LAUGHING BOY	34
(Painted Desert—BMI)		(Jobete—BMI)	
ALL I HAVE TO DO IS DREAM	20	LET'S LIMBO SOME MORE	29
(Acuff-Rose—BMI)		(Kalmann—ASCAP)	
ALL OVER THE WORLD	44	LET'S TURKEY TROT	60
(Comet—ASCAP)		(Aldon—BMI)	
*A LOVE SHE CAN COUNT ON	79	LINDA	37
(Jobete—BMI)		(Rytzoc—ASCAP)	
AMY	70	LITTLE BAND OF GOLD	76
(Aldon—BMI)		(Eeak—BMI)	
ASK ME	92	LOCKIN' UP MY HEART	61
(Figure—BMI)		(Jobete—BMI)	
BABY WORK OUT	8	LOVE FOR SALE	64
(Merrimac—BMI)		(Harms—ASCAP)	
BACK AT THE CHICKEN SHACK	97	MAMA DIDN'T LIE	43
(Edmy—BMI)		(Curtom—BMI)	
*BIRD'S THE WORD	80	MARCHING THRU MADRID	98
(Beechwood—BMI)		(Almo—ASCAP)	
BLAME IT ON BOSSA NOVA	13	MECCA	40
(Aldon—BMI)		(January—BMI)	
BOSS GUITAR	63	MEMORY LANE	91
(Linduane—BMI)		(Redd, Entree—ASCAP)	
BUTTERFLY BABY	65	MR. BASS MAN	19
(Kalmann—ASCAP)		(Jalo—BMI)	
CALL ON ME	58	NEVER	87
(Lion—BMI)		(Maureen—BMI)	
CAN'T GET USED TO LOSING YOU	5	ON BROADWAY	42
(Brenner—BMI)		(Aldon—BMI)	
CAST YOUR FATE TO THE WINDS	46	ONE BROKEN HEART FOR SALE	24
(Friendship—BMI)		(Elvis Presley—BMI)	
CHARMS	54	OUR DAY WILL COME	3
(Aldon—BMI)		(Rosewood, Day, Hilliard—ASCAP)	
DAYS OF WINE AND ROSES	30	OUR WINTER LOVE	7
(Witmark & Sons—ASCAP)		(Cramart—BMI)	
DEARER THAN LIFE	72	OUT OF MY MIND	27
(Northridge—ASCAP)		(Ridge—BMI)	
DO THE BIRD	17	OVER THE MOUNTAIN	26
(Golmann—ASCAP)		(ACROSS THE SEA)	
DON'T LET ME CROSS OVER	96	(Arc—BMI)	
(Troy-Martin—BMI)		PIPE LINE	25
DON'T MENTION MY NAME	86	(Downey—BMI)	
(BoBob—ASCAP)		PREACHER MAN	85
DON'T BE AFRAID LITTLE		(Tobi-Ann—BMI)	
DARLIN'	22	PUFF	16
(Aldon—BMI)		(Papomar—ASCAP)	
DON'T SAY NOTHIN' BAD		RAINBOW	81
(ABOUT MY BABY)	23	(Conrad, Curtom—BMI)	
(Aldon—BMI)		RHYTHM OF THE RAIN	6
DON'T SET ME FREE	31	(Sherman-Devorzan—BMI)	
(Tee Pee—ASCAP)		RUBY	21
DON'T WANT TO THINK ABOUT		BABY	
PAULA	74	(Tiger—BMI)	
(Jack—BMI)		SANDY	32
END OF THE WORLD	2	(Disal, Schwartz—ASCAP)	
(Summit—ASCAP)		SAX FIFTH AVE.	82
FOLLOW THE BOYS	11	(Radio Active—BMI)	
(Francon—ASCAP)		*SHUT DOWN	99
FOOLISH LITTLE GIRL	53	(Sea of Tunes—BMI)	
(Aldon—BMI)		SURFIN', U.S.A.	47
FROM A JACK TO A KING	67	(Arc—BMI)	
(Dondelion Music)		SOUTH STREET	4
FUNNY MAN	83	(Kalmann—ASCAP)	
(Lowery—BMI)		SUN ARISE	51
GONE WITH THE WIND	77	(Ardmore—ASCAP)	
(Borne—ASCAP)		TELL HIM I'M NOT HOME	57
GREENBACK DOLLAR	48	(Figure—BMI)	
(Davon—BMI)		THAT'S HOW HEARTACHES	88
HEART	90	ARE MADE	
(Aldon—BMI)		(Sea-Lark—BMI)	
HERE I STAND	89	THAT'S THE WAY LOVE IS	69
(Conrad—BMI)		(Lion—BMI)	
HE'S GOT THE POWER	71	THIS EMPTY PLACE	95
(Trio—BMI)		(US Songs—ASCAP)	
HE'S SO FINE	1	TODAY I MET THE BOY	93
(Bright Tunes—BMI)		I'M GONNA MARRY	
HITCH HIKE	73	(January—BMI)	
(Jobete—BMI)		TOM CAT	52
HEY PAULA	41	(Ryerson—BMI)	
(LeBill & Marbill—BMI)		TWENTY MILES	38
HOW CAN I FORGET	62	(Wyncote, Kalmann—ASCAP)	
(Arrowhead—BMI)		*TWO FACES HAVE I	78
IF YOU WANT TO BE HAPPY	56	(Painted Desert—RTD—BMI)	
(Rock Masters—BMI)		WALK LIKE A MAN	14
I GOT A WOMAN	59	(Saturday, Gavandema—ASCAP)	
(Progressive—BMI)		WALK RIGHT IN	55
I GOT WHAT I WANTED	28	(Ryerson—BMI)	
(Ben Day—BMI)		WATERMELON MAN	36
*I LOVE YOU BECAUSE	84	(Aries—BMI)	
(Fred Rose—BMI)		WHAT ARE BOYS MADE OF	75
I'M JUST A COUNTRY BOY	94	(Rego Park—BMI)	
(Folkways—BMI)		WHAT WILL MARY SAY	35
IN DREAMS	10	(Elm Drive—ASCAP)	
(Acuff-Rose—BMI)		WHY DO LOVERS BREAK	45
I WANNA BE AROUND	15	EACH OTHER'S HEARTS	
(Commander—ASCAP)		(January—BMI)	
I WILL FOLLOW HIM (CHARIOT)	12	WILD WEEKEND	33
(Leeds—ASCAP)		(Shantodd—BMI)	
JIVE SAMBA	100	YAKETY SAX	39
(Artillery—BMI)		(Tee—BMI)	
KILLER JOE	68	YOU DON'T LOVE ME ANYMORE	48
(Mellin, White Castle—BMI)		(Painted Desert—BMI)	

Bossa Nova News—A strong new album has been released by Philips with twelve Bossa Nova sambas, featuring songster Joao Mello, accompanied by his excellent Tamba Trio. It has foreign market appeal, too. RGE waxed the hot "Samba Em Preludio" (among the best selling records all over the country) with Agostinho Dos Santos and Rosana Toledo.

Musidisc—label distributed by Audio-Fidelity—recorded an album titled "Balanço E Bossa Nova", with a rhythm and vocal group named Ritmistas da Bossa.

In view of the International penetration of Bossa Nova, Musidisc, in its last releases, has several LP's of BN music, including "Big Band . . . Big Voices . . . Bossa Nova" with The Pan American Orchestra & Chorus. Twelve sambas done by a solid orchestra with the participation of a vocal group. Good arrangements, too.

Enrico Simonetti—maestro, arranger, composer and TV star—an Italian living for several years in Brazil, returned to Italy. Simonetti received a lot of prizes during his Brazilian career and is considered by the critics and the public, as one of the best arrangers of Brazilian music. Simonetti, since his first records made in Brazil, was part of the RGE family and his departure represents a considerable loss to José Scatena, president of the record company.

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

"Tudo Lembra Você" is the Brazilian title of "These Foolish Things," with Portuguese lyrics by the journalist and writer Mario Donato. Another album released recently by RCA is "Italia Moderna" (Modern Italy), featuring the following Italian singers of the new generation: Nico Fidenco, Flavio Carraresi, Jimmy Fontana, Pierfilippi, Sergio Endrigo e Donatella.

Ellis Regina, a very good Brazilian singer, left Continental Records and just signed a contract with Columbia, where she waxed her first album with eight local selections and four foreign compositions, including "Tonight" (from "West Side Story"), "La Virgen De La Macarena," "Italian Tango" and "Again."

Columbia just put in the retail stores six albums, three with Latin-American music, with Enrique Lynch Sonora Sensacion Orchestra, Roberto Yanés in Mario Clavel and Maria Grever's songs and boleros of Agustin Lara and Maria Teresa Lara with Cuco Sanchez.

The other three are: Tania Maria and Dancing Group with international numbers for dancing; "The 14 Big Hits" with various artists, including Brazilian singers Ellis Regina, Fernando Costa, Jorge Silva, Emilinha Borba, Alcides Gerardi and Marisa Barroso.

The last album is "Filmelandia" with 12 movie themes including: "The Guns Of Navarone" with Mitch Miller And The Gang; "Lover Come Back" with Doris Day; "The Green Leaves Of Summer (Alamo)," with The Ray Conniff Singers; "As Time Goes By (Casablanca)," with Andy Williams; "Just For Tonight (Hatari)," with Bill Butler; "Tender Is The Night" with Tony Bennett; "Baby Elephant Walk (Hatari)" with Don Costa's Orchestra; "Mariana" with Johnny Mathis; "It Had To Be You" with The Ray Conniff Singers; "It Might As Well Be Spring" (State Fair), with Andy Williams; "The Longest Day" with Mitch Miller And The Gang and "Should I Surrender" (Lover Come Back) with Doris Day.

RGE Records released for March-April four LPs: "Crepusculo," with the Billy Vaughan Orchestra; "Quando A Saudade Chegar," with singer Helena De Lima; "More Famous Boleros" with Agostinho Dos Santos and "Speedy Gonzalez" and other hits of Pat Boone.

Brazil's Best Sellers

- Filme Triste—(Sad Movies)—Trio Esperança (ODEON); Yeda Maria (RCA); Demetrius (Continental); Sue Thompson (Copa-cabana)
- Hava Nagila—Chubby Checker—(Parkway-Fermata); Aliza Kashi (Mocambo); Paulo Roberto (Copa-cabana)
- I Can't Stop Loving You—Ray Charles (Polydor); Carlos Gonzaga (RCA); Paulo Marquez (Chantecler); (Published by Vitale)
- *Samba Em Preludio—Ana Lucia & Geraldo Vandré (Audio-Fidelity); Hebe Camargo (Philips); Agostinho dos Santos & Rosana Toledo (RGE)
- Luz E Sombra—Carlos José (Continental); Fernando Torres (RGE)
- *Dedo De Luva—Noite Ilustrada—(Philips)
- Limbo Rock—Chubby Checker (Parkway-Fermata)
- Uma Lagrima Tua—Roberto Luna—(RGE); Rinaldo Calheiros (Copa-cabana)
- *Indulto—Nelson Goncalves—(RCA) (Published by Euterpe)
- *Fujo De Ti—Osny Silva (Continental)
- *Volta Por Cima—Noite Ilustrada—(Philips); Carlinhos Mafasoli (Philips); Portinho (Philips); Roberto Silva (Copa-cabana)
- *Ten Bobo Pra Tudo—Alcides Gerardi—(CBS)
- Boletera—Bienvenido Granda—(RGE)
- Amorzinho Querido—Idalina de Oliveira (Chantecler); Poly (Continental); Miranda (Chantecler) Rosameç Araya (Continental)
- *Eu . . . Te Amo—Francisco Petronio (Continental)

*Brazilian Music

Brazil's Top Ten LP's

- 'S Voice—Ray Conniff Singers—(CBS)
- The Jet Black's Again—The Jet Black's (Chantecler)
- I Can't Stop Loving You—Ray Charles (Polydor)
- Afrikaan Beat—Bert Kaempfert (Polydor)
- Nico Fidenco—Nico Fidenco—(RCA)
- Twistin' Round The World—Chubby Checker—(Parkway-Fermata)
- Peppino Di Capri No. 2—Peppino Di Capri (Odeon)
- Romanticos De Cuba No Cinema No. 3—Romanticos de Cuba (Musidisc)
- Tangos Famosos—Roberto Luna—(RGE)
- Ed Lincoln—Ed Lincoln—(Musidisc)

Danish Tune Tops In '63 Eurovision Song Contest

The winning country in the Eurovision Song Contest Grand Prix 1963 which took place in London last week was Denmark.

This is the first time that a country from the Scandinavian bloc has been victorious since the contest was inaugurated eight years ago.

Denmark now joins the illustrious ranks of previous winners—Switzerland (1956), The Netherlands (1957 & 1959), Luxembourg (1961) and last year's champions France, who also won in 1958 and 1960.

The Danish victory came after an exciting and, in the last stages, dramatic battle with Switzerland and Italy.

Voting was by National juries, each of 20 members, in the sixteen participating countries.

Having watched the programme on T.V., each jury voted for every song except its own entry, selecting the five songs it considered best, awarding 5, 4, 3, 2 and 1 points respectively.

Tension mounted as the votes were transmitted to London and registered on the giant scoring board.

Denmark and Switzerland went into the lead immediately and by the time 8 of the 16 countries had registered their votes the rivals were neck and neck with 24 points each.

At this stage, Italy, way behind with 13 points entered the battle and a thrilling three cornered fight developed.

The final count brought victory to Denmark with 42 points, closely followed by Switzerland with 40 and Italy third with 37. The U.K. came fourth with 28 whilst France and Monaco came fifth with 25 points each. A contravention of the rules by the Norwegian jury the first time round necessitated a second vote. This was accepted and the final results checked and upheld by the European Broadcasting Union.

The Danish victory was both popular and meritorious. A close analysis of the scoring shows that no less than eleven of the sixteen National Juries awarded points to the winning team. Five of them nominating them as their first choice.

The winning song "DANSEVISE" ("Where are you now") a waltz time number with a brilliant and unusual arrangement was composed by Otto Francker with lyrics by Sejr Volmer-Sorensen was performed by husband and wife team Jorgen and Grethe Ingmann. The conductor Kai Mortensen is a well known figure at Eurovision Song Contests having represented Denmark on no less than seven occasions.

Jorgen Ingmann who is also A & R Manager for Metronome in Denmark enjoys an International reputation as one of the worlds most accomplished guitarists. In April 1961 he took America by storm with his sensational recording of "Apache" which climbed to No. 4 in the Cash Box Top 100.

The Danish recording of "Danse- vise" is released by Metronome and published by Morks Musik. An English version has been issued here by E.M.I. on the Columbia label and published by Chappell.

An hour after winning the contest the Ingmanns were besieged with offers which included T.V. dates in Holland and Belgium.

Although the general standard of songs seemed higher than usual once again there was a complete absence of Rock, Twist or hard numbers of any kind.

Most of the entries were ballads with contributions in this category from Switzerland, Austria, Belgium, Yugoslavia, Sweden, Norway and Finland.

The songs chosen by France and Monaco and executed respectively by Alain Barriere and Francoise Hardy were both firmly in the inimitable style of the French chanson.

Another song with a strong National flavour was the Spanish entry forcefully rendered by Jose Guardiola.

As always it is not necessarily the songs that notch up the highest score at the contest that turn out to be the biggest sellers.

Already the U.K. entry "Say Wonderful Things" by Ronnie Carroll is in the British charts and two versions of



Among the many performers who took part in the 1963 Eurovision Song Contest were (left to right) Heidi Bruhl (Germany), Jose Guardiola (Spain), Monica Zetterlund (Sweden), Jacques Raymond (Belgium), Annie Palmén (Holland), Emilio Pericoli (Italy), Anita Thallaug (Norway), Laila Halme (Finland), Alain Barriere (France), Carmela Corren (Austria), Francoise Hardy (Monaco), Nana Mouskouri (Luxembourg), Jorgen & Grethe Ingmann (Denmark) and Ester Ofarim (Switzerland)

the Italian entry "Uno Per Tutte" can be found in that country's Top Ten. One by the composer Tony Renis and one by Emilio Pericoli, who flew to London for the contest from Mexico where he is in the charts with his International hit "Al di La" which last year climbed high in the American charts and sold over one million copies.

Two more songs from this year's contest with a strong commercial potential came from Germany and Luxembourg. Both were sung by artists of International status.

The German entry "Marcel" a lilt- ing ballad was rendered by Heidi Bruhl whilst the Greek singer of "Never on Sunday" fame, Nana Mouskouri represented Luxembourg with "A Force de Prier."

Apart from the British singer, Ronnie Carroll all the artists were making their first appearance in an Eurovision Song Contest.

There were, however, several familiar figures amongst the visiting conductors including Franck Pourcel (France), Oeivind Bergh (Norway), George de Godzinsky (Finland) Kai Mortensen (Denmark), Francis Bay (Belgium) & Raymond Lefevre (Monaco).

The 40 piece orchestra was under the direction of Eric Robinson. The programme which was presented by B.B.C. Television was introduced by Catherine Boyle and relayed over the Eurovision network to 18 countries and seen by an audience of over 75 million.

Besides top T.V. executives from other countries many European Record men and publishers came to London for the contest.

A strong contingent from Paris included Mr. Aazam and Mr. Cote of Philips, Mr. T. De Roquefeuil of Pathe Marconi and Mr. Henri Marchal of Editions Pathe Marconi. Mr. Bedos, Artistic Director of R.C.A. Paris and Mr. Wolfsohn of Diaques Vogue.

Other publishers from Paris included Mr. Tournier and Mr. Pierrard of Editions Tutti, publishers of the

French entry "Elle Etait Si Jolie" and Mr. D. Bourgeois of Bagatelle publishers of the Luxembourg song "A Force de Prier."

From Holland came Mr. Stamer, of Philips and the Belgium visitors included Jean Kluger of World Music, publishers of "Waarom" and Mr. De-Boeck of Ardmore and Beechwood.

From Sweden Mr. Bo Lofberg and Mr. Welhelmsson of Philips Sonora and publisher Felix Stahl.

All the way from Finland Mr. Johan Vikstedt of Discophon.

The final result showing the country, number of votes, title, artiste, author, composer, Musical Director, recording company and publisher, was as follows:

DENMARK. 42. "Dansevisé" (Where Are You Now). Grethe and Jorgen Ingmann. Sejr Volmer-Sorensen. Otto Francker. Kai Mortensen. Metronome. Morks Musik.

SWITZERLAND. 40. "Ten Va Pas" (Don't Go Away). Ester Ofarim. Emile Gardaz. Geo Voumard. Eric Robinson. Philips. Mondia Music.

ITALY. 37. "Uno Per Tutti (One For All). Emilio Pericoli. Alberto Testa and Giulio Rapetti. Tony Renis. Gigi Cicchellero. Ricordi. Ricordi Music.

UNITED KINGDOM. 28. "Say Wonderful Things." Ronnie Carroll. Norman Newell. Philip Green. Eric Robinson. Philips. Ardmore & Beechwood.

FRANCE. 25. "Elle Etait Si Jolie" (She Was So Pretty). Alain Barriere. Franck Pourcel. R.C.A. Tutti. MONACO. 25. "L'amour S'en Va" (Love Goes Away). Francoise Hardy. Francoise Hardy. Raymond Lefevre. Vogue.

AUSTRIA. 16. "Vielleicht Geschiet Ein Wunder" (Today I Long To Love You). Carmela Corren. Peter Wehle. Erwin Halletz. Ariola. Helbling/Schaeffers.

LUXEMBOURG. 13. "A Force de Prier" (By The Might Of Prayer). Nana Mouskouri. Pierre Delanoe. Raymond Bernard. Eric Robinson. Philips. Bagatelle (Paris).

GERMANY. 5. "Marcel" (Marcel). Heidi Bruhl. Charly Niessen. Willy Berking. Philips. Peter Schaggers. BELGIUM. 4. "Waarom" (Why). Jacques Raymond. Wim Brabant. Hans Flower. Francis Bay. Philips. World Music.

YUGOSLAVIA. 3. "Brodovi" (The Ships). Vice Vukov. Mario Nardelli. Miljenko Prochaska. Yugoton. P.R.S. Belgrade.

SPAIN. 2. "Algo Prodigioso" (Something Wonderful). Jose Guardiola. Camilo Murillo Janero. Fernando Garcia Morcillo. Rafael de Ibarbia Serra. Compania del Gramofono-Odeon. Editions Gramofono-Odeon.

NETHERLANDS. 0. "Een Speel- doos" (A Musical Box). Annie Palmén. Pieter Goemans. Eric Robinson. Philips. Basart.

NORWAY. 0. "Solhverv" (Solstice). Anita Thallaug. Dag Kristoffersen. Oeivind Bergh. Nordisk. Norsk Music.

FINLAND. 0. "Muistojeni Laulu" (Melody Of My Memories). Laila Halme. Borje Sundgren. George de Godzinsky. A. B. Discophon. R. E. Westerlund.

SWEDEN. 0. "En Gang I Stockholm" (Winter City). Monica Zetterlund. Beppe Wolgers. Bobbie Ericsson. William Lind. Philips. Southern Music.

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CANADA

Commencing a twelve day tour that will take Dolton's "The Ventures" throughout the western Provinces, London's national field representative, Kieth Ashdown, reports that the Regina kickoff was a tremendous success. The trip will take the artists to Lethbridge, Saskatoon, Brandon, Fort William, Winnipeg, Moose Jaw, Calgary, Lacombe and numerous other western Canadian points. Lead and spokesman for the group, Don Wilson, is providing his automobile for transportation on the trip. The car and the rather large trailer required to transport the numerous pieces of equipment used in the act make for something of an impressive sight throughout the Canadian west. Western Canada is also getting set to play host to another group of recording stars. Set for April 11, through April 20, is a tour of Saskatchewan, Alberta and B.C. by Liberty's "The Crickets." Following the example set by the Ventures in exposing their current hit single, "El Cumbanchero" and "Doin' The Limbo" during the course of their trip, The Crickets will be working closely on their latest with such outstanding spinners in western Canada as Ted Kelly at CHAB, Moose Jaw, Dave Palmer, CKOM, Saskatoon, Barry Boyd, CJCA, Edmonton, and Bob Irvine, CFCN, Calgary. During the course of a western jaunt in support of the London label attractions now playing, and about to play the area, national promo man, Ashdown reports considerable air exposure, especially in New Westminster and Edmonton to the Ron Grainer single, "Maigret Theme." Heading the push for the item are CKNW in the west coast city and Edmonton's CFRN. Meanwhile back at the office, London's Gilles Aubin is working hard with a great new series of Liberty albums, under the merchandising headline of "Sales Leader Strikes Again." Included in the Liberty release are new packages by Julie London, "Latin In A Satin Mood;" the newie by Eddie Heywood, "Manhattan Beat;" "Waltz In Jazz Time," a new Si Zentner outing; plus new sets by Bobby Vee and Timi Yuro. No sooner were preliminary efforts on the new Liberty album series arranged in Montreal H.Q. by Gilles, than he was jetting to Vancouver for distrib meetings with the Texal people in the west coast metropolis. Indications are that "Charms" by Bobby Vee, picked as soon as it was released by C-FUN in Vancouver, will be a tremendous seller from coast to coast. Despite heavy promotion concentration on Nancy Ames' Cu Cu Rru Cu Cu Paloma," reports reaching Cash Box indicate a lot of exposure for the flip, "Bon Soir Cher."

Whitey Haines at Capitol is very excited currently over a new single release by the British Star, Cliff Richard. In fact, two new singles by the British Star, for Whitey points out that Capitol have released four sides by Cliff. They are: "Bachelor Boy" and "The Next Time" and "Summer Holiday" b/w "Dancing Shoes." Whitey reports that "Bachelor Boy" is already showing up on charts across the country, with London and Vancouver leading the way, while both sides have been "picked" by CKOY, Ottawa. In addition to the aforementioned singles, Whitey is busily making extensive promotion plans for the soundtrack album of "Summer Holiday." As a matter of fact all four sides just mentioned originate in the flick starring young Richard, which is set to begin its Canadian run on April 10. Whitey went on to say that, "In spite of the additional version of the Rolf Harris disk, Capitol's original version is being played by practically all stations."

Early reports indicate that tremendous deejay reaction has been noted to the "Reverend Mr. Black" cut in the new LP by The Kingston Trio. Ottawa spinners lead the way on the item, and are playing it as if it were a single, which indeed it may be shortly. Other sounds that are beginning to show signs for Whitey and Paul White include: "I Could Go On Singing" by Judy Garland; "Surfside" by Digger Revell; "Act Naturally" by Buck Owens, "I Love You Because" by Al Martino and "Prima Donna" the newie by Glen Campbell. From Capitol's Montreal Branch, Monique Leroux indicates that Peter Lapierre and his crew are hard at work on a French Language version of "Lovesick Blues" by Georgie Dann on Pathe. Monique reports that early sales indicate this French version of the song will follow in the footsteps of its English language counterpart, also released in Canada through Capitol by Frank Ifield.

Rumblings have been noted recently within broadcasting circles concerning manufacturers and distributors who direct their limited advertising budgets in their entirety to newspapers in several major markets. The broadcasters apparently feel that they are being neglected unfairly by the record people. The broadcasters reportedly resent the fact that record companies deal with them for free exposure of new records, and on the few occasions when an advertising budget for discs is available, it all goes to the papers.

Bob Martin, Columbia's promo chief, just back from a western swing that included Winnipeg, Edmonton, Calgary and Vancouver. Included in his detailed report was an item concerning a pre-concert reception for Isaac Stern, just prior to Stern's appearance with the Winnipeg Symphony (3/7). The Brothers Four were outstanding during their recent tour through the Canadian west, playing to sell-out houses in Edmonton, Calgary and Vancouver.

Columbia's distributor in Calgary, Motor Car Supply Co., co-hosted a reception with the label in honour of the visiting artists. Bob Martin tips his hat to D'Arcy Scott and Sylvia Gurki of Calgary's CFCN for their extensive promotion efforts on behalf of the Brothers Four Concert in the "Stampeede City."

Columbia's Jack Robertson paid a flying visit to Vancouver on the occasion of the Ray Conniff, "Stereo Show" in the west coast City's Queen Elizabeth Auditorium, (3/21) Ron Cooper, formerly of CKSL, London, is the new morning man on Vancouver's CJOR, helping to introduce the station's new "Town And Country Sound" to the good citizens of Vancouver. "Here I Stand" by The Rip Chords is one of Columbia's hottest single items at the moment on the west coast. It was introduced by and received important early exposure from C-FUN's Frosty Forst and Red Robinson, reports Bob Martin.

Steve Lawrence and Eydie Gorme set for a three day stand at Toronto's O'Keefe Centre, May 2-3-4. Bob and his gal Friday, Phyllis Hoiles, already are making plans for a swinging reception to introduce tradesters to the red hot singing duo, during their visit.

Lester Flatt and Earl Scruggs are set for an April 27, one niter at Toronto's Massey Hall, this together with a Toronto appearance by The Cleveland Orchestra and numerous other stalwart sales guns of the label will keep Bob, Phyllis and Charlie Camilleri and all the rest at the Toronto H.Q. of Columbia really hopping.

French singing star, Charles Aznavour, Barclay recording artist, was set for the week of April 1-7 at Montreal's French Theatre.

Sandy Selsie's new single, "Don't Destroy Me" b/w "Come On In" just released.

Columbia appointment of former Quebec City sales rep., Claude Renallo, as regional promo Rep for Quebec—Montreal—Ottawa area announced by the label.

The new Columbia album outing by Jackie Kane and Roy Kral, entitled "Like Sing," received much strong support from the Husband and Wife



GREAT BRITAIN

Having taken over Record Society, Micropressings and S.M.M. Distributors Ltd. in 1962, Saga Records continues its policy of expansion in 1963 with the purchase of Associated Recordings Ltd. Besides, trade-marks, stocks and all other physical assets the deal involved over 400,000 records and of these some 40,000 came from the Eros repertoire for which Saga now have the pressing rights. New recordings are also planned for the Eros label. Saga's future plans include the acquisition of more new labels and a stepping up of their continental coverage.

Werner Strupp of the 'Big Three' publishing houses, Robbins, Feist and Miller currently touring the firm's European affiliates. Accompanied by Alan Holmes of the London office, they will visit Spain, Germany, Belgium, Holland, Switzerland and France returning to London April 8. Meantime, the London office of Robbins are working on two British numbers "By Hook Or By Crook" by a new group Sandra Browne and The Boy Friends on Columbia and "Looks Like They're In Love" by Cleo Laine on Fontana.

Ben Nisbet of Feldman has the theme from the Royal Command Performance film "Sammy Goes South" and Fergus McClellan has recorded the title song on Decca. Special lyrics have been written by Jack Fishman. Other Feldman numbers: the Norman Newell-Philip Green composition "My Heart Remembers" by Dick Kalman on Columbia, "Scotch Mist" by The Volcanos on Philips and the Kenny Graham jazz score of the new Anthony Newly film, "The Small World Of Sammy Lee."

Francis Day & Hunter has the No. 1 American hit "Our Day Will Come." The original American version by Ruby And The Romantics is issued here on London and there is a British cover by Mary May on Fontana — all royalties of which are being donated to the Lady Hoare Fund For Thalidomide Babies. F. D. & H. also has the next Jet Harris-Tony Meehan, Jerry Lordan composition (as yet untitled) for release on Decca.

George Pincus of Gil Pincus Music Corp. returned to the States after spending three weeks here. During his visit, he celebrated the opening of larger offices for his British outlet Ambassador Music run by his son Lee, and acquired the rights for the U.S.A. and Canada of the new Acker Bilk Columbia disk "Manana Pasada Manana." Pincus also bought several copyrights from the publishing houses of Francis Day & Hunter in Britain and France.

Isabella Wallich, head of Delyse Records, recently visited Germany and Sweden for discussions with various record company executives concerning the possible release of the Delyse product in those territories. Two new Delyse LP's released, "Recital Of Harp Music" by Maria Korchinska and "The Organ Of Llandaff Cathedral" — a recital of French organ music by Robert Joyce. This is the second LP in the Delyse series of organ recitals in big cathedrals.

Miklas Rosza in London to write the score for the Elizabeth Taylor-Richard Burton film "International Hotel (formerly titled The V.I.P.s). Rosza, usually associated with the big screen epics like Ben Hur, Quo Vadis, King of Kings, etc., is looking forward to working on a modern film. He expects to be in London for several months and the film is scheduled for screening around September. Score will be published by Robbins Music.

The association of Pye Records publishing company, Welbeck Music with Leeds Music is already paying handsome dividends after only six months. In the U.K., they have Julie Grant's "Count On Me" (Pye) and the number is also the flip of Tommy Roe's potential charter "The Folk Singer" (EMI). The Welbeck-Leeds combo is also riding high in the Cash Box Top 100 with eight versions of the continental smash "Chariot" re-tagged "I Will Follow Him," which has jumped from 100 to 22 in two weeks. Welbeck also has the new Petula Clark single "Valentino" (Pye) a composition by Tony Hatch.

Cameo-Parkway artist Bobby Rydell in London with manager Frankie Day recorded several British numbers for Pye, including two Johnny Worth compositions. MD was Tony Hatch. Several tracks were cut and two will be released as a single in the near future.

Star of the newly opened "Half A Sixpence," Tommy Steele has waxed two numbers from the show "Flash, Bang, Wallop" and "She's Too Far Above Me" (Decca). Bandleader Billy Cotton has also recorded "Flash, Bang, Wallop" as well as the title song with vocalist Kathy Kay—also on Decca. Score is published by Britannia Music, a subsidiary of Chappells. Decca is recording an LP of the show.

"Fifty Five Days At Peking" starring Ava Gardner and David Niven with music by Dmitri Tiomkin opens here mid-April. David Platz of Essex Music reports that the theme "So Little Time" by Andy Williams and the title song by The Brothers Four are scheduled for release on CBS. British covers are being planned.

QUICKIES: Decca rush released Brenda Lee's "Losing You" on Brunswick prior to its American release . . . Former-founder of the famous Dutch Swing College Orchestra, guitarist Wout Steenhuis now domiciled in Britain gets first release on Columbia "Long Road South" . . . Maurice Chevalier opens a season at London's Saville Theatre April 10 . . . Adam Faith headlines "Thank Your Lucky Stars" April 6 . . . Singer-comedian Dickie Henderson has waxed "I Believe In You (Decca) from "How To Succeed" . . . First disk under the new AME-Kassner set up Shirley Jackson "Don't Play Me A Love Song" (Decca) . . . Theme music from ABC TV's new drama series "The Human Jungle" released on Columbia . . . New Acker Bilk album (Columbia) tagged "A Taste Of Honey" . . . Guy Mitchell (popular here in the 1950's) has a new single on Pye International "Blue Violets" . . . Swedish artists Jerry Williams and The Violents currently on a two week tour of England . . . Johnny Tillotson and Del Shannon booked for ABC TV's "Thank Your Lucky Stars" April 20 . . . New Russ Conway LP "Something For Mum" . . . Dolores Gray disk on Philips "Mornin' Train" . . . New Tornados EP "More Sounds From The Tornados" on Decca . . . Pye Records rush releasing the French version of Petula Clark's "Chariot" backed with her German vocal of "Casanova" which is now topping the charts in Germany.

Canada (Con't)

singing team's appearance recently at Toronto's Town Tavern. Phyllis Hoiles reports that the recent Massey Hall Concert by The Travellers was a tremendous success.

The new Brook Benton single on Mercury is coming in for a full share of chart action. Picks for first one side, then the flip, sometimes both are showing up regularly on play sheets reaching this desk. "I Got What I Wanted" seems to be the stronger of the two, but "CK Radio in Regina has given the nod to the flip side, "Dearer Than Life."

Numerous stations have noticed that Benton's "Dearer Than Life" is the same as Dorothy Collins' current Roulette outing, "Sweeter Than Life." As a result dual exposure is occurring in several leading markets.

Brian Skinner is hosting CHUM's Saturday evening special, "High School Hit Pickers." Brian holds forth on the Toronto outlet from eight o'clock every Saturday evening featuring hit selections by Toronto's thousands of high school listeners.

Great Britain's Best Sellers

This Week	Last Week	No. Weeks On Chart	Title	Artist	Label
1.	1.	6.	*Summer Holiday	Cliff Richard	(Columbia) Elstree
2.	5.	4.	*Foot Tapper	The Shadows	(Columbia) Elstree
3.	4.	6.	*That's What Love Will Do	Joe Brown	(Piccadilly) Good
4.	3.	5.	*Like I've Never Been Gone	Billy Fury	(Decca) Shapiro-Bernstein
5.	2.	8.	*Please Please Me	The Beatles	(Parlophone) Dick James
6.	6.	7.	The Night Has A Thousand Eyes	Bobby Vee	(Liberty) (Aberbach)
7.	10.	4.	Charmaine	The Bachelors	(Decca) Keith Prowse
8.	9.	9.	*Island Of Dreams	The Springfielders	(Philips) Chappell
9.	16.	2.	From A Jack To A King	Ned Miller	(London) Burlington
10.	8.	4.	One Broken Heart For Sale	Elvis Presley	(RCA) 17 Savile Row
11.	11.	4.	Hey Paula	Paul & Paula	(Philips) Tin Pan Alley
12.	14.	2.	Rhythm Of The Rain	The Cascades	(Warner Bros.) Morris
13.	18.	3.	*Say Wonderful Things	Ronnie Carroll	(Philips) Ardmore & Beechwood
14.	7.	9.	The Wayward Wind	Frank Ifield	(Columbia) Laffeur
15.	—	1.	*How Do You Do It	Gerry & The Pacemakers	(Columbia) Dick James
16.	12.	4.	Tell Him	Billie Davis	(Decca) Mellin
17.	17.	2.	Brown Eyed Handsome Man	Buddy Holly	(Coral) Jewel
18.	—	1.	*Robot	The Tornadoes	(Decca) Ivy
19.	13.	8.	Loop De Loop	Frankie Vaughan	(Philips) P.K. Music
20.	—	1.	Let's Turkey Trot	Little Eva	(London) Aldon

*Local copyrights

Great Britain's Top Ten LP's

- (1) Summer Holiday — Cliff Richard (Columbia)
- (3) Sinatra-Basie — Frank Sinatra, Count Basie (Reprise)
- (2) Girls Girls Girls—Elvis Presley (RCA)
- (6) All Star Festival—Various Artists (Philips)
- (4) I'll Remember You—Frank Ifield (Columbia)
- (5) West Side Story—Soundtrack (CBS)
- (7) Out Of The Shadows—The Shadows (Columbia)
- (8) Jazz Samba—Stan Getz, Charlie Byrd (Verve)
- (9) Bobby Vee Meets The Crickets—Bobby Vee (Liberty)
- (—) That Was The Week That Was—TV Cast (Parlophone)

Great Britain's Top Ten EP's

- (1) Frank Ifield Hits—Frank Ifield (Columbia)
- (2) Kid Galahad—Elvis Presley (RCA)
- (3) Sounds Of The Tornadoes—The Tornadoes (Decca)
- (5) Out Of The Shadows Vol. 1 — The Shadows (Columbia)
- (8) Telstar — The Tornadoes (Decca)
- (7) The Boys—The Shadows (Columbia)
- (6) Follow That Dream—Elvis Presley (RCA)
- (10) Black & White Minstrel Show — George Mitchell (HMV)
- (—) Dance On With The Shadows—The Shadows (Columbia)
- (—) Billy Fury Hits — Billy Fury (Decca)

Israel's Best Sellers

- Bachelor Boy—Cliff Richard.
- Walk Right In—Rooftop Singers.
- Like I Do—Maureen Evans.
- Loop De Loop—Billy Wade.
- One Broken Heart For Sale—Elvis Presley.
- Alice In Wonderland—Neil Sedaka.
- Comin' Home Baby—Mel Torme.
- Summer Holiday—Cliff Richard.
- Boss Guitar—Duane Eddy.
- Follow The Boys—Connie Francis.
- Let's Limbo Some More—Chubby Checker.
- Up On The Roof—The Drifters.
- If Mary's There—Brian Hyland.
- I'm In Love Again—Ricky Nelson.
- The Next Time—Cliff Richard.
- Foot Tapper—The Shadows.
- Return To Sender—Elvis Presley.
- Globetrotter—Bud Ashton.
- Don't Set Me Free—Ray Charles.
- It's Up To You—Ricky Nelson.

Bobby Cuttin' In Britain



LONDON—Bobby Rydell, who is currently riding the charts in the States with "Butterfly Baby" on Cameo, is shown above at the studio of Pye Records, the label's British distributors, where he cut his first English singles. Standing (left to right) are Louis Benjamin, director of Pye; Rydell; Tony Hatch, A&R manager and Frankie Day, the chanter's manager.



ARGENTINA

A news release from the press department of Odeon reports that this diskery plans to release Warner Bros. Records in Argentina shortly. Last year, RCA informed that it would represent this label in this country, but no further information was given. Now, it seems that it will be Odeon who will put to sale these records.

Julio Korn Publishers are working on several foreign copyrights, most of them good chart riders in the States and Europe: "In Dreams" (En Sueños), recorded in the US by Roy Orbison for Monument, a label still without representation in Argentina; "Big Girls Don't Cry," whose rights were acquired through Editorial Musical Odeon, administrated by JK; "I Verdi Anni," from the Italian flick, "Marcia o Crepa"; "Primmia Donna," a new tune penned by Cortez; "So Danco Samba," included in the film "Copacabana Palace" and sung by Joao Gilberto and Los Cariocas, and "Telstar" (rights through Connelly Argentina, a new member of the JK group), which will be cut by Los Tres Sudamericanos, for CBS, in the Spanish version. The puberry expects also very much from "Sad Movies Make Me Cry," a big hit in Brazil these days.

Odeon is cashing in the success of Gilbert Becaud's "Et Manteinant," releasing a new Compact 33 by the artist, with four new tunes, including "Le Mur," "Mes Maine" and "Le Jour Eu La Pluie Viendra," some of which are intended to continue the success of "Et . . ." Besides, there is a new LP by Becaud, with the same title. The diskery is releasing the first prize of the last San Remo Festival, "Uno Per Tutte," sung by Tony Renis, b/w by "Le Ciliege." Under the Capitol banner, the first Capitol album by Bobby Darin, and another one by Dean Martin. There is also a selection album recorded by Odeon in Brazil, featuring Joao Gilberto, the Trio Irakitam, Elza Soares and Walter Wanderley, all big names in the bossa nova movement.

Fermata Publishers continuing the work on "Il Partitto di Pallone," an Italian tune recorded by Monica Lander, in Spanish, b/w by "Ese Beso." The puberry has also arranged the representation of "Giovane Giovane" and "Pasticchio in Paradiso," from the San Remo Festival 1963. The Fermata staff related to the record division of the company recently held a convention with the RCA people in charge of selling the records produced by PF. Several points were discussed, including the form of getting better promotion and sales in several parts of the country.

Mariano Mores (Odeon artist) is preparing a musical comedy to be presented at the Coliseo Thetre next month. Mores has been recently performing in dance parties organized at the "Provincial" Sport Club in Rosario (Argentina's second largest city) with his Tango Orchestra, with success.

RCA is releasing the second volume of the "Club del Clan" series, priced at 199 pesos. According to a report from the diskery, the sales of the first record reached the 70,000 mark, extraordinary for LP's. The promotion made by TV 13, the high rating of the "Club del Clan" program and the low price of the record have helped very much to build these sales.

CBS has inked a new folk music group, already well known in Buenos Aires: "Los Romanceros del Norte." This group is often presented on TV programs, radio and folk dance parties, and has recently been appearing on the "Pulperia de Mandinga" program. Their first release will be a single 33. Another CBS team, Los Tres Sudamericanos, has been inked again by the famous Pasapoga of Madrid night club for a new series of appearances. Thus, their European trip is growing longer and longer, and maybe they won't be able to return to Buenos Aires this year. Besides, they have made several recordings in Spain with success. CBS recently inked a Brazilian composer and singer, who currently lives in Buenos Aires: Reginaldo Bessa. Bessa has composed several bossa nova tunes recorded by the top Brazilian artists, and it is supposed that he may add much to the bossa nova movement from Buenos Aires. He will start a series of programs on TV soon, probably in a new show that will be presented by Channel 11 on Saturdays at 9:30 PM.

Juan Ramon has recorded a new single for Disc Jockey, this time with a local product penned by Ben Molar and Tavaroga: "Porque Fue" (Why Was It) b/w by "Sealed With A Kiss," the Brian Hyland hit, sung in Spanish. According to Ramon's diskery, his first LP, "Campeon Entre Campeonas," has been selling very well. Disc Jockey is now preparing a new album by this artist.

News from Music Hall: Siro San Roman has recorded a new single, intended to continue the success of "Dame Felicidad." The titles are "Cuatro Paredes," a tune coming from Brazil, and "Se Ha Puesto El Sol" (Si E Spento Il Sola), an Italian hit. The diskery is now promoting the new single by Pat Boone, with "Brazil" and "Meditacao," new albums by the Trio del Plata and old star Feliciano Brunelli, and Compact 33's by Juan Carlos Mareco and Pandeletche, a very popular kiddie artist. Los Cantores del Alba, outstanding folk group, have been inked by the "Pulperia de Mandinga" TV program for a series of programs next month. Carlos Vega Pereda is seeing the possibility of making a couple of recording with the Air Force Band; he will perform on TV in May.

Argentina's Best Sellers

- Adios Mundo Cruel (Goodbye Cruel World) (Aldon-Fermata) Enrique Guzman (CBS); Peppino de Capri (Odeon Pops)
- Limbo Rock (Four Star-Fermata) Chubby Checker (Fermata); Jackie (CBS); Juan Ramon (Disc Jockey); Lito Escarso (Music Hall); Hugo Blanco (Polydor); Duo Dinamico (Odeon Pops); Nicky Jones (RCA)
- Dame Felicidad (Painted Desert-Korn) Enrique Guzman (CBS); Siro San Roman (Music Hall); Raul Lavie (RCA); Los Siete de Oro (Odeon Pops); Dany Martin (Philips)
- Return To Sender (Presley Music-Fermata) Elvis Presley (RCA); Los Silver Stars (CBS)
- Next Door To An Angel (Aldon-Fermata) Neil Sedaka (RCA)
- Ese Beso (Spanka-Fermata) Paul Anka (RCA); Juan Ramon (Disc Jockey); Monica Lander (Odeon Pops)
- La Pecosita (Edami) Los Pick Up (Music Hall); Los Jets (Opus)
- Up Hup Paul Anka (Ariel)
- La La Limbo (Kallmann Rosarita-Fermata) Chubby Checker (Fermata)
- Et Manteinant (Smart) Gilbert Becaud (Odeon); Los Cinco Latinos (CBS); Los Abriles (Philips); Raul Lavie (RCA)
- Media Novia (Korn) Palito Ortega (RCA)
- OK Al Madison (Fermata) Duo Dinamico (Odeon Pops)
- La Bomba Los Pick Up (Music Hall)
- El Pecador (Campei-Fermata) Los Panchos (CBS); Antonio Prieto (RCA); Los Abriles (Philips); Lucho Gatica (Odeon); Los Nocturnos (Music Hall)
- Me Siento Feliz (Fermata) Bert Kaempfert (Polydor)



SPAIN



BELGIUM

The last three months on Spanish Record scene have been a continuation of the way that begun last year. Probably the most important event was the visit of Goddard Lieberman, president of Columbia Records, who came here with the vice-president of the firm and with Peter De Rougemont, now director of the European operations of the label. They contacted the executives and directors of Hispavox, the company that is now handling CBS label in Spain. Hispavox offered a party to the press and radio representatives, and also a great number of Spanish artists were invited. During this party, Lieberman received four gold records from "Discomania," won by The Cinco Latinos and Ray Conniff (two for each artist). When Lieberman came here—at the beginning of February—there were already in the shops some CBS releases, but the sales were not very good. Now, two months after, CBS is a real powerful label. It sells well the releases of Latin American artists, as The Cinco Latinos, The Teen Tops, Enrique Guzmán and others. Besides this, the records (EP or LP) containing the original soundtrack of "West Side Story" are selling good here after the "premiere" of the film in Barcelona and Madrid. The same happened with "The Longest Day" soundtrack.

We have seen few Cameo-Parkway releases; only two of Chubby Checker, one of Dee Dee Sharp, one of The Orlons and one of Jo Ann Campbell. The records are pressed here with the RCA label. One of them, a single with "Limbo Rock" and "Popeye" reached the 20,000 sales mark, a fabulous number for the Spanish record market.

The importance of TV programming gets greater every day. There are now two great shows on Spanish TV, one in Madrid and the other in Barcelona. The show of Spanish TV in Madrid is "Gran Parada" ("Great Parade"); but people prefer Barcelona's, "Amigos del Lunes" ("Friend of the Mondays"). Spanish public can see in these two shows the best European singers, such as Gilbert Bécaud (now a real "idol" here), Johnny Hallyday, Alma Cogan, Charles Trenet, Charles Aznavour, Luciano Tajoli, Richard Anthony, Johnny Dorelli, Marlene Dietrich, Golden Gate Quartet, etc. When an artist works well on TV his record sales are greater.

March 19 was a great festivity for Valencia, a city with more than half a million inhabitants on the east coast of Spain. The typical spectacle of "Las Fallas" brings a lot of tourists. At that time, the hotels and night-clubs of Valencia contract the best international artists. This year there appeared Marlene Dietrich, Ted Heath, Johnny Hallyday, Katina Raniery, Vince Taylor, Jayne Mansfield, Harold Nicholas, Los Hermanos Rigual and others.

There is a new label here, Fonópolis, which signed American singer Allan Jones, who recorded a new version of "Donkey's Serenade," together with another eleven tunes, all with Spanish backing and in stereo. Some of the songs are "Tonight," "María," "Granada" and "What Kind Of Fool Am I."

"Compañía del Gramófono Odeón" (Spanish EMI) released some records of the new Stateside label: Johnny Desmond, Gary Criss, Freddy Cannon and The Four Seasons, among others. Speed on releases is now very important in Spain, because some radio programs broadcast the latest American and European hits, and people go immediately to the shops. Record companies must work quickly to supply the fans with the new releases.

A very important event in the Spanish pop music scene are the rock and twist sessions at Price Hall in Madrid. Every Sunday, at 11 am a crowd of 3,000 teenagers go to the Price Hall to see the new groups and singers. Some of them, as Mike Rios, the instrumental group The Relámpagos and the vocal and instrumental group The Sonor reached great success there. Their records are now selling very well. Now record companies are scouting new local talents everywhere. Tito Mora, who recorded his first disk in December, has recorded his fourth EP with four tunes written by young Augusto Algueró. Raphael, who was under contract with Philips, signed with the French label Barclay.

Many top singers from other countries will come to Spain. Here over the last three months were Pat Thomas, The Tokens, Los Hermanos Rigual, Gilbert Bécaud, Juliette Greco, Carmita and a lot of hit-makers from abroad. The Brothers Four will be here on April 22. The English hit-team, Cliff Richard and The Shadows and Frank Ifield will be in Barcelona and probably will record in Spanish, looking to the Spanish and South American markets.

Spain's song in the Eurovision Song Contest is "Algo Prodigioso" ("Something Prodigious") penned by Fernando García Moreillo, the author of "María Dolores," who will publish the song here. In other countries, the song will be published by EMI affiliates.

The hits of San Remo Festival are now recorded here by such Spanish artists as Tito Mora, Jose Guardiola, Torrebruno, Teresa María and the Italian singer Ennio Sangiusto, who had great success in Spain.

The First Festival of Madrid (Primer Festival de la Cancion en Madrid) will be presented May 15. It will be organized by twelve Spanish publishers. The contest will be probably the most important event of the Spanish musical scene this year. Everybody in the record business is eagerly awaiting it.

Belter S.L., of Barcelona, signed Sacha Distel to record in Spanish; Tamla, Motown and Gordy records will be probably manufactured here by Zafiro S.A.

Spain's Best Sellers

1. West Side Story—Soundtrack (CBS).
2. Uno Per Tutte—Tony Renis (HMV)
3. Tous Les Garçons Et Les Filles—Francoise Hardy (Hispavox-Vogue)
4. J'Entends Siffler Le Train—Richard Anthony (HMV).
5. Balada De La Trompeta—Cinco Latinos (CBS).
6. Retiens La Nutt—Johnny Hallyday (Philips).
7. Et Maintenant—Gilbert Bécaud (HMV).
8. Ese Beso—Paul Anka (RCA).
9. Sheila—Tommy Roe (ABC-Paramount-Hispavox).
10. Desafinado—Stan Getz (Verve-HMV).
11. Al Di La—Emilio Pericoli (Warner Bros.).
12. Chariot—Petula Clark (Hispavox-Vogue).
13. Limbo Rock—Chubby Checker (RCA).
14. Balada Gitana—Dúo Dinámico (HMV).
15. Telstar—The Tornados (Decca).
16. What'd I Say—Ray Charles (Belter).
17. Return To Sender—Elvis Presley (RCA).
18. Popotitos—Mike Rios (Philips).
19. Limbo Rock—Ennio Sangiusto (Belter).
20. Speedy Gonzales—Pat Boone (London).
21. The Longest Day—Mitch Miller (CBS).
22. Occhi Neri, Cielo Blue—Claudio Villa (Cetra-Vergara).
23. 100 Kilos De Barro—Enrique Guzmán (CBS).
24. Ballade A Sylvie—Leny Escudero (Iberofon-Bel Air).
25. The Longest Day—José Guardiola (HMV).

A few weeks ago, Olympia released the original version of "Saksisch Porselein" from the TV-contest Canzonissima. The flip side of this record is another number which appeared in Canzonissima, too, "Zo mooi." The artist who sang both numbers is Jo Leemans. The reactions of the public seemed to be satisfying and critics are enthusiastic about this record. Sales are good said Cobedi, the distributing company. The composer of the number Paul Dorlois, said that the version of Jo Leemans is the best he has heard until now and that the arrangements made by Frans Verbeek give to this number the right "sphere" he has imagined for this song.

The publishing company, Fonogram (which is a subsid of Sobedi) is very satisfied with this recording session, German lyrics of this number have been made and there were some demands from a few German companies for the track, but until now there has been no decision taken. A new recording session was held with Jean Marc Bertrand. The titles of the two numbers are "Pardon, mon dieu" and "Encore un jour." A new recording session is also planned for the Ruby's on Newtowne, who had success in many foreign countries. The masters of their "Kuku Yango" have indeed been sold in Japan, Italy, Germany, Switzerland, Sweden, Austria, Spain, etc. . . . We will let you know about the titles in a week or so. On Olympia, the current Flemish hit "De witte muis" (The White Mouse) and "Blijf van mijn katteke" (Stay Away from My Cat) is still going strong.

Ardmore and Beechwood obtained the publishing rights of the English song, "Say Wonderful Things" and the Spanish number "Algo Prodigioso." These songs represented their countries in the Eurovision Song Contest, held in London.

Bobby Rydell is fast acquiring fame in Belgium through the selling of his successful version of "Loop de Loop." Show Records, which also distributes Cameo products in Belgium, has come up with two new Rydell singles. Titles are "Tell Him" and "Up on the Roof," while number two features "Butterfly Baby" and "Love is Blind."

Besides the Rydell vogue, there is a great interest for the latest James Darren disk (Colpix), which also looks like a great success. (Darren once made a hit here with "Goodbye Cruel World." His latest record features "Pin a Medal on Joey" and "Diamond Head," from the film with the same title. Darren is less known in Belgium than in the States, where he also seems to be appreciated as a movie-actor, but his rendering of "Pin a Medal on Joey" proves that he also has the makings of an excellent crooner. Meanwhile, Chubby Checker's (Parkway) "Let's Limbo Some More" is selling like hot cakes. Accompanied by The Benny Goodman Orchestra, Zoot Sims has just recorded a new single, showing "The Sochi Boatman," parts I and II.

Belgium's Best Sellers

FLEMISH

1. Eenzaam zonder jou (Will Tura/Palette)
 2. Coeur blessé (Petula Clark/Vogue)
 3. Sans-toi mamie (Adamo/Pathé)
 4. Green Eyes (Ray Conniff/CBS)
 5. Tous les garçons et les filles (Françoise Hardy/Vogue)
 6. Loop de Loop (several versions)
 7. Do you love me (The Contours/Oriole)
 8. Crying in the wind (Paul Anka/RCA)
 9. Junge komm bald wieder (Freddy/Polydor)
 10. Gloria (Ray Mondo/Moonglow)
- Prima Donna (Alberto Cortez/Show)

WALLOON

1. Sans-toi mamie (Adamo/Pathé)
2. Coeur blessé (Petula Clark/Vogue)
3. Tous les garçons et les filles (Françoise Hardy/Vogue)
4. Elles est terrible (Halliday/Philips)
5. El Pecador (Rosy Armen/Vogue)
6. Green Eyes (Ray Conniff/CBS)
7. Loop de Loop (several versions)
8. For me . . . formidable (Aznavor/Barclay)
9. Do you love me (The Contours/Oriole)
10. Crying in the wind (Paul Anka/RCA)

Hispavox Fetes Lieberman



MADRID—Hispavox Records, distributor of the CBS label in Spain, recently hosted a party for Goddard Lieberman when the Columbia prexy visited Spain. Standing (left to right) in the above pic are Luis Calvo, international manager of Hispavox, Federico of Cash Box and Liberson.

The Best in Britain... Bens



HOLLAND

On Tuesday March 19, His Master's Voice-pop singer Rex Gildo waxed his Dutch version of "Tampico Lady" and "Madalena" in Bovema's studio.

Bovema's Imperial-songstar Rita Corita was one of the highlights in the recently broadcasted TV-variety-show "Sterren en Streken." She promoted her new song "Toet, toet, toet," which has been rushed out.

Bovema's talent scouts discovered another promising teenage talent at the 3-A exhibition in Enschede: Christine Heupink, whose initial HMV-recording "Casanova Baciami"/"Als Je Verliefd Wordt" will be released very soon.

Bovema's Columbia-label has released a couple of hot items in three musical areas: Klemperer's interpretation of Mozart's Prague-symphony nr. 38, the LP by the Curtis Fuller Quintet + Zoot Sims "South America Cookin' (the Bossa Nova)" and—as the very first version on the Dutch market—Bobby Vinton's big hit "Over the Mountain."

Shortly after the Ellington-concerts in both The Hague and Amsterdam, Bovema's Capitol-label released "The Best of Duke Ellington" LP. Also on the agenda is Peggy Lee's "Sugar'n Spice and "The Swingers," the Four Freshmen's latest album.

Negram rushed out in the pop area items like Carmela Corren's "Vielleicht Geschicht Ein Wunder" and Francoise Hardy's "L'Amour S'En Va," numbers which competed for the Eurovision-Songcontest Award 1963 in London (see separate story).

Basart is in full operation with the Italian song "Uno Per Tutte," which it acquired from Ricordi, Milano. The first version in the Dutch language was released on the Imperial label, featured by Bruno Martino. Basart signed up the rights for the Nr 1. song in the English hitparade "Please Please Me" sung by The Beatles. Basart is working on the local recording of this English song. Philips reports very good sales of the fabulous Rita Reys recording of the Bossa Nova song "Fly Me To The Moon." The publishing rights of this title are with Essex Holland N.V. (Basart N.V.) Basart acquired the rights of the new Anita Traversi recording "Jamaica Moon." Dutch lyrics were written by Ger den Braber and the first local recording on C.N.R. will be released soon.

Berry Gordy Jr., Esther Edwards and Barney Ales visited Holland and had several business-talks with record-companies re. the representation of the Tamla, Motown and Gordy labels. It is not known yet which Dutch company will handle the labels in future. Delta already released some Motown-Tamla records, such as "Do You Love Me" (The Contours), "You've Really Got A Hold On Me" (Miracles) and "Two Lovers" (Mary Wells). Especially "Do You Love Me" had a fantastic start and it seems that it will become a big hit over here.

Siemens reporting very big sales of Freddy's Polydor-platter "Junge Komm Bald Wieder," which reached the third position in this week's Top Ten list. The Compagnons De La Chanson will do concerts in Holland on April 9, 10 & 11.

Other visitors from abroad include Jacques Brel (short tour at the end of April), Adam Faith (5th April on Dutch TV), Art Blakey and the Jazz Messengers (last Saturday in Amsterdam and The Hague) and the Oscar Peterson Trio plus Roy Eldridge (April 6 in Amsterdam and The Hague).

Artone again proved promo power on the Beneleux market with a very promising start in the low lands of Elvis-styled Vince Everett's recording "I Ain't Gonna Be Your Low Down Dog No More." With strong backing, the ABC Paramount record is Clicking now with the teenage crowd. Other hits released by Artone on the same label include Ray Charles' "Don't Set Me Free" and Brian Hyland's "If Mary's There." Since the Charles etching is his first new single with his full ork as well as The Realets, all of whom will appear in concert here in the middle of May, the disk is being promoted accordingly.

Artone's new releases on the important Cameo-Parkway label include: Bobby Rydell's "Butterfly Baby," Chubby Checker's "Let's Limbo Some More," The Orlons' "South Street," Dee Dee Sharp's "Do The Bird." Just out of the planning-stage are two more 10" packages with super-selections from new LP material by Checker and Rydell. Both artists are very hot in the Benelux territory.

With Roulette's Joey Dee currently doing the rounds in Europe for S.R.O. houses, Bernhard Mikulski of SID, Roulette licensee for Western Germany, asked Artone to press and pack a special Dee LP album entitled "A Portrait of Joey Dee." The set features stand-outs like "C. C. Rider," "Slippin' And Slidin'" and "Starlight Special."

Also Delta's local production had a new big success by recording one of Holland's most popular disk-jockey's Fred van Amstel: "Wie Kust Anouschka" (Who Is Kissin' Anouschka)/"Hé Wacht Even" (Hey, Wait A Moment).

On April 5, The Brothers Four appear on TV in the Vara-Rudi Carrell Show. This Show is the number one TV show in Holland, and will also be relayed in the Flemish part of Belgium. Probably the NCRV radio will arrange a 20 minute radio performance on April 6. The Brothers Four will arrive in Brussels on April 3 to make a telerecording with the French part of the Belgium TV, the next day. Hemmy Wapperom, CBS' label manager, told Cash Box about the marks of sympathy he already received from press people and disk-jockey's. "The Brothers Four Songbook" has been released in Holland and expected to be rereleased very soon are "Greenfields" and "Green Leaves Of Summer" on one single and the LP, "Greatest Hits."

Holland's Best Sellers

This Week	Last Week	Title
1.	(1)	Soerabaja (Anneke Grönloh/Philips, Imca Marina/Imperial) (Les Ed. Int. Basart N.V./Amsterdam).
2.	(2)	Bachelor Boy (Cliff Richard/Columbia) (Les Ed. Int. Basart N.V./Amsterdam)
3.	(5)	Junge Komm Bald Wieder (Freddy/Polydor) Editions Altona/Amsterdam)
4.	(3)	Catootie (Soloists Wim Sonneveld TV-show/Philips) (Les Ed. Int. Basart N.V.)
5.	(4)	Blume Von Tahiti (Gert Timmerman/Telefunken) (Holland Music/Amsterdam)
6.	(6)	Loop de Loop (Johnny Thunder/Delta, Bobby Rydell/Cameo-Parkway) (Chappell/Amsterdam)
7.	(7)	Sei Rimasta Sola (Willy and Willeke Alberti/Philips) (Landry Music/Antwerp)
8.	(9)	One Broken Heart For Sale (Elvis Presley/RCA) (Belinda/Amsterdam)
9.	(8)	Limbo Rock (Chubby Checker/Cameo-Parkway) (Bens-Benelux/Brussels)
10.	(—)	Africa (Jumping Jewels/Philips) (Editions Altona/Amsterdam)



GERMANY

Billy Mo is a young Negro from the islands who has been in Germany for many years as a singer and trumpet player. Although his popularity in clubs and for one night stands has kept him going for many years, he has never made the top of the charts with a record. Now, his newest record, a comedy song entitled "Ich Kauf Mir Lieber Einen Tirolerhut" (I'd Rather Buy A Tirol Hat) has taken off like wildfire and made the number one position for the first time this week. The young star who can imitate Louis Armstrong to a tee with his trumpet and also his voice has a bright future in store for him here.

To Tamouré or not to Tamouré is no longer a question in Germany. With the Hawaiian rhythm taking off like crazy through the indie recording of "Wini-Wini" released on Polydor, the new sound is making its way into record grooves with many top stars. Teldec has released no less than 3 Tamouré recordings by prominent artists such as Caterina Valente, Gerd Boettcher & Wynn Hoop.

The lineup for the 3rd German Pop Music festival to be held in Baden-Baden on June 15 is almost set. Ariola will send Carmela Corren, Anita Traversi and either Louis Neffs or Gunnar Wiklund. Carmela is from Israel, Anita from Italy, Louis from Belgium and Gunnar from Scandinavia. Electrola is being represented by Greetje Kauffeld, Chris Howland and probably Conny. Greetje is from Holland and Chris from England.

Metronome has nominated Ann-Louise Hanson, Rainer Bertram Dorthe and Eurovision "Song For Europe" contest winner Grethe Ingmann. Ann-Louise, Dorthe and Grethe are from Scandinavia.

Polydor is sending Lolita and Rene Kollo with a third artist still to be chosen. Lolita is from Austria. Teldec will be represented by Gerd Boettcher, Billy Mo and Gerd Timmermann with Billy being from the Carribean islands. In all, over 50% of all the artists at the German pop festival will not be German! Philips has not yet decided on its artists. Teldec A&R man Werner Muller, who was instrumental in the career of Caterina Valente, has sent an offer for a record contract to ex-Queen Soraya. She has not yet replied.

Ralph Maria Siegel reports that his musical "Herr Kayser And The Nightingale" will be produced for TV in full length soon. He also reports that the Bossa Nova craze has been very good for him. He's got over 54 Bossa Nova records going for him in Germany as a publisher. "Desifnado" alone has racked up 26 recordings and "One Note Samba" 18 waxings.

Klaus Teubig of Esplanade music reports that the new 2 sided Polydor waxing of Mariona with songs written by Lotar "You, You, You" Olias and Kurt Schwabach is taking off to hitsville. The firm is also working hard on the new Hein Riess Seamon's recording for Polydor and of course the high flying Freddy recording of "Junge, komm bald wieder," which is nearing the million mark in sales.

Presidential pal Paul Siegel writes that he visited the White House and received a golden tie clip of President Kennedy's PT boat as a present. Paul also guested on WWDC in Washington with his Teldec-Dot waxing of "The Minuteman" by the Oederland Orchestra.

The first Bert Kaempfert production of Brenda Lee in German has just been released and critics have picked the record to enjoy great success here.

Bernard Mikulski has opened the guns for the start of his CBS representation here. He has started by releasing 300 LP's in stereo and mono, about 100 EP's and over 50 singles.

Hans Gerig reports that the new Rex Gildo waxing of "Maddalena" which hit the number 6 slot in the hit parade this week finished first in the Radio Stuttgart "Schlager Scala."

Theo Seeger of Peer Music reports that his 2 push items of the week are "Cha-Cha Dell' Amore" sung in German by Cocki Mazzetti and "What Will My Mary Say" by Johnny Mathis both released by CBS with the Mazzetti waxing coming out on the Primary label.

Publisher-producer Hans R. Beierlein has started a big publicity campaign for the French teenager star Francoise Hardy. The top German magazines and papers have brought picture stories over the young gal and she is being considered for the main role in an up and coming music film by CCC film here. Francoise's first German recording released by Vogue is just getting started here.

A&R man Hans Bertram of Polydor has called to our attention the fact that the reason that Margot Eskens did not represent Germany at the "Song For Europe" contest is due to illness. Margot was to replace Heidi Bruhl who was sick, but then Margot caught a bad case of flu and Heidi was able to step back into the picture in time for the festival in England. Sorry for any false impressions, Hans.

That's it for this week in Germany.

Germany's Best Sellers

This Week	Last Week	No. Weeks In Charts	Title
1.	2.	6.	*Ich Kauf Mir Lieber Einen Tirolerhut (I'd Rather Buy A Tirol Hat)—Billy Mo—Decca—Karlheinz Busse
2.	1.	5.	*Casanova Baciami—Petula Clark—Vogue—Hans R. Beierlein/Montana
3.	2.	15.	*Junge, komm bald wieder (Son, come home soon)—Freddy—Polydor-Sikorski/Esplanade
4.	4.	9.	Gaucht Mexicano (Jalisco)—Renate & Werner Leismann—Ariola—Melodie Der Welt
5.	9.	2.	*Wini-Wini — Tahiti Tamoures — Polydor — Nero/Gerd Hammerling
6.	—	1.	*Maddalena—Rex Gildo—Electrola—Gerig
7.	6.	4.	Bonanza—Ralf Paulsen—Electrola—Chappell/Seith
8.	5.	14.	*Wenn Du Gehst (When You Go)—Connie Francis—MGM—Viktor
9.	—	1.	Pepino (The Italian Mouse)—Vico Torriani—Decca—Atrium/Felix Stahl
10.	—	1.	Wenn Erst Der Abend Kommt (I'm Yours)—Peter Alexander—Polydor—Aberbach *Original German Copyright

HOLLAND—(Continued)

Laguestra and his orchestra continued his recordings for the CBS-label with "Turkish Coffe" and "The Flying Carpet" on singles. CBS just released two Mahalia Jackson singles ("My God Is Real"—"The Lord's Prayer" and "He's Got The Whole World In His Hands"—"Didn't It Rain") and three EP's. There's a lot of demand for Mahalia's recordings; they proved to be steady sellers. This also accounts for Doris Day's just released, single "Que Sera Sera"—"Secret Love" and Johnny Mathis' "Maria"—"Tonight," also released on a CBS single. CBS released "Our Winter Love" by Bill Pursell and "Who Stole The Keeshka" by Frankie Yankovic and his Yanks, announced as International Top Hits.



SCANDINAVIA



AUSTRALIA

DENMARK

New sheet music from Wilhelm Hansen, Musik-Forlag, includes three songs from the local Song Festival. "Amiga Mia," words by Sejr Volmer-Sörensen and music by Hans Schreiber, "Pourquoi?," words by Volmer-Sörensen and music by Børge Nordlund, and "Harlekin og Kolumbine" (Harlequin and Columbine), words and music by John Andersson. Wilhelm Hansen has also released the Norwegian local festival winner "Solhverv" (Turn of the Sun), composed and written by Dag Kristoffersen, with Danish lyrics by Peter Mynte.

More recordings from the local Song Festival includes "Amiga Mia" sung by Björn Tidmand on Odeon.

FINLAND

New sheet music from Oy. R E Westerlund Ab. includes the local Song Festival winner "Muistojeni laulu," words and music by Börje Sundgren. Firm has also made an English lyric of this Slow Beguine, titled "A Sweet Little Song." In addition to the RCA recording reported in this column a couple of weeks ago, it has also been recorded by Marjatta Leppänen on HMV.

Other recordings from the local Song Festival include the cha-cha "Olen mikä olen," which came third, with Tamara Lund on Fontana. It was Miss Lund's debut for this label. Local so called experts consider this song the best in the competition and everybody seems to be sure it would have been the best rep for Finland in London. However, there are always experts who criticize the decision of the jury which voted the songs. It is one of those things automatically following after the local festivals have taken place all over Scandinavia. Nevertheless, Miss Lund is to be congratulated for her reading of this song on Fontana, which no doubt will make her a top name in Finland within a short time.

Ragni Malmsten contracted for a concert in Oslo on April 4. Miss Malmsten will sing "38 words in Finnish" a song by her father, veteran singer-composer Georg Malmsten and another song, "To a Wise Heart." She is contracted to Philips.

NORWAY

Salhus-Kvintetten (Olkabilamo) is a new group from Bergen in western Norway which recently made its record debut on Philips with "Singel og sand," a record which seems to be a country-wide top seller, reports Haakon Tveten of Norsk Phonogram A/S. Same company also expects a lot from the British Eurovision Song entry, "Say Wonderful Things" with Ronnie Carroll, also a Philips release.

"A Summer Holiday" with Cliff Richard on Columbia, now topping the charts in Norway, is published by Musikk-Huset A/S. New top seller on the Norwegian charts is "One Broken Heart For Sale" with Elvis Presley on RCA, this week moving from nowhere to second spot. Also coming very strong is "Walk Right In" with The Rooftop Singers on Fontana and "Hey Paula" with Paul and Paula on Philips.

SWEDEN

Publisher Stig Anderson of Bens Music AB, Sweden Music, etc., off for biz visit in London on March 31. He has just returned from biz talks in New York, and will now spend a week in London.

New sheet music from Southern Music includes the Swedish Song Festival winner "En gång i Stockholm" composed by Bobbie Ericson, words by Beppe Wolgers, "Walk Right In," words and music by Gus Cannon and H. Woods, "Nej Monsieur" (Non Monsieur) French words by Frank Gerald, Swedish lyrics by Yunkers, music by Hubert Giraud.

New sheet music from Modern Music AB includes "Halvljumma kysar" (Warned-Over Kisses), words by Peter Udell, Swedish lyrics by Arne Swedén and music by Gary Geld, "A Taste Of Honey" (En doft av honung), words by Ric Marlow, Swedish words by Arne Swedén and music by Bobby Scott, and the Italian song festival winner "Uno Per Tutte" (Du är som skapad för mig) by Tony Renis with Swedish lyrics by Gösta Rybrant. Stockholms Musikproduktion has released the French "Un Garçon des Iles" by Henri Salvador, in English known as "I Will Give My Life For You" (words: Marcel Stellman) and in Swedish "Jag vill ge mitt liv för dig," words by Lisbeth Stahl.

Just released here is Elvis Presley's "One Broken Heart For Sale" on RCA, which already from the release day looks as another top seller. Just out on Decca is "Like I've Never Been Gone" with Billy Fury, "Tell Him" with Billie Davis and "Pepino (the Italian Mouse)" with Vico Torriani.

Karusell has released an English version of "Hava Nagila" with The Spotnicks, the famous Swedish group, doing very well all over Europe, and much requested also from other continents. The latest offer came the other day from Barcelona, Spain, where they are offered a tour, radio and TV shows.

Norwegian singer Ray Adams recently gave up his longtime partnership with Norwegian show biz man Per Gunnar and started his own production company. In Stockholm he recently signed a world-wide distribution contract with AB Philips-Sonora. There has been talkings about a tour in the U.S. this spring for Adams.

Norway's Best Sellers

This Wk.	Last Wk.	Weeks on Chart	Title	Artist
1.	1.	3.	A Summer Holiday (Cliff Richard/Columbia)	Musikk-Huset A/S
2.	—	1.	One Broken Heart For Sale (Elvis Presley/RCA Victor)	Belinda (Scandinavia) AB
3.	2.	11.	Jeg vil ha en blå ballong (Toy Balloon) (Arne Bendiksen/Triola)	Stockholms Musikproduktion
4.	7.	2.	Hey Paula (Paul & Paula/Philips)	Harald Lyche & Co.
5.	3.	10.	Midnattstango (Tanze mit mir in den Morgen) (Ase Wenzel-Jan Höiland/Columbia)	Musikk-Huset A/S
6.	4.	7.	*Regniga natt (Grätende sky) (Anna-Lena/Metronome)	Manu Music
7.	8.	9.	Fjerne land (Weites Land) (The Key Brothers/Triola)	Egil Monn Iversen A/S
8.	5.	4.	Loop The Loop (Frankie Vaughan/Philips)	No Publisher
9.	9.	6.	Diamonds (Jet Harris-Tony Meehan/Decca)	Norsk Musikforlag A/S
10.	—	1.	Walk Right In (The Rooftop Singers/Fontana)	Southern Music AB

It's wonderful to see Australia's Rolf Harris doing so well on the Cash Box Top 100 with his Epic label single of "Sun Arise." Rolf is the first Australian artist to make any really outstanding progress on the Top 100 List. Strangely enough, "Sun Arise" did little business here, so it will be interesting to see if its presence on the Cash Box Top 100 can get it off the ground in Australia.

A recent visitor to Cash Box was Ken Kragen from America, manager of the popular Limelites, who have enjoyed a fair amount of record success in Australia. Ken has opened an office in Sydney in conjunction with Art Thurston. Ken advised Cash Box that he planned to bring the Limelites to Australia early in August for television and concerts. The present scheme is—providing officials okay the deal—for the Limelites to give special shows at the large universities in our major cities.

A new Australia vocal group, The BGs, are out with the first single for Festival Records. In a very impressive debut the outfit presents "The Blue And The Grey," which should become an important side for them. The BGs were discovered by leading Brisbane disk jockey Bill Gates.

RCA Records has launched a big nationwide contest in conjunction with its newly released album "Our Man From Italy" featuring Sergio Franchi. The competition will run for two months and the first prize will be a cruise for two to Noumea on the new Lloyd Triestino liner "Galileo" together with £100 spending money. There will be additional prizes of fifty RCA albums. This amounts to one of the biggest promotion campaigns ever for a new album in Australia.

ARC has a fairly solid batch of hits going for them at the moment. Ray Bull, promotion boss for ARC, reports big action on "Tell Him" (The Exciters); "Ruby Baby" (Dion); "Blame It On The Bossa Nova" (Eydie Gorme); "Rhythm Of The Rain" (The Cascades); "Our Day will Come" (Ruby and The Romantics); "What Will Mary Say" (Johnny Mathis) and a slew of others. The first three disks mentioned are all on our best-seller list this issue with talented Eydie Gorme holding down the top spot with her biggest hit ever in "Blame It On The Bossa Nova."

"Surfside" has been a fairly successful record in Australia for Digger Revell's Denver Men—nice to see it has had a release in the United States through Capitol Records. Graham Webb, breakfast announcer with 2GB in Sydney, has written a set of lyrics for "Surfside." The vocal version, known as "I Watch The Surf," has been released on the Festival label by Daryl Stewart who has just returned from the United States. Daryl had a big smash here a couple of years back with "A Man Called Peter," which was also on the Festival label.

W&G Records going along at a good pace with its current batch of singles. Among them are "From A Jack To A King" (Ned Miller); "Little Band Of Gold" (James Gilreath); "Hot Pastrami" (The Dartells); "Hava Nagila" (The Spotnicks); "Burning Desire" (Wade Ray); "Do You Love Me" (The Spotnicks); "Mexican Moon" (Charly Tabor) and a new local single by Bobby Bright, which couples "There's A Great Day A'Comin'" with "Girls Never Notice Me."

Basil Ahrens from the Chappell & Co. group of publishers is delighted with the hot songs the firm has on the move right now. Among them are "Hey Paula"; "Rhythm Of The Rain"; "Wild Weekend"; "The End Of The World"; "A Gypsy Cried"; "Boss Guitar"; "Loop De Loop" and "Tell Him."

Pamela Lee, wife of popular (Festival label) recording star Lonnie Lee, left recently for the United States to visit contacts in preparation for Lonnie's forthcoming visit in June. Pamela stopped off at Honolulu for a while before pushing on to Los Angeles then to New York via New Mexico, Nashville, Philadelphia and Boston. Pamela has a stack of publicity material with her on Lonnie together with samples of all his records and some demo tapes of songs that belong to Lonnie Lee Music. Lonnie is keenly interested in club work and any club operator can contact Pamela Lee c/o Qantas Airways, Los Angeles.

RCA has rush-released the album package entitled "Neil Sedaka Sings His Greatest Hits" which carries the twelve single successes the artist has had to date. This one is likely to be a consistent sales item in view of the steady popularity of Neil Sedaka in this country.

Australia's Best Sellers

1. Blame It On The Bossa Nova (Eydie Gorme—CBS) Tu-Con Music
 2. From A Jack To A King (Ned Miller—W&G) J. Albert & Son
 3. Walk Like A Man (Four Seasons—Festival)
 4. Ruby Baby (Dion—CBS) Belinda Music
 5. Hey Paula (Paul & Paula—Philips) Wallaby Music
 6. In Dreams (Roy Orbison—London) Acuff-Rose
 7. Tell Him (The Exciters—U/A) Robert Mellin
 8. Little Band Of Gold (James Gilreath—W&G) J. Albert & Son
 9. *Come A Little Bit Closer (Delltones—Festival) Belinda Music
 10. Dance On (The Shadows—Columbia) J. Albert & Son
- *Locally Produced Record.

Sweden's Best Sellers

This Wk.	Last Wk.	Weeks on Chart	Title	Artist
1.	2.	3.	Hey Paula (Paul & Paula/Philips)	Sonora Musikförlags AB
2.	1.	6.	I Saw Linda Yesterday (Dickey Lee/Philips)	Ivan Mogull Music/Sweden Music
3.	4.	5.	Kiss Me Quick (Elvis Presley/RCA Victor)	Belinda (Scandinavia) AB
4.	3.	7.	De tusen sjöars land (Ray Adams/Fontana)	Gehrmans
5.	9.	2.	St. Louis Blues (Alice Babs/Polydor)	Reuter & Reuter
6.	6.	3.	Lotta Lovin' (Gene Vincent/Capitol)	No Publisher
7.	5.	2.	Gulle dej (Playin' Games) (Siv Malmquist/Metronome)	Edition Odeon
8.	—	9.	Desafinado (Stan Getz-Charlie Byrd/Verve)	Modern Music AB
9.	—	1.	Remember Then (The Earls/Stationside)	Schroeder/Bens Music AB
10.	—	1.	*Hälsa Mikael från mej (Britt Damberg/RCA Victor)	Sweden Music

*Local copyright.



JAPAN

The Minister of Finance of Japan gave instructions to the officials in charge on Mar. 14 to greatly ease the restrictions on payments to visitors in foreign money and on the deals of import films. The relief is to be enforced on and after April 1.

- 1) In the budget, 200,000 dollars is presently provided as payments to foreign artists. But it is only for invitations for the public interest. For "common visitors," 1 million yen is only allowed to pay for one invitation.
- 2) After April 1, the allocations for performances at theatres or public hall should be up to 5,000 dollars for one case, and for those at night clubs or cabaret up to 2,000 dollars for one case.
- 3) The import films are to be increased, from 231 films in 1962, up to 275. The new figures of TV films were not shown, but a large relief is expected also in these deals.

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

George Shearing, who was making very successful performances here, attended the commencement of Komyo-ryo, national blind school, and played some of his hits to encourage pupils suffering from the same handicap as he.

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

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

Since January, we have many visitors from American and European countries in the popular and classic field. The new trend of these artists this season is that they sing at first class hotels. In Japan, foreign artists used to sing at theatres, public halls or night clubs, but they would not appear on the stage of hotels. Gilbert Beaud, French chanson singer, sung at the Hotel Okura March 15, and the I Musici from Rome appeared at the Imperial hotel March 26.

Japan's Best Sellers

INTERNATIONAL:

This Week	Last Week	Title	Label
1.	(1)	Sherry—Four Seasons (Vee Jay) Pub. Toshiba; Paradise King (Toshiba)	Pub. Toshiba; Paradise King (Toshiba)
2.	(3)	Bobby's Girl—Marcie Blane (London) Pub. Shinko; Mari Umeki (Toshiba)	Pub. Shinko; Mari Umeki (Toshiba)
3.	(4)	The Longest Day—Mitch Miller (Columbia) Pub. EMP; Shigeru Katsumi (Toshiba)	Pub. EMP; Shigeru Katsumi (Toshiba)
4.	(2)	Return To Sender—Elvis Presley (Victor) Pub. Aberbach; Three Frankies (Toshiba)	Pub. Aberbach; Three Frankies (Toshiba)
5.	(7)	Johnny Get Angry—Johny Sommers (Warner Bros.) Pub. IMP; Kayoko Moriyama (Toshiba)	Pub. IMP; Kayoko Moriyama (Toshiba)
6.	(—)	Good-bye Joe—Alma Cogan (Odeon) Pub. Shinko; Q. Sakamoto (Toshiba) Michiyo Azusa (King); Mari Sono (Grammophon)	Pub. Shinko; Q. Sakamoto (Toshiba) Michiyo Azusa (King); Mari Sono (Grammophon)
7.	(—)	Tonight You Belong To Me—Nancy Sinatra (Reprise) Mie Nakao (Victor)	(Reprise) Mie Nakao (Victor)
8.	(8)	Rambling Rose—Nat King Cole (Capitol) Pub. Tone; Gentaro Takahashi (Toshiba)	Pub. Tone; Gentaro Takahashi (Toshiba)
9.	(5)	Eso Beso—Paul Anka (Victor) Pub. Shinko; Michiyo Azusa (King) Takashi Fujiki (Teichiku)	Pub. Shinko; Michiyo Azusa (King) Takashi Fujiki (Teichiku)
10.	(—)	Knock On Your Door—Eddie Hodges (Cadence) Pub. Aberbach; Yukari Ito (King)	Pub. Aberbach; Yukari Ito (King)

LOCAL:

This Week	Last Week	Title	Label
1.	(2)	Hitoribotchi no Futari—Q. Sakamoto (Toshiba)	(Toshiba)
2.	(1)	Kiriko no Tango—Frank Nagai (Victor)	(Victor)
3.	(3)	Itsudemo Yumeo—Yukio Hashi (Victor)	(Victor)
4.	(5)	Tsun-Tsun Bushi—Q. Sakamoto (Toshiba)	(Toshiba)
5.	(4)	Yamagoya no Hoshi—Kiyohiko Matsunaga (Toshiba)	(Toshiba)
6.	(6)	Samui Asa—Sayuri Yoshinaga (Victor)	(Victor)
7.	(—)	Shimasodachi—Yukiji Asaoka (Toshiba)	(Toshiba)
8.	(7)	Anoko ni Shiawase—Hisahiko Iida (Columbia)	(Columbia)
9.	(8)	Sasurai no Uta—Michiya Mihashi (King)	(King)
10.	(—)	Kackoi Sandogasa—Komadori Sisters (Columbia)	(Columbia)

LP BEST SELLERS:

This Week	Last Week	Title	Label
1.	(2)	Girls Girls Girls (Victor)	(Victor)
2.	(3)	The Best of King Cole (Capitol)	(Capitol)
3.	(1)	Ray Charles Story Vol. 1 (Atlantic)	(Atlantic)
4.	(4)	Mantovani Spectaculars (London)	(London)
5.	(5)	Holiday in Japan (Polydor)	(Polydor)

On Location

JOHANNESBURG—The dashing fellow in the above pic looking something like Diamond Jim Brady is actually country chanter Jim Reeves. The artist, who is hitting in the States with "Missing Angel" on Victor, is currently on location in Johannesburg shooting his first flick, a musical tagged "Strike It Rich." Reeves co-stars in the film with Madeleine Usher and June Neethling.



FRANCE

Everybody seems to be waiting for the results of the Eurovision song contest. Monaco is principally represented by Francoise Hardy (Vogue), France by Alain Barriere (R.C.A.), Luxembourg by Nana Mouskouri (Philips). The song that will be interpreted by Francoise is from Edition Alpha. Alain Barriere from the Tutti catalog, and Nana from the Bagatelle firm. At the time this column comes out, the prizewinner will be already known. Philips is represented twice, on one side by a songstress, and on the other by the song "Si Jolie."

Let's talk about another subject more serious, and this applies to all the corporations that are in contact with the disk biz. The musicians are getting set to strike. We can't say a strike is in view concerning recording sessions, not as yet, but what we can say is that the musicians refuse to make recordings for a playback, they will only accept a direct recording session. This is going to cause quite a few inconveniences for artistical directors. On the other hand, the French musicians would like to stop the foreign musicians without a working card from recording. To add to the confusion, the Federation of Show Biz has also entered this affair and would like to obtain from the record manufacturers a standard contract for their members, who are certainly artists, but of a second class, not vedettes or stars. The record manufacturers refuse to fall in line.

Cash Box had the pleasure to see songstress Sheila on TV. She sung "L'ecole Est Finie" (School Is Finished) from the Breton catalog.

The youngsters from the group Fontana, Philips: we must mention at least three of these, Lucky Blondeau, Claude Francois, and Sheila. They have something in common. It seems that their orchestral arrangements are excellent, and very nicely put over, very up to date and modern for everybody's taste. We don't know whether to congratulate the arranger or the artistical director.

Just received some news from Jacqueline Bouvier, who having occupied an important post in the Vogue group in Germany, now directs the group Editions K. H. Busse in Paris, which, in a few words, says that this German firm has opened up in Paris. The address: 18 Rue de faubourg Poissonniere. Telephone number PRO.40 37.

The debut of Charles Aznavour in New York: under the initiative of Eddie Barclay, a special constellation plane for Charles friends will make a trip to New York in order to be present at the premiere. In this way he will be surrounded by his friends and won't feel alone for his first date at Carnegie Hall. Afterwards, Aznavour will have a round trip visiting all the top cities of America for his singing tour.

While on the subject of America, American publisher Georges Pincus was in Paris. He contacted several well known publishers notably Philippe Boutet of Barclay and Jack Denton, also a up-and-coming man in the song biz. Jacques Wolfsohn from Editions Alfa who is on top with the compositions of Francoise Hardy, and also with foreign songs.

Record novelties: Philips' new young Malika has just given us "L'amour Est Fini" and "Chance." We find Ricet Barrier has just supplied us with "La Java Des Hommes Grenouilles" in his particular style, and "Fantome De La Marquise." Philips has a crush on young songstresses: Sabrina (Mogul Achir Chemouny thinks she has quite a lot of talent) in particular with her rendering of "A La Vie A L'Amour." We find as well Nicole Croisille, who gave us quite some hopes along time ago. Her new title, "J'ai Peur."

At Pathe Marconi we met Felix Valoussiere, the commercial director who is very much satisfied with the season just ending, the cause being the success of Richard Anthony, and also Dick Rivers, Rene Louis Lafforgue has just grooved "Ma Bonne Jeanne" and the "Douche Municipale." Gloria Lasso has just cut "El Pecador" and Theo Sarapo has "Un Dimanche A Londres" and "Les Rebelles."

Tino Rossi with his latest 12" entitled "Tino A Musicorama" brings back many souvenirs of his brilliant career with all his oldies, and his career is not yet finished. In its international series, Liberty has a disk by Timi Yuro with "I Know" and "Hallelujah I Love Him So" and from Imperial catalogs the Hurricane Strings give us "To Venus" and "In The Carrick."

Philips signed cinema artist Darry Cowl. He has not been signed up to sing as you might imagine, but on the contrary, simply to give his version of "Embaras De Paris."

"Lawrence Of Arabia" original soundtrack, issued by Barclay record company, was scored by the French composer Maurice Jarre. The enchanting theme song from the film was penned by Eddy Marnay and becomes "La Rose Des Sables." Quite a lot of artists will groove this tune, and we'll give you more details on this next week; lucky publisher: Manhattan Music Paris.

France's Best Sellers

1. Tous Les Garçons Et Les Filles: F. Hardy. Recorded by: F. Hardy. Publishing firm: Alpha.
2. C'est A L'amour Auquel Je Pense: F. Hardy. Recorded by: F. Hardy. Publishing firm: Alpha.
3. Forme Formidable: Plante, Aznavour. Recorded by: C. Aznavour. Publishing firm: French Music.
4. Donne Moi Ma Chance: Bucharah, Salvat. Recorded by: Richard Anthony. Publishing firm: Alpha.
5. L'idole Des Jeunes: Lewis, Bernet. Recorded by: J. Hallyday. Publishing firm: Tutti.

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COUNTRY ROUND UP



COUNTRY REVIEWS

B+ very good C+ fair
B good C mediocre

THE CASH BOX BULLSEYE

"PEARL PEARL PEARL" (2:08) [Carolintone BMI—Henning]

"HARD TRAVELIN'" (2:38) [Ludlow BMI—Guthrie]

LESTER FLATT & EARL SCRUGGS (Columbia 42755)

Flatt and Scruggs, who hit last time out with "The Ballad Of Jed Clampett," can duplicate that record with this new Columbia outing labeled "Pearl Pearl Pearl." The tune, which is featured on the popular "Beverly Hillbillies" TV'er, is a rousing bluegrass affair with some attractive lyrics. Side has a good chance to score in the pop slot. On the other end, "Hard Travelin'," the boys come up with a first-rate reading of the Woody Guthrie-penned folk oldie.

"FORGET ME (NEXT TIME AROUND)" (2:36)

[Cedarwood BMI—Stanton, Walker]

"I'VE JUST GOT BACK FROM THERE" (2:11)

[Cedarwood BMI—Walker, Coleman]

CARL PERKINS (Columbia 42753)

Carl Perkins seems destined to skyrocket up the charts with this ultra-commercial newie tagged "Forget Me (Next Time Around)." The tune is a medium-paced, shufflin' chorus-backed romancer essayed with polish and verve by the chanter. Side has that money-in-the-bank sound. On the flip, "I've Just Got Back From There," Perkins offers a fine, sentimental, slow-moving ballad. Also merits a close look.

"GUESS I'LL NEVER LEARN" (2:36) [Acuff-Rose BMI—Carter]

"LOOSE LIPS" (2:14) [English BMI—Poovey]

EARL SCOTT (Mercury 72110)

Earl Scott, who hit recently with "Then A Tear Fell" on Kapp, makes his Mercury bow with this first-rate destined-for-success item tagged "Guess I'll Never Learn." The tune is a slow-moving, chorus-backed lament all about the pitfalls of life. The songster gives the song a professional, feelingful reading. On the flip, "Loose Lips," Scott dishes up a contagious, rhythmic affair which should attract a slew of spinners.

RED FOLEY (Decca 31482)

(B+) "ONE TRUE LOVE" (2:37)
[Earl Barton BMI—Ashley]

The vet country chanter has enough good things going for him on this high-spirited, chorus-backed pop-flavored item about fidelity to have a chart success in no time flat. Watch it for rapid acceptance.

(B+) "LIGHTS ACROSS THE BAY" (2:26) [Sure-Fire BMI—Crutchfield, Riley] Here's a tender, slow-moving, shuffle-beat lament rendered with sincerity and poise by Foley.

DOTTIE WEST (RCA Victor 8166)

(B+) "MORE THAN I MEANT TO" (2:25) [Tree BMI—D. & B.]

West] The lark could jump into the national limelight with this extremely pretty, slow-moving tradition-oriented country weeper with a commercial, warm shuffle-beat. Deejays should come out in droves for the side.

(B+) "TOUCH ME" (2:30) [Pamper BMI—Nelson] On this side the stongstress turns in a winning rendition of the short while back Willie Nelson chart-rider.

BENNY MARTIN (Starday 623)

(B+) "ROSEBUDS AND YOU" (2:49) [Starday BMI—Scott]

Benny Martin could grab some quick coin with this top-notch, dual-track, chorus-backed medium-paced country traditional with a warm-hearted while-back sound. Side boasts some impressive banjo sounds. Eye it.

(B) "SINFUL CINDERELLA" (2:58) [Starday BMI—Payne]

More fine country sounds. This one's a slow-moving, soulful tear-jerker sold with authority by the chanter.

BOBBY LORD (Hickory 1210)

(B+) "CRY, CRY DARLING" (2:35)
[Acuff-Rose BMI—Newman, Miller]

Lord is always a chart threat and this bright pop-styled country blueser could well develop into a hit. Tune has some impressive, soulful lyrics and a potent, multi-dance beat.

(B) "SHOPPING CENTER" (2:43) [Acuff-Rose BMI—Bryant]

This time out Lord comes up with a catchy chorus-backed affair all about the end of a romance.

RENO & SMILEY (King 5728)

(B) "IT'S A SIN" (2:35) [Hill & Range BMI—Marvin]

Reno and Smiley team up with the Tennessee Cutups on this programmable, slow-moving reading of the hillbilly standard. Deejays will find this an interesting change-of-pace item.

(B) "GRANDFATHER'S CLOCK" (2:05) [P. D.]

On this end the boys come up with a rousing, fast-moving bluegrass instrumental rendition of the folk oldie.

SMILEY MONROE (Toppa 1083)

(B) "DOTTIE DOBRO (LOVES BILLY BASS)" (2:20) [Mixer BMI—Roby, Noe]

Smiley Monroe unleashes his potent vocal and instrumental full-blast on this rousing, bluegrass-styled item with some slick teen-oriented lyrics. Loads of airplay potential here.

(B) "BILLY BLUEGRASS" (1:50)

Mixer BMI—Noe, Roby] Monroe further displays his mastery of the bluegrass idiom on this happy-go-lucky country ditty.

Hank Thompson and his Brazos Valley Boys are set for a heavy schedule of personal appearances this spring including a large number of college dates. Booked so far are Arizona State College, Flagstaff, May 4 and 5; University of Wyoming, Laramie, May 10 and 11 and University of New Mexico, Albuquerque, May 17. Six other major college dates are expected to be signed within the next

dinner hours. KPIX is well known for bringing in the Grand Ole Opry shows to the Springs under the management of Pappy Dave Stone, owner of the outlet.

Justin Tubb, exclusive Tree writer, whose Groove bow of "Take A Letter Miss Gray" has received tremendous response in many areas, is scheduled for an extensive promotion tour which



CURLEY GOLD



EARL SCOTT



JOHNNY CASH

two weeks. Personnel changes in Thompson's band include Billy Thompson replacing Billy Gary. Gray, having been a close member of the Thompson organization for the past 13 years, will still be associated with Thompson, however, he plans to organize his own group that will play the Nevada circuit. Curley Chalker, recognized as one of the nation's leading steel guitarists, is replacing Bobby Garrett, who leaves the band for health reasons.

Jimmy Logsdon, vet deejay on 50,000 watt clear channel WKRC-Cincinnati was signed to an exclusive recording contract by King Records' country A&R topper, Ray Starr, and immediately started making plans for his first singles and LP recording dates on the label. Logsdon plans to keep active his radio show and to continue in the packaging of special record promotions for radio sale.

Continuing with the growing trend of honoring the late Grand Ole Opry stars, KBER-San Antonio recently presented an hour-long memorial dedicated to the memories of Patsy Cline, Cowboy Copas, Hawkshaw Hawkins and Randy Hughes. Narrating the program were station spinners Dick Jones and Eddie Daniels. A. V. Bamford, KBER's manager, who worked with these artists during the past fifteen years, personally prepared the program based on his long association with these great artists.

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

The first Country Music Caravan is winding it's way to Denver in celebration of those that have taken part in the recording industry. The Four Seasons night club in Aurora, Colorado has graciously rolled out their carpet of Royal Welcome to those that attend the dinner-dance to be held in the main ballroom on Monday, May 6th, beginning at 7PM. The purpose is to bring together the writers, artists, deejays, publishers, promoters and distributors in one central location. The Denver area radio stations to be honored for their fine support of country music will be KLAQ-Lake-wood, KDAB-Aravada and KBRN-Bighton. The master of ceremonies will be Mr. D.J. U.S.A., Will Shaner of KPIK-Colorado Springs. Shaner will be at the turntable to review the new releases during the 7 to 9PM

will last well into April. Justin plans to visit every major market.

Capitol Records' Roy Clark has been set a feature of the Oklahoma City Home Show, March 31 through April 7. Roy and his Catalinas have just closed the Golden Nugget in Las Vegas, Nevada and are scheduled to return May 2.

Yonah Music's Slim Williamson sends along word that deejay copies are available of the following releases: "The Only Girl I Can't Forget" by Del Reeves on Reprise, "Point Of No Return" by Lewis Pruitt on Vee Jay, and "Shoes Of A Fool" by Bill Goodwin on Vee Jay. Any interested jockey should write to the publicity at P. O. 425, Louisville, Georgia.

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

Ernest Tubb and the Texas Troubadours have been real busy these days on the one-nighter circuit. During the past week the crew played dates in Washington, Cleveland, Toronto, and White Horse, New Jersey.

Kissin' Cousins



NASHVILLE—George Jones (left) made one of his infrequent appearances on the Grand Ole Opry last week and received a welcome home greeting from his old friend and frequent personal appearance partner, Minnie Pearl. The chanter was in the Music City for a special recording session for United Artists.



COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
1 STILL <i>Bill Anderson (Decca 31458)</i>	1	26 SHEEPSKIN VALLEY <i>Claude King (Columbia 42688)</i>	28
2 THE END OF THE WORLD <i>Skeeter Davis (RCA Victor 8098)</i>	4	27 LONELY TEARDROPS <i>Rose Maddox (Capitol 4905)</i>	19
3 IS THIS ME <i>Jim Reeves (RCA Victor 8127)</i>	3	28 CIGARETTE AND COFFEE BLUES <i>Marty Robbins (Columbia 42701)</i>	31
4 WALK ME TO THE DOOR <i>Ray Price (Columbia 42658)</i>	6	29 IF I COULD COME BACK <i>Webb Pierce (Decca 31451)</i>	21
5 NOT WHAT I HAD IN MIND <i>George Jones (United Artists 528)</i>	2	30 HEAD OVER HEELS <i>Don Gibson (RCA Victor 8144)</i>	36
6 THE YELLOW BANDANA <i>Faron Young (Mercury 72085)</i>	10	31 HALF A MAN <i>Willie Nelson (Liberty 55532)</i>	22
7 DON'T LET ME CROSS OVER <i>Carl Butler (Columbia 42593)</i>	5	32 THE MAN WHO ROBBED THE BANK AT SANTA FE <i>Hank Snow (RCA Victor 8151)</i>	39
8 COLD AND LONELY <i>Kitty Wells (Decca 31457)</i>	12	33 BUSTED <i>Johnny Cash (Columbia 42665)</i>	24
9 SAW MILL <i>Webb Pierce (Decca 31451)</i>	7	34 WAS IT WORTH IT <i>Don Gibson (RCA Victor 8144)</i>	40
10 LONESOME 7-7203 <i>Hawkshaw Hawkins (King 5712)</i>	15	35 I WANNA GO HOME <i>Billie Grammer (Decca 31449)</i>	30
11 CAN'T HANG UP THE PHONE <i>Stonewall Jackson (Columbia 42628)</i>	8	36 TWO OUT OF THREE <i>Bob Gailion (Hickory 1207)</i>	44
12 I TAKE A CHANCE <i>Ernest Ashworth (Hickory)</i>	9	37 RUNNING INTO MEMORIES <i>Little Jimmy Dickens (Columbia 42663)</i>	42
13 ROLL MUDDY RIVER <i>Wilburn Bros. (Decca 31464)</i>	18	38 THE VOLUNTEER <i>Autry Inman (Sims 131)</i>	46
14 FROM A JACK TO A KING <i>Ned Miller (Fabor 114)</i>	11	39 LIVE FOR TOMORROW <i>Carl Smith (Columbia 42686)</i>	—
15 YOU TOOK HER OFF MY HANDS <i>Ray Price (Columbia 42658)</i>	23	40 ALL GROWN UP <i>Johnny Horton (Columbia 42653)</i>	32
16 I SAW ME <i>George Jones (United Artists 528)</i>	13	41 BURNING DESIRE <i>Wade Roy (Fabor 115)</i>	43
17 HELLO WALL #2 <i>Ben Colder (MGM 13722)</i>	20	42 THE BALLAD OF JED CLAMPETT <i>Lester Flatt & Earl Scruggs (Columbia 42606)</i>	33
18 YOU HURT ME <i>Ferlin Husky (Capitol 4908)</i>	14	43 MY FATHER'S VOICE <i>Judy Lynn (United Artists 571)</i>	—
19 INTERSTATE FORTY <i>Bob Luman (Hickory 1201)</i>	26	44 T FOR TEXAS <i>Grandpa Jones (Monument 801)</i>	35
20 LEAVIN' ON YOUR MIND <i>Patsy Cline (Decca 31455)</i>	29	45 LET'S TALK THIS OVER <i>Carl Smith (Columbia 42686)</i>	41
21 DON'T CALL ME FROM A HONKY TONK <i>Johnny & Janie Mosby (Columbia 42668)</i>	27	46 GOODBYE KISSES <i>Cowboy Copas (Starday 621)</i>	—
22 MISSING ANGEL <i>Jim Reeves (RCA Victor 8127)</i>	17	47 SHOOT THE BUFFALO <i>Joe Carson (Liberty 55547)</i>	48
23 PLEASE TALK TO MY HEART <i>Country Johnny Mathis (United Artists 536)</i>	34	48 SECOND HAND ROSE <i>Roy Drusky (Decca 31443)</i>	37
24 FORBIDDEN LOVERS <i>Lefty Frizzell (Columbia 42676)</i>	25	49 ROBERT E. LEE <i>Ott Stephens (Chancellor 108)</i>	50
25 KNOCK AGAIN, TRUE LOVE <i>Claude Gray (Mercury 72063)</i>	16	50 I'VE ENJOYED AS MUCH AS I CAN STAND <i>Porter Wagoner (RCA Victor 8105)</i>	38

THE MUSIC INDUSTRY ★ ★ SALUTES ★ ★ COWBOY COPAS



SLP 157 — OPRY STAR SPOTLIGHT



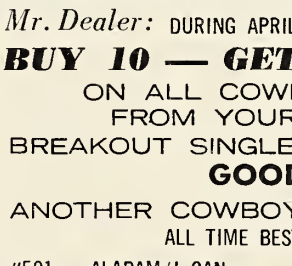
SLP 144 — SONGS THAT MADE HIM FAMOUS



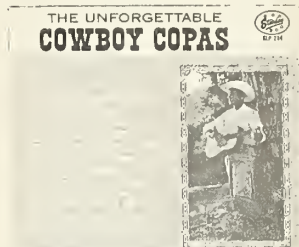
SLP 118 — ALL TIME COUNTRY MUSIC GREAT



SLP 208 — COUNTRY MUSIC ENTERTAINER #1



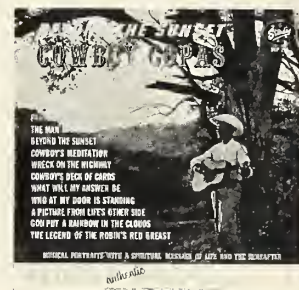
SLP 145 — GUITAR PICKIN' COUNTRY STYLE



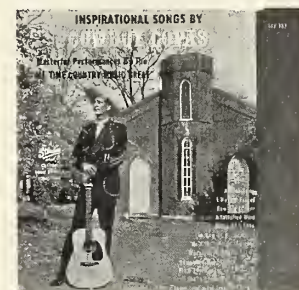
SLP 234 — THE UNFORGETTABLE COWBOY COPAS



SLP 175 — MISTER COUNTRY MUSIC



SLP 212 — BEYOND THE SUNSET



SLP 133 — INSPIRATIONAL SONGS

Mr. Dealer: DURING APRIL AND MAY
BUY 10 — GET 2 FREE (Assorted)
ON ALL COWBOY COPAS LPs AND EPs
FROM YOUR STARDAY DISTRIBUTOR
BREAKOUT SINGLE
GOODBYE KISSES #621
ANOTHER COWBOY COPAS ALL MARKET SELLER
ALL TIME BEST SELLING COWBOY COPAS SINGLES

#501 — ALABAMA I CAN
#559 — SIGNED SEALED AND DELIVERED/FILIPINO BABY
#612 — SMOKE ON THE WATER/FAMILY REUNION
#552 — SUNNY TENNESSEE/DREAMING
BEST SELLING EPs by COWBOY COPAS
SEP 146 — ALL TIME COUNTRY MUSIC GREAT
SEP 145 — GUITAR PICKIN' COUNTRY STYLE

IT HAS BEEN SAID THAT 'STARDAY'S 135 ALBUMS ARE THE 1/3 OF REAL COUNTRY MUSIC THAT HAS MADE THE MARKET FOR THE OTHER 2/3'.
COUNTRY — SACRED — BLUEGRASS — WESTERN — OLD TIME
P. O. BOX 115 MADISON, TENN. FOUNDED 1952 PHONE: CA 8-5300 - AC 615
OR SPARTON IN CANADA



Founded 1952



HOTTEST COMBO OF THE YEAR Seeburg's exciting new combination remote selector and speaker unit is actually a miniature stereo phonograph. It does everything but spin records... a perfect companion in style and performance for the new LP Console. It features albums, true stereo sound, and it's personalized. And it has an exclusive new name, too... **Seeburg Stereo Consolette.**



TODAY'S EXPORT MARKET

A \$30 MILLION BUSINESS

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

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

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

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

In this year 1963 the risks have been planed to a minimum. The profits are stable. And the export business has arrived, so to speak. \$30 million isn't the steel industry's export figure and it doesn't compare with the auto industry's volume to overseas markets. But it represents 86,423 machines. And that's a lot of machines for any industry.

Export Market Has Bright Future

NEW YORK—The export business promised a bright future for the hundreds of coin firms in it this past year. The 1962 volume of \$30 million attracted several more firms who have decided to garner a share of this growing business and by this time not many firms need to be told the business is indeed a specialized one.

As recently as 1955 the volume was below \$20 million and has grown more than 50% in the years which have followed.

Because of the scope of the export industry, disappointments in some areas have almost always been offset with new market openings, lifting of restrictions in other countries, and general healthy economic conditions throughout Europe and Asia.

This year's volume totaled more than 80 thousand machines. In December the east coast dock strike crippled export shipment and many local exporters used trucks and planes to ferry machines to Florida and off to the Islands.

The United Kingdom claims 70,000 pubs and at present only a handful are serviced with juke box music.

CMMA Elects New Slate For 4-Yr. Terms Miller Re-Elected Pres.

OAKLAND—The following officers have been elected to the California Music Merchants Association for a four year term, starting March 1, 1963: Geo. A. Miller, State President & Managing Director; Joe Silla, Vice-President; Walter Hemple, Vice-President; Bud Patton, Vice-President; and Ben Murillo, Secretary-Treasurer.

The Board of Directors consists of the following members: Larry Marvin, Henry Leyser, William Black, Fritz Althaus, Gabe Orland, Clyde Love, Sam Tessler, Marvin Jones, Ben Stetson and Frank Morgan.

"There were new officers and new directors elected this year from all parts of the State of California, and it was quite inspiring to note the great amount of interest shown in this particular election," according to George Miller, re-elected to his ninth consecutive term.

A ballot was sent to every member of the California Music Merchants Association in California so that he could vote for the person he wanted in office or he could vote for the whole slate recommended by the nominating committee, according to CMMA.

Joe Silla, Sam Tessler, Frank Morgan, Larry Marvin and Ben Stetson have served on the Board of Directors for 20 or more years.

Walter Hemple and William Black have served for 12 or more years.

The association added two new Vice-Presidents—one in the name of Walter Hemple of Los Angeles and the other in the name of Bud Patton from Modesto.

Ben Murillo has served on the Board of Directors for the past 15 years and was elected Secretary-Treasurer of the organization.

California is one of the few states that has never had a state license of any kind on coin operated devices, according to Ben Murillo.

"We are one of the few associations that has removed the per machine license in some areas and has placed the business on a gross income basis whereby the amusement device business is being licensed the same as all other businesses. There are still many cities that have the per machine license, but these are being protested and worked on at the present time and we will continue to contest them until all cities in California license the coin operated amusement device business on a gross income basis rather than on a per machine basis," stated Murillo.

"We are the only state organization that has their own Hospital, Health and Insurance Plan for their membership. This plan has been in effect for

(Continued on page 74)

Gambling equipment is still the rage but the initial impact has worn off and standard amusement-type equipment is entering the country in large lots.

The Belgian-arcade market is still one of the largest importers in the world and continues to attract most of the equipment.

Western Germany reportedly is buying more of its own equipment.

New machines—the Cinebox and the Scopitone—are enjoying some reported success throughout major cities in Europe. The demand for late model equipment continues however.

Biggest growth is expected in vending, which is taking its time to blossom, and in Asia where Japan continues to expand arcade operations. Europe will take the bulk of music and games for many years to come, according to statements from European observers.

As yet the pool table has had little impact on the foreign location. Whereas in the USA it has taken the country by storm and poses a threat to eventually re-enter the European picture where it originally started.

London's Cinebox To Release 6 Films Each Month

Rydell, Dion Available

LONDON—Gelardi of Filmbox Equipment Company Ltd, British importers and distributors for the Italian made Cinebox, reports that business has never been brisker.

The company has received a considerable number of orders for holiday camps and resorts on the South, East and West coasts with delivery promised for Easter and Whitsun.

Cineboxes have also been sited in arcades, hotels and cafes.

Films are being produced at the rate of 6 per month with a total of 50 now available.

Top artists included Mr. Acker Bilk, Bobby Rydell, Dion, Peppino de Capri and Eden Kane.

Scopitone Producing Films In Europe

LONDON—Radio Vision, British distributors of the French manufactured Scopitone, are now producing sound films for the machine which was first introduced into this country in January of this year. Already some 40 are in operation in this country and are proving most popular and lucrative particularly in locations such as all night cafes.

Norman Miller, a Director of Radio Vision together with a production team headed by independent producer Joe Meek visited Paris recently where they made three films. Two films feature the British group, The Tornados and one was a vocal by a member of the group, Heinz. As The Tornados commence a tour of France with Little Eva on April 4th the films are being rush released as a promotional link up. Further films are to be made in Paris in the near future. Six more are currently in production here at Elstree Studios, two by Craig Douglas, two by The Mudlarks and two by The Avons—all these artistes are managed by independent producer Bunny Lewis, owner of Ritz records whose disks are released by Decca.

Coin Migration

NEW YORK—The Federal Reserve claims that they are plagued with "coin migration." Half dollars tend to congregate in New York, pennies go to Pittsburgh and Dallas, dimes and nickels collect in Baltimore, Louisville, Nashville, Little Rock, Cincy, and San Antonio gets lots of quarters. Recently the New York Bank of the Federal Reserve wound up with \$6 million more in halves than it distributed during the year. No one knows why.

Fleming Johnson Dead At 55

Canteen Exec Dies At His Desk In Chicago

CHICAGO — Funeral Services for Fleming W. Johnson, 55, Vice President in charge of manufacturing for Automatic Canteen Company of America, were held in Chicago, Friday, March 29, at Holy Name Cathedral.

Johnson passed away Tuesday, March 26, in his office in the Merchandise Mart here. In addition to his position with Automatic Canteen, he was president of Pinco, Inc., Chicago, a small sales company, was a member of the Board of Directors of Northlake Hospital, Northlake, Illinois, and the Advisory Board of Trans Continental Life Insurance Co., Evanston.

Survivors include his wife, Elbe Swanson Johnson; two daughters, Mrs. Joni Morgan of Glen Ellyn, Ill.; and Miss Leslie Ann Johnson; a son, Fleming W. Johnson II; two brothers, Mr. Leslie Johnson of Dayton, Ohio; and Mr. Forest Johnson of Angola, Ind.; a sister, Mrs. Thelma Field, of Temperance, Michigan, and three grandchildren.

Johnson's death shocked the indus-



FLEMING W. JOHNSON

try as it spread across the country late Tuesday. Many distributing firms reported that representatives would be on hand in Chicago for the funeral.

Royal Buys New Building In Cincy

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

Not more than about one year old, the Royal building on Seymour Avenue outlived its usefulness, according to partners Harold Hoffman and Clint Shockey. The present building has been leased to Royal and the execs jumped at the chance to buy a new place of their own.

The opportunity presented itself several months ago and the crew will move into new quarters at 1210 Glendale-Milford Road sometime in mid-May. The new plant—a 17,000 square foot building—offers many features that will facilitate shipping and receiving.

A three-tier metal rack in the rear of the building will house three times as much equipment as before and a fork-lift truck will be used. "I got the idea when I read about the Runyon-Springfield plant in *Cash Box* several months ago," stated Hoffman. The parking lot space will match the showroom space—another 17,000 square feet. Four loading docks facilitate front and rear loading.

A separate wing has been constructed to handle crating thereby alleviating the stiff insurance rates many firms have been subjected to

this year. Rowe-AMI background music will sift through the new offices to sooth the savage salesman, according to Shockey, a music lover.

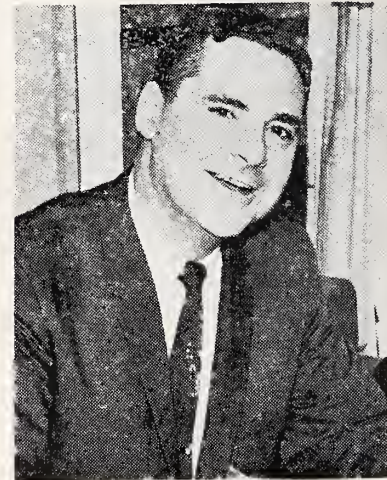
The Cincy newspapers have devoted reams of space to publishing a new Circumventual Highway which spans a river-to-river area around the entire city. Royal will be minutes away from this super highway and will be able to service a wide area of Ohio, Michigan and outlying towns.

The building was constructed in shell form and Royal is having the interior finished according to custom design. For the past week the crew has been rounding up every machine in the huge warehouse at Seymour Avenue and Royal will run a clearance sale on it starting this week. "We don't want to take anything with us," said Hoffman. "Yeah," continued Shockey, "we'll give it away before we have to cart it over to Glendale-Milford Road." Well we won't exactly give it away," said Hoffman. "Well then you carry it to the new place," added Clint. And we left before this embryonic comedy act went any further.

Recalling that the Seymour plant was ablaze with colors, we asked what the color scheme would be inside the new plant. "Well," said Hoffman, "the building itself is a salmon-colored brick and . . ." But we didn't wait to hear the details.



CLINT SHOCKEY



HAROLD HOFFMAN

"Three tiers, four platforms and salmon-colored brick"

MONEY MACHINE



Some people call it a jukebox. Others call it a phonograph. If you want to get fancy, you can call it a music system, coin-operated.

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

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

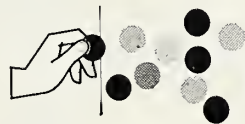
For example: Three-in-One (200, 160 or 100 selec-

tions) programming; self-contained Stereo Round;* full-width personalization panel; Top Talent Tune display that needs no "double" titles; light, color, motion—salesmanship, in other words; easy-to-read, easy-to-select titles; jumbo keyboard.

And, most important, a realistic price.

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

*Pat. pend.



ROWE AC SERVICES

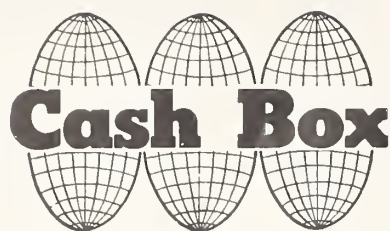
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LITTLE LEAGUER—DOUBLE HEADER
A 2-PLAYER SOCKO!



A #1 HIT EVERYWHERE!
A COMPETITIVE BASEBALL GAME
Geared For **BIG PROFITS!**

J. F. FRANTZ MFG. CO.
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1962 ANNUAL EXPORT VOL

PHONOGRAPHS

AMUSEMENT M

COUNTRY	1962 VOLUME (Jan.-Dec.)		1961 VOLUME (Jan.-Dec.)	
	Units	Dollars	Units	Dollars
NORTH and CENTRAL AMERICA				
Bahamas	47	\$ 41,771	57	\$ 33,886
Barbados	5	879	8	4,671
Bermuda	14	5,060	17	5,905
British Honduras	31	23,242	23	14,130
Canada	1,490	1,024,097	1,206	979,019
Costa Rica	31	19,656	28	19,832
Dom. Rep.	321	131,965	6	4,415
El Salvador	23	14,649	22	18,354
Fr. West Indies	—	—	5	3,329
Guatemala	2	1,608	39	19,307
Haiti	—	—	4	1,400
Honduras	38	17,116	15	15,318
Iceland	—	—	6	4,110
Jamaica	63	43,841	272	198,596
Lw Ww. Is.	12	3,793	23	12,188
Mexico	403	159,515	266	119,869
Neth. Antilles	11	4,675	17	21,757
Nicaragua	213	137,114	202	127,306
Panama	78	48,427	164	62,878
Trinidad	5	4,367	19	14,168
TOTAL	2,787	\$ 1,681,775	2,404	\$ 1,680,438

COUNTRY	1962 VOLUME (Jan.-Dec.)		1961 VOLUME (Jan.-Dec.)	
	Units	Dollars	Units	Dollars
NORTH and CENTRAL AMERICA				
Bahamas	231	\$ 67,573	8	2,500
Barbados	8	33,980	123	5,905
Bermuda	123	—	—	—
British Honduras	—	—	—	—
Canada	4,608	959,682	—	—
Costa Rica	—	—	—	—
Dom. Rep.	15	2,840	—	—
El Salvador	5	3,200	—	—
Fr. West Indies	—	—	—	—
Greenland	10	6,000	—	—
Guatemala	3	800	—	—
Haiti	4	940	—	—
Honduras	—	—	—	—
Iceland	30	2,627	—	—
Jamaica	202	16,596	—	—
Lw. Ww. Is.	2	643	—	—
Mexico	1,069	117,751	—	—
Neth. Antilles	—	—	—	—
Nicaragua	—	—	—	—
Panama	139	40,211	—	—
Trinidad	128	9,040	—	—
TOTAL	6,577	\$ 1,264,383		

COUNTRY	1962 VOLUME (Jan.-Dec.)		1961 VOLUME (Jan.-Dec.)	
	Units	Dollars	Units	Dollars
SOUTH AMERICA				
Argentina	19	12,136	73	28,526
Bolivia	—	—	6	750
Br. Guiana	11	5,212	49	25,696
Chile	127	104,246	217	162,147
Colombia	56	20,550	10	1,550
Ecuador	30	16,405	226	156,158
Peru	139	97,299	173	124,538
Surinam	2	1,378	6	4,618
Uruguay	—	—	—	—
Venezuela	152	98,852	456	324,468
TOTAL	536	\$ 356,078	1,216	\$ 828,448

COUNTRY	1962 VOLUME (Jan.-Dec.)		1961 VOLUME (Jan.-Dec.)	
	Units	Dollars	Units	Dollars
SOUTH AMERICA				
Argentina	843	\$ 199,093	—	—
Bolivia	—	—	—	—
Br. Guiana	—	—	—	—
Chile	125	44,582	—	—
Colombia	128	13,703	—	—
Ecuador	154	3,055	—	—
Peru	12	1,440	—	—
Surinam	19	19,874	—	—
Uruguay	184	28,445	—	—
Venezuela	853	277,761	—	—
TOTAL	2,318	\$ 587,953		

COUNTRY	1962 VOLUME (Jan.-Dec.)		1961 VOLUME (Jan.-Dec.)	
	Units	Dollars	Units	Dollars
EUROPE				
Austria	180	\$ 129,019	16	8,997
Azores	—	—	1	900
Belgium	6,459	3,364,326	5,363	2,660,690
Denmark	45	34,617	81	55,512
Finland	482	359,466	55	39,050
France	636	495,368	645	437,472
Greece	255	54,414	203	47,030
Ireland	12	8,977	20	20,779
Italy	306	217,149	545	350,571
Malta	16	12,911	12	10,093
Netherlands	503	201,198	511	212,538
Norway	36	23,178	99	66,581
Portugal	7	5,983	17	12,601
Spain	—	—	1	748
Sweden	154	116,178	202	130,446
Switzerland	690	541,930	874	637,798
Trieste	—	—	—	—
Turkey	—	—	—	—
United Kingdom	1,068	604,242	816	518,473
West Germany	5,499	3,253,624	6,317	3,690,275
TOTAL	16,348	\$ 9,422,580	15,778	\$ 8,900,754

COUNTRY	1962 VOLUME (Jan.-Dec.)		1961 VOLUME (Jan.-Dec.)	
	Units	Dollars	Units	Dollars
EUROPE				
Austria	14	\$ 3,675	—	—
Azores	6	4,152	—	—
Belgium	5,494	1,382,171	—	—
Denmark	318	109,631	—	—
Finland	238	105,203	—	—
France	7,882	3,190,011	—	—
Greece	436	101,574	—	—
Ireland	149	50,226	—	—
Italy	934	365,068	—	—
Malta	4	1,175	—	—
Netherlands	475	166,500	—	—
Norway	340	16,804	—	—
Portugal	—	—	—	—
Spain	93	30,270	—	—
Sweden	1,232	293,115	—	—
Switzerland	1,296	456,636	—	—
Trieste	—	—	—	—
Turkey	83	45,661	—	—
United Kingdom	6,675	2,691,830	—	—
West Germany	3,121	1,179,298	—	—
TOTAL	29,790	\$ 10,193,090		

COUNTRY	1962 VOLUME (Jan.-Dec.)		1961 VOLUME (Jan.-Dec.)	
	Units	Dollars	Units	Dollars
ASIA				
Arabia	—	—	4	2,772
Ceylon	—	—	2	1,800
Fed. Malaya	26	11,165	28	16,255
Hong Kong	31	11,595	56	30,556
India	—	—	2	400
Iran	—	—	5	2,645
Israel	1	100	—	—
Jordan	—	—	—	—
Japan	475	161,276	573	160,530
Korean Rep.	10	7,396	1	500
Kuwait	2	2,099	3	1,790
Lebanon	15	5,257	55	22,207
Nansei Is.	1,065	566,813	728	544,767
Pakistan	—	—	1	731
Philippine Rep.	150	47,345	149	61,184
Singapore	3	2,250	4	1,700
Syria	—	—	—	—
Taiwan	—	—	—	—
Thailand	11	1,705	21	17,670
Vietnam	—	—	8	3,120
TOTAL	1,789	\$ 817,001	1,640	\$ 868,627

COUNTRY	1962 VOLUME (Jan.-Dec.)		1961 VOLUME (Jan.-Dec.)	
	Units	Dollars	Units	Dollars
ASIA				
Arabia	6	\$ 4,494	—	—
Ceylon	—	—	—	—
Fed. Malaya	164	25,992	—	—
Hong Kong	8	4,075	—	—
India	—	—	—	—
Iran	—	—	—	—
Israel	—	—	—	—
Jordan	—	—	—	—
Japan	874	231,747	—	—
Korean Rep.	4	2,500	—	—
Kuwait	4	1,030	—	—
Lebanon	49	12,168	—	—
Nansei Is.	79	42,399	—	—
Pakistan	—	—	—	—
Philippine Rep.	19	3,020	—	—
Singapore	20	5,000	—	—
Syria	—	—	—	—
Taiwan	13	11,010	—	—
Thailand	4	1,300	—	—
Vietnam	10	8,147	—	—
TOTAL	1,254	\$ 352,882		

COUNTRY	1962 VOLUME (Jan.-Dec.)		1961 VOLUME (Jan.-Dec.)	
	Units	Dollars	Units	Dollars
AUSTRALIA				
Australia	288	\$ 136,882	213	\$ 82,370
New Zealand	26	4,223	21	9,241
T. Pac. Is.	9	2,427	8	6,564
TOTAL	323	\$ 143,532	242	\$ 98,175

COUNTRY	1962 VOLUME (Jan.-Dec.)		1961 VOLUME (Jan.-Dec.)	
	Units	Dollars	Units	Dollars
AUSTRALIA				
Australia	646	\$ 150,564	—	—
New Zealand	25	8,482	—	—
T. Pac. Is.	—	—	—	—
TOTAL	671	\$ 159,046		

COUNTRY	1962 VOLUME (Jan.-Dec.)		1961 VOLUME (Jan.-Dec.)	
	Units	Dollars	Units	Dollars
AFRICA				
Algeria	—	—	—	—
Br. East Africa	22	\$ 6,879	26	7,903
Egypt	—	—	—	—
Ethiopia	—	—	3	1,500
Fr. Somaliland	—	—	1	814
Ghana	—	—	—	—
Liberia	17	3,276	12	1,555
Libya	—	—	—	—
Morocco	—	—	—	—
Mozambique	—	—	1	712
O. W. Africa	—	—	7	5,576
Rep. Congo	—	—	1	839
Rhod. NY	—	—	—	—
Som. Rep.	—	—	—	—
Tunisia	—	—	2	1,348
Union So. Africa	—	—	50	12,321
TOTAL	39	\$ 10,155	103	\$ 32,568
GRAND TOTAL	21,820	\$ 12,431,121	21,383	\$ 12,409,010

COUNTRY	1962 VOLUME (Jan.-Dec.)		1961 VOLUME (Jan.-Dec.)	
	Units	Dollars	Units	Dollars
AFRICA				
Algeria	9	\$ 4,426	—	—
Br. East Africa	3	1,055	—	—
Canary Is.	5	1,335	—	—
Egypt	—	—	—	—
Ethiopia	259	33,383	—	—
Fr. P. Is.	17	4,315	—	—
Fr. Somaliland	—	—	—	—
Ghana	—	—	—	—
Liberia	8	2,526	—	—
Libya	6	2,700	—	—
Morocco	8	5,148	—	—
Mozambique	—	—	—	—
O. W. Africa	—	—	—	—
Rep. Congo	—	—	—	—
Rhod. NY	11	1,885	—	—
Som. Rep.	—	—	—	—
Tunisia	30	7,658	—	—
Union So. Africa				

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M. S. GISSER
(Sales Manager)

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- First Quarterly Export Report June 30, 1961
- Second Quarterly Export Report Oct. 13, 1962
- Third Quarterly Export Report Dec. 29, 1962
- Annual A.T.E. Convention Issue Feb. 2, 1963
- 1962 Annual Export Report This Issue



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* Ask your competitor!

Anka, Sam Cooke Among 10 New Seeburg Little LP's

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

Howard Johnson Planning 17 More

NEW YORK—The Howard Johnson Company, a favorite among location outlets for coin machine installations, has advised that it will open 17 new restaurants during the year. Of these, 13 will be operated by the company and four will be operated by licensees. At the close of the year 1962 it was reported that Howard Johnson owns or franchises 638 locations all of which are restaurants. Three-hundred are company-operated while the balance of 338 are licensee operated. 1962 was the best year in Howard Johnson's history with sales of \$111,106,275 and a profit of \$4,603,658, or \$2.09 per share.

Bilotta Bros. Bring Back Juke Box Patrons With Sounds Of 1940's

ROCHESTER, N.Y.—They're bringing back the oldies in this part of the country and a lot of the reason for the nostalgic sounds of the late Tommy Dorsey ork, the Glenn Miller band, and other 1940 music is due in no small way to the promotion of this type music by John Bilotta, local Wurlitzer distributor.

Bilotta's radio station WACK devotes a portion of each day's programming to its Twilight Time hour during which time music from the 1940's is programmed exclusively.

In addition, Bilotta's brother Jimmy, who operates music throughout this area, has programmed many of his Wurlitzer machines with what is termed "Golden Oldies," singles pressed by the big bands of yesterday but many of which have been re-released for programming today. Bilotta uses the machine's Ten Top Tunes feature for offering ten of the oldies for 50¢ coin. Many older models have been converted to take the 50¢ coin.

Both coinmen claim that the stunt has brought back the 35-45 adult age to the juke box. The nostalgia of hearing "Moonlight Serenade" and "Stardust" played according to original arrangements stimulates play in the locations, say the brothers.

At the moment, Bilotta is spending time trying to interest recording companies in re-releasing this type music for juke box programming all over the country. He claims there are large catalogs of 1940 big band sounds that can make money for the nation's operators.

Interstate Names Wien V.P. Of Brass Rail Div.

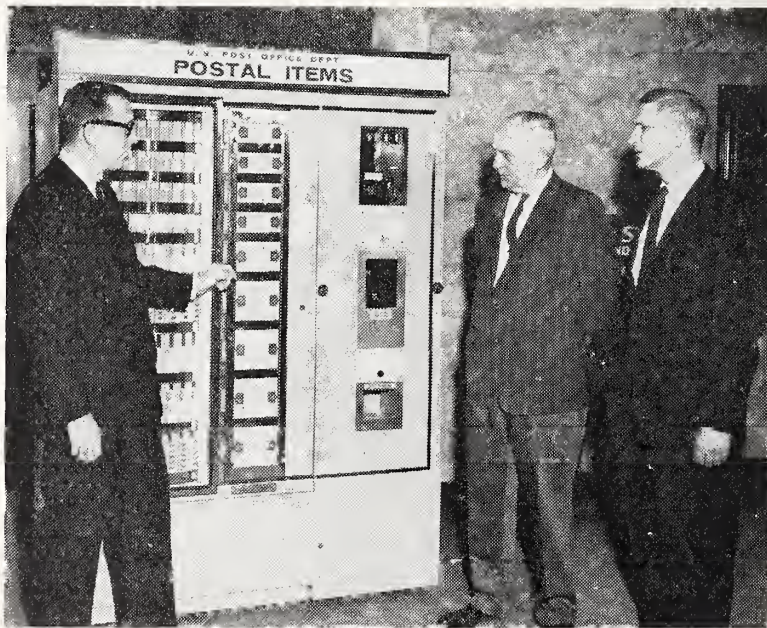
CHICAGO—Interstate Vending Company, Chicago-based national vending and food service operator, has announced the election of Byron R. Wien as Vice President in charge of The Brass Rail Division. The announcement was made by Ronald Wolff, President, who said that Wien was elected at a meeting of the Board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

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

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

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

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



FIRST ASSORTED POSTAL SUPPLY VENDOR: First vending machine ever used by the Post Office Department to sell an assortment of postal items in quantities is put in service in the Main St. Louis Post Office at the start of field tests. The machine is a development of Universal Match Corporation's Unimatchco Merchandiser Division. Here, H. F. Sackett, left, Unimatchco general manager, explains operation of the machine, to Thomas E. Powers, center, and Charles A. Venator, St. Louis Post Office officials. Twenty of the machines will be tested for about nine months in the St. Louis, Boston, Dallas and Los Angeles areas. Eight, like the one above, will accept and make change for \$1 and \$5 bills, as well as coins. The other 12 are coin-only units. They vend books and coils of stamps and packets of stamped envelopes and postal cards. The units combine Wittenborg, U.S.A., vending machines and money-handling equipment of National Rejectors, Inc., both Universal Match subsidiaries.

VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Rowe AC Appoints Two Distributors

Southern Amusement To Cover Arkansas, W. Tenn., No. Miss.

CHICAGO—Rowe AC Services has appointed Southern Amusement Company, Memphis, Tennessee distributing firm, as distributors of its full-line Celebrity vending machine line and the Rowe-AMI phonograph in the State of Arkansas, western Tennessee, and the northern half of Mississippi. The State of Arkansas territory does not include Fort Smith and Fayetteville. This territory will be covered by Automatic Music Company (see related story this page). Rowe AC proxy Jack Harper made the announcement.

Southern Amusement Company principals are Mrs. Celia G. Camp Hodge, Charles V. McDowell, and Wolf Lebovitz.

The firm is located at 628 Madison Avenue in Memphis. In an interview with McDowell and Lebovitz, Cash Box was advised that open house arrangements are being planned and operators throughout the territory will receive personal invitations to visit the showrooms where all of the Rowe AC equipment has been delivered for display.

Auto. Music To Sell In Oklahoma, Parts Of Arkansas

CHICAGO—In the second of two announcements from Rowe AC president Jack Harper, it was announced last week that Automatic Music Distributors, Oklahoma City distributing firm, will distribute the Rowe AC Celebrity full-line vending machines and the Rowe-AMI phonograph in the State of Oklahoma, and in Fayetteville and Fort Smith, Arkansas. Southern Amusement Company serves the State of Arkansas (see separate story).

The announcement was made last week and was the result of Rowe AC's current program to strengthen its position in certain areas. The firm is located at 900 North Western Avenue in Oklahoma City. Principals of Automatic Music are Harlan Drake, President; John Porter, Vice-President; and Mrs. Edna Drake, Secretary-Treasurer. In a telephone interview with Cash Box, Harlan Drake advised that plans for displaying and introducing the new lines are currently underway.

Mel Rapp Will Remain As Continental Consultant

WESTBURY, N.Y.—Mel Rapp, who resigned as an officer and Director of Continental Vending Machine Corp. on January 2, 1963 announced that he has concluded a four-year agreement to remain with the company as a sales and marketing consultant.

However, Rapp will remain full time directing sales in accordance with his agreement.

The agreement between Rapp and Continental will make it possible for him to ease off on his present heavy schedule.



PICKS UP LINT—

A new program for the vending of the Lint Pic-Up magic roller has been announced. The Lint Pic-Up is a patented laminated pressure-sensitive tape on a roller with a handle. By rolling the cylinder over the garment or other surface to be cleaned, lint, dandruff, pet hairs and other foreign particles will adhere to the roller and leave a clean surface. After cleaning many surfaces, the tape is peeled off and a clean tape is exposed on the roller for future use. The Lint Pic-Up features five feet of usable tape.

The machine holds 32 Lint Pic-Ups and 32 refill rolls specially packed for vending. It features an attractive display front, hinged doors and is equipped with a 25¢ coin mechanism and national slug rejector. Machine weighs 65 pounds and measures 42" high x 9" deep x 13" wide. For details on machine and merchandise, contact Cash Box, 1780 Broadway, New York 19, N.Y.



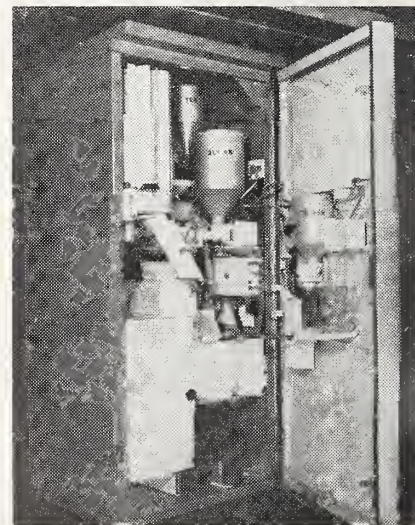
A new wall-mounted disposable shop towel dispenser for use in vending machines, trucks, locomotive cabs and other areas where a small number of industrial wipers is required has been introduced by Kimberly-Clark Corporation. The dispensers hold 20 disposable shop towels and include two 4 by 1/2-inch strips of double-faced pressure-sensitive tape for mounting. They are available in white enamel or natural black metal finish from distributors of Kimberly-Clark's Kimtowels disposable shop towels.

London Tea Vendors Now Serve Coffee, Too

LONDON—To meet the increasing demands of office and factory workers for an alternative beverage to tea during working hours, the Kershaw Division of The Rank Organization have adapted their Teamatic vendor to incorporate coffee as well as tea dispensing mechanisms. The redesigned model is called Teco Twin.

In the Teco Twin the basic mechanism for tea dispensing is still the same as that of the Teamatic, and the Teco Twin still serves the same cup of tea, brewed individually from fresh leaf as does the Teamatic. The new mechanism for the coffee dispenser is fitted into the back of the door panel and geared to the milk and sugar supplies already installed. The coffee is made from any soluble instant coffee and is also freshly made for each customer. In size and outline the Teco Twin cabinet is the same as the Teamatic, which is still supplied for the service of tea only.

The front panel of the Teco Twin has a rotary selector switch, which offers a total of eight selections. Both the tea and coffee can be obtained with sugar, with milk, with milk and sugar, or without any additions. Prototypes which have been in experimental use for several months with potential customers, have given complete satisfaction. The price of the new Teco Twin is £496. 10. 0. ex. factory. (\$1390. 20¢).



New Bill Changer

BRONX, N.Y.—Arcs Industries Inc., located here, has announced a new bill changer called "Bil-Changer" which can be used with one or more vending machines. It reportedly accepts a dollar bill, signals the vendor to furnish merchandise and convert change to the customer. The machine measures nine inches by eighteen inches by thirteen inches.

US Vending Names Frawley

SYRACUSE—U. S. Vending Corp. major manufacturer of ice cube vending machines, announces today the appointment of B. M. Frawley as General Manager. Frawley was previously employed by Easy Washer Company as Commercial Division Manager. Frawley will be located at the Main Offices, 707 Nichols Avenue, Syracuse, New York.

More Than 400 Local Chairmen Enlisted By NAMA For "Alert!"

CHICAGO—More than 400 city chairmen have now been enlisted in "OPERATION ALERT" by state chairmen in all 50 states, according to Louis J. Risman, president of the National Automatic Merchandising Association.

"OPERATION ALERT" is an intensive N A M A campaign designed to inform all operators of cigarette vending machines about the tobacco-health controversy and how to deal with problems for vending which may arise from it.

"We have received enthusiastic support from these chairmen and from the operators where we have held local "OPERATION ALERT" meetings so far," Risman said.

He added that as of March 25 more than 1,000 operators had attended the meetings in some 40 cities. About 20 additional meetings were to be held at that time, mostly in the East and Mid-South.

Risman said the first series of operator meetings in 64 cities will be concluded on April 6. The scheduled repeat meetings in these same cities will begin on April 22 and conclude during the first week of June.

How to enact the N A M A 6-Point Self-Regulation program and how to meet threatened restrictions on cigarette vending will be the main topics of the second series of meetings.

A special resolution, commending the 450 state and city chairmen, was issued by the association's Special Cigarette Committee at a meeting on March 19, Risman said.

It states: "The Special Committee on Cigarette Vending commends the dedication and initiative of the state and city chairmen in OPERATION ALERT. That more than 450 leaders volunteered in a matter of days as state and city chairmen, to initiate a program of self-regulation and local cooperation, is a high tribute to our vending industry."

"The members of the NAMA Special Committee wish to express their gratitude and encouragement to each of you for placing the interest of the public and of your industry above concern for your own operation.

"Your leadership in the months ahead will set the example for the vending industry, making our interest synonymous with the public interest."

Risman is chairman of the Committee and members are: Messrs. Robert Deutsch, A. F. Diederich, F. G. Dugrenier, Herb A. Geiger, Aaron Goldman, J. Cameron Gordon, R. Z. Greene, Patrick L. O'Malley, M. B. Rapp, Harry Rosen, and Charles Zerweck.

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

NEW YORK—L&M will introduce a king-size cigaret with a filter that the company says, "removes small quantities of irritating gasses that are present in cigaret smoke".

The new cig is tagged "Lark" and will be test-marketed in Columbus, Ohio beginning April 7. Albany and Schenectady markets will also be sampled.

The new filter consists of charcoal granules and two surrounding filters of cellulose acetate, the same material reportedly used in conventional filters.

Tareyton and Saratoga cigarettes use charcoal in filters

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Export Exec Views European Leasing

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

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

Several factors are taken into consideration by location owners who are now looking upon jukebox leasing with a more favorable eye. First, they do not have to depend on operators established in their areas. Secondly, they secure 100% of the profits without investing in the cost of a jukebox. Thirdly, they can change the jukebox leased depending on how business outlooks.



MORRIS NAHUM
R. H. Belam Company

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

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

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

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

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

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

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

The leasing company usually serv-

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for export*

PHONOGRAPHS

(Seeburg, Wurlitzer, Rock Ola, AMI)

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Rowe AMi PHONOGRAPHS

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

Some of the leasing companies who were slightly worried at the beginning of such venture, realized that, with the years passing by, business increased, leased machines reached the hundreds: so that, with a re-

duced overhead expense percentage, they are enjoying now the monthly flow of cash, from leased machines, as well as cash from outright sales of machines, which they immediately replace by direct imports from the U.S.A.

Could this system work in the United States? I leave this point open for discussion among my local distributors friends . . . I handle only export.

ANALYSIS OF 1962 ANNUAL COIN MACHINE EXPORT VOLUME REPORT

GENERAL

The coin machine export business topped \$30 million during 1962, a two and one-half million dollar gain over '61 with more than 86 thousand machines being shipped to foreign lands. Phonographs accounted for 40% of the volume, as did amusement machines, with vending coming through with 20% of the total. Vending was the only disappointment but to the specialists it was almost expected. Good things take time and this is the case with vending. The Latin countries were more disappointments. Few countries took what they did previous to this year and the shippers were almost as happy, many of them still awaiting payment from earlier orders. Late model music accounts for most of the juke box business with more and more of the new machines being manufactured in the foreign countries to overcome costs. The phonos were the steadiest figures and while games fell off on the totals there were some surprises, biggest of all was So. America where money and units doubled. France and the UK were strongest gainers in Europe for games. Africa just pulled out of the vending altogether after a weak try earlier. Again S.A. was way down on the merchandise machines and Australia almost tripled vending imports. The year was a good one and so was the equipment. That appears to be the main reason for the overall increases each year - the equipment gets better and the prices become more stable.

PHONOGRAPHS

The totals compared for the last two years are almost identical - \$12 million plus each year. No. America, Europe, Asia, and many of the individual countries were recorded at about the exact volume in '62 as was set for '61. So. America's music dipped to less than half of '61. Big increases in Austria, Belgium, Finland, and a fair increase in the UK offset losses in Denmark, Ireland, Italy, Netherlands, Norway, Sweden, Switzerland and even West Germany where the domestic machines might be eating into US sales. Asia was down even though Japan kept abreast of previous sales. Malaya, Hong Kong, Lebanon, and Philippines made up the dips for the Continent's volume. Australia bought 288 juke boxes and made a gain. Liberia's 3200 machines didn't keep the total was falling off in Africa.

The Dominican Rep. amazed everyone when it registered \$131 thousand topping last year's almost non-existent total of 6 machines. Jamaica was a sad awakening dropping from \$200 thousand market to less than \$50 thousand. Mexico increased business in phonos as it did in games, taking 400 phonographs from US plants. Nicaragua showed a steady increase, Panama dipped, and Trinidad almost fell off the board.

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

AMUSEMENT

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

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

So. America registered a resounding increase with double the business for '62. Argentina, Columbia, Ecuador, Surinam, Uruguay and Venezuela more than made up for losses registered on music. The games pulled this market through the bad months. Europe, the mainstay of the games export business took the same number of machines as last year but again the prices were up. Individual gains were made in France - from \$2 to \$3 million - Greece - a triple in imports - Ireland - who took 150 games - Norway - another big increase here - Spain - who doubled - Switzerland - 50% increase - and the UK who topped the \$2.6 million figure. West Germany, Netherlands, and Belgium all were down in numbers of games.

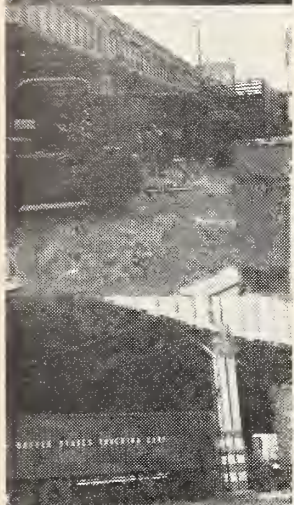
Asia's games volume dipped as did Japan's. Almost in half was the unit and dollar volume report. Among the losers: Hong Kong, Korea, Singapore, big loser Thailand, made up the losses. Big increases were posted in Lebanon, Nansei Is., and Vietnam, a small user but in any event one which doubled its take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

Africa was a letdown after '61. The year brought only 356 machines into the Continent and Ethiopia bought 259 of them. Every other country of any consequence showed a loss for the year.

VENDING

Vending didn't quite make the \$6 million mark in '61: In '62 it couldn't hold on and dropped to \$5.3 million. But the experts continue to say "wait'll next year" and they're probably right. Our pipelines into Europe advise that the vending market must grow slowly. It's a different business over there and until the combined European technical know-how and American merchandising savvy jibe we can await improved conditions. The market did represent 20% of the total however and here's the way it looked at year's end:

No. and Central America stayed the same. So. America fell off almost to a halt. Europe, the proving ground for vending, stayed constant. Asia took more machines but the prices were lower - older models. Australia failed. Africa dropped out of the picture entirely. Canada is doing almost all of the business in No. America. Argentina dipped to a standstill, and they were carrying the Continent. Belgium took mostly new machines, fewer than last year. Finland showed gains as it did across the board. Italy fell in half. Netherlands stayed the same. Norway took fifty machines for a try. The Swiss held their own and the U.K. dipped by about 20%. West Germany was off to half the previous number of units but they were of new and later models. Asia was steady with Japan taking about two-thirds of the volume. Thailand showed interest and as in games registered a good improvement. The vending picture was spotty but promising. Perhaps we'll take the experts advice and wait till '63 reports in.





Meeting & Show Dates

APRIL

- 1—Phonograph Merchant's Assoc. (Monthly)
Place: Hollenden Hotel, Cleve., Ohio
- 1—Operation Alert
Place: Holiday Inn-North, Baltimore, Md. (Time 7:30 p.m.)
- 2—Harbor Music Operators Assoc.
Place: Cook's Bullpen, Paramount, Calif.
- 2—Operation Alert
Place: Executive House, Washington, D.C. (Time 7:30 p.m.)
- 2—Operation Alert
Place: Hotel Robert Treat, Newark, N.J. (Time 7:30 p.m.)
- 3—Operation Alert
Place: Marriott Motor Hotel, Philadelphia Pa. (Time 7:30 p.m.)
- 3—Operation Alert
Place: Executive Motor Hotel, Richmond, Va. (Time 7:30 p.m.)
- 3—Amusement Machine Operators Assoc.
of Penn.
(Site yet not selected)
- 4—Calif. Music Merchants Assoc.
Place: Sacramento, Calif.
- 4—Operation Alert
Place: Holiday Motor Hotel-West (City Line & Monument Rd., Harrisburg, Pa. (Time 7:30 p.m.)
- 4—Operation Alert
Place: Holiday Inn-South, Greensboro, N.C. (Time 7:30 p.m.)
- 4—Operation Alert
Place: Stardust Motor Hotel, Boise, Idaho (Time 7:30 p.m.)
- 5—Operation Alert
Place: The Pittsburgh Hilton, Pittsburgh, Pa. (Time 7:30 p.m.)
- 5—Operation Alert
Place: Holiday Inn of Columbia, Columbia, S.C. (Time 7:30 p.m.)
- 6—Calif. Music Merchants' Assoc.
Place: U.S. Grant Hotel, San Diego, Calif.
- 6—Ohio Automatic Merchandising Assoc. (Annual)
Place: Arlington Arms Motel, Columbus, Ohio
- 6—Operation Alert
Place: Americana Motor Hotel, Atlanta, Ga. (Time 12 noon)
- 8—Milwaukee Coin Machine Assoc.
Place: Ambassador Hotel, Milwaukee, Wis. (Time 8:00 p.m.)
- 9—Coin Machine Operators Assoc.
Place: Knights of Columbus Hall, Houston, Tex.
- 9—Westchester Operators Guild (time 8:00)
Place: Roger Smith Hotel, White Plains, N.Y.
- 12-13—Music Operators of Virginia
Place: Cavalier Hotel, Virginia Beach, Va.
- 17—Eastern Pa Amusement Assoc. (Time 8:30)
Place: General De Kalb Pike, Norristown, Pa.

MAY

- 2-4—Canadian Automatic Merchandising Assoc.
Place: (Hotel Not Named) Montreal, Canada
- 19-22—National Confectioners Assoc. (Annual)
Place: Shoreham Hotel, Washington, D.C.

JUNE

- 13-15—Indiana Tobacco-Candy Dist. & Vendors (Annual)
Place: Claypool Hotel, Indianapolis, Ind.
- 22-26—Southern Wholesale Tobacco & Candy Assoc. (Annual)
Place: Hotel Robert Meyer, Jacksonville, Fla.
- 28-30—California Assoc. of Tobacco Distributors (Annual)
Place: del Coronado Hotel, Coronado, Calif.

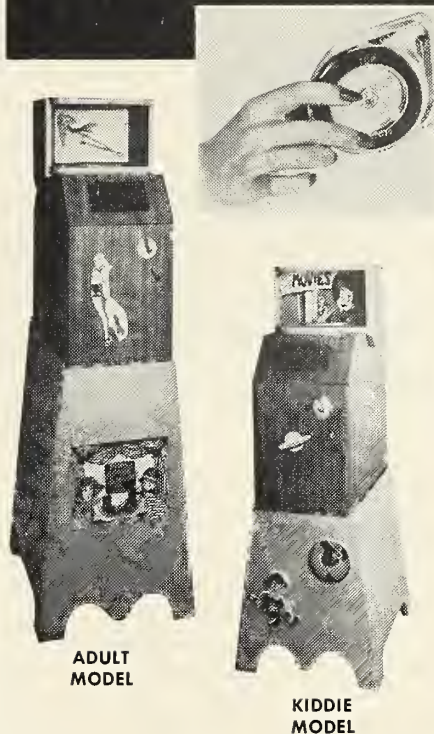
SEPTEMBER

- 4-6—M.O.A. Convention
Place: Morrison Hotel, Chicago, Ill.
- 7-10—National Automatic Merchandising Assoc. (Annual)
Place: McCormack Place, Chicago, Ill.

OCTOBER

- 18-20—Western Conference & Exhibit (N.A.M.A.) (Annual)
Place: Ambassador Hotel, Los Angeles, Calif.

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ROCK-OLA 1468	375
ROCK-OLA 1458	345
ROCK-OLA 1448	245
AMI CONTINENTAL 2-200	745
AMI CONTINENTAL 2-100	695
WURLITZER 2200	325
WURLITZER 2150	295
SEEBURG AY160-SH	895
SEEBURG AQ160-SH	775
SEEBURG KD-200	345
SEEBURG V-200	195

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Culp Distributing Company
614 West Sheridan Avenue
Oklahoma City 2, Oklahoma
Central 2-8084

Bilotta Enterprises, Inc.
1226 Broadway
Albany 4, New York
HObart 2-5041

Central Distributing Co.
1209 Douglas Street
Omaha 2, Nebraska
346-5-200

Draco Sales Company
2005 West Alameda
Denver 23, Colorado
SHERman 4-1797

Mid-West Distributors
709 Linwood Blvd.
Kansas City 9, Missouri
Westport 1-8776

Musical Distributors Corp.
841 Tenth Avenue
New York, New York
JUdson 6-7782

Southern Music Distributing Co.
2465 Harper Street
Jacksonville, Florida
ELgin 6-1664

United Distributors, Inc.
902 West Second Street
Wichita 12, Kansas
AMherst 4-6111

Bill Williams Distributing Co.
3800 Louisiana Street
Houston 6, Texas
JACKson 6-1737

Federal Amusement
Montreal, Quebec
738-0852

Musical Distributors Corp.
1640 Bedford Avenue
Brooklyn 25, New York
PR 1-7000

Southern Music Distributing Co.
503 West Central Avenue
Orlando, Florida
GArden 3-2261

United, Inc.
1101 West Vliet Street
Milwaukee 5, Wisconsin
BRoadway 3-8474

Valiant Amusement, Inc.
3129 East McDowell Road
Phoenix, Arizona
BRIDGE 3-7144

Bill Williams Distributing Co.
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San Antonio, Texas
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New distributors are being added daily—If one is not listed above for your locale, contact the factory immediately for latest distributor assignments in your area.

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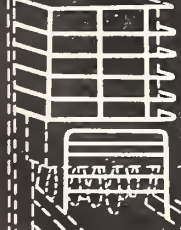
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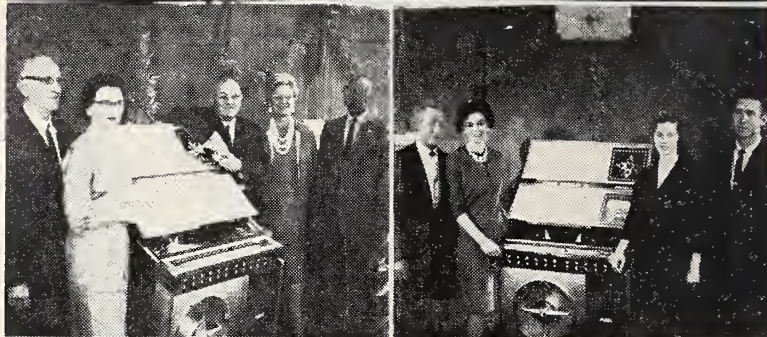
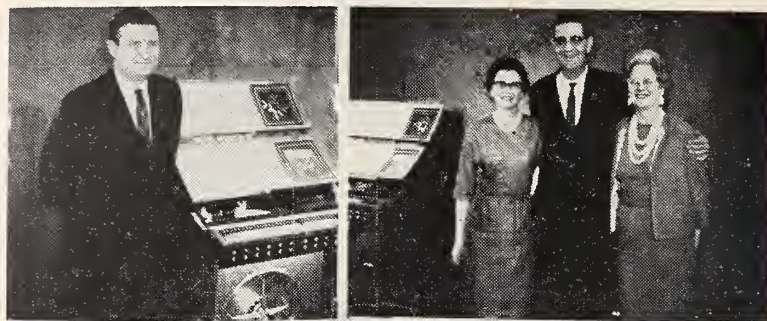
(Continued from page 64)

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

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

The above named officers and directors will promote a public relations program and will recommend that the members of the association serve in political offices, be active in various

Lt. Governor Attends Sparks S.C. Party



COLUMBIA, S. C.—The Columbia segment of the Sparks Specialty Company Open House was held here last week, Sunday, March 17, and it made official the appointment of Sparks, by Rowe AC Services, to distribute the ROWE AMI phonograph, Riviera cigarette vendor and the Rowe candy machine (see Cash Box, March 23).

Among the many VIP's to attend the Sparks-Columbia party was Lieut. Governor Robert E. McNair, who had addressed the S.C. Operators Asso-

ciation earlier. Here are some snapshots taken during the festivities at which everyone had a grand time.

Top left, Lt. Gov. Robert E. McNair, of South Carolina, poses with a "Rowe AMI" phonograph.

Top right, Mrs. Flora S. Kennerly (right), Executive Vice President, Sparks Specialty Co., Atlanta, newly-appointed Rowe AC Services distributor; and Mrs. Anna O. Fisher, of Sparks Specialty Co., Columbia, S. C., pose with John Hickman, Rowe AC Services, New Orleans.

Center left, l. to r.: Mr. and Mrs. D. N. Fisher, of Sparks Specialty Co., Columbia, S. C.; G. M. Harrison, Darlington Music Co., Darlington, S. C.; Flora S. Kennerly, Executive Vice President, Sparks Specialty Co., Atlanta; and Johnny Casola, United Mfg. Co. representative.

Center right, l. to r.: Henry Price and Janet Williams, and Mr. and Mrs. Billy Oberst, all of Winyah Amusement Co., Georgetown, S. C.

Bottom left, l. to r.: Bob Richards, Richards Amusement Co., Charleston; Lt. Gov. Robert E. McNair of South Carolina; George Klersey, Regional Sales Manager, Rowe AC Services; and H. L. Mims, Mims Amusement Co., Charleston.

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

London Ops View Keeney's "Venus"

LONDON—Mar-Matic Sales Ltd. recently hosted a small reception to introduce the latest Keeney Bingo Pin Table "Venus" seen here. The first consignment has arrived and the machines are available only through Mar-Matic Sales and their distributors, Ruffler & Walker, Couttreys, Peter Simper and Perrets.

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

charitable organizations, and do everything they can in their communities to promote a constructive public relations program.

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

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

"Our State President and Managing Director, George A. Miller, has

served on the Planning Commission in Oakland, California, for approximately three and one-half years and is now a member of the Commission on Small Business Administration, appointed by the SBA Federal Administration.

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

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

25,000 Attend London's First Pub Owners Show, Coinfirm's Exhibit

England Claims 70,000 Licensees



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

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

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

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

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

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

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

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

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

Ruffler & Walker featured the Jennings "Eldorado" and "Governor" 6d

play Fruit machines specially converted to take token discs. On show for the first time were the firms own manufactured Fruit machine stands in either formica or wood.

Prominent too were the Game's "Casino" Treble up and the Keeney "Hold and Draw".

The Rock-Ola "Capri" De Luxe 100 Selection phonograph and "Rhapsody 160" also proved popular with the visitors.

Mar-Matic Sales Ltd General Manager Geoff Grange reported terrific interest in the Jennings range of fruits, the only machines manufactured to accept either a sixpenny piece or a token but paying out only tokens. Mar-Matics also featured the Keeney Penny Whirl and the Hold and Draw. On the stand of Seeburg (Gt Britain) Ltd. General Manager John Henderson reported that at least four major brewery firms had agreed in principle to the installation of the Seeburg Console and Consolettes which were featured on the stand.

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

General Manager Rae Seabrook was delighted with the demand for the Derby, Joker and Monaco 1d play wall machines and for the 6d play Arizona Shooting Gallery, first seen at the recent A.T.E.

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

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



RUFFLER & WALKER displayed gambling equipment which is legal in the U.K., and the 1963 Rock-Ola phonograph line.

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ROWE RV-750 (Fresh Brew) 445
DuGRENIER K-12 Cig. (Man.) 140
SEEBURG E-2 Cig. 195
CORSAIR (30-Col.) Cig. 165
VENDO ICE CREAM #210, P.S. 395
VENDO MILK #210, P.S. 395
STONER CANDY, Mod 160, G/M 175
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**EXPORT SALES TO INDIVIDUAL COUNTRIES
APPEARS ON PAGES 66 AND 67**

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Eastern Flashes

Spring temperatures along Tenth Avenue (upper 50's, 60's) put us in mind of the coming hype to business which we just naturally expect each year at this time. The locations ought to start attracting larger crowds at this time—the shoppers, the quick-cold-beer stoppers, and the hibernians (those who hibernate for the winter). Thank goodness that the warm weather arrives when it does. What do they do in the Arctic? (Maybe they never leave the locations(!).)

According to the Internal Revenue Service, firms holding outings, annuals, or picnics are assured the expense is fully deductible, under the new expense account regulations. Have your CPA check it out for you before canceling any annual outing invites you may have had in mind. They're all tax-free.

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

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

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

Morris Rood, Runyon's NYC salesman, spends most of his time on the telephone. But following a recent B'nai B'rith week-long trip to Miami, the president of the South Orange Mountain Lodge asked Morris to write a chatter-type column about the trip including all of the events as they took place plus other newsy features that Rood may have noticed. The result appeared last week in the Lodge's Bulletin and runs on for page after page. And you wanna know something? This kid has talent. We wish he'd stay on the telephone(!).

Bert Betti and his wife back from 10-days in the Caribbean where Bert managed to loosen up from the rigors of selling pool tables and supplies. The Eastern Novelty firm has racked up sales which triple (300% better) last year's figs at this time and here's the unusual part—replacement sales are taking almost 90% of the business because locations are acting with pool tables the way they have acted since the first machine went on location—they want the latest model. If the table is shorter than the regulation size they ask the op to get the largest one available. No trades because of the fantastic business ops are doing with homeowners. They get close to 2/3 the sale price back on a game-room-sale to a house thereby eliminating the depreciation.

John and Jimmy Bilotta down from upstate to visit with us and they can't say enuf about that "Golden Oldie" program Bilotta has been talking about. Jimmy operates and will back up the fact that the Glenn Miller-Tommy Dorsey-Harry James music when programmed ten tunes for 50¢ brings back the guys who haven't played a juke box in fifteen years. Bilotta is offering a "Free—4 Wallboxes plus Power-Pak with every Wurlitzer Model 2700" sale. Wants to get the ops into the 50¢ coin habit with that Model 5010 Wallbox. Bilotta calls it a "jewel" because its tiny but makes lotsa money (all half-dollars).

Abe Witsen was swinging down in Philly with his spring plans. Opening shopping locations, shipping export, and doing a good job on the Bally games.

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

UJA-Coin Div. still trying to work out a date with Nassau County District Attorney Bill Cahn for his guest-of-honor dinner. Atty. Gen. Louis Lefkowitz will be guest speaker if the dates can be arranged with his sked.

Maury Sykes doing a big job overseas with the Keeney "Venus" bingo. Looking for distribs outside of London and a few other capital cities. . . . Ed Ratajck putting in lotsa late hours at the Estey Electronics plant out on Long Island while prexy Stan Green figures out the best way to market the "Cine-box" new audio-visual machine which will be launched any week now.

Philly coinmen are sitting on the edge of their seats awaiting the television program "Profile" scheduled for April 1st, a Monday evening on Channel 3. The show is a late-evening feature and will portray the coin machine-vending business. Everyone hopes the producers will stick to the facts. We'll know Monday evening (10:30-11:00 p.m.).

The news from MOA in Chicago is all unofficial but its also all very cheerful. Nothing definite yet so we'll wait until its official.

Charlie McDowell and Wolf Lebovitz, Southern Amusement, were appointed Rowe AC full-line vending and phono distribs in the territory. Mrs. Celia Camp Hodge is also a principal of the firm.

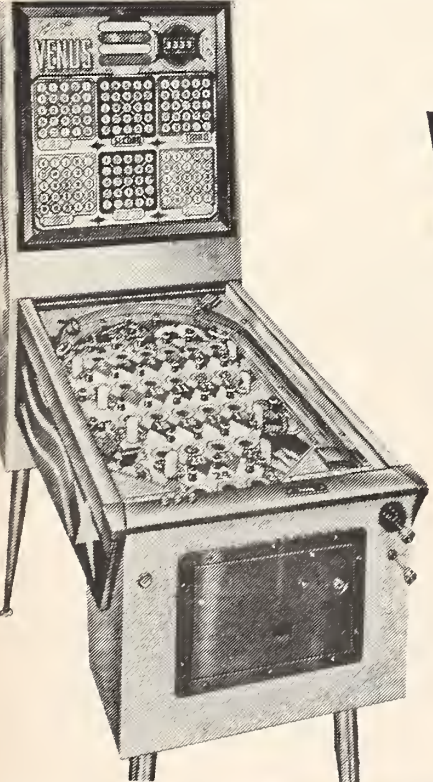
There's a new product on the market. For \$1. you vend a roller with adhesive that removes lint from your clothing. Think it'll go over? . . . L&M's new cig, "Lark," a king-size product, reportedly has had certain irritating gasses removed from its content by the addition of charcoal.

Joe Munves up in New England for the Parks meetings. . . . Mike Munves hustling export shipment and arcade orders at the same time. . . . Irving Holzman still selling the United 'Caravelle' line but finds time to fly to Miami for a meet with Dave Simon.

Barney Sugarman meets with Eddie Burg on the full-line sales program. The firm now handles the entire line in Jersey. . . . Myron Sugarman, export head, reports a big increase in sales for the '62 period. . . . RH Belam, one of the leading exporters of equipment, busy with new plans to merchandize a background unit in Europe. . . . Irving Kaye expected back from Europe this week as the plant continues at peak production. . . . Earl Feddick, Valley Sales, calls in from Bay City, Michigan, to advise that number two of three new plants is going up this month.

The new "Smokeshop" cigarette machine will be on the street via Lipsky Distributing within the month. Samples expected any day now. . . . The record firms continue to work on the 33 LP idea as interest from the juke box segment of the business grows. Seeburg started it and until the labels see enough of a volume they hesitate pressing more than the guarantee. However, with each passing week more machines go out with the 33-45 feature and now that Rowe AC is in the 33 LP business, the market is increasing.

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Chicago Chatter

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

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

The word from Howard Ellis in Omaha is that the Music Guild of Nebraska regional meeting and trade show is set for Sat. & Sun., April 20-21, at the Paxton Hotel. Operators from Iowa, S. Dakota, Kansas, Missouri and Nebraska will be in attendance during the weekend sessions. Bob Blundred, managing director of MOA will be on hand. There will be a huge display of the latest in amusement and music equipment, as well as vending machines in the main hall both days. The general meeting will be Sunday afternoon. The banquet and floor show is slated for the evening (Sunday). Ellis urges ops to contact him in Omaha for more information.

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

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

"Moonshot" is in orbit! Anyway, that's the information we're getting from Bally Mfg's. Bill O'Donnell, Herb Jones, Ray Moloney and Don Moloney. Other Bally games reaping big sales figures are "Fun-Phone," "Spinner" and "Table Hockey" . . . Joe Kline, prexy First Coin Machine Exch., aptly reports consistent increases over the past year in export sales to all markets at this time. This, coupled with terrific sales of Wurlitzer phonos, is certainly keeping Joe, Sam Kolber, Fred Kline and Cliff Mueller hopping.

Production and sales record are falling by the wayside at D. Gottlieb & Co. due to unprecedented acceptance of Gottlieb's current 4-player "Gaucho" pinball amusement game, according to Alvin Gottlieb, Nate Gottlieb and Judd Weinberg . . . Success being enjoyed by the new management at World Wide Distribs is quite logical when you consider the vast experience there is between the principals—Nate Feinstein, Irv Ovitz, Fred Skor and Harold Schwartz. For good measure other staffers include Howie Freer and Kurt Kluever.

Sam Stern, prexy of Williams Electronic Mfg., and Art Weinand, vice prexy, are thrilled. The reason: Williams' new baseball game, "Major League" has been approved for licensing in Chicago. This, Art sez, is quite an achievement . . . Eddie Ginsburg is elated over all the Spring activity and sales at Atlas Music Co. The music and games action is in the capable hands of Paul Huebsch, Bill Phillips and Chuck Harper. Rowe Vending sales and field work is directed by Bernie Shapiro, Bob Fabian and Joe Klykun (who incidentally handles the "Bill Changer" machine also). Harper, Fabian, Klykun and Phillips greeted the newly arrived Spring Season by hitting the road calling on Atlas Music's customers out in the field.

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

Reports from Hank Ross and Marcine "Iggy" Wolverton, heads of Midway Mfg. Co., indicate that they have a "300 plus" hitter in Midway's "Slugger," which features the "higher score" feature with skill ramps on the playfield . . . Johnny Frantz, prexy of J. F. Frantz Mfg. Co., is moving into high gear in organizing his distributing setup, which—he says—is no small task. His lineup of amusement games includes, "Little Leaguer—Double Header" (2-player) baseball game, "Save Our Business" (SOB), "U.S. Marshal" and "Kicker & Catcher."

Edward G. Doris, executive vice president of Rock-Ola Mfg. Corp., jetted out to the West Coast on business. In after a whirlwind nationwide tour is Frank Doyle, vice prexy in charge of Rock-Ola "IVI" vending division. Other Rock-Olaites on hand at the factory were David Rockola, president; Donald Rockola, Dr. David Rockola, Jr., Les Rieck, George Hincker, Jack Barabash, Art Ehler, Art Janacek and young (and veddy Irish) Hugh Gorman.

A brief visit to United Mfg. Co. indicated that the production and shipping schedules are being strained to the rafters due to heavy sales of United's "Caravelle" shuffle alley bowler and "Sabre" big ball bowling alley which are being acquired by Bill DeSelm. Herb Oettinger tells us acceptance throughout this country and in the European markets is phenomenal.

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

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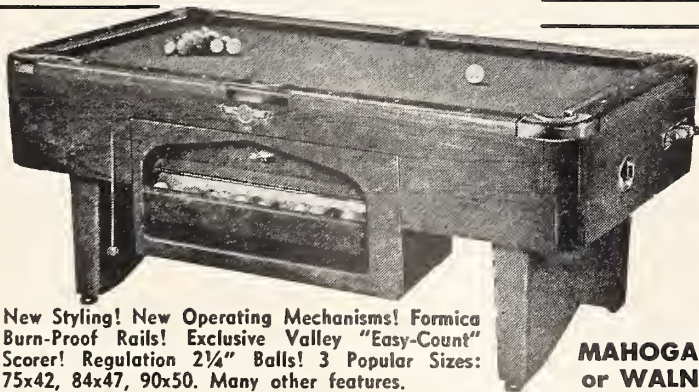
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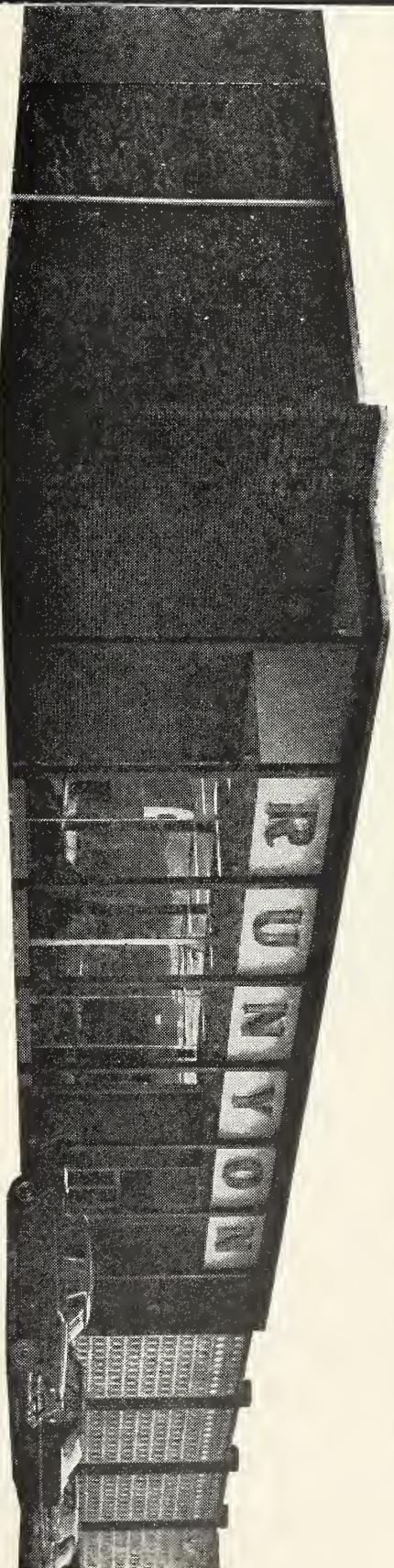
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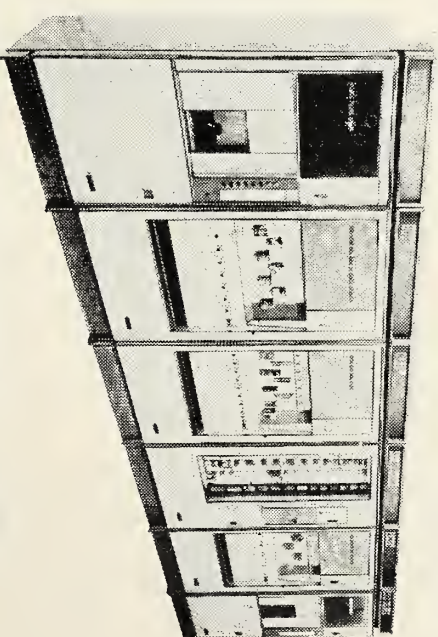
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California Clippings

The main topic of conversation the past few weeks has centered round baseball, with many of the distributors and operators looking forward with great anticipation to the approaching season. . . . The first two shipments of Williams 'Major League' baseball game arrived at C. A. Robinson & Co. and with the many advance orders, were gone as fast as they came in. Samples of Midway's 'Slugger' also arrived and met with tremendous operator reaction. Hank Tronick remarked, all in all it looks as though it will be a great baseball season this year. . . .

At the local Wurlitzer Factory Branch they are still enjoying the continued success of the new Wurlitzer 2700. Leonard Hicks is in Las Vegas holding service school on the new phonograph and plans to conduct a series of schools, in various locations. Clayton Ballard & family spent the week end at their cabin in the mountains, and Mildred Davis is entertaining her two nephews from Scottsdale, Arizona. Royce Garris returned from a trip to Denver and Cliff Nugent is covering the Desert area calling on Op's. . . .

The new Bally 'Moon Shot' 5 ball is on display at the R.F. Jones Co. creating interest among the operators, with it's many attractive features. Chuck Klein said he talked to John Montgomery at the Denver office and reports exceptional sales action, especially in the vending line. R. F. Jones was visiting at the local office this week before returning to San Francisco. Beverly McKinton, former Jones girl, will substitute in the office during Virginia Sargents three weeks vacation. Bill Gray's wife, Bernita, attended the Calif. Medical Association Convention, held at the Ambassador Hotel last week end. . . .

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

The export business continues to move well at Duarte International Sales, with orders being prepared for shipment to Australia, Japan and the Philippines. . . . Manuel Trevino of Oxnard Music Co. in town and buying new Rock-Ola phonographs at Paul A. Laymon Inc. A sample of the Bally 'Fun-Phone' is on display capturing quick attention with its bright display panel. Allan Kimmel mechanic, has recovered from his recent accident and happy to be back in the shop again. . . .

The demand for new Valley pool tables still going strong at Simon Distributing Co., according to Sonny Lomberg. Used phonograph sales are on an increase, with orders being prepared for shipment to various arcades throughout So. Calif. . . . Les DeChene of G.F. Cooper Music, Riverside, in town buying equipment following a business trip to Portland, Oregon. . . . Jim York and Frank McKelvey of Eva Records stopped by the Leuenhagen 'record bar' to spin, "The Grunt" by the Fifty Milers. Hank Penny also paid a visit and informed the Solle girls that he is now appearing in Long Beach. . . . At AMCO Music & Vending, Inc. Marshall Ames reports the Seeburg LP Console continuing to gain in popularity, resulting in an acceleration in sales. Bill Happel returned from the branch office in Phoenix conferring with Phil Markel, on sales policies and plans for future expansion in the Arizona territory. Leo Simone, division mgr. of the West Coast for Seeburg, in town and spending a few days at AMCO. . . .

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



Midwest Musings

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

Happy Birthday This Week To:

David Rosin, Phila, Pa. . . . George H. Reynolds, Columbia, S.C. A. B. Cooper, Atlantic Beach, N.C. . . . Wm. E. Zelko, Columbus Ohio. . . . Benny Erdely, Grundy, Va. . . . Audrey Reynolds Hunter, Dallas, Texas. . . . Palmer F. Burke, Youngstown, Ohio. . . . Wm. E. Fitzgerald, Gd. Rapids, Mich. . . . Olie Shirey, Gulfport, Miss. . . . Mrs. Minnie M. Gregory, Madison, Wisc. . . . Albert S. Denver, N.Y. . . . J. W. Hooks, Brownwood, Texas. . . . Ken C. Willis Miami, Fla. . . . Chas. E. Rowlette, Leesburg, Ind. . . . Newton Migicovsky, Canada. . . . Carl Bennett Noto, S.F. Calif. . . . Anthony J. Biernat, Kenosha, Wisc. . . . Real Pinsonneault, Marieville, Que., Canada . . . Autus D. Wagster, Lake Charles, La. . . . Carl Pavesi, White Plains, N.Y. . . . Geo. D. Sax, Chgo, Ill. . . . Joe Rothkop, Omaha, Nebr. . . . Stanley Piotraczk, Flint, Mich. . . . Howard Hancock, Australia . . . Louis S. Buckley, Nashville, Tenn. . . . Ralph Elefante, Brooklyn, N.Y. . . . Lawrence F. LeStourgeon, Charlotte, N.C. . . . Jack Gutshall, Corona, Calif. . . . John W. O'Brien, Chicago, Ill. . . . Bill Marvel, Poplar Bluff, Mo. . . . Irving Sandler, Des Moines, Iowa. . . . Frank Yeary, Coeburn, Va.

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and a non-stop top money-maker

DESIGNED ONLY FOR
**COMPETITIVE
AMUSEMENT**
NO FREE PLAYS

**DIME-A-MINUTE
EARNING-POWER**
2, 3 OR 4 PLAY
FOR SINGLE DIME

**COMPACT
CONSTRUCTION**
REQUIRES ONLY
29½ IN. BY 29½ IN.
FLOOR SPACE

**HIGH SCORE
OR FASCINATING NEW
SPIN POKER**



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

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

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

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

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

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

New "Keep or Kickout" Play Appeal!

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

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NEW 4-PLAYER MAGIC! ALL NEW GAUCHO



NEW EXTRA BALL FEATURE **NEW** COIN RETURN **NEW** PLAYBOARD AUTO-CLAMP
NEW DOUBLE-SIZE CASH BOX **NEW** FRONT DOOR STYLING **NEW** MAXIMUM SECURITY DOOR LOCK

SEE YOUR DISTRIBUTOR! SEE THE MAGIC OF THESE PLAY-MAKING, PROFIT-MAKING FEATURES:

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


 New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

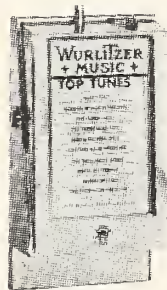


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APRIL SPECIAL FREE!

3 Model 5010 WALL-BOXES
 PLUS 1 POWER PACK
 PLUS INSTALLATION



With every purchase of Wurlitzer Model 2700 during the month of April!

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



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

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

NOW! Available with tamper-proof PIN GATE CONTROL (even when electricity is off) or with exclusive MAGNO-PLAY CONTROL.



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

ALL NEW IMPERIAL!

See it at your distributor now or write for free color brochure.

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SHUFFLEBOARD COMPANY

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Mondial Execs Will Tour Europe



SUREN D. FESJIAN

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

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

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



VISITORS: When Sparks Specialty held its Columbia Rowe AC open house (see separate story) they arrived from near and far. Among the visitors were Rusty Derby (above right) who came in from Charlotte, N.C. With him were Mr. and Mrs. Bill Cloer of Columbia. Derby's firm Roanoke Vending Exchange also distributes the Rowe AC line.

COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

MUSIC MACHINES

AMI

D-40, '51, 40 Sel.
D-80, '51, 80 Sel.
E-40, '53, 40 Sel.
E-80, '53, 80 Sel.
E-120, '53, 120 Sel.
F-80, '54, 80 Sel.
F-120, '54, 120 Sel.
G-80, '55, 120 Sel.
G-120, '55, 120 Sel.
G200, '56, 200 Sel.
H-120, '57, 120 Sel.
H-200, '57, 200 Sel.
I-100M, '58, 100 Sel.
I-200M, '58, 200 Sel.
I200E, '58, 200 Sel.
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

436, '52, Fireball, 120 Sel.
436A, '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 1
1468, '59, 120 Sel. Tempo 1
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.
DS 160 '62, 160 Sel.
DS 100, '62, 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.
2600, '62, 200 Sel.
2610, '62, 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)
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)
Silver Sails (11/62)
Sun Valley (7/57)
Target Roll (1/58)
Touchdown (11/60)
Twist (11/62)
U.S.A. (8/58)

GOTTlieb

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)
Qun. of Diam. (6/59)
Race Time 2P (3/59)
Rack-A-Ball 2P (12/62)
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
Rainbow (6/62)

WILLIAMS

Black Jack 1P (1/60)
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 Roses 1P (12/62)
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)
Mardi Gras 4P (11/62)
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)
Tom-Tom 2P (1/63)
Top Hat (10/58)
Trade Winds 3-5 Bl. (6/62)
Turf Champ (8/58)
Twenty-One 1P (2/60)
Valient 2P (8/62)
Vagabond (10/62)
Viking 2P (10/61)

SHUFFLES—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

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)
Royal Crown Bowler (8/62)

SHUFFLES—BOWLERS

UNITED Shuffles

Clipper (5/55)
5th Luning (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)
Circus Roll-Down (9/62)
Lancer (11/62)
Sparky (12/62)

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)
Cypress (12/62)

WILLIAMS

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 Jamboree (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 Undersca 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 Shtg. Gal. (9/54)
Ex Sportland Shooting
Gallery (11/54)
Ex "500" Shooting
Gallery (3/55)
Ex Treasure Cove
Shooting Gal. (6/55)
Ex Jungle Hunt (3/57)
Ex Ringer Ball (11/56)
Ex Pop Gun (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)
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)
Mid. Target Gallery (7/62)
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 Squoits (11/57)
Muto Voice-O-Graph
Pre-War Model
Post-War Model
Mu K. O. Champ
Mu Drive Yourself
Mu Bang-O-Rama (4/57)
Philadelphia Toboggan
Skee Alley
Scientific Pitch 'Em
Seeburg Bear Gun
Seeburg Coon Hunt
Set Shot Basketball
Telequiz
Un Jungle Gun
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. Vangard (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)
Bally 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 Tnrive. 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 \$52 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, 52 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—New records 45 rpm and LP's any quantity. Highest prices paid. All replies confidential and favorable to dj's, reviewers and Mfrg. with surplus inventories. RECORD SHACK, 274 W. 125th STREET, NEW YORK, N.Y. (Tel. UN 6-1600—area code 212).

WANT—Used standard metal typers. Quote quantity, price, condition. TED SHAFER CO. 216 SO. 2nd STREET, YAKIMA, WASH.

WANT—R.M. 300 P; R.M. 500 P; Norris Milk; APCO Miami Model MBCS; APCO Soft Drink 1958 & later 9 oz. Machine; APCO Ice-Maker; We buy and sell all types of vending equipment. VENDERS EXCHANGE, 1440 WEST 10th ST., CLEVELAND 13, OHIO. (Tel. 861-1443.)

WANT—Philadelphia Toboggan (Skee Balls) quote quantity, price, condition and serial # in first letter. DAVE LOWY-M.J.L. OPERATING CORP., 602 TENTH AVENUE, N.Y.C. 36 (Tel. LT 1-1033).

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. 338-7420).

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—Gottlieb pins, late model Bally, United Shuffle Alleys, Write, wire, phone. SCOTT CROSSE CO. 1732 FAIRMOUNT AVE., PHILADELPHIA, PENNA. CENter 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 WARRINER, KNICKERBOCKER MUSIC CO., 463 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. WALLY 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—Good used phonographs, Seeburg, Wurlitzer, Rock-Ola, TOLEDO COIN MACHINE EXCHANGE, 814 SUMMIT STREET, TOLEDO 4, OHIO. (Tel. CH 3-7191; CH 3-7192).

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—Surplus 45 rpm records. We buy large quantities, on a very steady basis. We are the nation's foremost packager of promotional priced and packaged phonograph record packs. Bank references furnished, we are rated in D & B. NATIONAL BAG-O-TUNES, INC., 15 ALABAMA AVENUE, ISLAND PARK, L.I. N.Y. (Tel. 516-TU 9-9380).

WANT—To buy in quantity for resale—National 111 and 113 Cigarette machines. For Sale or trade—Deluxe Big Tents; County Fairs; 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, 1 VIDEETTA 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 KUHN'S DIST. CO., 4580 SNEAD, SANTA CLARA, CALIFORNIA. CHERRY 1-0087.

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 SPRL, 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 45 rpm records, also new surplus LP's. We buy all year 'round and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DIST. INC., 725 BRANCH AVE., 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—New or Used records not over 8 months old. We pay 15¢ to 18¢ and can use 150 of a no. MELODY RECORDS, 849 DUNDEE AVE., BARRINGTON, ILL. (Tel. 381-6858).

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—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—Close out over-run return hit 45 RPM records. Contact immediately for quick transaction. BILL ISAACS, ISLAND RECORD SERVICE, 223-07 HEMSTEAD AVE., QUEENS VILLAGE, N.Y. (Tel. HO 4-7770).

CLASSIFIED ADVERTISING SECTION

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—Laguna beach backglass; Classic bowling league backglass. ATLAS DIST., 1024 COMMONWEALTH AVE., BOSTON 15, MASS. (Tel. RE 4-1384).

WANT—Experienced salesman to sell top vending line in State of Florida. Salary-expenses. Call collect. MR. TARAN, ME 5-2531, TARAN DIST. CO., 3401 N.W. 36th STREET, MIAMI, FLA.

WANT—Blues, rhythm and blues, jazz used 45's. No quantity too small. We pay top prices and freight. Age of records makes no difference. Write first, giving approximate amount on hand. RECORD MART, 2222 ELM, DALLAS 1, TEXAS.

WANT—Seeburg Phonographs M100B and C; V200; KD 200; Crane; Telequiz T.G.A. 60 RUE VAN SCHOOR, BRUSSELS 3, BELGIUM. Cable address JEUMATE BRUSSELS.

WANT—Juke Boxes; Kiddies Rides; Skill Games; Candy Machines; State price. Condition, quantity; AUTOMATIC SELLING ASS., 12 WATERFORD ROAD, ISLAND PARK, N.Y. (Tel. 516—GE 1-3321)

FOR SALE

FOR SALE—ABT Dollar Bill Changer sale! A once in a lifetime offer. We have five used ABT Changers, current model. They're like new and at a substantially reduced price. For details write or phone SHELDON SALES DIST. CORP., 881, MAIN STREET, BUFFALO 3, N. Y. (Tel. TT 5-9106)

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 @ \$575.; G 80 and 120's @ \$225.; JB1 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—United phonographs Model UPB, UPC. Tip-top condition. UNITED EAST COAST CORP., 585 TENTH AVE., NEW YORK 36, N.Y. (Tel. PE 6-6680).

FOR SALE—If it's Panoram Parts you want, Phil Gould has 'em. PHIL GOULD, 224 MARKET ST., NEWARK, N.J. (Tel. Market 4-3297).

FOR SALE—New and Used Coin Machines, shopped and ready for location. Also routes for sale. AUTOMATIC MUSIC CO., 1214 W. ARCHER ST., TULSA, OKLAHOMA. (Tel. LU 4-4775).

FOR SALE—Used Rock-Ola's, Wurlitzer's, AMI's Seeburg's Phonographs; Also used Gott & Pin Games. Write for list. BIRD MUSIC DIST. INC., 124-126 POYNTZ, MANHATTAN, KANS.

FOR SALE—Mills "Peek" Panarama, completely reconditioned, guaranteed A-1 shape, \$395; F.O.B. Louisville, Ky. Term one third (1/3) cash, balance, sight draft. FUNCENTER, 419 W. BROADWAY, LOUISVILLE, KY.

FOR SALE—Ball Bowlers shopped. C.C. T.V. Bowler 15' \$195; C.C. Player Choice 13' \$275; C.C. Player Choice 15' \$275; Bally Trophy 11' \$225; Bally Trophy 14' \$225; Bally Lucky 11' \$295; Bally Lucky 14' \$295; HASTINGS DIST. CO., INC., 6100 WEST BLUEMOUND ROAD, MILWAUKEE 13, WISC.

FOR SALE—20 Hot nut vendors \$175 all. Northwestern triple unit on stand \$95; United Tool Sandy Horse \$375; Lord's Prayer \$90; AMI E120 \$125; St. Bernard Dog Ride \$245; GRECO BROS. AMUSE. CO. INC., 1288 BROADWAY, ALBANY, N.Y. (Tel. HOBart 5-0228).

FOR SALE—Bausch & Lomb telescopes \$495; MacLery Relaxators \$145; Immediate shipment. MIKE MUNVES CORP., 577 10th AVE., NEW YORK 36, N.Y. (Tel. BRyant 9-6677).

FOR SALE—1 Un. Eagle Shuffle Alley; 1 Un. Lightning Shuffle Alley; 1 Un. Bowling Alley; 1 Un. Team Bowler; 3 Bally ABC Bowlers. No reasonable offer refused. IMPERIAL COIN MACHINE CO., 498 ANDERSON AVE., CLIFFSIDE PARK, NEW JERSEY. (Tel. WH 5-2893).

FOR SALE—Hi-Speed Super Fast Shuffle Board Wax. 24 one-pound cans per case. \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin, STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—Auto-Photo Studios, Model 9 \$995.; Model 11 \$1,995.; ABT Shooting Gallery (like new); Kiddie Rides, Arcade Equipment. Write for list and prices. ADVANCE DISTRIBUTING CO., 5644 DEL-MAR BLVD., ST. LOUIS 1, MISSOURI. (Tel. Parkview 7-1373).

FOR SALE—100,000 new 45 rpm 6 months to 1 year old. \$10 per 100, \$95 per 1000; Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M. RAY-MAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. OLYmpia 8-4012).

FOR SALE—6 Pocket Pool Tables, excellent shape \$150; 14" Bowlers \$195.; Blinkers \$185.; Skee Balls \$125.; Bowlette 14' \$175.; Rebound Shuffles \$49.50. Write or wire today. PURVEYOR DISTRIBUTING CO., 4322 NORTH WESTERN AVE., CHICAGO 18, ILL. (Tel. Juniper 8-1814).

FOR SALE—Relays—low cost, high quality, general purpose open style made to your specifications. Short run speciality. Also electrical harnesses and switch stack assemblies. MARVEL MANUFACTURING CO., 2847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424).

FOR SALE—Records, New 45's 100 assorted tunes per carton—60% majors, 11¢ and less. EP's 25¢ per record, 12" LP's majors and others, pre-packaged 100 or more, \$75. Will send sample order. Send check or money order. SID TABACK RECORDS, 2540 W. PICO BLVD., LOS ANGELES 6, CALIF. (Tel. DUNirk 3-8735).

FOR SALE—Attention! We are the trade's largest suppliers of Pool Table supplies—slates, cues, balls, cloth, etc. Best quality, lowest prices, write or phone for our new catalog. EASTERN NOVELTY DISTRIBUTORS, 3726 TONNELE AVE., NORTH BERGEN, N. J. (Tel. UNion 3-8627).

FOR SALE—Mills & Jennings Fruit Machines—Black Cherries, Golden Falls, High Tops, Blue Front, Brown Fronts, Diamond Fronts, A-1 condition. Ready for export. COIN MACHINE DISTRIBUTORS CO., 1995 DICKERSON ROAD, RENO, NEVADA. (Tel. FA 3-8546).

FOR SALE—Panorams—Amusements—Arcades—Export, Mills 16 M.M. RCA Projectors. Like New. Original Cabinets. Vista Vision Screen. Safety Glass Fronts \$400 Firm FOB. R. GORDON, BAY AREA FUN CENTER, 723 MARKET ST., SAN FRANCISCO, CALIF.

FOR SALE—Golden Bells \$135; Williams Big League Baseball \$100; Call us for amusement equipment. GENERAL DISTRIBUTING CO., 1609 ORLEANS AVE., NEW ORLEANS, LA. (Tel. 524-6729)

FOR SALE—You need back glass insurance. Back glasses are expensive and a great many of them will be irreplaceable. Your investment in equipment is valueless without a back glass. Protect yours now with "shatter-proof". Easily and quickly installed on Bingos, Uprights, Shuffles, Bowlers, \$10.95. State name of game when ordering. STATE SALES & SERVICE CORP., 1005 EAST BALTIMORE ST., BALTIMORE, MD. (Tel. DI 2-3055).

FOR SALE—Seeburg Chrome 100 and 200 Selection Wall Boxes. Write for low prices and quantity you can need. SEACOAST DIST. INC., 1200 NORTH AVE., ELIZABETH 4, N.J. (Tel. Bigelow 8-3524-5).

FOR SALE—20 foot Rock-Ola Shuffleboard top sanded and refinished with levers and C. C. Scoring unit \$200. plus grating. United Shooting Star; C. C. Criss Cross Shuffle Alley; C. C. Explorer \$75 each \$150; Old Smokey Train. H & L SALES, 201 SO. BROADWAY, GREEN BAY, WIS.

FOR SALE—Telescopes for the tourist season at mountains, lakes, dams, parks and coastal viewpoints. For ten cents your investment of \$695. will be returned this summer. Assemble six rugged rust proof parts in ten minutes. ANDERSON VENDING CO. 3225 S. W. 78, PORTLAND, ORE.

CLASSIFIED ADVERTISING SECTION

MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Mfrs. have not authorized prices where no price is shown

FOR SALE—Pin Games; Wms 21, Satellite, 4 Star; Spot Pool; Gott; Straight Shooter; Hi Diver; Queen of Diamonds; Roto Pool. D & L COIN MACHINE COMPANY, 414 KELKER STREET., HARRISBURG, PA. (Tel. CA 4-1051—4-2235)

FOR SALE—Gott; Harbor Lites; Green Pastures; Twenty Grand-Wms. Turf Champ-Ten Strike; Bally Beauty Contest; Bank Balls (new); Golf Champs; Wall Boxes: AMI-120, Wurl: 200 Model 5250; 2 Seeburg 100 Wollomatic. NOBRO NOVELTY, 142 DORE ST., SAN FRANCISCO, CALIF. (Tel. Market 1-5438)

FOR SALE—Gott; Flying Circus \$235; Williams Metro \$215; Bally's Beach Queens \$115; Bally's Deluxe A B C Bowler \$100; All machines are cleaned, shopped and ready for location. Call NASTISI DIST., CO. 912 POYDRAS STREET, NEW ORLEANS, LA. (Tel. 523-6386) quickly.

FOR SALE—Baby Pam the new coin machine operated Movie Machine. Throw out all the old Panograms. Make big money with this new machine. Also we supply 8mm-16mm films for these machines. Write for complete information. ACKERMAN ENTERPRISES, P.O. BOX 1334, ESCONDIDO, CALIF.

FOR SALE—Specials: Rock-Ola 1495 (200 Sel.) \$595; 1454 \$295; 1448 \$245; Wurl 2200 \$345; 1600 \$95; See: 100G \$295; V200 \$195; 100C (repaired) \$195; Gott; Brite Star (2 pl.) \$115; Lightning Ball \$195; Flagship (2 pl.) \$115; Continental Cafe; (2 pl.) \$115; Rack-A-Ball (new); Williams Deluxe Crusader Gun \$245; United Sky Raider Gun \$195; MICKY ANDERSON AMUSEMENT CO., 314 EAST 11th ST., ERIE, PA. (tel. Glendale 2-3207)

FOR SALE—Arcade equipment: Bally Champion Horse; Candid Camera; Motorama; Space Age; Ten Strike (Jumbo); Wms. Crane; C.C. Pro Basketball; assorted small ball bowlers, new Tusko and All-Tech rides. MILLER-NEWMARK DIST. CO., 42 FAIRBANKS ST., N.W. GRAND RAPIDS, MICH. (Tel. GL 6-6897)

FOR SALE—United Shuffle Alleys: 2 Atlas; 1 Zenith; 1 Speedy; 1 Super Bonus; 1 Mercury; 1 Regulator Six Star; 1 Eleventh Frame; 1 Crystal; 1 Embassy; 1 Shuffle Baseball; 50 See; 3 W1 Wall Boxes (Painted) \$17.50 each. MIDWEST MUSIC COMPANY, 3850 MARIPOSA STREET, DENVER 11, COLO. (Tel. Genesee 3-6371)

FOR SALE—National Cig. 9ML \$105; 11M \$165; 1-11 \$175; 1-13 \$225; Rowe Cig. (14 Col.) \$175; 20-700 \$215; Stoner Cig. (11-col.) \$165; Corsair Cig. (20-col.) \$175; Stoner Candy (8 col.) \$145; 6-col. \$95; Vendo Milk \$350; Vendo Ice Cream \$350; New Coffee Fire Balls \$398; Stoner Coffee 500 \$195; 500D \$225; Apco Coffee 1960 \$595; Rowe L-1000 \$595; L-2000 \$325; Apco 1959 Cold Drink \$525; Write for prices on used Shuffle Alleys, Bowlers and Phonographs. All equipment shopped and ready for location. CENTRAL OHIO COIN MACHINE EXCH. INC., 858 N. HIGH ST., COLUMBUS 15, OHIO. (Tel. AXminster 4-3529)

FOR SALE—Wholesale Wurl. Models 2200, 2400, 2410, 2504, 2510, 2500, 2600, 2610, Completely shopped, original crates, ready for shipment. No reasonable offer refused. Phone or write: UNITED DIST., INC., 902 WEST SECOND, WICHITA 3, KANSAS. (Tel. AM 4-6111)

FOR SALE—Regulation Shuffle Alleys \$150.; Bulls Eye Drop Ball \$75.; Guns, Five Balls, Old Shuffles, Drink Machines, Cigarette Vendors. Write or call CENTRAL DISTRIBUTORS, INC., 2315 OLIVE ST., ST. LOUIS, MO.

FOR SALE—Wms. 3 coins \$200.00; Wms. Metros \$250.00; Williams Black Jacks, \$175.00. GLOBE DIST. CO. INC., 1623 N. CALIFORNIA, CHICAGO 47, III.

FOR SALE—Seeburg R-100 \$290; Wurl. 2150 \$325; Wurl. 2200 \$525; Wurl. 2300 \$645; AMI J-120 \$375; AMI G-200 \$165; NORTHWEST SALES CO., OF OREGON, 1040 S.W. 2nd AVE., PORTLAND 4, ORE. (Tel. CA 8-6557).

FOR SALE—Routes: Tusko Elephant like new \$425; Skill Scores like new \$45; Wms. Reserve \$225; Upright Mercury Grips \$50; Colonial Maple Wurlitzer \$85; Banding Machine with 100 lbs 3/8" strapping \$65; CLOER DIST. CO., 1613 MAIN, JOPLIN, MO. (Tel. MA 4-7621)

FOR SALE—Big Time, Gay Time \$90; Broadway \$125; N. Club \$135; Beach Time \$245; Carnival Queen \$275; Sea Island \$365; Balderina \$435; County Fair \$500; Buckely Track Odds FP or cash P.O. \$325; CROSSE-DUNHAM & CO., 350 GREENDALE ROAD, YORK, PA.

FOR SALE—All Kiddie Rides, new and used, less than cost! Champion Horse, Western Trails, Toonerville Trolley, All-Tech Fire Engine, All-Tech Chuck Wagon, etc., C.C. Cont. Bowler \$845; Bally Challenger \$495; Bally Monarch \$275; HV 2—\$195; HQ 100S \$725; United Advance \$375; Keeney Roll A Line \$245; 3 W1 Wall Boxes \$29.50; 3 W200 Wall Boxes \$60; REDD DIST. CO., INC., 126 LINCOLN STREET, BRIGHTON 35, MASS.

FOR SALE—All kinds of Fruit Machines, Jennings Standards and Mills High and Low tops, Evans Races and Bangtails, Clover Bells, Draw Bells, Citation and Turf King One Ball. Shopped for export. ATOMIC COIN MACHINE CO. BOX 4312, NORTH LAS VEGAS, NEV.

FOR SALE—50 1¢/5¢ ABT Challenger and your score with metal stands. Clean condition \$22.50 ea; Gott, Brite Star \$150; Gott, Majestic \$150; Williams Jolly Jokers \$275. Write or Phone. WALLACE DISTRIBUTING COMPANY, P.O. BOX 75, MINERAL WELLS, TEXAS. (Tel. FA 5-3600) Area Code 817.

FOR SALE—Special on Seeburg R's 1 @ \$325 3 for \$900 6 for \$1700; K's \$325; V's \$195; VL's \$245; Also have AMI, Rock-Ola Wurlitzer, equipment reconditioned ready for location. Write Now! GABRIELSON & CO., 724 MEMORIAL DRIVE, S. E. ATLANTA 16, GA. (Tel. 525-7441).

FOR SALE—Twists \$740; Marksman Guns \$220; Lucky Alley Ball Bowler \$299.50; Strike Bowler \$260; Skill Score \$50; Williams: World Series '62 \$350; Gott; Tropic Isles \$265; Midway; Single Player Target Gallery \$310; Misc: Bert Lane's Whirly Bird \$465; All Tech's Indian Scout \$575; Metal stands for Bingo Games \$19 each. NEW ORLEANS NOVELTY CO., 1055 DRYADES STREET, NEW ORLEANS, LA. (Tel. 529-7321).

FOR SALE—Mills & Jennings Fruit Machines all types and models, complete with automatic JacPots, in top condition. Will pack in wood for export. ALMAN ENT., BENDER WAREHOUSE, DICKERSON ROAD, P.O. BOX 4300, RENO, NEVADA.

FOR SALE—Baseballs: United Star Slugger \$125; Bally Heavy Hitter \$250; Shuffle Alleys: C.C. Four Game \$350; C.C. Bullseye \$125; Keeney Challenger Alley \$95; Guns: Wms. Vanguard \$245; Ex "500" Shooting Gallery \$100.00. Please write or call 234-7123 —TRI STATE DISTRIBUTING COMPANY, BOX 615, ROME, GA. or 1441 CENTRAL AVENUE, CHATTANOOGA, TENN. (Tel. AM 5-4858).

FOR SALE—6 Pocket Tables w/new Slate & New Accessories, Reconditioned Like New, 73 x 43—\$175 90 x 50 \$275; Seeburg 100B \$95; Seeburg 100C \$115; Rock-Ola 1438 \$115; AMI E-120 \$165; AMIG—120 \$195; Pin Games, United League B/A, 13' \$425; BETSON ENTERPRISES, 3726 TONNELE AVE., NORTH BERGEN, N.J. (Union 3-8574).

FOR SALE—Rock-Ola 1455 \$245; 1435A, \$75; 1438, \$150; Seeburg 100 Wall Box, \$35; Also large supply of Uprights and Gott: 5 Balls. HALLGREN DIST., INC., 1626 3rd AVENUE, MOLINE, ILL.

FOR SALE—2 See: C (A-1 plastics) \$135; 1-AMI JAI 200 \$475; 1-K200 \$595; All clean. WESTERN DIST., 1226 S. W. 16th AVE., PORTLAND 5, ORE.

FOR SALE—Registered for export, Bingos, pins, big ball bowlers, and guns. Large lot of late Bingos available, including new Twist, Golden Gates, and Silver Sails. D & P MUSIC, 27 PHILADELPHIA STREET, YORK, PA. (Tel. 81846). Ask for Phil or Dave.

FOR SALE—Kiddie rides repainted and ready to go at \$375 each; 1 Tusko Elephant; 1 Stage Coach; 1 Fire Engine; Several Covered Wagons. MIDWEST DIST.—709 LINWOOD BLVD.—KANSAS CITY, MO.

FOR SALE—(On premises only) United Shuffle Alleys—five way \$425; Sunny \$350; Big Bonus \$300; Three Way \$275; Embassy \$650. MOHAWK SKILL GAMES CO.—67 SWAGGERTOWN ROAD, SCHENECTADY 2, N. Y.

FOR SALE—Records, new copies of older 45 rpm including some oldies but goodies. 100 assorted tunes per carton \$27.00, 1000 tunes \$240; PAUL V. LEE RECORDS—4546 SO. PARK DRIVE, METAIRIE 20, LA. (Phone after 4:pm—VE 5-4585)

FOR SALE—Slot Machines, Mills Hi-Tops; Black Cherries; Golden Falls etc. Jennings Sun Chief; Standard and Clubs. WESTERN NOVELTY CO. 1995 DICKERSON ROAD, RENO, NEVADA. (Tel. FA 3-8546)

MISCELLANEOUS

MISCELLANEOUS—Burglar Alarm for coin-operated equipment operates on flashlight battery. Sensitive to tampering. Eveready energizers. Installed quickly. Powerful alarm. Postpaid \$3.95, three \$10.75, dozen \$39.00. Quantity prices to distributors. BLOCK MARBLE CO. 2929 W. CHELTENHAM AVE., PHILA 50, PA. (Tel. Capital 4-4000).

AMERICAN SHUFFLEBOARD CORP.

Imperial Shuffleboard
Electra 6 Pkt. Pool Table

AUTO-PHOTO CO.

Model 12 Studio \$3,245.00
V-2 Auto-Voice Recorder

BALLY MFG. CO.

Moon Shot (3/63) 5-Ball
Fun-Phone (3/63)
Spinner
Table Hockey (2 Plyr) (2/63)
Bucky Bronco Kiddie Horse
Blg 7 Shuffle
Equipped with combination coin mechanism; Std. dime coin mechanism \$995.00
Bank-Ball
Deluxe Bally Bowler 16' lengths ..
5' Extension Sections \$105.00 (May 1962)

CHICAGO COIN MACHINE

Grand Prize Bowler (3/63)
All-Star Baseball (1/63)
Big Hit Baseball
Citation Shuffle Alley
Pro Basketball (June '61)

EXHIBIT SUPPLY CO.

Card Vendor
Kleer Plastic Laminator Vendor
FISCHER SALES & MFG. CO.
Crown One Hundred (100")
Crown Ninety (90")
Crown Eighty Five (85")
Royal 90 (90")
Royal 76 (76")
Crown Fiesta—Reg. Bumper

J. F. FRANTZ MFG. CO.

Little Leager (12/62)
Double Header (12/62)
Save Our Business
U.S. Marshal 5¢ Gun
Kicker & Catcher
ABT Challenge Pistol
ABT Guesser Scale
ABT Rifle Sport
Aristo Scale

D. GOTTLIEB & CO.

Gauche 4P (2/63)

IRVING KAYE CO., INC.

Deluxe Eldorado 6 Pkt. Series
Mark I, 77x45
Mark II, 85x47
Mark III, 92x52
Mark IV, 106x58
Mark V, 113x63
Deluxe Satellite, 77x45
Deluxe Klub Pool
Regular 56x40
Jumbo 75x43

MIDWAY MFG. CO.

Slugger Baseball (3/63)
Carnival Target Gallery (2/63) ...

ROCK-OLA MFG. CORP.

404 100 Sel. (Capri) Stereo-Monaural Phono.
404 100 Sel. (Capri) Stereo-Monaural Phono. (With #1979 Full Dimensional Stereo Kit).....
408 160 Sel. (Rhapsody) Phono. With Full Dimensional Sound Feature.
1494-G 100 Sel. Wall Phono.
1624 Large Stereo Speaker.
1627 Small Stereo Speaker.
1950 Remote Volume Control.
1958 Wall Box (160 Sel.)
1664 Wall Box (100 Sel.)

ROCK-OLA IVI CORP.

Model TRLB-M—Coffee, Hot Chocolate, Soup Vendor—Batch fresh brew, modulator door and light, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh cream, with changer.

Model 1400—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, granulated sugar, soluble cream, with changer.

Model 1400S—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, whipped powdered soup, granulated sugar, soluble cream with changer.

(Fred Hebel Corp.)
Model 3400 Hebel—Coffee, Hot Chocolate, (Color Beige)—Single cup fresh soluble coffee, all dry ingredients, 225 cup capacity, coffee 4 ways, whipped powdered chocolate, without changer, changer optional (extra charge).

ROWE AC SERVICES

Rowe-AMI L-200 Phonograph with Automix, Stereo-Round (Plays 33-1/3-45 stereo or monaural records, intermixed.) Has three-in-one convertibility. 200 selections, 160 selections, or 100 selections.

HAC-200 Hideaway, 200 Sel. Sel. Mon
HEB-200 Hideaway, 200 Sel. Selective Stereo
CDA Stepper, CDJ Stepper, WQ-100 100
Sel. W.B., WQ-100 100 Sel. W.B., WQ-120 120 Sel. W.B., WQ-200 200 Sel. W.B., WQ-200-1 200 Sel. W.B., Dual Price
Play, WQ-200-3 200 Sel. W.B., Dual Price
Play, WQ-200-3 200 Sel. W.B., Dual Price
F-10436 Bar Grip, W.B. Mounting Bracket
EX-600 Cylindrical Wall Speaker
EX-700 Wall Speaker
L-2130 Ceiling Spkr., Choice of Grille
Types Listed: L-2136 Random Pattern,
L-2136 Uniform Pattern, L-2605 Circular
Flush-Mount Grillo
Riviera Cigarette, 20 sel, 800 pack.
Celebrity Cigarette Merchandiser, 14 selection, 510 pack capacity, modular line
Celebrity Candy Merchandiser, 11 selections, 360 capacity, modular.
77 Candy Merchandiser, 11 sel, 860 cap.
Tasty 20 Candy Merchandiser, 20 sel, 560 cap.

Celebrity Pastry Merchandiser, 5 selection, 100 capacity, modular.
Celebrity Hot Food Merchandiser, 7 selection, 140 capacity, modular.
Celebrity All Purpose Merchandiser, 130 capacity, 130 selection, modular.
Celebrity Fresh Brew Coffee Merchandiser, 11 selection, 750 cup capacity, modular.
Celebrity Cold Drink Merchandiser, 4 selection, 1000 cup capacity, crushed ice feature optional, modular.
Dollar Bill Changer, 10 change combinations, up to \$300 bank capacity.
Celebrity Condiment unit, accommodating oven can opener, ketchup, mustard, salt, pepper, etc., modular.

THE SEEBURG CORP.

LPC-1—Stereo LP Console, 160 Selection Phono
LPC-1R—Stereo LP Console, 160 Selection Phono., remote control.

All LP Consoles have the following standard equipment: Personalized, Album of the Month Feature, Plays 33-1/3 and 45 RPM records intermixed, Album Pricing and universal pricing system, Half Dollar, Income Totalizer.
HLPC-1—Stereo LP, 160 Selection, Hideaway Plays 33-1/3 and 45 RPM records intermixed, Album pricing and universal pricing system, Income totalizer.
DS160H—Directional Stereo, 160 Selection Phono. With Artist of the Week Feature, Universal Pricing, Plays 33-1/3 and 45 RPM records intermixed, Half Dollar, Remote Control optional.

SC-1—Stereo Console, 160 Selection. Includes the following features: Personalized, Album of the Month, Album and single pricing, Pushbutton volume control, Remote selection, Twin stereo speakers, Remote income totalizer.

3W100—Wall-O-Matic 100, Single Pricing
TW1—Twin stereo wall speaker, 8 inch
TC1—Twin stereo corner speakers, 8 inch
TR1—Twin stereo recessed speakers, 8 inch
EBWC1-12—Extended bass corner/wall speaker, 12 inch

PRVC-2—Powered remote volume control
CC-2—Coin counter

BACKGROUND MUSIC
BMS-2—Background Music unit, 1000 selection

BMC-1—Background Music Compact
BMCA-1—Companion Audio
CIGARETTE VENDOR

4E3—Modular unit, 825 pack capacity.
4E3XM—Modular (less match unit) 825 pack capacity

4E4—Free Standing, Personalized, 825 pack capacity
4E4XM—Free Standing, Personalized (less match unit) 825 pack capacity

COFFEE VENDOR
662-C—Seeburg/Bally Coffee vendor brews coffee cup at a time, Coffee-Chocolate (dry ingredients) 200 7 oz. cups. Selective: 5
664-D—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (dry ingredients) 450 7 oz. cups. Selective: 5

664-DS—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate-Soup or Tea (dry ingredients) 450 7 oz. cups. Selective: 6
664-R—Seeburg/Bally Modular Coffee Vendor, Coffee-Chocolate (refrigerated cream) 450 7 oz. cups. Selective: 5

767—Seeburg/Bally Coffee Vendor—Fits any in-line modular installation, Coffee-Chocolate-Soup or Tea (dry ingredients) 650 cup capacity, Selective: 6

COLD DRINK
4SCD2—Cold Drink vendor, with crushed ice, 1500 cup capacity, 4 flavor
7SD1—Cold Drink vendor, with crushed ice, 1500 cup capacity, 7 flavor

MILK VENDOR
MV-1—Modular Milk Vendor, capacity 246-336 cartons depending on size. Selective: 8

SOUTHLAND ENGINEERING CORP.
Fast Draw
Space Ship
Travel Pony

UNITED MFG. CORP.
Caravelle Shuffle (2/63)
Sabre Bowler (3/63)

UNITED MUSIC CORP.
UPD-100 Monaural
UPD-100S Stereo

URBAN INDUSTRIES
Kiddie Kolor Kartoon Movie Machine
Pee-A-Rama

VALLEY SALES CO.
Deluxe 6-Pocket Models
Model 750A—75x42x31
Model 850A—84x47x31
Model 900A—90x50x31

Special 6-Pocket Model
Model 745A—75x42x31

Regulation Bumper Pool

WILLIAMS MFG. CO.
Major League Baseball (3/63)
Big Deal (1-Plyr) (2/62)
Voice-O-Graph

THE WURLITZER COMPANY
2700 Stereo-Mono, 200-sel. phono.
2710 Stereo-Mono, 100-sel. phono.
Wall Boxes

5010 WB Ten Top Tunes sel. 50¢
5250 WB 200-sel. 10-25-50¢
5207 WB 104-sel.
5200 WB 100-sel. 10-25-50¢

Speakers
5122 Stereo Convertible Console Spkr.
5123 Stereo Wall Spkr.—12" Coaxial
5124 Stereo Corner Spkr.—8" Extended Range

5125 Stereo Extender Spkr. (Packed in Pairs)
5126 Stereo Directional Spkr. (Packed in Pairs)

Hideaway Phonographs
2717 Stereo-Mono. 200-sel.
2711 Stereo-Mono. 100-sel.

THIS IS THE YEAR'S

BIG MONEY MAKER

An automatic phonograph is built for one purpose and one purpose only — TO MAKE MONEY. It must have the finest styling . . . the finest sound . . . the best features . . . the most service-free mechanism to make the MOST money. Mr. Operator, we offer you . . . THE WURLITZER 2700 . . . THE ONLY PHONOGRAPH WITH THE TEN TOP TUNES FEATURE—proven beyond a shadow of a doubt to be THE YEAR'S BIG MONEY MAKER.

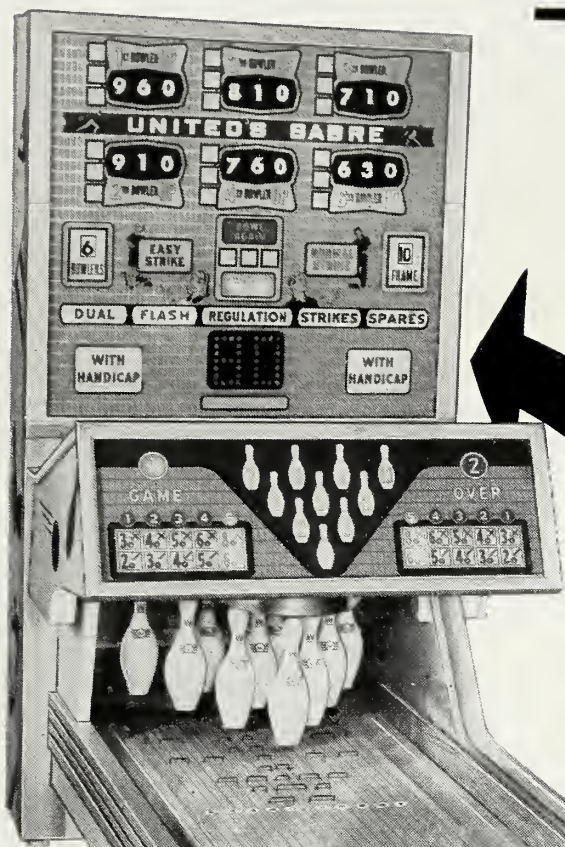
SEE YOUR WURLITZER DISTRIBUTOR

WURLITZER 2700

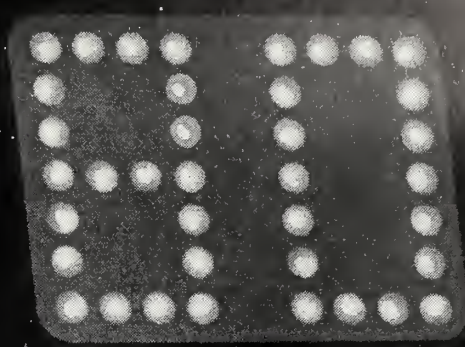
THE WURLITZER COMPANY
NORTH TONAWANDA, NEW YORK
107 Years of Musical Experience



UNITED'S SABRE BOWLING ALLEY



New READ-OUT Feature



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

PLAYER'S CHOICE OF
5 WAYS TO PLAY
 FLASH — DUAL-FLASH
 REGULATION — STRIKES
 SPARES

Plus
 Handicap Feature
 EASY OR NORMAL
 STRIKE OR STRIKE

1 to 6 Can Play

DIME COIN MECHANISM
 2 for 25c COIN MECHANISM
 OPTIONAL AT EXTRA COST

HIGHEST
 RESALE
 VALUE

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

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

CHROME
 RAIL

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

SEE YOUR UNITED DISTRIBUTOR TODAY!

Exclusive New Feature

Only the Rock-Ola Model 1401-S assures you of *greatest possible extraction* from every pound of coffee . . . the result of an exclusive, new single-cup brewing chamber. Proved perfect cup after cup . . . it measures coffee throw practically to the counted grain . . . no overthrow, no waste!

Brewing time is adjustable, assuring exact extraction whatever the coffee "brand." This is important for two reasons: First, if the hot water is allowed to pass through the bean too fast,

accurately measures every vended cup . . . saturates every coffee grain. No waste . . . More cups of coffee per pound than any other coffee vendor . . . More Profit!

Traps In → Flavor...



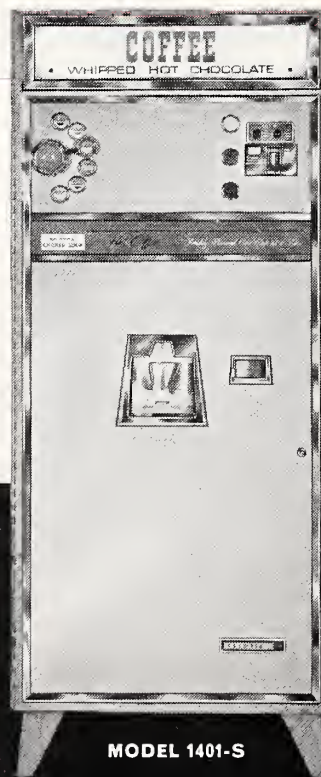
extraction will not be sufficient. Secondly, if brewing time is too slow, water will "overwork" the bean and draw the undesirables from it. Through experiment and design, optimum time is 10 to 11 seconds.

As water is "pressurized" up, and into the brewing chamber, it is deflected by a brew screen support . . . creating a water turbulence which evenly saturates the coffee grounds during the brewing process. Complete extraction of all coffee solubles is assured.

The exclusive single-cup brewing chamber is only one of the many operative features that help the operator achieve top profits! The Model 1401-S is easier to service, too. All ingredient dispensing systems and components requiring sanitizing/servicing are easily removed, facilitated by quick-disconnect Jones Plugs and slide out/swing out components.

The Model 1401-S serves rich, flavorful coffee four ways; black, black with sugar, with creme, with sugar and creme. It also serves delicious hot whipped chocolate and hot whipped soup.

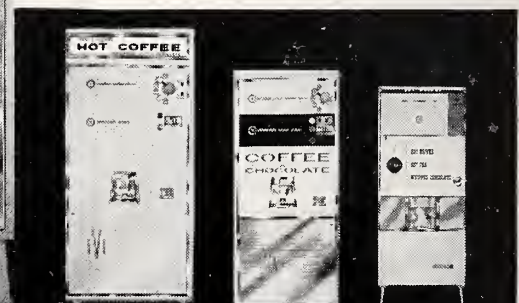
Rock-Ola also offers the Model 1401, which is identical to the 1401-S, excluding the offering of hot whipped soup. A modular cap and skirt conversion kit is available for Model 1401 and 1401-S when used in full line vending bank.



MODEL 1401-S

Model 1401-S single cup, fresh-brew coffee and hot drink vendor

**PUT THIS PROFIT PRODUCER
TO WORK FOR YOU NOW!**



MODEL TRLB-M MODEL 1800 MODEL 3402

Look to

ROCK-OLA

for advanced products for profit

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