

# Cash Box

MARCH 16, 1966




Good-old-sentimental warbling usually doesn't go over big in today's disk market, but the gentleman making the rubber-face pose, comic Frank Fontaine, has done the trick in remarkable fashion. He's got one of the hottest LP sellers of the year with his ABC-Paramount recording of "Songs I Sing On The Jackie Gleason Show," currently the number one album seller in the U.S. As Crazy Guggenheim on the Gleason TV'er, he sings each week—at the request of Joe the Bartender, played by Gleason—a sugary old favorite. Such material makes-up the LP's bill-of-fare for Fontaine's deep baritone voice. Fontaine's success in this area is even more impressive with the knowledge that he first began singing before a mass audience with his bow on the Gleason program last fall.

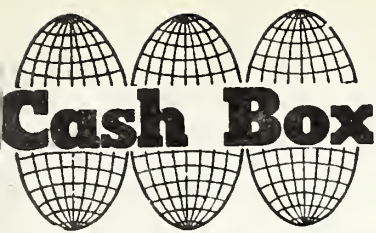
- 4 **RUBY BABY**  
★DION—Columbia—42662
- 7 **BLAME IT ON THE BOSSA NOVA**  
★EYDIE GORME—Columbia—42661
- 9 **WHAT WILL MY MARY SAY**  
★JOHNNY MATHIS—Columbia—42666
- 15 **OUR WINTER LOVE**  
★BILL PURSELL—Columbia—42619
- 20 **I WANNA BE AROUND**  
★TONY BENNETT—Columbia—42634
- 36 **CAN'T GET USED TO LOSING YOU**  
★ANDY WILLIAMS—Columbia—42674
- 47 **DON'T BE AFRAID, LITTLE DARLIN'**  
★STEVE LAWRENCE—Columbia—42699
- 58 **GO AWAY LITTLE GIRL**  
★STEVE LAWRENCE—Columbia—42601



\* according to a  
reliable source...

Columbia   
Singles  
Sell!

Also Available on Single **33**



# Cash Box

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March 16, 1963

FOUNDED BY BILL GERSH

## Cash Box

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## NON-CHART HITS

Some of the really big hits in re-  
cent months were "The Sweetest  
Sounds," "I Believe In You,"  
"Once Upon A Time," and "Gonna  
Climb A Mountain."

These were hits?, you say. The  
answer is a resounding "yes!" Al-  
though none of these songs enjoyed  
a reputable status on the Top 100,  
if one looks deeper into the ex-  
posure of the aforementioned num-  
bers during the year, they could  
well be classified as "really big  
hits."

Disk-wise, each has gotten vast  
exposure, especially in albums.  
They have been performed under  
varied circumstances, by vocalists,  
jazz instrumentalists and orchestras  
which sometimes reach symphonic  
proportions. While it is true that  
singles coverage of these tunes  
dwindles after they make their ini-  
tial appearances, the loss in this  
area is more than compensated by  
their blossoming out on LP's,  
where a tune's ability to pass-the-  
test of all kinds of interpretations  
is an almost sure-sign of its future  
status as a standard.

But, that's hardly all. The pub-  
lic knows these songs. And it is  
familiar with them in a manner that  
would be consistent with each be-  
ing a big singles vehicle for same  
artist.

Surely, from the publisher and  
writer point of view, too, these  
songs are winners. They may not  
be getting in on Top 40 program-  
ming, but they're certain to be  
found making the rounds quite  
often on the ever-increasing good-  
music outlets, and, to be sure, on  
many a musical segment of some  
network TV'er.

This all adds up to the fact that  
these newer standards-to-be are  
truly hits. Disk buyers look for  
them—or are at least pleasantly sur-  
prised to see them—when they're  
eyeing the bill-of-fare on an album  
jacket. To all concerned in the pro-  
duction of the albums, such mate-  
rial has *built-in* sales value.

The industry is, indeed, fortun-  
ate that each year boasts these sub-  
tle successes. For in the long run,  
their importance to the music busi-  
ness is all too apparent.



# Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—MARCH 16, 1963

Position 3/9 3/2			Position 3/9 3/2			Position 3/9 3/2		
1	<b>WALK LIKE A MAN</b> ★4 SEASONS-Veejay-485	1 2	35	<b>DO THE BIRD</b> ★DEE DEE SHARP-Cameo-244	48 68	70	<b>I GOT A WOMAN</b> ★RICK NELSON-Decca-31475	75 —
2	<b>RHYTHM OF THE RAIN</b> ★CASCADES-Valliant-6026	4 4	36	<b>SEND ME SOME LOVIN'</b> ★SAM COOKE-RCA-8129	29 22	71	<b>LINDA</b> ★JAN & DEAN-Liberty-55531	89 94
3	<b>OUR DAY WILL COME</b> ★RUBY & ROMANTICS-Kapp-501 EDDIE CANO-Reprise-20147	7 16	37	<b>CAST YOUR FATE TO THE WIND</b> ★VINCE GUARALDI TRIO-Fantasy-563 MARTIN DENNY-Liberty-55514 MEL TORME-Atlantic-2183	32 35	72	<b>RIDIN' THE WIND</b> ★TORNADOES-London-9581	74 74
4	<b>RUBY BABY</b> ★DION-Columbia-42662	3 3	38	<b>BOSS GUITAR</b> ★DUANE EDDY-RCA-8131	30 31	73	<b>PIPELINE</b> ★CHANTAYS-Dot-16440	84 93
5	<b>HEY PAULA</b> ★PAUL & PAULA-Phillips-40084	2 1	39	<b>CAN'T GET USED TO LOSING YOU</b> ★ANDY WILLIAMS-Columbia-42674	54 80	74	<b>SUN ARISE</b> ★ROLF HARRIS-Epic-9567	91 —
6	<b>THE END OF THE WORLD</b> ★SKEETER DAVIS-RCA-8098 MILLS BROS.-Dot-16451	9 15	40	<b>BABY WORKOUT</b> ★JACKIE WILSON-Brunswick-55239	56 84	75	<b>MEDITATION (MEDITACO)</b> ★CHARLIE BYRD-Riverside-4544 ★PAT BOONE-Dot-16439 BILLY VAUGHN-Dot-16436 ENOCH LIGHT-Command-4029 IRENE REID-Verve-10286	70 78
7	<b>BLAME IT ON THE BOSSA NOVA</b> ★EYDIE GORME-Columbia-42661	6 9	41	<b>HITCH HIKE</b> ★MARVIN GAYE-Tamla-54075	47 50	76	<b>HE'S GOT THE POWER</b> ★EXCITERS-United Artists-572	94 97
8	<b>YOU'RE THE REASON I'M LIVING</b> ★BOBBY DARIN-Capitol-4897	5 6	42	<b>FLY ME TO THE MOON</b> ★JOE HARNELL-Kapp-497 EYDIE GORME-ABC-10383 FELICIA SANDERS-Decca-31335 APRIL STEVENS-Imperial-5907 MARK MURPHY-Riverside-4526 TONY MARTIN-Dot-16361 RHODA SCOTT TRIO-Tru-Sound-418 AL ALBERTS-Columbia-42737 ROY HAINES QT.-Impulse-213 JOHNNY RAYEN-Felsted-8669	28 17	77	<b>DEARER THAN LIFE</b> ★BROOK BENTON-Mercury-72099	90 —
9	<b>WHAT WILL MY MARY SAY</b> ★JOHNNY MATHIS-Columbia-42666	10 10	43	<b>TELL HIM I'M NOT HOME</b> ★CHUCK JACKSON-Wand-132	49 56	78	<b>YOU DON'T LOVE ME ANY MORE</b> ★RICK NELSON-Decca-31475	— —
10	<b>ONE BROKEN HEART FOR SALE</b> ★ELVIS PRESLEY-RCA-8134	11 13	44	<b>CALL ON ME</b> ★BOBBY BLAND-Duke-360	31 33	79	<b>JIVE SAMBA</b> ★CANNONBALL ADDERLY-Riverside-4541	79 81
11	<b>WILD WEEKEND</b> ★ROCKIN' REBELS-Swan-4125 THUNDERBIRDS-Melbourne-1551	8 8	45	<b>YAKETY SAX</b> ★BOOTS RANDOLPH-Monument-804	58 69	80	<b>YOUNG AND IN LOVE</b> ★DICK & DEEDEE-Warner Bros.-5342	87 —
12	<b>HE'S SO FINE</b> ★CHIFFONS-Laurie-3152	26 51	46	<b>THAT'S THE WAY LOVE IS</b> ★BOBBY BLAND-Duke-360	39 30	81	<b>RAINBOW</b> ★GENE CHANDLER-Vee-Jay-468	85 92
13	<b>IN DREAMS</b> ★ROY ORBISON-Monument-806	18 20	47	<b>DON'T BE AFRAID, LITTLE DARLIN'</b> ★STEVE LAWRENCE-Columbia-42699	76 —	82	<b>WHAT DOES A GIRL DO</b> ★MARCY BLANE-Seville-123	68 70
14	<b>WALK RIGHT IN</b> ★ROOFTOP SINGERS-Vanguard-35017 MOMENTS-Era-3099	12 5	48	<b>HE'S SURE THE BOY I LOVE</b> ★CRYSTALS-Philles-109	33 27	83	<b>DON'T BE CRUEL</b> ★BARBARA LYNN-Jamie-1244	82 82
15	<b>OUR WINTER LOVE</b> ★BILL PURSELL-Columbia-42619 ANITA BRYANT-Columbia-42739	19 26	49	<b>TWENTY MILES</b> ★CHUBBY CHECKER-Parkway-862	59 76	84	<b>ON BROADWAY</b> ★DRIFTERS-Atlantic-2182	— —
16	<b>SOUTH STREET</b> ★ORLONS-Cameo-243	25 34	50	<b>OUT OF MY MIND</b> ★JOHNNY TILLOTSON-Cadence-1434	61 83	85	<b>YOUNG LOVERS</b> ★PAUL & PAULA-Phillips-40096	— —
17	<b>FROM A JACK TO A KING</b> ★NED MILLER-Fabor-114	13 7	51	<b>I'M IN LOVE AGAIN</b> ★RICK NELSON-Imperial-5910	52 63	86	<b>WATERMELON MAN</b> ★MONGO SANTAMARIA-Battle-15909 HERBIE HANCOCK-Blue Note-1862	100 —
18	<b>MAMA DIDN'T LIE</b> ★JAN BRADLEY-Chess-1845 FASCINATIONS-ABC-10387	14 14	52	<b>LOVE FOR SALE</b> ★ARTHUR LYMAN-HiFi-5066	57 65	87	<b>LOCKIN' UP MY HEART</b> ★MARVELETTES-Tamla-54077	— —
19	<b>LET'S LIMBO SOME MORE</b> ★CHUBBY CHECKER-Parkway-862	22 29	53	<b>THAT'S ALL</b> ★RICK NELSON-Imperial-5910	60 67	88	<b>HOW CAN I FORGET</b> ★JIMMY HOLLIDAY-Everest-2022 ★BEN E. KING-Atco-6256	97 —
20	<b>I WANNA BE AROUND</b> ★TONY BENNETT-Columbia-42634	21 21	54	<b>PIN A MEDAL ON JOEY</b> ★JAMES DARREN-Colpix-672	51 57	89	<b>MY FOOLISH HEART</b> ★DEMENSIONS-Coral-62344 MATADORS-Keith-6504	88 90
21	<b>LET'S TURKEY TROT</b> ★LITTLE EVA-Dimension-1006	23 25	55	<b>UP ON THE ROOF</b> ★DRIFTERS-Atlantic-2162	41 38	90	<b>AS LONG AS SHE NEEDS ME</b> ★SAMMY DAVIS, JR.-Reprise-20138 GEORGIE BROWN-London-562 DELLA REESE-RCA-8093 SHIRLEY BASSEY-United Artists-511 PETE KING-Kapp-489 RONNIE ALDRICH-London-9546 TONY MARTIN-Dot-16402 DAVE PIKE-Prestige-244	73 77
22	<b>GREENBACK DOLLAR</b> ★KINGSTON TRIO-Capitol-4898 MERRY MELODY SINGERS-Mercury-72083 HOYT AXTON-Horizon-351 VIRGINIANS-Colpix-666	17 19	56	<b>EVERYDAY I HAVE TO CRY</b> ★STEVE ALAIMO-Checker-1032	45 49	91	<b>DON'T MENTION MY NAME</b> ★SHEPHERD SISTERS-Atlantic-2176	92 95
23	<b>ALICE IN WONDERLAND</b> ★NEIL SEDAKA-RCA-8137	24 24	57	<b>YOUR USED TO BE</b> ★BRENDA LEE-Decca-31454	44 23	92	<b>I'M JUST A COUNTRY BOY</b> ★GEORGE McCURN-A&M-705	100 —
24	<b>BUTTERFLY BABY</b> ★BOBBY RYDELL-Cameo-242	27 37	58	<b>GO AWAY LITTLE GIRL</b> ★STEVE LAWRENCE-Columbia-42601	40 28	93	<b>NEVER</b> ★EARLS-Old Town-1113	— —
25	<b>LITTLE TOWN FLIRT</b> ★DEL SHANNON-Bigtop-3131	15 11	59	<b>THE NIGHT HAS A THOUSAND EYES</b> ★BOBBY VEE-Liberty-55521	46 32	94	<b>KILLER JOE</b> ★ROCKY FELLERS-Scepter-1246	99 —
26	<b>ALL I HAVE TO DO IS DREAM</b> ★RICHARD CHAMBERLAIN-MGM-13121	35 42	60	<b>LI-LILI, HI-LO</b> ★RICHARD CHAMBERLAIN-MGM-13121	67 75	95	<b>MECCA</b> ★GENE PITNEY-Musicor-1028	— —
27	<b>DON'T SET ME FREE</b> ★RAY CHARLES-ABC-10405	34 44	61	<b>LET'S STOMP</b> ★BOBBY COMSTOCK-Lawn-202	65 72	96	<b>DON'T WANT TO THINK ABOUT PAULA</b> ★DICKY LEE-Smash-1808	— —
28	<b>YOU REALLY GOT A HOLD ON ME</b> ★MIRACLES-Tamla-54073	16 12	62	<b>I GOT WHAT I WANTED</b> ★BROOK BENTON-Mercury-72099	72 —	97	<b>ALL ABOUT MY GIRL</b> ★JIMMY McGRIF-Sue-777	63 64
29	<b>FOLLOW THE BOYS</b> ★CONNIE FRANCIS-MGM-13127	42 91	63	<b>IF MARY'S THERE</b> ★BRIAN HYLAND-ABC-10400	69 73	98	<b>AMY</b> ★PAUL PETERSEN-Colpix-676	— —
30	<b>MR. BASS MAN</b> ★JOHNNY CYMBAL-Kapp-503	36 45	64	<b>OVER THE MOUNTAIN (ACROSS THE SEA)</b> ★BOBBY VINTON-Epic-9577	— —	99	<b>PUFF</b> ★PETER, PAUL & MARY-Warner Bros.-5348	— —
31	<b>WHY DO LOVERS BREAK EACH OTHER'S HEARTS</b> ★BOB B. SOXX & BLUE JEANS-Phillies-110	37 47	65	<b>BIG WIDE WORLD</b> ★TEDDY RANDAZZO-Colpix-662	71 61	100	<b>I WILL FOLLOW HIM (CHARIOT)</b> ★LITTLE PEGGY MARCH-RCA-8139 FRANK POURCELL-Capitol-4916 PETULA CLARK-Laurie-3156 ROSEMARY CLOONEY-Reprise-20,145 BETTY CURTIS-CGD-10903 JACKIE KANNON-Stage-518	— —
32	<b>A GYPSY CRIED</b> ★LOU CHRISTIE-Roulette-4457	20 18	66	<b>SANDY</b> ★DION-Laurie-3153	95 —	100	<b>SAX FIFTH AVE.</b> ★JOHNNY BEECHER-Warner Bros.-5341 ★JACK COLE QUINTET-Wall-553 BILL RAMAL-MGM-13123	— —
33	<b>LAUGHING BOY</b> ★MARY WELLS-Motown-1039	43 58	67	<b>ALL OVER THE WORLD</b> ★NAT KING COLE-Capitol-4919	78 —	100	<b>WHAT ARE BOYS MADE OF</b> ★PERCELLS-ABC-10401	— —
34	<b>DAYS OF WINE AND ROSES</b> ★HENRY MANCINI-RCA-8120 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	38 41	68	<b>DON'T SAY NOTHIN' BAD (ABOUT MY BABY)</b> ★COOKIES-Dimension-1008	96 —			
			69	<b>PEPINO'S FRIEND PASQUAL</b> ★LOU MONTE-Reprise-20,146	80 —			

● SHARP UPWARD MOVE

★ BEST SELLING RECORDS

\* OTHER VERSIONS STRONGLY REPORTED

PUBLISHER LIST—SEE INDEX

# 2 Great New Singles by Anthony Newley\*

\*and they're  
**BOTH** on  
**ONE** record...



## NEWLEY LP's

STOP THE WORLD—I WANT TO GET OFF  
Stereo AMS88001 Mono AM58001

LOVE IS A NOW AND THEN THING  
Mono LL3156

TONY  
Stereo PS244 Mono LL3252

Coming Soon  
ANTHONY NEWLEY/PEAK PERFORMANCES  
Mono LL3283

**LONDON**  
RECORDS

# Air Crash In Tenn. Kills Patsy Cline, Hawkshaw Hawkins, Cowboy Copas & Randy Hughes; Jack Anglin Dies In Later Mishap



PATSY CLINE



COWBOY COPAS



HAWKSHAW HAWKINS



RANDY HUGHES

NEW YORK—In the most tragic airplane disaster effecting the music business since the plane crash that killed rock 'n roll stars Buddy Holly, Ritchie Valens and J. P. (Big Bopper) Richardson in 1957, a light plane carrying Patsy Cline, Cowboy Copas and Hawkshaw Hawkins fell into the wooded area of Camden, Tenn. last Tues. night (7) and killed all three plus Randy Hughes, who managed Miss Cline and was the son-in-law of Copas.

Additional tragedy came later in the week on Thurs. when Jack Anglin of the famed Johnny & Jack team died in a car accident in Nashville while enroute to a prayer service for Patsy Cline (see separate story).

The four were returning to Nashville, where they were stars on WSM's Grand Ole Opry, after participating in a benefit performance in Kansas City, Kan.

Besides their regular stints on the Opry (Patsy Cline since 1959, Copas since 1946 and Hawkins since 1955),

each enjoyed considerable success on disks. Patsy Cline over the past several years had been getting increasing recognition in the pop field with her Decca diskings, while Copas, heard on the Starday label, and Hawkins, who recently moved back to the King label after an association with Columbia, were artists whose disks were aimed only at the country market.

A memorial prayer for the four was held last Thurs. (7) at the Phillips Robinson Funeral Home in Nashville. Burial for Patsy Cline was last Sun. (10) in Winchester, Va., her hometown, and Copas, Hawkins and Hughes were buried in Forest Lawn Cemetery in Goodlettsville, Tenn.

Among the many statements that were made following the tragedy were:

Governor Clement of Tenn.: "The entertainment world has suffered a great professional loss and Tennessee has suffered a great personal loss. They were typical of the serious-minded, hard-working professional people who were dedicated to country music artistry. I counted them among my closest friends and express deep sympathy to their families."

Bob Cooper, general manager of WSM: "It was a long night for us here at WSM and we are not thinking clearly this morning (after the crash). We know that we have not yet begun to feel the loss which we shall share from now on with the families of Patsy, Cop, Hawkshaw and Randy."

Ott Devine, general manager of the Grand Ole Opry: "WSM and the Grand Ole Opry are stunned and deeply saddened. We have lost great talent as well as a close relationship."

Roy Acuff, the performer: "It grieves me so much."

### PATSY CLINE

Born Virginia Patterson Hensley, Patsy Cline had been performing since she was four when she won top honors tap dancing in her native Winchester, Virginia. At eight she was

(Continued on page 68)

# Anka Buys Entire Disk-Copyright Catalog From ABC-Par; To Re-Cut Tunes

NEW YORK—Paul Anka, in a rare move, has just completed the purchase from his former label, ABC Paramount, for a price termed "well in excess of a quarter-of-a-million dollars" of its entire catalog of Anka material — all master tapes, copyrights, and reissue rights to any and all Anka material.

All of the rights were assigned by Anka to his own record production firm, Camy Productions, which now produces his disks for world-wide release through RCA Victor.

"With this really unprecedented agreement," Irv Feld, his manager, said, "Paul Anka will never be competing with himself on other labels, an unhappy situation existing with several other top artists today." Feld negotiated the deal with ABC-Par head Sam Clark. In a further de-

parture from the norm, Anka has already re-recorded a big chunk of his catalog of hits, with the first product — an album entitled "Paul Anka's Golden 21" — scheduled for April release by Victor.

In explaining why he wanted to redo the old hits, Anka said: "I feel my voice has matured a good deal since the time when I cut some of those old hits, and also I've gained a great amount of experience. That's why I wanted to re-record some of my songs, ones like "Diana," "You Are My Destiny," "Put Your Head On My Shoulder" and the like. I've managed to keep the same basic sound in the new versions, the main difference is 'within me'."

None of the huge Anka's catalog had previously been recorded by him in a foreign language, something which has also been rectified in recent weeks. He has already completed a long session in Victor's new Rome studios, cutting 26 sides of his popular old numbers. (His latest Italian single — "Ogni Giorno" — "Love Me Warm and Tender" has reportedly sold 600,000 singles.)

In addition to the Italian version of Paul Anka's Golden 21, French, German and Spanish versions will shortly be cut by the singer. Victor is planning to release these local language versions as soon as they are recorded.

The Anka catalog purchase from Am Par did free him to re-release the old tapes, but he and manager Feld decided to go the new-version route.

Because of certain existing contractual agreements, Anka's old catalog may continue to be released abroad through the end of next year but Victor now has the immediate right to release all of the re-recorded material throughout the entire world.

As of Dec. 31st, 1964, Victor will have no competition in Anka releases worldwide, and no other Anka releases will be issued by any other label.

Another unique facet of the agreement is that Paul Anka has recaptured all of his original song copyrights for his own Spanka Music publishing setup.

## FTC-Col. Hearings Close In L.A., N.Y. Return Engagement 3/11

LOS ANGELES—The Federal Trade Commission-Columbia Record Club anti-trust hearings ended in Los Angeles last week and will return to New York on Mar. 11 for two more days of testimony.

Diskery VIP's who testified at Coast hearings were Mike Maitland of Warner Brothers, Randy Woods of Dot, Mo Austin of Reprise, Dan Bonbright of Capitol, Harold Linick of Liberty, Richard Bock of World Pacific Jazz, Bernard Soloman of the Diners Club and Lester Koenig of Contemporary.

Maitland echoed the testimony of prior witnesses representing the upper echelons of major diskeries and reiterated that record clubs were good for business all around. Liberty's Linick said the questions were repetitious, and Bock (World Pacific) bemoaned potential business loss stemming from an indie's exclusion from record club distribution.

As in the earlier hearings, the FTC was represented by Hearing Examiner Donald Moore and counsels Richard Lavine and Morton Needleman, and Columbia was represented by Asa Sokolow.

## Capitol's Livingston On Dynagroove: No Innovation To Justify Superiority

NEW YORK—Capitol Records last week joined Columbia Records in responding publicly to RCA Victor's new Dynagroove process.

A statement came from Capitol president Alan Livingston, who while noting that "we see no innovations that justify... claims of superiority," was much milder in his remarks than Goddard Lieberman had been the week before in his denunciation of Dynagroove as a "backward step" in the disk business. Livingston said Capitol hoped that the public would take-up Victor's ad challenge to compare Dynagroove "against the best disk recording available on any label, anywhere," and saw "no drastic changes in record buying patterns" because of the process.

Here's the complete Livingston statement: "Normally, we do not comment upon our competitors' activities, believing that each record company has a right to blow its own horn as loudly as it chooses, and the public will be the ultimate and proper judge. Currently, however, aggressive competitive claims are loud and clear. Were Capitol and Angel to be caught short in knowledge, equipment and recording technique, it could be a matter of genuine concern to us.

"May I emphasize that we are not concerned. We have closely analyzed

the new Victor records and their published explanations and will resist the temptation to engage in a technical rebuttal beyond stating that we see no innovations that justify such claims of superiority. RCA properly invites comparison 'against the best disk recording available on any label, anywhere'. Naturally, we think RCA must be referring to Capitol or Angel and we hope the public will take up the challenge. In the classical area, for example, where sound and musical integrity are significantly important, Angel has dominated recent sales polls. We are confident that this position will be held and improved in the months ahead.

"I would like to emphasize that recording improvements are and should be the constant endeavor of every major record company. We like to think that Capitol and Angel are in the forefront of such research. Certainly we spend many hundreds of thousands of dollars each year on such activities. Any genuine 'breakthrough' from us or our competitors that improves the recording art should be welcome because it expands our industry, benefiting all.

"Finally, if music lovers continue to exercise the same discrimination as in the past, we anticipate no drastic changes in record-buying patterns."

### INDEX

Album Plans .....	52
Album Reviews .....	56, 58
Bios for DJ's .....	48
CBS International .....	13-39
Country Music Section .....	76, 77
International Section .....	69-75
Juke Box Ops Record Guide .....	54
Looking Ahead (Singles) .....	46
NARM News .....	7
Platter Spinner Patter .....	48
Radio Active Chart .....	40
R & B Top 50 .....	60
Record Ramblings .....	42, 44
Single Review .....	8, 10, 12
Sure Shots .....	61
Top 100 Albums (Mono) .....	55
Top 50 Albums (Stereo) .....	55
Top 100 Artists .....	44
Top 100 Publishers .....	50

## MALAMUD STAYS

SAN FRANCISCO—Contrary to many rumors around the trade for the past few months that Jules Malamud, executive secretary of NARM, would be resigning from his NARM post to join a record company, it was emphatically and formally announced at the Tuesday morning meeting that Malamud would stay on as NARM executive secretary and hoped to do so for many years to come.

## 350 NARMians

SAN FRANCISCO—NARM Board of Directors announced that it will be holding its mid-year meeting in Chicago this Summer at a date to be announced in the near future. The date and site of the 6th Annual Convention of the association will also be announced shortly.

There were in the vicinity of 350 people representing manufacturers and NARM membership at this year's convention.

MORE NARM NEWS PGS. 66, 67, 68

## THE RESOLUTION

SAN FRANCISCO—If one were to point to one single highlight of the 1963 NARM Convention, it would undoubtedly be *THE NARM RESOLUTION* which formally announced NARM's intention to attempt to achieve Dual Distribution.

The resolution was read at the Tuesday panel discussion by Cecil Steen and in the exact words of the president, the reaction to the resolution was "violent." The resolution was the first thing read at the Tuesday panel meet and touched off a discussion which centered around the resolution for the remainder of the two-and-a-half hour discussion period. (See separate story on Tuesday's Panel.)

According to Steen, the resolution had been drafted more than a year ago but was never formally introduced until this year's meeting. We don't expect manufacturers to agree

# Strong Turnout Of Manufacturers Hear Rack Jobbers Demand Distrib Prices

SAN FRANCISCO—When 46 people, who report they sell \$102,000,000 worth of product (for an industry which in total sells \$600,000,000 gross product) hold a convention, one can expect to see an excellent turnout of manufacturers who produce these goods.

This was just the case at NARM's 5th Annual Convention held at the Fairmont Hotel in San Francisco, Cal., last week. NARM members were almost 100% in attendance and every important label was represented, one by as many as twenty people.

It wasn't long after the convention started that the true theme of the convention came front and center. Although NARM members reported that their gross for '62 was up \$22.4 million (\$102,575,800 for 1962 as compared with \$80,080,950 for 1961) it was quite obvious that the decreasing

margin of profit and the increasing costs of expansion as well as competition from record distributors who had entered the rack jobbing field—were making it increasingly difficult for the jobber to survive and "continue to expose the manufacturers' product."

Rack jobbers felt they had the solution, when, right from the opening panel discussion, they asked manufacturers to make rack jobbers record distributors or at least "sell us at distributor prices." The rack jobbers didn't pull any punches. They knew, long before they even reached the convention that this was what they wanted and was what they asked for.

But the manufacturers didn't pull their punches either. From the members on the panel representing both majors and leading indies, as well as some budget line manufacturers the answer was clearly and definitely NO! Rack jobbers are not distributors, the

manufacturers said, and they don't perform the same function. Therefore, they don't deserve to be distributors nor do they deserve to be sold at the price a manufacturer offers his distrib. (See separate story on panel discussions.) When it was quite obvious that the manufacturers had no intention of bending to the rack jobbers' wishes, Charles Schlang, of Mershaw of Albany, a rack jobber, probably best summarized the feelings of most of the rack jobbers when he asked that the meeting end on a harmonious note.

"We don't want to demand anything we don't deserve. But help us [manufacturers] to compete with the distributors who are now in the rack jobbing business. Where we may have been considered the monsters a few years ago, the distributors who are in the rack jobbing business are the monsters of today. Help us compete with them."

## NARM Elects New Officers; Cecil Steen New Prexy

SAN FRANCISCO — Members of NARM last week elected Cecil H. Steen (Recordwagon, Inc.) of Woburn, Mass., new president of the association. A veteran record man with many years of experience in all phases of the record industry, and until recently a record distributor himself, Steen will serve as the association's president for the forthcoming year.

Jim Tiedjens of Musical Isle Record Corp. in Milwaukee was named vice-president; Stanley Jaffe of Gordon Sales Co. in Seattle was chosen secretary and Endo Corsetti of Wambach Distributing, Harrisburg, Pa. was named treasurer.

The new board of directors include: Ed Snider, Edge, Ltd., Washington, D.C.; Alvin M. Driscoll, Pioneer Dist. Co., Wichita, Kansas; and Glen C. Becker, Music City Record Racks, Los Angeles.

At a press conference following the elections, Steen stated that he, along with the NARM board and its members, as well as the association's executive secretary, Jules Malamud, would strive to further improve NARM's status "already the most effective industry association" and continue to achieve dual distribution for all rack jobbers, whether they're NARM members or not.

"In search for the record industry's Key to 1963," said Steen, "at this Fifth Annual NARM Convention, we feel that we have found not one passkey for the solution of all our problems, but many keys, each one ready to open the door to a deeper and more rational understanding of one another's problems, and to solutions which cannot help but serve the good of the entire phonograph record industry."

## Speakers Suggest Working Together To Solve Problems and Help Industry Grow

SAN FRANCISCO—A desire to solve mutual problems was the tone of all the speakers who addressed the NARM Conventioners. Columbia's Goddard Lieberman's keynote address as well as Glen Becker's (NARM president) speech, heard just prior to the Monday panel discussions were to the point. They showed an awareness of the problems facing jobbers and an understanding of the need to work together. The same held true for the Tuesday addresses by Jules Malamud, executive secretary of NARM, Ira L. Moss of Ambassador and guest speaker William G. Wilkins, financial consultant to Columbia Records.

### GODDARD LIEBERSON

Lieberson, in his keynote address, told members that manufacturers and rack jobbers must work together and share the responsibilities if the record industry is to continue to prosper and make further strides. Just as a plant which is improperly pruned won't be hearty, the rapid growth of the rack jobber must be based on strong roots.

"Like it or not," said Lieberman, "you are married to us, and in this marriage both parties must make a contribution." We are all dependent on the phonograph without which we all die. The rack must help the record buyer. He must satisfy the consumer. He must carry top rate product building a reputation of good product and not just of one price. He must avoid creating a low price image. It is up to the rack jobber "to continue something which you have already begun: that is to educate the consumer in using the convenient method of record buying which you have developed in

your mass merchandising.

"This you will not be able to do unless the record buyer becomes accustomed to the fact that he can satisfy the greatest portion of his musical appetite for first class recordings in the retail outlet which you sponsor.

"The rack merchandiser . . . is not a fellow on the outskirts of the record industry who is grubbily grabbing some of the overflow of a flourishing business. He is an essential, an integral and developing part of the business" which Lieberman said he had seen grow from a \$66,000,000 business 20 years ago to a \$600,000,000 business. Lieberman cautioned that the industry must be careful of the profit squeeze since this could lead to the deterioration of product and the deterioration in sales.

Lieberson concluded: "Your creative feelings in the area of merchandising are going to play an important role in keeping the industry healthy and wealthy. And wise, too, because if, in this business we can manage to keep healthy and wealthy, we will all of us be wise enough."

### GLEN BECKER

Glen Becker, president of NARM, went into a description of the rack jobber. Who are they? People with years of experience in the record field as well as in other fields of rack merchandising. He used his own firm as an example—a firm which has made a \$185,000 capital investment during the past seven years and a firm which must sell more than \$100,000 worth of records every month to break even. He pointed to the merchandising tech-

(Continued on page 66)

## Panel Discussions

### Racks: Dual-Distribution—Si! Mfrs: Distributor Prices—No!

SAN FRANCISCO—Panel discussions at the NARM Convention—the meat of every NARM meet—were again spirited, informative and best expressed the impromptu and perhaps more direct feelings about industry problems—feelings which in prepared speeches have a tendency to be handled with tact and subtlety.

Regardless of what was on the agenda and regardless of what the prepared questions from the moderator to the panelists were, every subject of discussion rapidly lead to the rack jobbers' request for dual distribution. And equally, quickly manufacturers rebutted with: You are

not distributors; you are not performing a distributors function; don't tell us how to run our businesses, we don't tell you how to run yours.

Monday's panel featured manufacturers Al Bennett (Liberty), Art Talmadge (United Artists), Mike Maitland (Warner Bros.) and Dave Miller (Miller Int'l.) Rack jobbers included Ed Mason (Record Rack Service), Ed Snider (Edge, Ltd.), Donald Belzer (Record Service Co.) and John Edgerton (Pic-A-Tune).

A good example of how the discussion repeatedly turned to dual distribution is the discussion on the

(Continued on page 67)

## NARM Study:

### Members Account For \$102,575,800; \$22.4 Million Increase Over 1961

SAN FRANCISCO—The forty-six regular NARM members who participated in the 1962 NARM study accounted for a total gross dollar volume of \$102,575,800, at retail prices, according to the NARM study issued to all in attendance and announced by NARM study chairman Ed Snider.

The new high mark represents an increase of \$22,494,850 over 1961's figure of \$80,080,950. For 1962, the total record industry's dollar volume based on excise tax reports, is expected to be in the vicinity of \$600,000,000, making NARM share of the total dollar volume almost one-sixth.

The study also revealed that 85% of the NARM members showed an increase in gross dollar volume. 8.5% maintained the same gross dollar volume while 6.5% showed a decrease.

Another interesting portion of the NARM study that all rack jobbers were discounting their product. Not one NARM member is selling records at full list price in most of his locations, whereas in 1961, 6.9% were still selling at full list in most of their outlets.

With percentage of returns from jobbers being a frequent subject of discussion during both panel meetings, Irwin Steinberg, Mercury vice-president, stated that NARM should also report in its annual study a complete survey of percentage of returns, commenting that such a report would probably give a much needed insight into the jobbers' total picture.

Below are other significant figures which were offered in the NARM study:

(Continued on page 68)



# 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

"PLEASE DON'T" (2:12) [Jonathan ASCAP—Ellis, Weiss]  
 "STAR EYES" (2:25) Leo Feist ASCAP—Raye, DePaul  
 KITTY KALLEN (RCA Victor 8158)

Kitty Kallen, who returned to hitsville in a big way with her fine rendition of "My Coloring Book," can enjoy an equally big follow-up chart success in "Please Don't." Side's an extremely pretty ballad pleader that the canary renders with telling effect. Standout musical showcase provided by Ray Ellis. Charming softie revival on the flip's from Kitty's "Coloring Book" LP.

"I NEED A HARBOR" (2:05) "WHAT'S WRONG BILL" (2:10)  
 [Acuff-Rose BMI—Montgomery] [Acuff-Rose BMI—Loudermilk]  
 SUE THOMPSON (Hickory 1204)

The coy-voiced Hickory hit-maker can once again make the chart grade with either end, or both, of her latest two-sider. One half's a fetching thump-beat-ballad hip-swing with symbolic love lyrics tabbed "I Need A Harbor." The other's a tender lilter that finds the lark asking "What's Wrong Bill"—for breaking the date. Potent pairing.

"RONNIE, CALL ME WHEN YOU GET A CHANCE" (2:18)  
 [Aldon BMI—Cooper, Anthony]  
 "I LEFT A NOTE TO SAY GOODBYE" (2:24) [Regent BMI—Shayne]  
 SHELLEY FABARES (Colpix 682)

Shelley Fabares sounds like she's back in the hit groove with this new Colpix stand. On it, the lark 'vocal-pens a lost ear-arresting letter, tabbed "Ronnie, Call Me When You Get A Chance." More warm, sincere ballad sounds on the lovely "I Left A Note To Say Goodbye" weeper. Splendid ork-choral support on both ends by Stu Phillips' crew.

"SKIP TO M' LIMBO" (2:05) "EL CUMBANCHERO" (1:46)  
 [Dobo BMI—Wilson] [Peer Int'l BMI—Hernadez]  
 THE VENTURES (Dolton 68)

The Ventures, who are still buzzin' the charts with their "2,000 L.B. Bee," can take another hit flight with their delightful up-dating of the old favorite, "Skip To M' Lou." This time it's set in a happy-go-lucky limbo format that the teeners and platter spinners'll love. However, don't neglect the exciting, galloping refitting of "El Cumbanchero." It, too, can move way out.

"ASK ME" (2:49) "YESTERDAY'S KISSES"  
 [Figure BMI—T. & B. Bruno] [Zanne BMI—T. & B. Bruno]  
 MAXINE BROWN (Wand 135)

Maxine Brown never sounded better than she does on both ends of her new Wand session. On one end she's in fine beat-ballad form as she carves out the pulsating "Ask Me." The other half, the tearful "Yesterday's Kisses," finds the lark at her rock-a-cha-cha best. Sensational Steven Garrick ork-choral accompaniments on both portions.

"THERE'S NO SUCH THING AS LOVE" (2:09) "SHE'S JUST ANOTHER GIRL"  
 [Ludlow BMI—Fraser, Hackney] [Aldon BMI—Mann, Anthony]  
 ANTHONY NEWLEY (London 5201)

The multi-talented English star follow his money-making version of "What Kind Of Fool Am I"—from his "Stop The World . . ." smash with two strong ballad weepers. They're the soft beat cha cha, "There's No Such Thing As Love," and the enchanting lilter, "She's Just Another Girl," that Newley and the Billy Mure ork-chorus wrap up in most attractive manner. Superb double-decker.

"DADDY KISS AND MAKE IT WELL" (2:15)  
 [Channel ASCAP—Wooley]  
 "LITTLE BITTY BILBO ABERNATHY NATHAN ALLEN QUINCY JONES"  
 (2:33) [Channel ASCAP—Wooley]  
 SHEB WOOLEY (MGM 13125)

This looks like another chart-buster for Wooley, who's also been making the grade via his Ben Colder alias. It's a poignant tale, titled "Daddy Kiss And Make It Well," about a little girl, who's hoovering between life and death. She's choral-backed happy-ending recitation really tugs at the heartstrings. However, don't overlook the catchy novelty jump-twist'er about a fella with a rather long name. Can also happen.

"OOH POO PAH DOO" (2:22) "FEEL SO GOOD" (2:20)  
 [Minit BMI—Hill] [Travis BMI—Lee]  
 SANDY NELSON (Imperial 5932)

Drummer Nelson offers two more colorful instrumentals that look like solid money-makers from either end. Both are oldies, the while-back Jessie Hill stand, "Ooh Poo Pah Do"—done up thumpin' rock-a-cha-cha style and the years-back Shirley & Lee delighter—"Feel So Good"—refitted in a spirited twist beat format. Take your pick. It's a toss-up for honors.

JANE DARWYN (VeeJay 503)

(B+) "HIS & HERS" (2:15) [Glad BMI—Jennings, Douglas, Couch] Orville Couch's big country hit gets a commanding pop-slanted reading from the lark and her Nashville-flavored full ork-chorus backdrop. Could prove the tune's Top 100 outlet.

(B) "HALF A WOMAN (Half a Man)" (2:35) [Pamper BMI—Nelson] Another popliss go for a country-styled ballad.

JERRY KELLER (Coral 62348)

(B+) "IT'S TOO LATE" (2:38) [Rush BMI—Willis] Songster, a chart artist a few years back with "Here Comes Summer," catches the wistful meaning of Chuck Willis' big onet'ime hit. Fine teen-market start for the artist on the Coral label.

(B+) "WHAT WILL I TELL MY DARLING?" (2:39) [Champion BMI—Crutchfield, Young] A feelingful Nashville-sound expression.

ZIP & THE ZIPPERS (Pageant 607)

(B+) "WHERE YOU GOIN', LITTLE BOY?" (2:27) [Duchess BMI—Koenigsberg] A delightful folk-blues novelty is taken for a contagious blues-flavored ride by the male lead and his femme singers. Could step out.

(B) "GIG" (2:29) [Woodcrest BMI—Sheldon, Leon] A somewhat milder good-natured outing.

THE DARTELLS (Dot 16453)

(B+) "HOT PASTRAMI" (2:18) [Arlen BMI—Phillips] Crew is a solid teen-dance instrumental-vocal attraction, proving that point with a strong twist-time showing here. Can move way out.

(B) "DARTELL STOMP" (2:20) [Arlen BMI—Burns] Further driving rockin' by the outfit.

ELMER BERNSTEIN (Ava 120)

(B) "TO KILL A MOCKINGBIRD" (2:01) [Northern ASCAP—Bernstein, David] The cleffer-maestro directs a tender reading of his own gentle theme for the flick adaptation of the hit novel. The Bill Brown Singers play a soft, wordless role. It's from an LP of the score.

(B) "TERASINA" (1:52) [Columbia BMI—Bernstein] This pretty Spanish-flavored theme is from Bernstein's score for "Walk on the Wildside," also the subject of an Ava album.

CHUCK DENMAN (Garpax 44173)

(B) "THE FOOL" (2:20) [Debra BMI—Ford] The years-back hit is done with Nashville-styled effectiveness by the songster and his backing, which includes strong string comments. Good today's-teen-sound format for the number.

(B) "GOLDEN DREAMS" (2:04) [Underwood BMI—Underwood] This light upbeat includes some interesting organ touches.

THE MATADORS (Keith 6504)

(B+) "MY FOOLISH HEART" (2:35) [Joy ASCAP—Washington, Young] Crew does appealing teen-market justice to the beautiful standard. With enough airtime, this strong ballad blend could do chart business. Label's distrib is the London Group.

(B) "YOU'D BE CRYING TOO" (2:57) [Lenora BMI—Singleton, Bass, Tenryck] After a slow-beat reading of the verse, lead and his backdrop move with a dramatic blues sound.

THE FOUR-EVERS (Jamie 1247)

(B+) "EVERYBODY SOUT STREET" (2:17) [Dandelion BMI—Finiz, Wissert] Singers are h to the novelty teen dance sound as they knock-out the ditty, a companion piece to the big hit by The O'lons, "South Street." Teeners want to keep their feet on the ground with this one.

"ONE MORE TIME" (2:00) [Dandelion BMI—Finiz, Piroll] Emotion ballad blend by the songsters.

JERRY WOODARD (Argo 5435)

(B+) "BOAT OF LOVE" (2:11) [Tree BMI—Qualls] Lots of solid rock punch to this rockin'-th boat theme from the songster and his instrumental assist, a team called The Esquires. A workout that could work its way onto the charts.

(B) "WITH A FEELING" (2:11) [Tree BMI—Riley, Killebrew] Effective shuffle-beat wailer.

THE EMPIRES (Colpix 680)

(B+) "(Boop - Boop - Dit - Tem - Dat - Tem - What - Tem - Chu) THREE LITTLE FISHIES (Itty-Bitty Poo)" (2:33) [J&R ASCAP—] The oldtime laff item gets a joyful, infectious blues-oriented reading by the vocal crew, which is assisted by Chipmunk-like voices. Happy teen interpretation of the ditty that could see it make the sale grade once more.

(B) "EVERYONE KNEW BU ME" (2:07) [South Mountain BMI—Bates] Plaintive blues pop from the lead voice.

MILLER BROS. (Coed 577)

(B+) "LAWRENCE WAS HIS NAME" (2:22) [Winneton BMI—Weismantel, Reardon, Schwert] This is a spirited blues salute to the famed Lawrence of Arabia the famed subject of the big film named after him. Colorful cut that has lots to recommend it to the kids.

(B) "LET ME KNOW" (2:22) [Winneton BMI—Coley, Saunders] Pleasant soft-spoken stand.

LORD WESTBROOK (Bigtop 3133)

(B+) "QUIET PLEASE" (1:55) [Aberbach BMI—Stewart] Fine not-so-quiet shuffle-beat instrumental blueser. Vocal bits are limited to a deep-voiced interjection of the title. Deck generates lots of teen excitement.

(B) "THE LADY FROM DOVER STREET" (2:23) [Mable BMI—Steward] This is a deliberate-beat blueser on an intriguing tune.

THE VELVETS (Monument 810)

(B+) "CRYING IN THE CHAPEL" (2:18) [Valley BMI—Glen] This is a sunny blues-slanted reading of the familiar item by the chart-experienced song crew. Lead Virgil Johnson is the big vocal factor, working against a big-sounding rock-string setup. Could get around.

(B) "DAWN" (2:51) [Milestone ASCAP—Prince] Interestingly deliberately-paced stint.

THE GIRL FRIENDS (Melic 4125)

(B+) "I WANT TO BE HAPPY" (1:57) [Harms ASCAP—Cassar, Youmans] Besides the title, happy is the key word in the exciting rock handling of the oldie by the femme song crew. Infectious portion that could get chart recognition.

(B) "NO MORE TEARS" (2:22) [Macadel & Flip-Side BMI—Watts] Complete change-of-pace wistful.



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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

"BLUE SHADOWS" (2:40) [Lowery BMI—South]  
 "YOU'LL NEVER KNOW" (2:17)  
 [Bregman, Voeco & Conn ASCAP—Gordon, Warren]  
 THE TAMS (Arlen 720)

The Tams, who came thru nicely with their waxing of "Untie Me," can repeat that success with this new Arlen stand. Side, tabbed "Blue Shadows," is a tear-compelling romantic cha cha shuffler that the artists deliver in top teen style. More first rate teen fare in the rock-a-cha-cha updating of the oldie on the flip. Strong ork support on both lids.

"HAMBONE" (2:13) [Rush BMI—Saunders, Washington]  
 "RUMBLE MAMBO" (2:25) [E. B. Marks, Florentine BMI—Wray]  
 RED SAUNDERS/LINK WRAY (Okeh 7166)

Reaction to this 10-years-back click, currently featured on Sandy Becker's Hour—WNEW-TV'er (N.Y.) has prompted the label to re-issue the deck. It's the tantalizing, repetitious riff ditty, "Hambone," that features Red Saunders Ork, Dolores Hawkins and the Hambone Kids. Can click again. Backup lid sports an intriguing up tempo instrumental by Link Wray & the Wraymen.

## 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.

"I'M MOVIN' ON" (2:20) [Hill & Range BMI—Snow]  
 "MY HEAVENLY ANGEL" (2:18) [Janes-Robinson BMI—Lucas]  
 MATT LUCAS (Smash 1813)

The Hank Snow classic's a good bet to make the chart rounds once again. It's done by Matt Lucas on Smash (via a master purchase from Renay and the infectious rock-a-rhythmic beat's sure to make the teeners sit up and take notice all across the country. Loads of attention-getting sounds. Coupler's a pretty beat-ballad romantic.

## Best Bets

ANTHONY & THE SOPHOMORES (Mercury 72103)

● "PLAY THOSE OLDIES, MR. DEE JAY" (2:27) [CRM BMI—Madera, White, Finizio, Piolo] Guys present their request-time theme with solid speedy-beat novelty sense. The exciting stand also includes a frequent "Mr. Bass Man" gimmick. Could move.

(B) "CLAP YOUR HANDS" (2:18) [CRM BMI—Madera, White, Aram] Mostly instrumental doings in a bright, boogie-woogie-inspired rock vein. Tune is not the old Gershwin Bros. hit.

THE CONCORDS (Herald 578)

● "COLD & FROSTY MORNING" (2:35) [Wemar BMI—Brandon, Wiener] Singers follow a territorial success, "Marlene," with a strong-sounding, whacky rewrite of the familiar kiddie ditty, "Dance Around the Mulberry Bush." Deck can do big Top 100 business.

(B) "DON'T GO NO" (2:25) [Wemar BMI—Brandon, Lewis] Dramatic Latinish blueser.

BABY WASHINGTON (Sue 783)

● "THAT'S HOW HEARTACHES ARE MADE" (2:30) [Sea-Lark BMI—Halley, Raleigh] The lark has a fine commercial item in this slow-shufflin' chorus-backed ballad on a traditional blues theme of broken romance. Deck should do well with ops and spinners.

● "THERE HE IS" (2:25) [Roosevelt BMI—Weiss, Edwards] On this end the songstress offers an impressive, pop-styled lament with some top-drawer emotion-charged lyrics.

THE FLEETWOODS (Dolton 74)

● "YOU SHOULD HAVE BEEN THERE" (1:55) [Metric BMI—Sheeley, De Shannon] An infectious feel of the oldie "Heartaches" marks the ditty. It's done with a smart upbeat blend by the singers and their combo backing, which includes a growling sax. A sound that can catch-on.

● "SURE IS LONESOME DOWNTOWN" (2:37) [Cedarwood BMI—Burch, Wilkin] Team performs a pretty teen plaintive in its familiar, soft-spoken manner. Poor girl now goes with the guy from the other side of the tracks (uptown) and her poor true love is depressed.

DAVE "BABY" CORTEZ (Chess 1850)

● "HOT CAKES - 1ST SERVING" (2:18) [Chevis-Cortez BMI—Clowney, Hall] Cortez has achieved Top 100 status in the past and he can do it again with this slow-moving, funky instrumental. Side has enough good stuff in it to make noise in both the r&b and pop markets.

● "HOT CAKES - 2ND SERVING" (2:38) [Chevis-Cortez BMI—Clowney, Hall] Swingin' continuation of the top side with a slightly slower pace. Both ends have the goods here.

ANITA BRYANT (Columbia 42739)

● "OUR WINTER LOVE" (2:45) [Cramart BMI—Cowell] Pretty tune is doing chart business for Columbia as an instrumental (by Bill Pursell), and now the fine lark adds a lyric version to diskdom. Can happen if there's sufficient plays. (B) "HONEST JOHN" (2:27) [Post ASCAP—Ballard, Tobias] Busy Nashville-styled stand.

CAROL BURNETT (Decca 25594)

(B+) "NOBODY" (3:06) [Rogers, Williams] Label has rushed the deck in view of the comedienne's warble of the oldie on her recent TV'er. It's done with a nitery production number feel. Source of the deck is her album, "Carol Burnett Remembers How They Stopped the Show." Tailor-made for jukebox programming.

(B) "SWEET GEORGIA BROWN" (2:01) [Remick ASCAP—Bernie, Pinkard, Casey] Another cut from the LP.

ASSOB AVON (Columbia 42736)

(B+) "MY GREAT GRANDFATHER ON MY MOTHER'S SIDE" (2:22) [Vanno ASCAP—Vance, Snyder, Ahlert] Sunny novelty features Columbia A&R man Al Kasha (he's dubbed Assob Avon, Bossa Nova spelled backwards) doing a Spanish-dialect about a guy's ancestor who wasn't the bravest man who ever lived. Side has good laff charm.

(B) "ASSOB AVON" (2:22) [Vanno ASCAP—Vance, Snyder, Ahlert] Similar approach in a Bossa Nova vein.

LISA CARROLL (Keyman 701)

(B+) "DIAMONDS & PEARLS" (1:55) [Wyndham BMI—Stallman, Jacobson] Tuneful folkish waltzer gets a good teen-gear rendition from the over-dubbed lark and her busy combo backing. Label is distributed by the Amy-Mala setup.

(B) "KEYMAN" (2:15) [Wyndham BMI—Stallman, Jacobson] Songstress nicely handles an appealing rock-a-cha romantic.

BROCK TANNER (Keyzone 1350)

(B) "LATER ON IN LIFE" (1:59) [Subit BMI—Brookington] This is a catchy, mostly blues-market issue from the songster and his combo setting. Theme, as the title may indicate, tells of a guy who feels that a gal will someday realize that she needs him.

(C+) "THAT'S MY HEART" (2:18) [Subit BMI—Brookington] Blues softie from the warbler.

JEAN THOMAS (Cadence 1435)

(B+) "SEVEN ROSES (To Pledge My Love to You)" (2:16) [Allied ASCAP—Stellman, Alisch] Lark (not to be confused with another chirp, Jeannie Thomas) tenderly recites an appealing item that's in the vein of the recent Bobby Vinton smash, "Roses are Red." Deck is an inviting teen affair.

(B) "HE'S SO NEAR (Yet So Far Away)" (2:27) [Spanka BMI—J&D Thomas] Good-sounding sprightly-beat romantic item. Cadence prexy Archie Bleyer batons both ends.

BETTY CURTIS (CGD 10903)

(B) "CHARIOT (I Will Follow Him)" (2:49) [Leeds ASCAP—Stole, Roma, Altman, Gimbel] Star European lark and her lush rock-a-cha setting offer a fine reading (she warbles in Italian) of the beautiful song, a big hit abroad and getting lots of disk readings here. A worthy companion to the other cuts. London handles the Italian diskery in the States.

(B) "AY, AY, CHE LUNA" (2:40) [Edizioni Leonardo (SIAE)—Buffoli, Palavicini] Amiable-sounding Italian romantic.

XAVIER CUGAT (Mercury 22804)

(B+) "WATERMELON MAN" (2:30) [Aries BMI—Hancock] The longtime Latin maestro's in sparkling cha-cha form as it reads the current Top 100 ditty, via Mongo Santamaria's outing on Battle. Cugat's many fans will be favoring this version.

(B) "SWINGIN' SHEPHERD BLUES" (1:59) [Bonell BMI—Koffman] A Latinized look at the years-back jazz-inclined hit.

BILLY MURE & THE 7 KARATS (Riverside 4547)

(B+) "DIAMONDS" (2:15) [Robbins ASCAP—Lordan] The big hit from England, getting lots of disk coverage here, gets the exciting rock sound it is accustomed to in this potent guitar-led romp. In addition to guitars, there are sizzling sax & percussion statements.

(B) "STRING OF GUITARS" (1:58) [Heatherfield BMI—Mure] Attractive Bossa Nova stylings on a theme that's sort of a follow-up to Mure's years-back success, "String of Trumpets."

TREADORS (Pawn 1202)

(B+) "RING-A-LEEVIO" (Part 1) (2:25) [Nu-Lenora BMI—Singleton] The current fad of setting kid games to rock 'n roll dance formats is much in evidence on this fetching thump-a-rhythmic ditty by the Treadors. Side's right up the teeners' alley.

(B+) "RING-A-LEEVIO" (Part 2) [Nu-Lenora BMI—Singleton] It's 'one more time' on this happy undercut.

JIMMY JUSTICE (Kapp 514)

(B+) "THE WORLD OF LONELY PEOPLE" (2:12) [Ross Jungnickel ASCAP—Kaye, Garson] The talented English songster and his ork backdrop come-up with a sound that's much in the manner of a Bobby Vee outing. Vehicle is a first-rate teen creation. Polished portion deserves spins.

(B) "I WAKE UP CRYING" (1:51) [Belinda ASCAP—Bachrach, David] Expressive teen statement on an interesting number.

SKIPPER RYLE (Saxony 1004)

(B+) "WOLF GAL" [By-Nash BMI—Martin, Moe] Ryle, of WKRC-TV Cincinnati, comes up with a raunchy rock-a-rhythmic horror novelty that can cop lotsa teen sales and spins. Strong instrumental backdrop.

(B) "THE PUDDY TAT SONG" [By-Bel Canto BMI—Martin, Braemer, Indelicato] Artist turns in another funny talk-sing performance on this cha cha twist'er.

DONNA FULLER (Colpix 679)

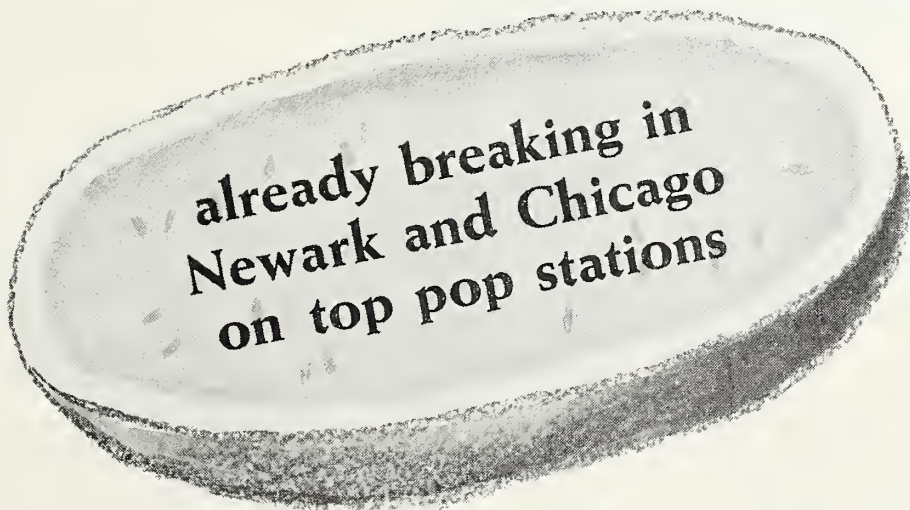
B "GOODBY LOVER, HELLO FRIEND" (3:10) [Shapiro, Bernstein ASCAP—Newell, Carr] The label's new vocal pactee is a good addition to the good-music disk catalog, as her fine warble of a class ballad will demonstrate. She's backed by a lush ork-chorus setup under Don Costa's direction. Lots of Jocks are going to find programming room for this portion.

B "THE ONLY ONE" (2:45) [Piedmont ASCAP—Pockriss, Croswell] A light Latin beat supports the lark's reading of a fine sophisticated ballad.

# Cugat makes \*format?



## Xavier Cugat



America's First Family  
Of Fine Recordings



\*Top 40 stations—honest!



# 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

LIZA MINNELLI (Cadence 1436)

● "YOU ARE FOR LOVING" (2:47) [Leo Feist ASCAP—Martin, Blane] The singer is the daughter of Judy Garland, the tune is a lovely new addition to the score of "Best Foot Forward," which is being revived Off-B'way later this month featuring the performer. Yes, she does have a resemblance to her mother, but what's wrong with two Garland voices around? Ork backdrop is highly attractive. Quality of the side and human interest involved could get this side lots of exposure.

(B) "WHAT DO YOU THINK I AM?" (2:18) [Chappell ASCAP—Martin, Blane] This delightful tune is one of the original songs by Martin & Blane for "Best Foot Forward."

FRANK HUBBELL & THE HUBB-CAPS (Topix 6005)

● "BROKEN DATE" (2:19) [Mills ASCAP—Phillips] A number of elements make this a very interesting-sounding affair. A strong grow-on-you tune is done with an arrangement that includes a Dixieland touch, including a Minsky-type trumpet solo, strings, wordless chorus and, to cap-it-off, enthusiastic audience response. Looks like it can come-up with lots of deejay spins. London distributes the label.

(B+) "BROKEN DATE" (2:30) [Mills ASCAP—Phillips] This is a fine Bossa Nova look at the number.

THEOLA KILGORE (Serock 2004)

● "THE LOVE OF A MAN" (2:45) [Sylvia BMI—Townsend] Newcomer Theola Kilgore has plenty of chart potential with this slow-moving, chorus-backed, shuffle-beat r&b lament. Deck boasts a commercial highly-listenable tune and some top-flight lyrics. Eye it.

● "I KNOW THAT HE LOVES ME" (2:27) [Sylvia BMI—Townsend] Here's another item loaded with potential. This time out the lark dishes up a rousing, hand-clappin' novelty-styled ditty with a potent, danceable beat. Scepter distributes the label.

STEVE ROSSI

(ABC-Paramount 10414)

● "ONE MAN SHOW" (2:04) [Aldon BMI—Greenfield, Kaufman] The singing half of the comedy team of Allen & Rossi puts himself squarely into the teen-market with this colorful cut, which features an exciting over-dubbed statement by the songster against a potent Mexican-type ork setting. Could score.

(B+) "MR. JONES, I LOVE YOUR DAUGHTER" (2:42) [Aldon BMI—Mann, Weill, Goffin] This is an easy rock-a-cha teen rewrite of the beautiful folk favorite, "Shenandoah."

KETTY LESTER (Era 3103)

● "LULLABY FOR LOVERS" (2:25) [Arch BMI—Schroeder, Kalmanoss] Talented thrush, who has had several chart dates, presents a moving warble of a lovely, almost reverent romantic item. She's backed by a very attractive ork backdrop. Could make it with enough exposure.

(B) "FALLEN ANGEL" (3:30) [Aee Cee Mmm BMI—Smith] A classy, intimate entry in the vein of a Nina Simone reading.

THE PALISADES (Chairman 4401)

● "MAKE THE NIGHT A LITTLE LONGER" (2:28) [Aldon BMI—Goffin, King] Gals can make an appearance on the charts with their strong showing, topped by a fine lead voice, on a first-rate affectionate. Their backup sound is a commanding rock-a-string affair. A date to eye from the London Group-handled label.

(B) "HEAVEN IS BEING WITH YOU" (2:07) [Aldon BMI—Goffin, King] Unhurried, somewhat dramatic offering for the teenagers.

EDDIE BO (At Last 1005)

● "TEE NA NA NA NA NAY" (2:35) [At Last BMI—Bocage] Eddie Bo could have a fast hit on his hands with this high-powered, chorus-backed, teen-oriented blues novelty with a contagious, repeating riff. Plenty of airplay potential here.

(B+) "TWINKLE TOES" (2:20) [At Last BMI—Bourdreaux, Badie] This side's a raunchy, danceable instrumental with some effective jazz overtones.

THE ESCORTS (Coral 62349)

● "ONE HAND, ONE HEART" (2:35) [G. Schirmer ASCAP—Bernstein, Sondheim] The "West Side Story" score is the source of another outing by the team, which got some reaction to their last outing of a "Story" song, "Somewhere." This lovely opus is done in a similar manner by the team, and could also come-up with important coin.

(B+) "I CAN'T BE FREE" (2:27) [Champion BMI—Robins, Lance] Catchy blues stuff from the mixed song crew.

LORI MARTIN (Del-Fi 4201)

● "THE HOME OF THE BOY I LOVE" (2:22) [Aldon BMI—Mann, Weill] Star of TV's "National Velvet" could become the next big TV performer to click on disks with this strong statement about "America, the Home of the Boy I Love." There's an appropriate patriotic touch to the lusty ork backdrop. Eye closey.

(B) "MINE 'TIL MONDAY" (2:35) [Aldon BMI—Mann, Weill] Wistful warble by the lass.

THE TERRI-TONES (Cortland 105)

● "GO" (2:04) [Marita & Venetia BMI—Cornelius] When the musicians shout "go" they mean it, and the teen set ought to be thrilled with their enthusiasm throughout the portion. Could be a smash for the Chi-based diskery.

(B) "THE SINNER" (2:11) [Marita & Venetia BMI—Delaney] Just a shade less punch to this intriguing driver.

THE BRENTWOODS (Talent 1003)

● "GEE, BUT I MISS HIM" (2:24) [Pentad BMI—Heard, Bernstein] Both the N. Y.-based label and its femme vocal attraction can go places on the Top 100 with this sparkling stand on a melodic Latinish blues romantic. Keep close tabs on this sound.

(B) "OH DEAR, WHAT CAN THE MATTER BE" (2:07) [Pentad BMI—Wecht, Bernstein] Infectious romantic re-write of the familiar traditional tune.

CALIE BITETTI (Susan 4200)

(B+) "DON'T PLAY THAT RECORD AGAIN" (2:34) [Le-Mor ASCAP—Worth] Thrush nicely renders the sentimental item against a more or less legit combo backdrop (keyboard sometimes has a Nashville feel).

(B) "I'M GONNA SHOW HIM" (2:17) [M. M. Cole BMI—Traut] Bright out-and-out rock backdrop supports the songstress this time.

JEAN BROOKS (G-Note 2002)

(B+) "TOMORROW NEVER CAME" (2:43) [Day ASCAP—Garson, Lewis] A good disenchant-ed blues-flavored opus gets a persuasive upbeat reading from the thrush, who is backed by busy, full Latinish-rock ork-chorus sound under the direction of Mort Garson. Exciting entry. Rust Records of N. Y. handles the label's distribution.

(B) "LOSING" (2:02) [Day ASCAP—Lee, Garson] Speedy-beat stuff on this end.

THE CHAMPS (Challenge 9189)

(B+) "NIK NAK" (1:52) [4-Star Sales BMI—Burgess] Popular instrumental rocksters offer a joyful teen-market rendition of the melody that made the grade a few years back as "Children's Marching Song." Happy rockin' that could get around.

(B) "SHADES" (1:56) [4-Star Sales BMI—Burgess] Lively blueser from the crew.

JIMMY MCCRACKLIN

(Imperial 5926)

(B+) "THE BITTER AND THE SWEET" (2:20) [Travis BMI—McCracklin] The vet r&b songster unleashes his professional vocal talents full-blast on this power-packed shufflin' ballad on a moving, tradition-oriented blues theme. Should get plenty of airplay.

(B+) "JUST PRETENDING" (2:00) [Travis BMI—McCracklin] Top-flight, chorus-backed, weeper sold with authority by McCracklin.

DAVE APPELL & THE APPLE-JACKS (Cameo 248)

(B+) "BACK IN SIXTY SECONDS" (2:18) [Wyncote ASCAP—Arr. Appell] Combo has made chart music for the kids before and, in its latest showing, offers a brisk rock-a-cha medley of top TV jingles. If side can overcome programming barriers, it could move.

(B) "HIPPIES WALTZ" (2:16) [Kalmann ASCAP—Appell] Good-sounding jazz-blues ¾ time stuff.

THE GRANDISONS

(RCA Victor 8159)

(B+) "ALL RIGHT" (2:07) [Tuneville ASCAP—Hayes, Purcell, McClellan] The mixed song trio, featuring Floyd Bibb and two gals, are in a bright-blues mood ala some of Ray Charles's romps. Deck spreads solid rock joy here.

(B) "TRUE ROMANCE" (2:15) [Tuneville ASCAP—Purcell] Wistful blues-flavored sentiments here.

THE STRING-ALONGS (Dot 16448)

(B+) "HAPPY MELODY" (2:00) [Dundee BMI—Gotz, Hertha] Tuneful opus gets a charming rock-heritage reading from the instrumental crew, which has done chart music before. Team's latest can catch-on.

(B) "HEARTACHES" (1:55) [Leeds ASCAP—Hoffman, Klenner] Similar go for the delightful oldtimer.

THE FOUR SAINTS

(Warner Bros. 5335)

(B) "DAYS OF WINE & ROSÉS" (2:28) [M. Witman ASCAP—Mancini, Mercer] Hit flick tune, up for an Academy Award this year, gets a fine legit blend from the song crew, which warbles against lush, hint-of-the-beat ork setting under Sid Bass' direction. Likely to get good jock plays.

(B) "WENDY" (2:39) [M. Witman ASCAP—Buchholz, Bradtke, Drake] Snappy romantic ditty is done against a joyful Bossa Nova-like sound.

ROOSEVELT GRIER (Battle 183)

(B+) "WHY" (2:23) [Eden BMI—Grier, Otis] The N. Y. Giant football star & songster turns-up the Riverside affiliate with an effective reading of a pretty blueser. Performer's game here has much blue-pop appeal. Label is making noise with its "Watermelon" by Mong Santamaria.

(B) "LOVER SET ME FREE" (2:07) [Eden BMI—Grier, Otis] Catchy upbeat arrangement for a plaintive storyline.

BOBBY RAY & THE CADILLACS (Capitol 4935)

(B+) "LA BOMBA" (2:35) [Ken BMI—Valens] The teen classic, as originally done by the late Ritchie Valens, is excitingly portrayed by the song-instrumental assemblage here, with much of the approach authentic-sounding south-of-the-border affair.

(B) "I SAW YOU" (2:16) [Sylvia BMI—Spencer] Performer turns to a joyful blues outing on the side.

RICKY & THE VACELS

(Fargo 1050)

(B) "DON'T WANT YOUR LOVE NO MORE" (2:11) [Sign "7" BMI—Gutowski, Racano] Teenage get an above-par busy-beat rock-string outing here. Lead voice and his teammates plus the full ork backing know the teen-beat game.

(B) "HIS GIRL" (2:28) [Sign "7" BMI—Gutowski, Racano] Wistful about a guy who lost his chick to a new boy in town.

SAMMY AMBROSE (Mala 460)

(B+) "SOUL SHOUT LIMBO" (2:06) [Harris Enterprises BMI—Judd] The hot novelty step blended with a happy blues touch, this driving attack from the songster and his back-up sound. Teeners will get a particular kick out of the cut.

(B) "LIMBO LIKE ME" (2:15) [Harris Enterprises BMI—Judd] More Limbo joy.

TINO (Pip 4000)

(B+) "HEIDI" (2:05) [Symbol Music BMI—DeMartino, Palmer] Lots of bright good-natured rock sounds from the songster, who has effective gimmick vocal traits and the musicians. Buck Ram produced this fine teen dance-floor issue.

(B) "WEDDING BELLS WILL RING" (2:15) [Symbol BMI—DeMartino, Palmer] Another live stint with a we'll-get-married-no-matter-what theme.

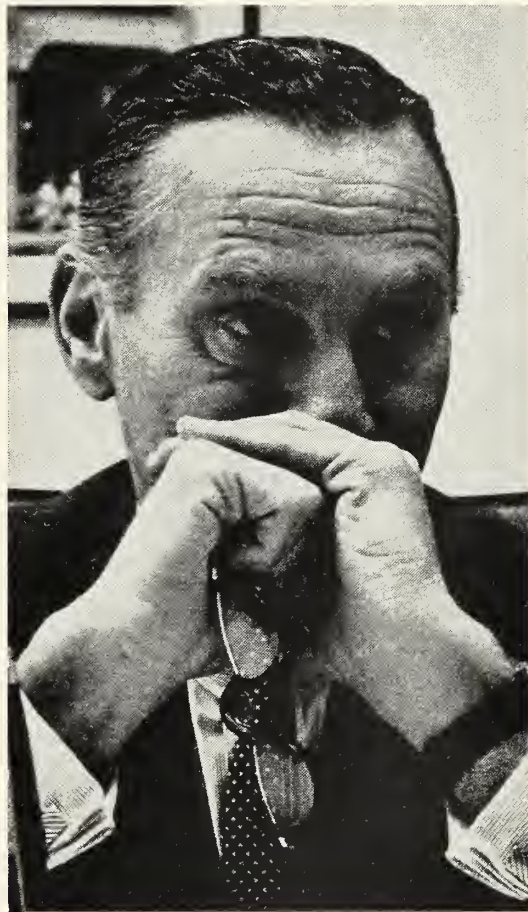
BURT FARBER ORCH.

(Felsted 8670)

(B+) "I'M GETTIN' SENTIMENTAL OVER YOU" (Boss Nova) (2:00) [Mills ASCAP—Washington, Bassman] The familiar Tommy Dorsey theme song goes the Bossa Nova route in an attractive ork manner, with pianist Farber playing against a fine string-included arrangement of his ork. Likely to get lots of spins.

(B) "BABA AU RHUM" (2:04) [Regent BMI—Topper] Joyful ork stint that has that continental style.

# CBS

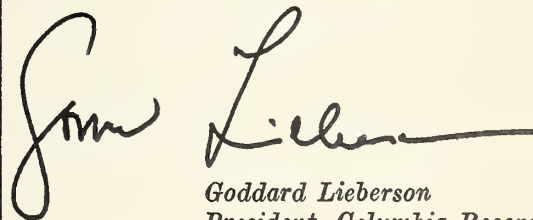


Just as Columbia Records has earned a position of pre-eminence and leadership in the phonograph recording industry in the United States, we believe it will be only a matter of time before CBS Records emerges as the number one label throughout the world.

CBS Records was introduced internationally in 1962, and now appears in virtually every major overseas market. The aim of the new label is twofold: to contribute significantly to the musical culture of each country by recording native artists and furthering the international recognition of each nation's creative talent, and to increase world-wide distribution of repertoire produced by American artists and Columbia Records, U.S.A.

The history of Columbia Records, the oldest and largest record company in America, is a long and proud one. Columbia's numerous technical achievements, such as the development of the long-playing disc, have created the modern phonograph recording.

The history of CBS Records is just beginning. In fulfilling its worldwide responsibilities to entertain, to educate and to provide living documents of our time, the new label hopefully shall set a standard in which the entire industry may take pride.

  
Goddard Lieberman  
President, Columbia Records



## CBS RECORDS THE FIRST YEAR



*A Report by Harvey Schein,  
Vice President and General Manager,  
CRI International*

Not yet one year old, CBS Records has already become the most exciting new label outside the United States. We are extremely proud of the achievements which have marked this period. The list of record companies which appears in the following advertising pages is our growing

family of world-wide affiliates. They afford international record product as well as domestic repertoire produced by Columbia Records', U.S.A. unprecedented overseas distribution.

To date CBS Records has become or is emerging as the number one label in such major markets as Australia, Latin America, South Africa, Japan, the Philippines, Hong Kong, and New Zealand, just as Columbia Records, U.S.A. and Columbia Records of Canada have won the record leadership of their respective countries.

The meeting of CBS affiliates in Paris, early in February, was a landmark for the new label. More than forty delegates, representing the Benelux countries, Denmark, Eire, Finland, France, Germany, Greece, Italy, Norway, Spain, Sweden, and the United Kingdom, joined in a three-day seminar—one of the most important international meetings in the history of the phonograph record industry—to discuss new programs, releases, recording activities and technical advancements which will shape the course of CBS Records in the near future. The success of those meetings is a clear indication of the rapid development of CBS Records as the world's number one label.

## CBS SCHALLPLATTEN GmbH TO INTRODUCE THE CBS LABEL IN GERMANY

Columbia Records, a Division of Columbia Broadcasting System, Inc., New York, has reported that a new subsidiary, CBS Schallplatten GmbH, will introduce the CBS label in Germany, according to an announcement from Goddard Lieber-son, President of Columbia Records.

Mr. Bernhard Mikulski of Schallplatten-Import-Dienst, Frankfurt, a highly successful independent German record manufacturer, and Harvey Schein, Vice President and General Manager of CRI International, concluded negotiations for the new subsidiary in New York, following the meeting of CBS affiliates in Paris earlier this month.

Mr. Mikulski has been named Managing Director of CBS Schallplatten GmbH under the supervision of V. Peter de Rougemont, Vice President, European Operations, CRI International.

Mr. Schein stated that: "The first release under the CBS label in Germany will take place next month. German artists and record product formerly available on Schallplatten-Import-Dienst labels will in the future be released on CBS Schallplatten GmbH together with domestic repertoire produced by Columbia Records, U.S.A. In addition, the recording of German artists for the CBS label will be increased substantially."

Headquarter offices for CBS Schallplatten GmbH will be in Frankfurt near the label's modern pressing plant in Ober-Erlenbach.



*Newly appointed managing director of CBS Schallplatten GmbH, Bernhard Mikulski meets with Goddard Lieber-son, President of Columbia Records U.S.A. in New York to discuss the first release of CBS Records in Germany.*

## DISQUES CBS DEBUTS IN FRANCE

Disques CBS, newest wholly-owned subsidiary of Columbia Records, U.S.A., made its debut in France this month. A number of international recording artists, including Ray Conniff, pianists Robert, Gaby and Jean Casadesus, and Yves Montand, joined with delegates from CBS affiliates and Columbia Records, U.S.A., film and theatre celebrities, government officials, and magazine, newspaper, radio and television representatives at a special reception in honor of the appearance of the CBS label in France.

Goddard Lieberman, President of Columbia Records, and Harvey Schein, Vice President and General Manager of CRI International, V. Peter de Rougemont, Vice President, European Operations, CRI International, and Bernard Taylor, Director General of Artec, headed a large contingent of American and European executives who took part in the festivities.

In announcing Columbia Records' introduction of Disques CBS, Mr. Lieberman had previously stated: "In line with our plans for expanding Columbia's world-wide activities, I am pleased to announce that we have acquired control of Artec, one of the leading independent record companies in France. Artec now markets its important catalog under the Odeon label but will soon transfer all product to the CBS label."



Goddard Lieberman and singer Yves Montand meet at the Paris reception for Disques CBS.

Mr. Lieberman also said that: "In this joining together of CBS and Artec, we go to France as a French company devoted to the needs and desires of the French public. As the largest record company in the world we will join our world-famous repertoire and artist list with a solid catalog already established in France, and we plan to add to this combination new French artists and new recordings of the historical culture of French art, literature and music. We look forward with enormous pleasure to the years before us in this great country."

Columbia Records has for years been in the forefront of recording not only great French classical works but also important music by such French contemporaries as Darius Milhaud, Francis Poulenc, and Pierre Boulez; and such internationally acclaimed musicians as pianists Robert and Gaby Casadesus, Philippe Entremont, and violinist Zino Francescatti have long been exclusive Columbia recording artists.

Commenting on the occasion, *La Discographie Francaise* (February 1, 1963) reported:

*The goal of this new association is no secret; it will open the doors of the Common Market to American records and, of course, also to exploitation of recordings of local origin under the CBS label.*

*Artec-Odeon is pleased by its new association with CBS—not only will Artec be able to attain a prominent place on the French market, thanks to the dual distribution of French and American recordings, but also to obtain the means toward a new and larger catalog and the promotion of new artists.*

The article also noted the French popularity of such exclusive Columbia recording artists as Mitch Miller, Eugene Ormandy, Vladimir Horowitz and Bruno Walter, and the clearly recognized position of trumpet star Miles Davis as the number one jazz favorite, closely followed by pianist Dave Brubeck.

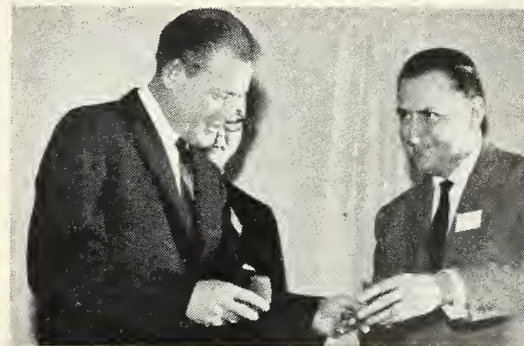
## RAY CONNIFF— CBS STAR OF THE YEAR

Ray Conniff, recently awarded four Gold Records for album sales over \$1,000,000 in the United States alone has been named 1962's best-selling overseas record artist on the new CBS label.

In New York, at a luncheon honoring the artist, Harvey Schein, Vice President and General Manager of CRI International, presented Ray Conniff with a plaque commemorating his extraordinary sales achievements.

Mr. Schein stated that: "Over 1,000,000 Ray Conniff records were sold outside the United States in 1962. He is not only the best-selling overseas artist for Columbia Records, U.S.A. but he may also well be the best-selling American artist overseas of any domestic recording company."

The gold plaque presented to Ray Conniff is the first such award to be made by CBS Records. Earlier this month, Mr. Conniff attended the meetings of CBS affiliates in Paris and was guest of honor at reception in Paris and Brussels.



Left to Right—Ray Conniff, Peter de Rougemont, J.M. Vidal-Zapater (Hispanovox)



At a lunch in New York where the artist received four Gold Records for U.S. Lp sales, Harvey Schein, Vice President and General Manager of CRI International, presents Ray Conniff with another gold plaque as the best-selling artist on the CBS label in 1962. Outside the United States Conniff sold over 1,000,000 records last year.



## A HISTORY OF CBS OVERSEAS LABELS

Columbia Records, U.S.A. first launched its CBS label overseas in May, 1962, in the United Kingdom and Eire. In these countries, repertoire produced by Columbia Records is marketed by Philips Phonographic Industries.

At the inauguration of the new label, a special reception was held in London, attended by representatives of British press, radio, television and the recording industry. Among the many Columbia artists in London to celebrate their affiliation with the new label were popular arranger-conductor Percy Faith, vocalist Anita Bryant, noted actors Sir John Gielgud and Micheal MacLiammoir, pianists Philippe Entremont and Alexander Brailowsky and violinist Zino Francescatti.

Also representing Columbia Records, U.S.A. at the reception were Harvey Schein, Vice President and General Manager of CRI International; Nat Shapiro, Director of International Artists and Repertoire and Creative Services, CRI International, and Stanley West, whose appointment as Coordinator of European Operations, CBS Records, Inc., was announced at that time.

Columbia's major emphasis on world-wide distribution was considered by industry executives to reflect the international impact of the American recording industry and the widespread success of artists from abroad in America. While Columbia had achieved pre-eminence in domestic consumer sales, the company's establishment of CBS Records reflected a desire to broaden the international markets for domestic repertoire as well as to contribute to the development of local product within key areas of the world.

Initial releases for CBS Records included classical recordings by The Philadelphia Orchestra under the direction of Eugene Ormandy, the New York Philharmonic under the direction of Leonard Bernstein, the Columbia Symphony Orchestra under the direction of the late Bruno Walter, as well as recordings featuring composer Igor Stravinsky, the Budapest String Quartet, pianists Rudolf Serkin and Robert Casadesus, violinists Isaac Stern and Zino Francescatti.

Popular albums in the initial CBS Records release featured Mitch Miller, Percy Faith, Doris Day, André Previn, the Dave Brubeck Quartet, Miles Davis, The Brothers Four, Ray Conniff, Jerry Murad's Harmonicats, Micheal MacLiammoir, The Dukes of Dixieland, Johnny Cash, Mahalia Jackson and Andre Kostelanetz, as well as two special album packages, *THE FLETCHER HENDERSON STORY* and *THIS IS BROADWAY'S BEST*.

### South Africa

The CBS label was actually first introduced several years ago by The Gramophone Record Company Limited, licensee for CBS Records in South Africa and one of the area's major labels. In line with current progress and development, and with a view to providing a greater service to record dealers in South Africa, the company's head office recently acquired larger and more modern premises in Johannesburg.

### Japan

In July, 1962, Columbia announced the renewal of its association with Nippon Columbia, Ltd., which introduced the CBS label in Japan. Under the terms of the agreement, repertoire produced by Columbia Records, U.S.A. is marketed by Nippon Columbia Co., Ltd. in Japan, along with repertoire from Columbia Records' wholly-owned overseas affiliates including: Mexico, Discos CBS, S.A., Mexico City; Argentina, Orfeo, I.C.F.S.A.; and Brazil, Discos CBS, S.A., Rio de Janeiro.

*Arnold Golembo, managing Director of Gramophone Record Company, Ltd. in Johannesburg, South Africa meets with Goddard Lieberson, President of Columbia Records in New York to renew association which first introduced CBS Records in 1956.*



The contract was negotiated by Goddard Lieberson, President of Columbia Records and Dr. Kohki Naganuma, Chairman of the Board, Nippon Columbia Co., Ltd. Dr. Naganuma, accompanied by Mr. Hizuru Kaneko, Sales Manager of International Repertoire of Nippon Columbia Co., Ltd., attended the National Sales Convention held by Columbia Records in Miami Beach, Florida, in July.

### Hong Kong

In July, the CBS label was introduced in Southeast Asia by the Colonial Trading Company, Columbia Records' licensee for the territory which includes Hong Kong, Singapore and Malaya. Among the recordings which have quickly established CBS as the number one label in this area have been the original Broadway cast productions of *MY FAIR LADY*, *CAMELOT*, and *THE SOUND OF MUSIC*, and the motion picture soundtrack of *WEST SIDE STORY*, which is highly interesting in view of the area's predominant Chinese population.

### Latin America

In August, 1962, Columbia Records' wholly-owned subsidiaries in Argentina, Orfeo, I.C.F.S.A.; in Brazil, Discos CBS, S.A., Rio de Janeiro; and Mexico, Discos CBS, S.A., Mexico City announced the introduction of the CBS label throughout Latin America. Important locally produced repertoire as well as repertoire produced by Columbia, U.S.A. is marketed in Latin America on the CBS label, as is the case in other countries as well. The company's Latin American activities were further enhanced with the completion of construction of new studios in Buenos Aires. Thus, three major stereo recording centers built by Columbia Records, U.S.A. exist in Latin America. Large studios featuring the most advanced recording techniques have been in operation in Mexico City and Rio de Janeiro for some time.



Latin American licensees of Columbia Records, U.S.A., also utilizing the new CBS label, include Goluboff Industrial Fonograficas in Chile, Industrial Sono-Radio S.A. in Peru and Sondor Limitada in Uruguay, each associated with Orfeo I.C.F.S.A. of Argentina; and Industrias Fonograficas, Colombia and La Discoteca, Venezuela, associated with Discos CBS, S.A. of Mexico.

#### Greece

In September 1962, Columbia Records and Electric Music Industries, Ltd. announced that E.M.I. will introduce and market the new CBS label in Greece by Columbia Graphophone Company of Greece, Ltd., the E.M.I. affiliate in Greece.

#### Spain and Scandinavia

An agreement with Hispavox, S.A. of Madrid, Spain, was announced in October for the introduction of the CBS label in Spain, and in December, Columbia Records renewed its association with Philips Phonographic Industries of Baarn, The Netherlands, for the introduction of the new CBS label in Denmark, Norway, Sweden and Finland.

#### Australia

In January, the Australian Record Company, which had been using the CBS Coronet trademark for the previous seven years, adopted the CBS Records label.



CBS launching party in Holland with Dave Brubeck—f.l.t.r.—Dutch top recording stars Frans Van Schaik, Daisy Bell, Roefie Hueting, (leader of the Down Town Jazz Band) Mieke Selvera, Dave Brubeck, Zus Selvera, Willy Schobben, Martin Gale, Eddy Young.

#### Italy and Benelux

Also in December, Columbia Records and G. Ricordi & Co., S.p.A. announced their association for the introduction of CBS Records in Italy. Columbia Records and William and Jasper Slinger, owners of Artone Gramophone N.V. of Haarlem, Holland, announced their association for the introduction of CBS Records in the Benelux countries: Belgium, Holland and Luxembourg.

#### France

On February 1, 1963, Columbia introduced Disques CBS, a wholly-owned subsidiary in France. Consistent with the expansion of its world-wide activities, Columbia announced the acquisition of Arteco, one of the leading record companies in France. Arteco, which has marketed its important catalog under the Odeon label will soon transfer all its product to the CBS label. In the association between CBS and Arteco, Columbia joined its world-famous repertoire and artist list with an extensive catalog already established in France.

A special reception was held in Paris on February 1, to launch Disques CBS. In attendance were Goddard Lieberson, President of Columbia Records, Harvey Schein, Vice President and General Manager, CRI International; Nat Shapiro, Director of International A&R and Creative Services, CRI International; Stanley West, Coordinator of European Operations, CBS Records, Inc.; and Michel Vermette, Manager, Promotion and Merchandising Services, CRI International. Also attending were a number of Columbia recording artists including Ray Conniff, Robert, Gaby and Jean Casadesus, as well as numerous prominent French and American entertainers, musicians, government officials, and newspaper and magazine representatives.

Arriving at Miami airport for Columbia Records sales convention last summer are Dr. Kohki Nagayama, Chairman of the Board, Nippon Columbia Ltd., and Hizuro Kaneko, Sales Manager, International Repertoire, Nippon Columbia. With them, Goddard Lieberson.



#### Germany

This week, announcement was made of the introduction of the CBS label in Germany through the establishment of CBS Schallplatten GmbH. The subsidiary's first releases will take place in April. German artists and repertoire formerly available on Schallplatten-Import-Dienst, a highly successful and independent label, will in the future be released on CBS Schallplatten GmbH, together with domestic repertoire produced by Columbia Records, U.S.A. In addition, the recording of German artists for the CBS label will be increased substantially. Mr. Bernard Mikulski, formerly of Schallplatten-Import-Dienst, was named Managing Director of CBS Schallplatten GmbH.

During the past year, a number of major executive appointments were announced. Harvey Schein was named Vice President and General Manager, CRI International and V. Peter de Rougemont was appointed Vice President, European Operations, CRI International. Mr. Bernard Taylor, formerly Director General of Arteco, was appointed Director General of Disques CBS. Other appointments included that of Stanley West as Coordinator of CBS Records Inc., and Michel Vermette as Promotion and Merchandising Services Manager, CRI International.

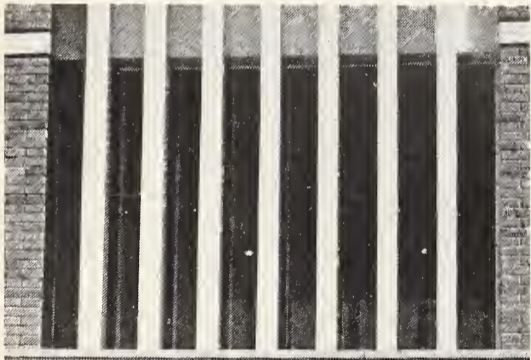


Lovely Anita Bryant was one of the numerous recording stars who flew to London to attend the launching ceremonies of the new CBS label last year.

# CBS



Billy Bridge, one of France's top recording stars, now on Disques CBS.



Mr. Lieberman and Mr. Enrique Peral, president of the board of administration of Hispavox, leaving the new studios of this company in Madrid.



Los Panchos, the popular trio, has become one of the best-selling record groups in virtually every major market of the world.



Reading left to right: Mrs. Martin Gesar, Greece; Luis Vidal-Zapater, Spain; Jose Vidal-Zapater, Spain; Luis Calvo Gano, Spain; John Vis, Holland; Hemmy Wapperom, Holland; Haakon Tveten, Norway; Rolv Wesenlund, Norway; Ove Wiisholm, Denmark; Werner Hamburger, Denmark; John Humphries, England; Caesar Voute, England; Guido Rignano, Italy; Vincenzo Miccoci, Italy; Paolo Ruggeri, Italy; Osmo Ruuskannen, Finland, at the Paris reception introducing Disques CBS in France.



Two South African CBS stars, singer Dana Valery and bandleader Dan Hill, at rehearsal in the recording studios of the Gramophone Record Company Limited in Johannesburg. In the background (through glass panel) can be seen G.R.C.'s chief recording engineer, Alan Boyle.



The attractive headquarters building for Columbia Records of Canada, located in the Don Mills area of Toronto.



Roberto Yanes, hailed by fans and record critics as the number one Latin American romantic singer of 1962, was recently awarded a gold plaque in Argentina for sales over 1,000,000. The popular artist has recently scored great success with appearances in Puerto Rico.



Mr. A. W. T. "Bill" Smith, managing director, Australian Record Company, discusses the CBS releases for Australia. f.l.t.r.: Ray Bull, sales promotion manager—Colin Caterson, manager creative services—Peter Jeyes, chief accountant—Bern Frost, plant manager—Alf Watts, company secretary—Jim Sutton, general sales manager.



Recording in Mexico, one of the three highly advanced recording centers operated in Latin America by Columbia Records subsidiaries.



Reading left to right: Roger Lindberg, Finland; Miss Gunn Westberg, Sweden; Mr. Bo Lofberg, Sweden; Christian Deffes, France; Kurt Mohr, France; Bernard L. Taylor, France; Jean Fumeron, France; Patrick Amoore, France; Serge Beucler, France, at the Paris reception introducing Disques CBS in France.



Padre Alejandro (Father Alexander) one of Latin America's most popular record and television stars, blesses the recent opening of the new recording center in Buenos Aires. One of the most modern studios in the world, the center offers over 1,000 square meters of floor space and the most advanced stereo recording techniques. Padre Alejandro, a singer who accompanies himself on the guitar, performs mostly his own compositions.



In Italy, Goddard Lieberman poses with opera star Giuletta Simionato and Ornella Vanoni at a party to celebrate the introduction of CBS Records in that country.



Maestro Astor, A & R director for Brazil's Discos CBS S.A., is also a well known performer in Latin America. Last year, he won an award from the disc critics of Brazil for the best instrumental Lp and also the "Euterpe" prize from the city of Rio de Janeiro for Best Arranger of 1962.



International jazz favorite Dave Brubeck gets a Maori welcome on arrival in New Zealand.



At the launching party of CBS at the Washington Hotel, Mayfair, London—26th April, 1962. f.l.t.r.: Leslie Gould (director and general manager of Philips Records, Ltd., England), Percy Faith, Anita Bryant and Neville Marten (European director of Cash Box).



CBS Launching Party Brussels. f.l.t.r.: Franco Lupino—Bill Slinger—Schuyler Chapin—Pascale Robiefroid—Ray Conniff—Casper Slinger—Hemmy Wapperom.



**COLUMBIA RECORDS  
INTERNATIONAL  
OPERATIONS  
DEPARTMENT**



*Robert McColgin  
Manager, Manufacturing and Engineering  
Services*



*H. Arnold Berry  
Finance and Planning Director*



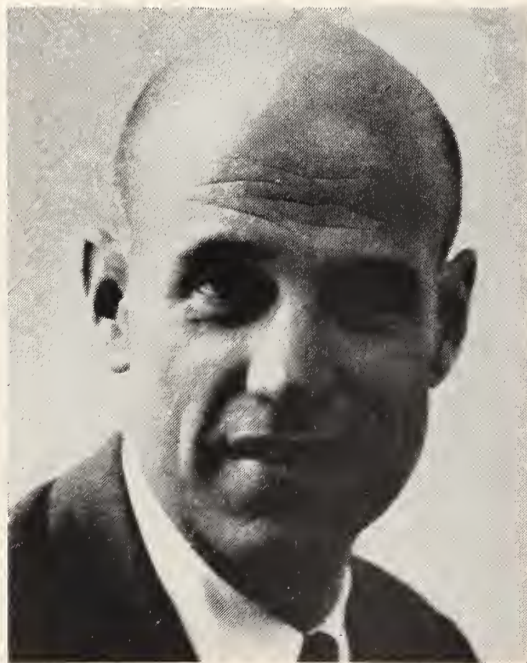
*V. Peter de Rougemont  
Vice President, European Operations*



*Nathaniel M. Shapiro  
International A & R and Creative Services  
Director*



*Stanley West  
CBS Records Inc. Coordinator*

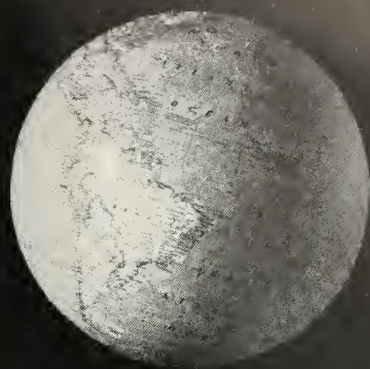


*Peter Rosaly  
Latin American A & R and Creative Services  
Coordinator*



*Michel J. Vermette  
Promotion and Merchandising Services Manager*

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# CBS RECORDS

THE SOUND OF CBS RECORDS IS A MULTIFOLD, MULTILINGUAL SOUND  
MANY COMPANIES IN MANY LANDS MAKE UP THE IMPRESSIVE  
CBS INTERNATIONAL ORGANIZATION

## ARGENTINA

**Orfeo I.C.F.S.A.**  
Paraguay 1583  
Buenos Aires, Argentina  
Cable: Colrecord  
Telephone: 42-3971

## AUSTRALIA

**Australian Record Company, Limited**  
11-19 Hargrave Street  
East Sydney, New South Wales,  
Australia  
Cable: Colrecord  
Telephone: FA-4111

## BENELUX

(Belgium, Holland, Luxembourg)  
**Artone Gramophone N.V.**  
8-10 Kruisstraat  
Haarlem, Holland  
Cable: Artone/Haarlem  
Telephone: 17476

## BRAZIL

**Discos CBS, S.A.**  
Caixa Postal 5304  
Rio de Janeiro, Brazil  
Cable: Colrecord  
Telephone: 52-1221

## CANADA

**Columbia Records of Canada, Limited**  
1121 Leslie Street  
Don Mills 5, Ontario, Canada  
Cable: No Cable Address—  
Full Address Used  
Telephone: HI 7-3311

## CHILE

**Goluboff Industrias Fonograficas**  
Miraflores 113  
Santiago, Chile  
Cable: Godav

## COLOMBIA

**Industrias Fonograficas**  
Discos Tropical  
Aptdo. Aereo 793  
Barranquilla, Colombia  
Cable: Radiag

## DENMARK

**Nordisk Polyphon Aktieselskab**  
Emdrupvej 115  
Copenhagen, Denmark  
Cable: Polyphon  
Telephone: 69 25 22

## ECUADOR

**Emporio Musical, S.A.**  
Casilla 1276  
Guayaquil, Ecuador  
Cable: Empormusic

## ENGLAND

**CBS Records**  
Stanhope House, Stanhope Place  
London W. 2, England  
Cable: Colrecord  
Telephone: Ambassador 7788

## FINLAND

**Oy Musiikki-Fazer-Musik Ab**  
Aleksanterinkatu 11  
(Post Box 260)  
Helsinki, Finland  
Cable: Musikfazer  
Telephone: 10 751

## FRANCE

**Arteco**  
(Art. Technique et Commerce, S.A.)  
42, Rue De Paradis  
Paris 10<sup>e</sup> France  
Cable: Berntaylor  
Telephone: Taitbout 93-20

## GERMANY

**CBS Shallplatten GmbH**  
Palmengartenstrasse 4  
Frankfurt/Main, Germany  
Cable: Colrecord  
Telephone: 77 55 44

## GREECE

**Columbia Graphophone Company  
of Greece Limited**  
P.O. Box 287  
Athens, Greece  
Cable: Colgraph  
Telephone: 880-371

## HONG KONG

**Colonial Trading Company**  
P.O. Box 950  
Hong Kong  
Cable: Coltraco  
Telephone: 25745

## ITALY

**G. Ricordi & C., S.p.A.**  
Via Berchet, 2  
Milan, Italy  
Cable: Idrocir  
Telephone: 898 242

## JAMAICA

**West Indies Record Co. Limited**  
13 Bell Road  
Industrial Estate  
Kingston 11, Jamaica  
Cable: Wirf  
Telephone: 87340

## JAPAN

**Nippon Columbia Company Limited**  
125 Minato-cho  
Kawasaki, Japan  
Cable: Nipponola  
Telephone: Kawasaki 35711

## MEXICO

**Discos CBS, S.A.**  
Londres 240  
Mexico 6, D.F., Mexico  
Cable: Colrecord  
Telephone: 25-85-89

## NEW ZEALAND

**Philips Electrical Industries  
of New Zealand Limited**  
181-195 Wakefield Street  
Wellington, New Zealand  
Cable: Argenta  
Telephone: 57-250

## NORWAY

**Norsk Phonogram A/S**  
Sorkedalsveien 6  
Oslo, Norway  
Cable: Phonogram

## PERU

**Industrial Sono Radio S.A.**  
Av. Republica de Panama No. 1427  
Lima, Peru  
Cable: Sonoradio  
Telephone: 31854

## PHILIPPINES

**Mareco, Inc.**  
131 Del Monte Avenue  
Quezon City, Philippines  
Cable: Vilmareco, Manila

## SINGAPORE

**Hup Hup Limited**  
232 Serangoon Road  
Singapore

## SOUTH AFRICA

**Gramophone Record Company Limited**  
136 Main Street  
(P.O. Box 2445)  
Johannesburg, South Africa  
Cable: Africord  
Telephone: 23-0546

## SPAIN

**Hispavox, S.A.**  
Cartagena 62 y 64  
Madrid, Spain  
Cable: Vox  
Telephone: 256 5700

## SWEDEN

**A. B. Philips-Sonora**  
Kungsgatan 29  
Stockholm C, Sweden  
Cable: Sonora  
Telephone: 23 41 45

## TURKEY

**Gramofon Limitet Sirketi**  
Halkali Caddesi 85  
Yesilkoy, Istanbul

## URUGUAY

**Sondor Limitada**  
Nicaragua 1472  
Montevideo, Uruguay

## VENEZUELA

**La Discoteca**  
Avenida El Paseo N°19 Los Rosales  
Caracas, Venezuela  
Cable: Ladicoteca  
Telephone: 61 02 37

THE SOUND OF CBS RECORDS IS WORLD-WIDE IN SCOPE

# CBS RECORDS

MANY NAMES FROM MANY LANDS MAKE UP THE WORLD'S MOST COMPLETE CATALOG OF RECORDING ARTISTS:

ABYSSINIAN BAPTIST GOSPEL CHOIR  
ACUFF, ROY  
ADAMS, EDIE  
ADRIAN, MAX  
ADVENTURERS  
ALBERT, EDDIE  
ALEJANDRO, EL PADRE  
ALLISON, MOSE  
ALOMA, HAL  
AMATI STRING QUARTET  
AMECHE, DON  
ANDERSON, CHUCK  
ANDREWS, JULIE  
ARMSTRONG, LOUIS  
ART AND PAUL  
ARTHUR, JEAN  
ASTOR, DAVID  
AUDEN, W. H.  
AUTRY, GENE  
BALES, RICHARD  
BAILEY, MILFRED  
BAILEY, PEARL  
BALLARD, KAYE  
BANJO BARONS  
BARNES, GEORGE  
BAROQUE CHORUS & ENSEMBLE OF STUTTGART  
BARTOK, BELA  
BASIE, COUNT  
BAUMGARTNER, PAUL  
BECK, SYDNEY  
BEECHAM, SIR THOMAS  
BEIDERBECKE, BIX  
BELL, DONALD  
BELL, MONNA  
BENNETT, TONY  
BERGEN, POLLY  
BERNSTEIN, LEONARD  
BIBB, LEON  
BIGGS, E. POWER  
BIKEL, THEODORE  
BISIO, ANTONIO  
BLAKEY, ART  
BLYDEN, LARRY  
BOLGER, RAY  
BOOTH, SHIRLEY  
BORBA, EMILINHA  
BORGE, VICTOR  
BOUFFARTIQUE  
BRACKEN, EDDIE  
BRADLEY, HAROLD  
BRAILOWSKY, ALEXANDER  
BRANT, HENRY  
BREL, JACQUES  
BRIBIESCA, ANTONIO  
BROTHERS FOUR  
BROWN, LES  
BROWN, JR., OSCAR  
BRUBECK, DAVE  
BRUCE, CAROL  
BRYANT, ANITA  
BRYANT, RAY  
BUDAPEST QUARTET  
BUDAPEST ZIGEUNER ORCHESTRA  
BUFFALO BILLS  
BURNETT, CAROL  
BURTON, RICHARD  
BUTLER, CARL  
BUTTERFIELD, BILLY  
CANADIAN STRING QUARTET  
CANTELLI, GUIDO  
CAPTAIN STUBBY  
CARLE, FRANKIE  
CARR, LEROY

CARRION, EDUARDO  
CARRION, RAFAEL  
CARROLL, DIAHANN  
CARTER FAMILY  
CASADESUS, ROBERT  
CASALS, PABLO  
CASH, JOHNNY  
CASS, PEGGY  
CASSIDY, JACK  
CASTILLO, ADILIA  
CHANNING, CAROL  
CHAPLIN, SYDNEY  
CHEVALIER, MAURICE  
CHRISTIAN, CHARLIE  
CHRISTY MINSTRELS, NEW  
CHUCK WAGON GANG  
CHURCHILL, WINSTON  
CINCO LATINOS  
CLANCY BROTHERS & TOMMY MAKEM  
CLAYTON, BUCK  
CLAYTON, JAN  
CLEVELAND ORCHESTRA  
CLOONEY, ROSEMARY  
COLE, BUDDY  
COMDON, BETTY  
CONDON, EDDIE  
CONNER, NADINE  
CONNIFF, RAY  
COOK, BARBARA  
COSTA, DON  
COURAUD, MARCEL  
COWARD, NOEL  
CRAFT, ROBERT  
CROSBY, BING  
CUATRO AMIGOS  
CUGAT, XAVIER  
CURZON, CLIFFORD  
DALIDA  
DAMONE, VIC  
DAVIS, IVAN  
DAVIS, MILES  
DAY, DORIS  
DAY, TERRY  
DEAN, JIMMY  
DE JEREZ, JESUS  
DE LARROCHA, ALICIA  
DELLA CASA, LISA  
DE LOS RIOS, WALDO  
DE LOURDES, MARIA  
DEL VALLE, PEDRO  
DE VOL, FRANK  
DICKENS, "LITTLE" JIMMY  
DIETRICH, MARLENE  
DION  
DOGGETT, BILL  
DON COSSACKS  
DORSEY BROTHERS  
DOUGLAS, MELVYN  
DOYLE THREE, BOBBY  
DRAKE, ALFRED  
DREAMLOVERS  
DUCHIN, EDDY  
DUDAIM, THE  
DUETO AMANECER  
DUETO AMERICA  
DUKES OF DIXIELAND  
DYLAN, BOB  
EASTMAN-ROCHESTER SYMPHONY ORCH.  
EASY RIDERS  
EDDY, NELSON  
EDISON, "SWEETS"  
ELGART, LES  
ELLINGTON, DUKE  
ELLIOTT, DON  
ELLIS, HERB  
ENTREMONT, PHILIPPE  
ETTING, RUTH  
EWELL, TOM  
FABRAY, NANETTE  
FAITH, PERCY  
FAJARDO, JOSÉ  
FARRELL, EILEEN  
FERRANTE & TEICHER  
FERRER, JOSE  
FERRIER, KATHLEEN  
FIRKUSNY, RUDOLF  
FITZGERALD, ELLA  
FLATT, LESTER  
AND EARL SCRUGGS  
FLEISHER, LEON  
48th HIGHLANDERS OF CANADA  
FOSS, LUKAS  
FOUR LADS  
FOURNIER, PIERRE  
FRANCESCATTI, ZINO  
FRANCOIS, JACQUELINE  
FRANKENBERG, LLOYD

FRANKFURT CHAMBER ORCHESTRA  
FRANKLIN, ARETHA  
FRESEDO, OSVALDO  
FRIZZELL, LEFTY  
FUCHS, JOSEPH  
GARLAND, HANK  
GARLAND, JUDY  
GARNER, ERROLL  
GECKELER, GEORGE  
GENDRON, MAURICE  
GIBBS, GEORGIA  
GIELGUD, SIR JOHN  
GIESEKING, WALTER  
GILL, GEULA  
GIUFFRE, JIMMY  
GLAZER, TOM  
GODFREY, ARTHUR  
GOLD AND FIZDALE  
GOLDMAN BAND  
GOODMAN, BENNY  
GORME, EYDIE  
GOULD, GLENN  
GOULD, MORTON  
GOULET, ROBERT  
GRAFFMAN, GARY  
GRANGER, FARLEY  
GRECO, JOSE  
GRECO, JULIETTE  
GREEN, ADOLPH  
GREEN, MARTYN  
GREGG, BOBBY  
GRIFFIN, KEN  
GRIFFIN, KIRBY  
GRIMES, TAMMY  
GUEDEN, HILDE  
GUZMAN, ENRIQUE  
HACKETT, BOBBY  
HALL, CAROL  
HAMBLEN, STUART  
HAMILTON, CHICO  
HAMPTON, LIONEL  
HANSON, HOWARD  
HARRISON, REX  
HART, FREDDIE  
HASKIL, CLARA  
HAWKINS, COLEMAN  
HAYES, RICHARD  
HEAPS, PORTER  
HENDERSON, FLETCHER  
HENDERSON, LUTHER  
HENDERSON, SKITCH  
HENDRICKS, JON  
HERLIE, EILEEN  
HERMAN, WOODY  
HERMANAS HUERTA  
HESS, DAME MYRA  
HESTER, CAROLYN  
HI-LO'S, THE  
HODGES, EDDIE  
HOFMANN, JOSEF  
HOLBROOK, HAL  
HOLIDAY, BILLIE  
HOLLIDAY, JUDY  
HOLLOWAY, STANLEY  
HOOLIGANS, LOS  
HORN, PAUL  
HORNE, LENA  
HOROWITZ, VLADIMIR  
HORSZOWSKI, MIECZYSLAW  
HORTON, JOHNNY  
HUNT, LOIS  
INMAN AND IRA  
IVSTOMIN, EUGENE  
IVES, BURL  
J'S WITH JAMIE  
JACKSON, MAHALIA  
JACKSON, STONEWALL  
JACQUET, ILLINOIS  
JAMES, HARRY  
JAZZ MESSENGERS  
JEANMAIRE  
JENKINS, GORDON  
JESUS AND MARY CHORAL GROUP  
JIMÉNEZ, JOSÉ ALFREDO  
JOHNSON, J.J.  
JOHNSON, JAMES P.  
JOHNSON, ROBERT  
JOHNSTON, JOHNNY  
JONES, SHIRLEY  
JORY, VICTOR  
JUILLIARD ORCHESTRA  
JUILLIARD STRING QTET.  
JULIEN, PAULINE  
KALLEN, KITTY  
KAREN, KENNETH  
KARLOFF, BORIS  
KAYE TRIO, MARY  
KAYE, SAMMY  
KENNEY, ED  
KERT, LARRY

KINCAID, WILLIAM  
KING, CLAUDE  
KIRCHNER, LEON  
KIRKPATRICK, RALPH  
KIRSTEN, DOROTHY  
KOSTELANETZ, ANDRE  
KOUSSEVITZKY, SERGE  
KRAL, JACKIE & ROY  
KROLL QUARTET  
KRUPA, GENE  
LA FARGE, PETER  
LAINE, FRANKIE  
LAMBERT, HENDRICKS & ROSS  
LANG, EDDIE  
LANG, HAROLD  
LANGFORD, FRANCES  
LANJEAN, MARC  
LA SALLE, JOHN  
LA SONORA SANTANERA  
LAUB, MARK  
LAWRENCE, CAROL  
LAWRENCE, STEVE  
LE VILLE, CLAUDE  
LEE, MICHELE  
LEE, PEGGY  
LEE, TEDDY  
LEGRAND, MICHEL  
LEHMANN, LOTTE  
LENYA, LOTTE  
LEVANT, OSCAR  
LHEVINNE, ROSINA  
LIBERACE  
LINDSAY, HOWARD  
LIPATTI, DINU  
LIPTON, MARTHA  
LLOYD, DAVID  
LOGAN, ELLA  
LONDON, GEORGE  
LONDON PHILHARMONIC  
LONDON SYMPHONY  
LOS ANGELES FESTIVAL SYMPHONY ORCHESTRA  
LOUISVILLE ORCHESTRA  
LUBOFF, NORMAN (CHOIR)  
MAC EWAN, SYDNEY, FR.  
MAC LIAMMOIR, MICHEAL  
MADERA, ELENA  
MADI, TITO  
MAPHIS, JOE  
MARIE, DI  
MARIJOHN AND THE JACKS  
MARLBORO FESTIVAL ORCH.  
MARTIN, MARY  
MARTITA  
MARX, GROUCHO  
MASTERS FAMILY  
MATHIS, JOHNNY  
MAY, ELAINE  
MAYS  
MAZZUCA, SYLVIO  
McCARTY, MARY  
McINTIRE, LANI  
McKEEVER, JACQUELYN  
McNEIL, CLAUDIA  
McRAE, CARMEN  
MERMAN, ETHEL  
MILENA, LUCIO  
MILLER, ASHLEY  
MILLER, "BIG"  
MILLER, MITCH  
MILLS, PAUL  
MINGUS, CHARLES  
MITCHELL, GUY  
MITROPOLIS, DIMITRI  
MONK, THELONIOUS  
MONROE, BILL  
MONTAND, YVES  
MONTEIL, SARITA  
MOONEY, BLANCA  
MOORE, GARY  
MORENO, LEDA  
MORGAN, GEORGE  
MORISON, PATRICIA  
MORMON CHOIR  
MORRIS, MARLOWE  
MORROW, DORETTA  
MOZIAN, ROGER KING  
MULLIGAN, GERRY  
MURAD'S HARMONICATS  
MURROW, EDWARD R.  
NASH FAMILY TRIO  
NEW YORK PHILHARMONIC  
NEW YORK PRO  
MUSICA ANTICUA  
NICHOLS, MIKE  
O'CONNOR, EMIL  
O'FARRILL, CHICO  
O'HARA, MAUREEN  
OISTRAKH, DAVID  
OLATUNJI, MICHAEL  
OLIVER, SY

OPPENHEIM, DAVID  
ORMANDY, EUGENE  
ORQUESTA DE CONCIERTOS DE MADRID  
PAGE, PATTI  
PANICOLI, LYRIO  
PARKER, FRANK  
PATACHOU  
PAUL, LES AND MARY FORD  
PERKINS, CARL  
PERSICHETTI, VINCENT AND DOROTHEA  
PETRAK, RUDOLF  
PHILADELPHIA ORCH.  
PHILADELPHIA WOODWIND QUINTET  
PIAF, EDITH  
PIAZZOLLA, ASTOR  
PINA, BASILIO  
PINKHAM, DANIEL  
PINZA, EZIO  
PONS, LILY  
POULENC, FRANCIS  
POWERS, MARIE  
PREVIN, ANDRE  
PRICE, LEONTYNE  
PRICE, VINCENT  
PRICE, RAY  
PRIMROSE, WILLIAM  
PURSELL, BILL  
QUIJANO, JOE  
QUINN, CARMEL  
QUINTANA, ELVIRA  
RADY, SIMON  
RAINS, CLAUDE  
RAITT, JOHN  
RAMPART STREET PARADERS  
RANDALL, TONY  
RATHBONE, BASIL  
RAY, JOHNNIE  
REARDON, JOHN  
REED, SUSAN  
RICE, ROSEMARY  
RICHTER, SVIATOSLAV  
RITCHARD, CYRIL  
RIVERA, CHITA  
ROBARDS, JR., JASON  
ROBBINS, MARTY  
ROBESON, PAUL  
ROCHESTER ORATORIO CHOIR & ORCHESTRA  
ROCHESTER PHILHARMONIC  
RODA, RICARDO  
ROGER, ROGER  
ROMANOFF SINGERS  
ROSE, LEONARD  
ROSTROPOVICH, MSTISLAV  
RULE, JANICE  
RUSHING, JIMMY  
RUSSELL, ANNA  
RUSSELL, MARK  
RUSSELL, PEE WEE  
RUSSELL, ROSALIND  
RYAN, ROBERT  
SABICAS  
ST. LOUIS SYMPHONY  
SANCHEZ, CUCO  
SANDBURG, CARL  
SANDOR, GYROGY  
SANROMA, JESUS MARIA  
SANTOS, LOS  
SAYAO, BIDU  
SCHIPPERS, THOMAS  
SCHNEIDER, ALEXANDER  
SCHOENBERG, ARNOLD  
SCHOLA CANTORUM  
SCHREINER, ALEXANDER  
SCHWEITZER, ALBERT  
SEAL, ELIZABETH  
SEEGER, PETE  
SEGAL, VIVIENNE  
SERKIN, RUDOLF  
SEVILLA, CARMEN  
SHANKAR, RAVI  
SHORE, DINAH  
SIEPI, CESARE  
SILVA, CHELO  
SILVERSTEIN, JOSEPH  
SINATRA, FRANK  
SITWELL, DAME EDITH  
SLOANE, CAROL  
SMITH, BESSIE  
SMITH, CARL  
SMITH, KATE  
SNYDER, TERRY  
SOLIS, JAVIER  
SONN, LARRY  
SOSA, JULIO  
STAFFORD, JO  
STANLEY BROTHERS STAMPS QUARTET

STEBER, ELEANOR  
STELLA, ANTONIETTA  
STERN, ISAAC  
STEUERMANN, EDWARD  
STEVENS, RISE  
STEWART, MELVIN  
STOKOWSKI, LEOPOLD  
STONE, KIRBY  
STRAVINSKY, IGOR  
STREISAND, BARBRA  
STRITCH, ELAINE  
SULLIVAN, JO  
SURINACH, CARLOS  
SUSSKIND, WALTER  
SYMPHONY QUARTET  
SYMPHONY OF THE AIR  
SZELL, GEORGE  
SZIGETI, JOSEPH  
TARRAGO, RENATA  
TAUBMAN, PAUL  
TEATRO DI SAN CARLO DI NAPOLI ORCHESTRA  
TEEN TOPS  
TERRY, CLARK  
THEBOM, BLANCHE  
THOMPSON, SIR CHARLES  
TI-GUS AND TI-MOUSSE  
TILLIS, MEL  
TOUREL, JENNIE  
TRAMPLER, WALTER  
TRAPPIST MONKS  
OF GETHSEMANI  
TRASK, DIANA  
TRAVELLERS  
TRES SUDAMERICANOS  
TRES CHIPITAS  
TRIPP, PAUL  
TRIO AVILENO  
TRIO LOS MEXICANOS  
TRIO LOS PANCHOS  
TUCKER, RICHARD  
TURNER, HANK  
UGGAS, LESLIE  
UMEKI, MIYOSHI  
USTINOV, PETER  
VALE, JERRY  
VALENTE, JORGE  
VAN DAMME, ART  
VAN DYKE, DICK  
VAN EPS, GEORGE  
VAUGHAN, SARAH  
VENUTI, JOE  
VERNAY, LUCIENNE  
VIENNA CHOIR BOYS  
VIENNA PHILHARMONIC  
VIENNA RADIO CHOIR  
VIGNEAULT, GILLES  
VILAR, TONY  
VILLA, PEPE  
WALKER, BILLY  
WALKER, CHARLIE  
WALKER, NANCY  
WALTER, BRUNO  
WARFIELD, WILLIAM  
WATTS, ANDRE  
WAYNE, DAVID  
WAYNE AND SHUSTER  
WEBSTER, BEN  
WEBSTER, BEVERIDGE  
WEDE, ROBERT  
WEINGARTNER, FELIX  
WEIR, FRANK  
WELLES, MEG  
WESTERN, JOHNNY  
WESTMINSTER CHOIR  
WESTON, PAUL  
WHITNEY, ROBERT  
WILKIN, MARIJOHN  
WILLIAMS, ANDY  
WILLIAMS, JOHNNY  
WILLS, BOB  
WILSON, TEDDY  
WINDING, KAI  
WINTER, PAUL  
WINTERS, LAWRENCE  
WORTH, MARION  
WRIGHTSON, EARL  
WUMMER, JOHN  
YANES, ROBERTO  
YANKOVIC, FRANKIE  
YARKONI, YAFFA  
YOUNG, GEORGE  
YEEND, FRANCES  
ZORINA, VERA



THE SOUND OF CBS RECORDS IN

# ARGENTINA

First in sales in the Argentine market, CBS Records is the leading label for local hits with a catalog of some 400 12-inch LP selections. At the same time, a major part of the CBS Records repertoire is devoted to international music, including U. S. product, which enjoys great popularity in Argentina. There is every reason to believe 1963 will prove to be the most successful year yet for CBS Records.

## ORFEO I.C.F.S.A.

Paraguay 1583  
Buenos Aires, Argentina  
Cable: Colc record  
Telephone: 42-3971



THE SOUND OF CBS RECORDS IN

# URUGUAY

The activities of CBS Records in Uruguay are licensed and supervised by the management of the CBS organization in Argentina.

The record market in Uruguay has great potential, and sales figures to date bear this out by boasting a fine rate of growth.

## SONDOR LIMITADA

Nicaragua 1472  
Montevideo, Uruguay



THE SOUND OF CBS RECORDS IN

# AUSTRALIA

The American Columbia catalog was released in Australia under the CBS Coronet banner over the past seven years.

Now, all releases in the country will carry the CBS Records title.

The new label is certain to become quickly established in the minds of the public and trade. Local recording prospects have already begun to get underway in Australia, while the marketing of overseas product continues. 1963 is going to be a great year for CBS in the Australian record industry.

## AUSTRALIAN RECORD COMPANY, LIMITED

11-19 Hargrave Street  
East Sydney, New South Wales, Australia  
Cable: Colrecord  
Telephone: FA-4111



THE SOUND OF CBS RECORDS IN

# NEW ZEALAND

In New Zealand, as in Australia, the Columbia repertoire will now appear under the newly adopted name of CBS Records. Based on the results of last year's earnings in New Zealand, there are extremely high hopes held for the expected rising rate of record sales in 1963.

## PHILIPS ELECTRICAL INDUSTRIES OF NEW ZEALAND LIMITED

181-195 Wakefield Street  
Wellington, New Zealand  
Cable: Argenta  
Telephone: 57-250



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THE SOUND OF CBS RECORDS IN

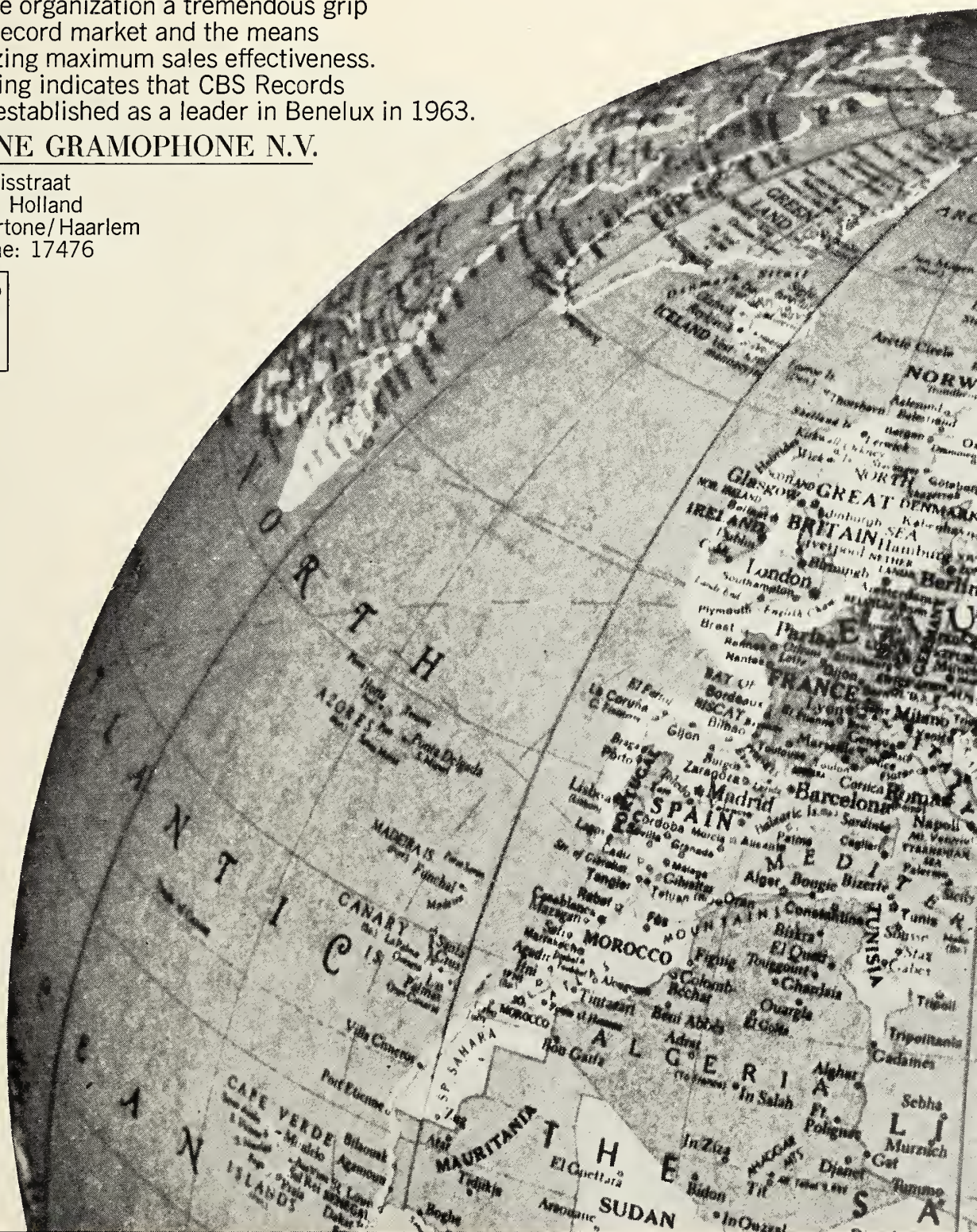
# BENELUX

(Belgium, Holland, Luxembourg)

The licensee agreement reached with CBS Records marks an important milestone in the history of the Slinger Brothers organization, a major force in the Benelux record industry. The Slinger Brothers have founded a completely separate organization to distribute CBS Records throughout the Benelux countries, Belgium, Holland and Luxembourg. In addition to a large roster of local artists under contract, the overall strength of the Slinger sales and promotion forces, backed by excellent manufacturing facilities, gives the organization a tremendous grip on the record market and the means of realizing maximum sales effectiveness. Everything indicates that CBS Records will be established as a leader in Benelux in 1963.

ARTONE GRAMOPHONE N.V.

8-10 Kruisstraat  
Haarlem, Holland  
Cable: Artone/Haarlem  
Telephone: 17476



# THE SOUND OF CBS RECORDS IN BRAZIL

Columbia Records made an excellent start in Brazil back in 1953 with a large number of locally produced records that were instant successes.

Soon after, the CBS organization constructed a large studio there.

Today, the CBS studio is considered one of the finest in Latin America.

Formerly known as Columbia do Brasil, S.A., the company will now adopt the name Discos CBS, S.A.

The CBS label also commemorates its tenth anniversary

by having attained first place in record sales on the Brazilian market.

Since Brazil is the largest country in Latin America, a sizable corps of salesmen is employed to visit the 1300 dealers located throughout its vast expanse of territory.

With an extensive stereo catalog featuring an excellent roster of national talent, and a TV program on the air once a week (Columbia in the Music World),

Discos CBS looks forward to a fine sales year and further expansion in all areas of its operation.

## DISCOS CBS, S.A.

Caixa Postal 5304  
Rio de Janeiro, Brazil  
Cable: Colrecord  
Telephone: 52—1221



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THE SOUND OF CBS RECORDS IN

# CANADA

The Canadian market and the methods of distribution employed closely parallel the U.S. pattern. The basic difference is that Canada is a bi-lingual country with both English and French speaking peoples predominant. The French language group represents approximately 25% of the Canadian record market and requires French language material to satisfy its needs. Some material is obtained from the French affiliate of CBS Records and other leading French companies, but the majority is recorded in Canada by popular French-Canadian artists. The increased pace of activity in this area indicates that 1963 will prove to be a most successful year for Canadian sales.

## COLUMBIA RECORDS OF CANADA, LIMITED

1121 Leslie Street  
Don Mills 5, Ontario, Canada  
Cable: No Cable Address—Full Address Used  
Telephone: HI 7-3311

## COLUMBIA RECORDS DISTRIBUTORS OF CANADA, LIMITED

1131 Leslie Street  
Don Mills, Ontario

## COLUMBIA RECORDS DISTRIBUTORS OF CANADA, LIMITED

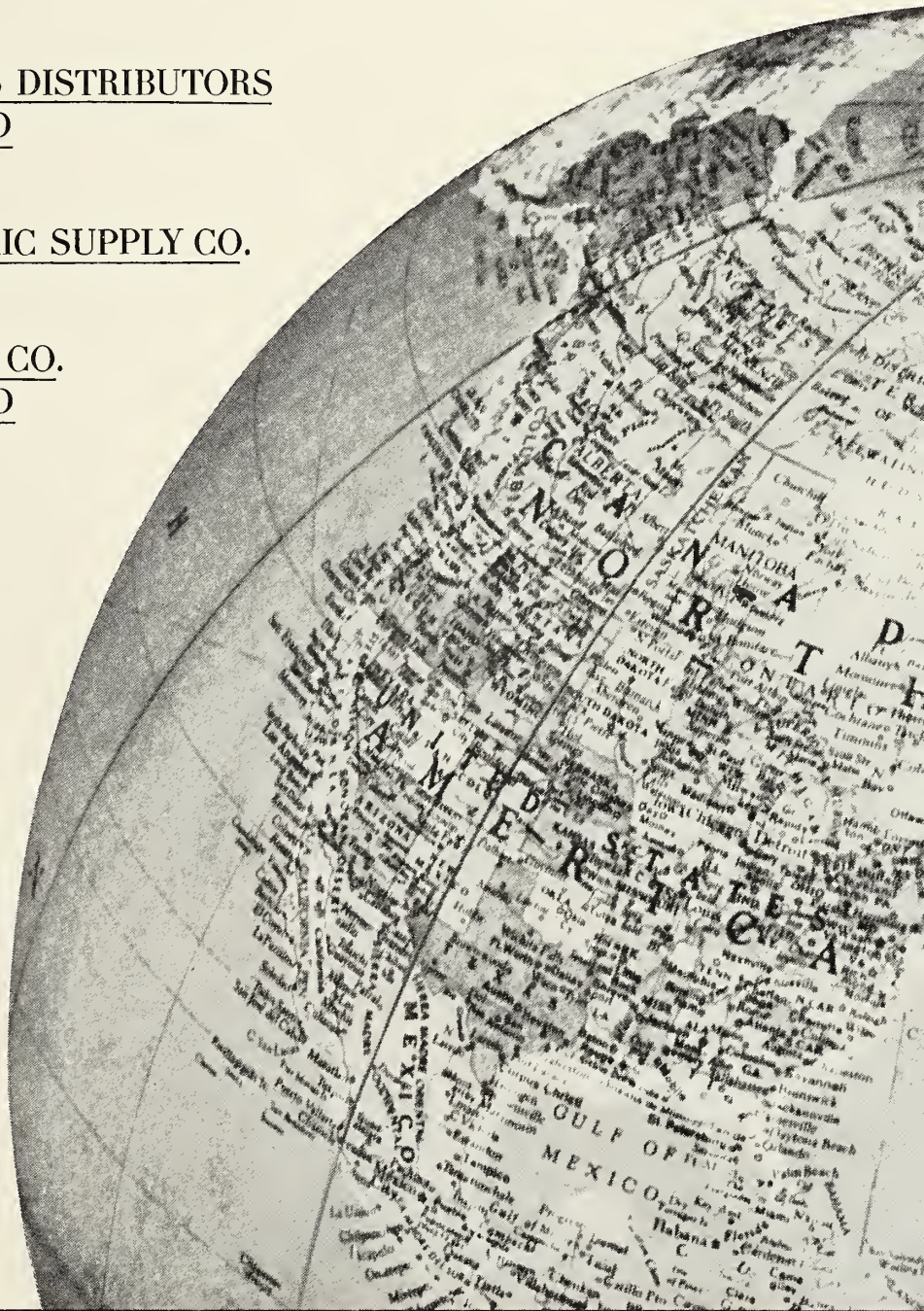
5680 Pare Street  
Montreal 9, Quebec

## VAN HORNE ELECTRIC SUPPLY CO.

550 Cambie Street  
Vancouver, British Columbia

## MOTOR CAR SUPPLY CO. OF CANADA, LIMITED

317—6th Avenue S.W.  
Calgary, Alberta



THE SOUND OF CBS RECORDS IN

# CHILE

Under the direction of Mr. Diego Goluboff, working closely with the Orfeo organization of Argentina, Goluboff Industrias Fonograficas has become one of Chile's leading independent record companies. Its classical and pop repertoire, produced in the United States and Latin America, has increased steadily during the years of the company's existence. Goluboff Industrias Fonograficas also maintains a pressing plant which is technically one of the most modern in Latin America and plays an important part in the business operations of the company.

## GOLUBOFF INDUSTRIAS FONOGRAFICAS

Miraflores 113  
Santiago, Chile  
Cable: Godav



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THE SOUND OF CBS RECORDS IN

# COLOMBIA

Industrias Fonograficas was founded in 1948 by its proprietor and president Sr. Emilio Fortou P. Today, 15 years later, the organization holds a place among the leaders of the Colombian record industry, with an impressive list of achievements to its credit. Industrias Fonograficas was the first local company to produce its own 45 and 33 $\frac{1}{2}$  RPM records, and the first to launch stereo records on the Colombian market. The company's extensive catalog, consisting of both monaural and stereo product, has enjoyed great popularity and prestige among the populace of the country. Now, in conjunction with the introduction of the CBS trademark, a new sales organization is to be created in Bogota, capital of the republic and the largest single record market in the country. The result will bring an even greater degree of effectiveness to the distribution operation of Industrias Fonograficas. 1963 will also include other advances such as an increase in production coinciding with the installation of new machinery and an ambitious expansion program covering all areas of Colombia.

## INDUSTRIAS FONOGRAFICAS

Discos Tropical  
Apto. Aereo 793  
Barranquilla, Colombia  
Cable: Radiag



THE SOUND OF CBS RECORDS IN

# ENGLAND

Philips Records Ltd. was the first company to introduce the CBS label in Europe. As expected, the response from the British public to the newly inaugurated trademark has been tremendous and CBS Records is now firmly established as an industry leader in Britain. At the present time, there are 250 LP's and EP's in the British CBS catalog. Undoubtedly, 1963 will see the greatest year of growth yet for CBS Records in Britain.

## CBS RECORDS

Stanhope House, Stanhope Place  
London W. 2, England  
Cable: Colrecord  
Telephone: Ambassador 7788



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# THE SOUND OF CBS RECORDS IN FRANCE

Arteco, as a CBS subsidiary, will handle exclusive distribution of the CBS label throughout France. In the past, the U.S. catalog, with its unique and diversified repertoire, has proven to have strong commercial attraction for the French market.

All indications point to an even greater increase in sales in the future. Furthermore, the introduction of the new label will stimulate the development of a roster of French artists who will be recorded locally. Some of France's most promising personalities have expressed interest in taking part in the planned program.

Also, under Arteco's direction, international repertoire emanating from the catalogs of CBS Record companies throughout the world will be promoted on the new CBS label.

## ARTECO

(Art, Technique et Commerce, S.A.)

42, Rue de Paradis

Paris 10e France

Cable: Berntaylor

Telephone: TAI bout 93-20



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THE SOUND OF CBS RECORDS IN

# GERMANY

Shallplatten Import Dienst has been in operation for the past six years. In that time it has established a reputation as the biggest jazz record distributor in Germany. The company carries the nickname "The House of Hits" because of the long string of best-selling singles it has released. We are happy to announce that henceforth Shallplatten Import Dienst shall become part of CBS Shallplatten GmbH under the management of Mr. Bernhard Mikulski. An important part of the new CBS Shallplatten GmbH operation is a pressing plant located outside of Frankfurt that turns out a substantial amount of locally produced recordings. As for the future, the company will increase its production of popular German material and will further expand its LP catalog, particularly in the areas of jazz and classical music. Plans for the start of the catalog expansion program call for the release of 200 LP's, 100 EP's and 100 singles. CBS Shallplatten GmbH is set to make great strides on the German record market in 1963.

## CBS SHALLPLATTEN GmbH

Palmengartenstrasse 4  
Frankfurt/Main, Germany  
Cable: Colrecord  
Telephone: 77 55 44



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THE SOUND OF CBS RECORDS IN

# HONG KONG

The Colonial Trading Company has been appointed the agent for the Columbia catalog, released under the CBS label, in a large territory that includes Hong Kong, Singapore and Malaya. As CBS agents, the company serves over 40 retail outlets in Hong Kong alone.

Currently, the Colonial Trading Company is also servicing dealers in Singapore through an affiliated company that serves the area. The CBS brand is fast becoming one of the top-selling labels in Southeast Asia. Plans for 1963 include special emphasis on albums by Chinese recording artists. These Oriental recordings are designed to be universal in appeal and they are expected to find a market in the United States and Europe, as well as locally.

## COLONIAL TRADING COMPANY

P. O. Box 950  
Hong Kong  
Cable: Coltraco  
Telephone: 25745

## HUP HUP LIMITED

232 Serangoon Road  
Singapore



THE SOUND OF CBS RECORDS IN

# ITALY

In 1958, G. Ricordi & C., S.p.A., one of the world's greatest music publishing enterprises, established a record division for the production of Italian records under its own label (Dischi Ricordi) and for the distribution of foreign labels. Within a very short time, it achieved many national and international hits. Today, with an ultra-modern studio and a distribution chain at its disposal, the dynamic combination of Ricordi and CBS Records offers a bright outlook of an even greater increase in record sales on the Italian market for 1963.

**G. RICORDI & C. S.p.A.**

Via Berchet, 2  
Milan, Italy  
Cable: Idrocir  
Telephone: 898 242



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THE SOUND OF CBS RECORDS IN

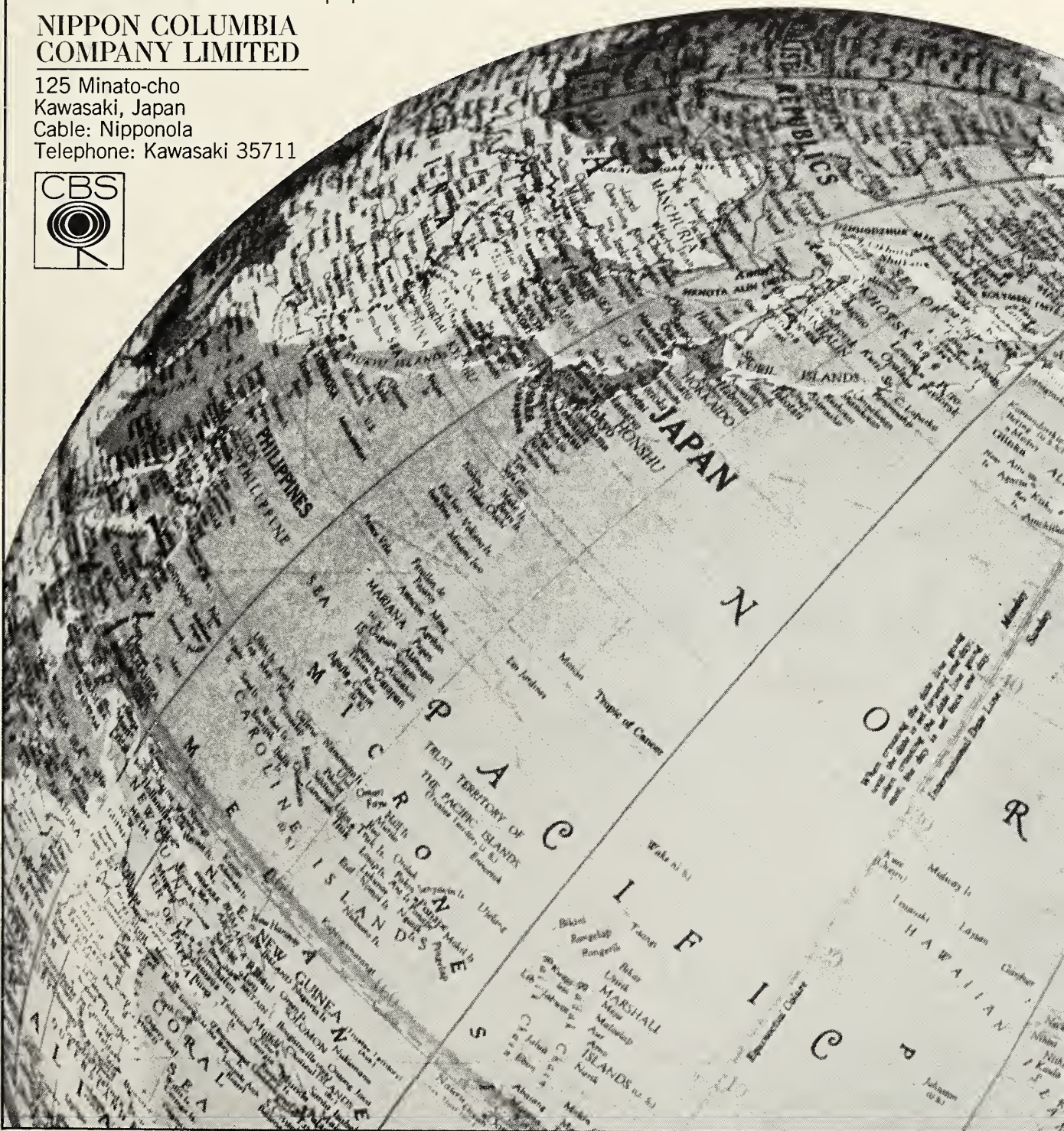
# JAPAN

Nippon Columbia was formed 50 years ago. Today, it is the industry leader of Japan in the field of record production, accounting for 30% of the market. Since 1962, when the CBS label was first introduced in the country, 60% of all records originating abroad carry the trademark.

The company ranks among the largest of the CBS overseas affiliates. Recordings locally produced by Nippon Columbia have been enjoying the greatest sales of any record company in Japan. Many of these Japanese records have been marketed in the United States through the Columbia Records Distributors. In addition, Nippon Columbia holds a high position in the electronics field, with a significant rate of sales from its acoustic apparatus and home-use electrical equipment.

## NIPPON COLUMBIA COMPANY LIMITED

125 Minato-cho  
Kawasaki, Japan  
Cable: Nipponola  
Telephone: Kawasaki 35711



THE SOUND OF CBS RECORDS IN  
**MEXICO**

In 1947, the company was founded under the name of Discos Columbia de Mexico, S.A., and immediately found wide public acceptance. In the intervening years since its inception, the latest technical advances have been introduced by the company and today it ranks as one of the most modern manufacturing and recording operations in Latin America. Discos CBS, S.A. has under contract many of the finest artists in Mexico, most of whom are well known in all of the countries of the world where Latin American music is enjoyed. Now that Discos Columbia de Mexico, S.A. has become Discos CBS, S.A., the position it has reached as the Number One record company in the industry can be expected to be maintained in the future, as can the remarkable progress the organization has made in the past. With the record market in Mexico continuing to grow day by day, there seems to be no limit to the business gains that lie ahead.

**DISCOS CBS, S.A.**

Londres 240  
 Mexico 6, D.F., Mexico  
 Cable: Colrecord  
 Telephone: 25-85-89



THE SOUND OF CBS RECORDS IN  
**ECUADOR**

Columbia has had an extraordinary rate of development in Ecuador, attaining the prevailing place in sales in the country. There is every indication of a continuation of the trend, pointing to the best record sales year ever in Ecuador for 1963.

**EMPORIO MUSICAL, S.A.**

Boulevard 9 De Octubre, 710 y Boyaca  
 Casilla 1276  
 Guayaquil, Ecuador  
 Cable: Empormusic



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THE SOUND OF CBS RECORDS IN

# SCANDINAVIA

## DENMARK: FINLAND:

Nordisk Polyphon Aktieselskab, Copenhagen, is the largest record company in Denmark. The company's highly effective distribution operation, so important in a country of this size, has played a large part in helping to achieve the No. 1 position in Denmark's recording industry. CBS Records will make a first rate contribution toward maintaining this top position. Another important part of Nordisk Polyphon Aktieselskab's operation is the local recordings produced for national consumption. These recordings consist primarily of popular material.

### NORDISK POLYPHON AKTIESELSKAB

Emdrupvej 115  
Copenhagen, Denmark  
Cable: Polyphon  
Telephone: 69 25 22



Records produced locally by Oy Musiikki-Fazer-Musik account for nearly 50% of Finnish sales. Record sales in the past in Finland have amounted to two million dollars and the outlook for 1963 is for an increase in this total market figure, with CBS Records playing an important role as a result of many outstanding future releases.

### OY MUSIIKKI-FAZER-MUSIK Ab

Aleksanterinkatu 11  
(Post Box 260)  
Helsinki, Finland  
Cable: Musikfazer  
Telephone: 10 751



## NORWAY:

Although the company name, Norsk Phonogram A/S, was first introduced in 1962, the organization itself began operation ten years earlier in 1952. Norsk Phonogram A/S is Norway's first and only complete record organization and it enjoys a dominant position on the Norwegian market. Norway is strongly influenced by trends in the United States and Great Britain and some 80% of sales are represented by pop records. There is every indication that the CBS repertoire under the new insignia will capture a substantial portion of Norwegian record sales in 1963.

### NORSK PHONOGRAM A/S

Sorkedalsveien 6  
Oslo, Norway  
Cable: Phonogram



## SWEDEN:

A.B. Philips—Sonora holds an important leading position in the Swedish record industry. The company's sales history is a most profitable one. The record market in Sweden is constantly expanding and the growth shown in the past is certain to be even further exceeded in the future. With superb facilities, modern distribution methods, a fine artist repertoire and the distinguished CBS catalog at its disposal, A.B. Philips—Sonora is prepared to maintain its high standing by supplying the top record product the Swedish public desires.

### A. B. PHILIPS-SONORA

Kungsgatan 29  
Stockholm C, Sweden  
Cable: Sonora  
Telephone: 23 41 45



THE SOUND OF CBS RECORDS IN

# SPAIN

1963 marks the tenth anniversary for Hispavox, an event that is made even more significant by the agreement signed with CBS Records to distribute North and South American Columbia product in Spain.

As a result, the first records bearing the new label are now available on the Spanish market, and soon local Spanish artists and repertoire will appear under the CBS trademark.

Hispavox had previously compiled one of the most complete Spanish classical music and folklore catalogs in the world.

With the consolidation of Hispavox and CBS Records, record sales in Spain are expected to skyrocket to a new high in 1963.

## HISPAVOX, S.A.

Cartagena 62 y 64  
Madrid, Spain  
Cable: Vox  
Telephone: 256 5700



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THE SOUND OF CBS RECORDS IN

# SOUTH AFRICA

The Gramophone Record Company Limited, licensee for CBS Records in South Africa, and the first company in the world to use the CBS label, today maintains a leading position in the South African record industry. During its 24 years of service in developing the record market in South Africa, Southern and Northern Rhodesia, and Nairobi, Kenya, the company has expanded tremendously. Its vast sales territory covers an area of over 1¼ million square miles. South Africa, especially, has always proven to be an excellent record market. Now, since the advent of LP records, the market has increased substantially to an even greater degree and it follows closely on all the international trends. The CBS label, particularly, has contributed a great deal to South African sales growth by highlighting local talent. According to all indications, 1963 will be a most successful year in South Africa for CBS Records.

## GRAMOPHONE RECORD COMPANY LIMITED

136 Main Street (Post Office Box 2445)  
Johannesburg, South Africa  
Cable: Africord  
Telephone: 23-0546



**COLUMBIA** 

**"DON'T BE  
AFRAID,  
LITTLE  
DARLIN'"**

**STEVE LAWRENCE**  
4-42699

**"CAN'T GET  
USED TO  
LOSING YOU'"**

**ANDY WILLIAMS**  
4-42674

**"HERE  
I STAND"**

**THE RIP CHORDS**  
4-42687

**"CIGARETTES  
AND COFFEE  
BLUES"**

b/w

**"TEENAGER'S  
DAD"**

**MARTY ROBBINS**  
4-42701

**"POPSY"**

**RAY CONNIFF**  
4-42695



# RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO MARCH 6TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
40%	Watermelon Man—	Mongo Santamaria—	Battle	47%
33%	Sandy—	Dion—Laurie		50%
30%	Don't Be Afraid Darlin'—	Steve Lawrence—	Columbia	88%
30%	Yon Don't Love Me Anymore—	Rick Nelson—	Decca	30%
29%	I Got What I Wanted—	Brook Benton—	Mercury	50%
29%	Mecca—	Gene Pitney—	Musicor	29%
28%	On Broadway—	Drifters—	Atlantic	28%
26%	Amy—	Paul Petersen—	Colpix	70%
26%	The Rosy Dance—	Johnny Thunder—	Diamond	33%
25%	Puff, The Magic Dragon—	Peter, Paul & Mary—	Warner Bros.	41%
25%	Young Lovers—	Paul & Paula—	Philips	25%
24%	I Will Follow Him (Chariot)—	Little Peggy March—	RCA	24%
23%	Little Band Of Gold—	James Gilreath—	Joy	56%
23%	Here I Stand—	Rip Chords—	Columbia	32%
22%	So It Always Will Be—	Everly Bros.—	Warner Bros.	22%
22%	This Empty Place—	Dionne Warwick—	Scepter	47%
21%	Bony Maronie—	Appalachians—	ABC Paramount	21%
21%	Baby Workout—	Jackie Wilson—	Brunswick	63%
20%	Over The Mountain—	Bobby Vinton—	Epic	93%
20%	Surfin'—	U.S.A.—Beach Boys—	Capitol	20%
19%	Dearer Than Life—	Brook Benton—	Mercury	44%
18%	How Can I Forget—	Jimmy Holliday—	Everest	18%
17%	The Man Who Robbed The Bank At Santa Fe—	Hank Snow—	RCA Victor	17%
17%	Marching Through Madrid—	Tijuana Brass—	A & M	36%
16%	Nancy's Minuet—	Everly Brothers—	Warner Brothers	16%
15%	Shut Down—	Beach Boys—	Capitol	15%
14%	Linda—	Jan & Dean—	Liberty	41%
13%	Prima Donna—	Glen Campbell—	Capitol	13%
12%	Be My Love—	Della Reese—	RCA Victor	12%
11%	Can't Get Used To Losing You—	Andy Williams—	Columbia	47%

**LESS THAN 10% BUT MORE THAN 5%**

	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
Blue Jack Rena (Fana-Graf)	35%	Dan't Say Natin' Bad Cookies (Dimensian)	64%	I Love You Because Al Martina (Capital)	8%
Preacher Man Charlie Russa (Diamond)	54%	Promise Of Love Sandy Stewart (Colpix)	16%	Sax 5th Avenue Jahanny Beecher (Warner Bros.)	16%
Lacking Up My Heart Marvelettes (Tamla)	28%	Call Me Irresponsible Frank Sinatra (Reprise)	8%	Mother Please Ja Ann Campbell (Camea)	7%
Never Earls (Old Tawn)	45%	She'll Never Love You (Like I Do) Teresa Brewer (Philips)	59%	I'm Getting Sentimental Over You Burt Farber (Felsted)	7%
Sun Arise Ralf Harris (Epic)	69%	Pipeline Chantays (Dot)	15%	These Golden Oldies Marcy Jo & Eddie Rameau (Swan)	7%
				The Bird's The Ward Rivingtans (Liberty)	7%



# THE CHALLENGE:

THE SOUND  
ON THIS NEW RCA VICTOR RECORD  
CHALLENGES COMPARISON WITH THE SOUND  
ON ANY OTHER RECORD AVAILABLE  
ON ANY LABEL ANYWHERE



## WHAT THE CRITICS SAY:

### UNITED PRESS INTERNATIONAL

"... free of distortion and special equipment is not needed to play it."  
"This new process possibly is the greatest breakthrough in recorded sound since the introduction of the long play record."

### NEW YORK TIMES (broadcast on WQXR)

"Recorded in Victor's new Dynagroove process, the engineering results in sound of perfect clarity and balance. This is the best available disc version of the opera (Madama Butterfly); and it is an inspired recording."

### NEW YORK NEWS (broadcast on WQXR)

"... a fair comparison between ... new Dynagroove releases and some recent releases of a similar nature on other labels indicated a dramatic advance in fidelity."

### NEW YORK TIMES (broadcast on WQXR)

"As a rule, turning down the volume tends to muffle reproduction. But in this case (the Hugo and Luigi Chorus), fullness and clarity remain even at very low volume—which is the way to listen to this album."

### HIGH FIDELITY

"... no trace of unnaturalness of any kind. Distortion of all sorts is conspicuous by its absence; every instrument comes through true-to-timbre; there is no edge to the sound in any part of the range; and the surface of my pressings were almost supernaturally silent."

### HI-FI STEREO REVIEW

"Technically, this production (Madama Butterfly) is near perfection. The sound is warmly alive without being overly resonant, balances are exemplary."

### NEW YORK HERALD TRIBUNE (broadcast on WQXR)

"... Instruments and voices are clear, bright and true to life and—perhaps most impressive of all—there is no distortion when the stylus reaches the inside grooves closest to the label."

## THE PROOF IS IN THE LISTENING... HEAR IT! COMPARE IT!

# DYNAGROOVE

## THE NEW SOUND BY RCA VICTOR

### NEW YORK:

Ben Wood buzzin' from his Philips desk in Chi that he's quite excited with the fantastic action on Paul & Paula's newest, "Young Lovers," and two brand new lids, "Teenage Dream," by the Ramadas and the Springfields, "Island Of Dreams." . . . Charlie Goldberg, over at Affiliated distributes in Newark, agrees on the Paul & Paula single—via the action in his area and adds that advance orders on Mongo Santamaría's "Watermelon Man" LP is following in the footsteps of the hit single. . . . Joy's gen. prof. mgr. Larry Coleman announced the signing of songwriter Ronney Scalair to an exclusive writer's pact with the publisher. Ronney recently bowed on Reprise with "How Does That Grab You" and "Sticks And Stones." . . . The Jive Bombers, of years-back "Bad Boy" fame, have just inked a Middletown wax pact. . . . We hear that the Four Seasons, currently topping the charts with their VJ stand, "Walk Like A Man," have been really packin' 'em in on the west coast—with SRO audiences at the Fresno Memorial Aud. on 3/1, a 2-week sell-out at the Cow Palace in San Francisco on 3/2 and a 2 show (for the first time) appearance at the Seattle World's Fair Opera House.



JIVE BOMBERS

Cadence's hit-maker Johnny Tillotson, who recently made an impressive nite club debut at the Mardi Gras in Balt., has already been set for a 3/18-24 return gig at the Casino Royal in D.C.—where he did a 3/4-week-long stand. . . . CIRCA's Mike Elliot telegrams from the coast that Little Bones will become the world's most famous cricket via his bow on Ike & Tina Turner's new Prann label. . . . Organist Richard Ellsasser's tour takes him thru Indiana, Mo., Pa., Utah and W. Va. during the month of April. . . . Capitol's Al Martino, who's out with "I Love You Because," headlines at Palumbo's in Philly for a 5/18-26 stanza.

Guess what a back-up group being formed by a singer named Demetrius is being tagged? You're right, it's The Gladiators. Group will support the Ad-Lib Records' songster on his p.a. appearances. By the way, an accident created the artist's name. His name is really Damiano, but the name on his first single was misprinted Demetrius. . . . May Singhe Breen, widow of the late clemmer Peter DeRose, and distaff member of the famous radio team of Breen & DeRose, was hostess to 13 announcers who were associated with the pair's "Sweethearts of the Air" radio show in the 20's and 30's at the recent third annual Mike Award banquet here by the Broadcast Pioneers. . . . Cleffer credits on the Cardigan Bros.' Chairman bow, "I Know, Know, Know," belong to Don Rubin, Charles Koppelman and Brooks Arthur. . . . Pubbery credits on Eddie Fontaine's "All That I Want Is You" belong to Sunbeam Music.

Mary Wells, whose current Mowtown click is "Laughing Boy," headlines the 3/8-14 show at the Apollo. . . . Thrush Lillian Hayes in a 3/20-4/9 stint at Jack Silverman's International Theatre. . . . Bob Carroll set for a 3/13 shot on Steve Allen's TV'er. . . . Even the 'gal Fridays' take vacations, Sandy Constantinople, Connie Francis' right hand gal, off on

a month long trip. . . . Jubilee comic Don Sherman signed to tour the theatre and nite club circuit with Dinah Washington. . . . Congrats to Larry Amato (one of the Three Of A Kind backing Al Aaberts on his Columbia version of "Fly Me To The Moon") and songstress wife Rita Harris, who named their new addition Lawrence.

. . . Bud Prod.'s Bud Hellawell thrilled with the showing on Teresa Brewer's "She'll Never, Never Love You (Like I Do)" and on the Burl Ives Decca and Lester Lanin Epic LP's. . . . Palette topper Irwin Robinson tells us that Bobby D'Fano's "The Kiss That Broke My Heart" and "Girl Shy (Bossa Nova)" by Los Albinos (the Academy Award nominee from the Harold Lloyd film, "World Of Comedy") has met with strong initial deejay reaction. . . . Morty Wax up to tout us on the Brentwoods' "Gee But I Miss You So" on the Talent label.

Warner Bros. Joe Smith notes, via a telegram from Burbank, that the new Peter, Paul & Mary single, "Puff," looks like it'll take a sock Top 100 ride. . . . Cadence's Vaughn "First Family" Meader's set for a 5/20-6/9 appearance at the Edgewater Beach Hotel in Chi. . . . Cosnat sales-gal Evelyn Cornell newsletters that



CALIE BITETI

the Drifters have another Atlantic smash in "On Broadway" and that the Volumens' "Sandra" has a healthy chart outlook. . . . Lenox' "Little Esther" Phillips to team up with "Big Al" Downing on her soon-due release, "Till The Well Runs Dry" and "If You Want It I've Got It." . . . Ben Barton phonin' in that Cali Bitetti can have a first-time-out click on the new Susan label with "I'm Gonna Show Him" and "Don't Play That Record Again."

Alan Paramor, general mgr. of Lorna Music Co. Ltd., London, in town for confabs with his resident rep, Karl Otto Westin, and local publishers. Alan's brother Norrie Paramor just returned to England after completing a wax session with Helen Shapiro. . . . Tony Richland notes from his Famous desk at Paramount Pictures, that his current crop of goodies include Jerry Butler's "You Won't Be Sorry" (VJ), Gogi Grant's "Joannie's Shadow" (Charter) and "Call Me Irresponsible," cut by Frank Sinatra (Reprise), Jack Jones (Kapp) and Sarah Vaughan (Roulette). . . . ABC's promo-man-about-town Mike Kelly working away on Ray Charles' "Don't Set Me Free," the Percells' "What Are Boys Made Of," Don Day Curtis' "Don't Sit Under The Apple Tree" and the Cotillions' "Sometimes I Get Lonely"—among others. . . . Jay Fishman sends along word that the Vital waxing of "Laughing On The Outside," by Bernadette Carroll, is breaking thru in the Balt. and Conn. areas and that on the Big City label, Stan Randall's dinking of "Last Night I Cried," is hot in the artist's home town of Houston. Jay adds that the firm has taken over distribution rights to an r&b instrumental, "Neck Bones And Hot Sauce" (Cindy).

Jay & The Americans, whose current UA stand's tagged "Strangers Tomorrow," to headline a special concert at Town Hall, 3/15, for the Muscular Dystrophy Ass'n. The concert, sponsored by NYU, precedes a concert tour of major eastern colleges.



DONNA FULLER

. . . Label-mates Tito Rodriguez and ork, who completed a 2-week stand in Venezuela at the annual pre-Lenten Carnival, go into Birdland for 2 weeks, commencing 3/21. . . . Sales & promo man Chet Arsenault notes that Jamco artists Aland Rand—with "The Train," and Bobby Grayson & the Orbits—with "Look Over Here Girl," were in the New England area recently to plug the respective decks. Chet adds that the Privates First Class are getting sock reaction at WPOP-Hartford with their "Instant Chops"-2-part'er. . . . Danny Winchell items that the "Queen" Dinah Washington and comic Don Sherman play the Apollo, 3/1-7. . . . Rosie Clooney in town, 3/6, to attend the Int'l Academy of Radio & TV dinner honoring Bob Hope—at the Waldorf Astoria.

Bigtop's national promo mgr. Sal Licata hittin' the plug trail this week, visiting Pitts., Cleve., Detroit, Chi and Milwaukee, etc., in behalf of Jamie Coe's "The Fool," C. L. & The Pictures' "I'm Sorry" (Dunes), Lord Westbrook's "Quite Please," Marci & the Mates' "Oops, There Goes Another Tear" and the new Mad LP, "Fink Along With Mad." . . . The 'Continental Dreamboat' Tony Lawrence, the subject of a big article in a recent issue of the Nassau Guard-



LILLIAN ITAYOS

ian. . . . Ditto for the newly-wed Paul Anka—in a recent This Week Magazine. . . . Donna Fuller makes her Colpix bow this week with "Good-bye Lover, Hello Friend." . . . Didja know that?—Ramona Redd, clemmer-wife of Capitol's Mitchell Torok, is back on the scene with her latest effort, "Face In A Crowd"—cut by Jimmie Rodgers on Dot and Dean Martin on Reprise. Ramona's the writer of Mitch's years-back Decca successes, "Pledging My Love" and the overseas hit, "When Mexico Gave Up The Rhumba." . . . James Buckowski, national promo man for Ceve-tone, up to tell us that he's pluggin' away on the label's latest effort, "Soapy Duck And The Wiggle Wobble," by Sonny Edwards. . . . Ben E. King to do his current Atco click, "How Can I Forget," during his 3/8-10 gig at the Cat & Fiddle in Nassau and 3/22-28 stint at the Regal Theatre in Chicago.

### CHICAGO:

John Dolan, sales head of the growing Stacy Records organization, announced the pacting of Keith O'Connor who hails from nearby Marion, Ind. Songster's initial sides, cut in Nashville 2/23, will be released March 12. A further report on "Doin' It" by Al Casey (Stacy) has the deck climbing fast in the areas of Buffalo-Chi-Detroit & Philly. . . . London's midwest sales mgr. Mel Kahn, all comfy in his new Highland Park homestead, stopped by to do some boastin' 'bout the latest Caterina Valente side "La Malaguena" and the current Bert Farber item "I'm Getting Sentimental Over You (Bossa Nova)" . . . Sorry to hear of Joe Cerami's unfortunate accident in New York. The Potter Dist. prexy broke his leg during a biz trip out there last week. . . . WLS's Dick Biondi is back in the pink after a pretty rough bout with the flu. . . . A postcard from Helen Noga tipping us off to Johnny Mathis' 3/4 opening at the Riviera in Las Vegas. Songster's landing a one-two sales punch with his "What Will Mary

Say" single and "Rapture" LP (Columbia). . . . Local-based Mark Records released the debut single of newly signed mother and daughter team Carla & Jo. Sides are "Yes My Darling Daughter" b/w "Wah Wah." . . . The big ones to watch from London Group, according to Sam Cerami are "It Had To Be You" by Gary Paxton (Garpax), "What Does A Girl Do" by Marcie Blane (Seville) and "If You Wanna Be Happy" by Jimmy Soul (SPQR). Latter deck has reportedly broken in Boston.

This was quite a week for socializing! RCA-Victor Dist. started the ball rolling with a 3/5 dealer bash at RCA Custom Recording Division quarters to unveil the label's dynamic new dynagroove process for the local trade. On 3/6, deejays, press et al converged upon Mister Kelly's for Liberty's cocktail party honoring Bud & Travis who are currently appearing at the club; and then on the Sutherland Lounge where Pott Dist. and the nitery co-hosted an affair for Cannonball Adderley herald his opening there.

At United Record Dist. Ernie Leaner is getting hit reports on the Dionne Warwick follow-up "The Empty Place" (Scepter) and T



GIA MAIOMS

Marvelettes' latest "Locking Up My Heart" (Tamla). . . . Carmen Cavallaro arrived in town 3/6 for a 3-week engagement at Ray Colomb's Supper Club. . . . Center of excitement at Garmisa Dist. is The Appalachian new ABC-Paramount disk "Bor Moroni" which has reportedly broken big out here. Prexy Ed Yalowitz also had some good words about the current Louis Jordan side "Hard Head" (Tangerine) and The Percells' "What Are Boys Made Of" (ABC). . . . Willy Irv Brusso the RCA-Victor items watch are "The Guitar Player (H. And Him)" by John D. Loudermil "Behind The Footlights" by Harold Locklin and "Please Don't" by Kitty Kallen. . . . Ralph Cox had himself ball squiring the Vice-Roys around Detroit last week. The boys made five record hops out there, including the big Lee Allen (WXYZ) and Clark Reed (WJBK) shindigs, performing their hit waxing of "Seagrams" (Bethlehem) and keeping the kids clamoring for more. Ralph'll be hittin' the deejay circuit this week with the new Hank Ballard effort "Lowdown Move."

Organist-singer Eddie Warner took time from his current stand at the Dixie Governor Motel in Homewood to expose his new Berry album "Eddie Warner Breaks The Sound Barrier" and single clip "Island In The Sun." Promo man Paul Gallis looks forward to a heap of action with recent J&P package showcasing trumpeter "Johnny Rinaldo" and his ork. . . . Incidentally, Paul's mighty grateful to local jocks for the tremendous play on Ferrante & Teicher's "Lawrence Of Arabia" (UA). . . . Miriam Lov who manages songstress Bobbi Martin, called in from New York to advise that Bobbi has just completed a new single on Coral pairing "I Never Stop Loving You" and "Why Tell Me Why." Songstress is slated for an upcoming stint at the Playboy Club here. . . . Columbia's Jimmy Dean is in town to head up festivities at the Boat Show. . . . Harvey Gold (Continued on page 44)



TIL DIETERLE

# NEW FROM GROOVE...



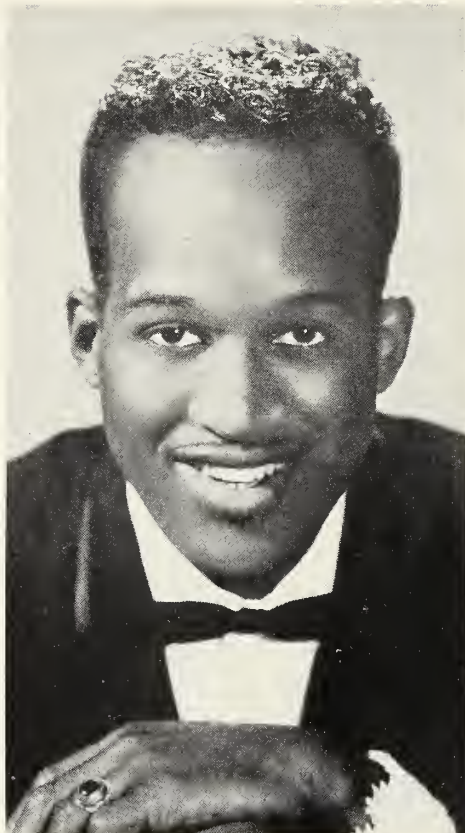
58-0017  
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45 RPM

**JUSTIN  
TUBB**

TAKE A LETTER,  
MISS GRAY

---

HERE I SIT  
A-WAITIN'



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**LOVELACE  
WATKINS**

**TENDER  
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---

MA CHERIE,  
AU REVOIR

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DEBUT ON GROOVE...  
STRAIGHT FROM NASHVILLE!

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"TAKE A LETTER MISS GRAY"

c/w "HERE I SIT A-WAITIN'"

**LOVELACE WATKINS**

ANOTHER  
SURE SMASH

#58-0016

"TENDER LOVE"

c/w "MA CHERIE, AU REVOIR"

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Plus Top 15 New Releases  
The Top 15 Standard Hits

**Best Sellers!**

**CA' PURANGE  
GENE AMMONS**

45-229

From Chart LP "BAD BOSSA NOVA"  
LP 7257

**HE'S A REAL GONE GUY  
JACK McDUFF**

45-232

From Smash LP "SCREAMIN"  
LP 7259

**I LEFT MY HEART  
IN SAN FRANCISCO  
WILLIS JACKSON**

45-234

From Current Hit LP "BOSSA NOVA  
PLUS" LP 7260

**SISTER SADIE  
SHIRLEY SCOTT**

45-230

From Best Selling LP  
"SHIRLEY SCOTT PLAYS HORACE  
SILVER" LP 7240

**Hot New Singles!  
MOITO MATO GROSSO  
GENE AMMONS**

45-245

From LP "BAD BOSSA NOVA"

**'NOTHER SU'THER  
SONNY STITT &  
JACK McDUFF**

45-239

From LP "STITT MEETS BROTHER  
JACK" LP 7244

**HI LILI HI LO /  
NATURE BOY  
ETTA JONES**

45-237

From Soon To Be Released LP

**(BOSSA NOVA) OUT OF  
THIS WORLD /  
MONTUNO BLUES  
KENNY BURRELL**

45-238

From MOODSVILLE LP "BLUESY  
BURRELL" LP 29

Contact Local Prestige Distributor  
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# TOP 100 ARTISTS

(See top 100 titles and labels)

Adderley, Cannonball	79
Alaimo, Steve	56
Beecher, Johnny	100
Bennett, Tony	20
Benton, Brook	62, 77
Blaine, Marcie	82
Bland, Bobby	44, 46
Bradley, Jan	18
Byrd, Charlie	75
Cascades	2
Chamberlain, Richard	26, 60
Chandler, Gene	81
Chantays	73
Charles, Ray	27
Checkert, Chubby	19, 49
Chiffons	12
Christie, Lou	32
Comstock, Bobby	61
Cooke, Sam	36
Cookies	68
Cole, Nat "King"	67
Cymbal, Johnny	30
Crystals	48
Darin, Bobby	8
Darren, James	54
Davis, Sammy	90
Davis, Skeeter	6
Dick & Deedee	80
Dimensions	89
Dion	4, 66
Drifters	55, 84
Earls	93
Eddy, Duane	38
Exciters	76
Four Seasons	1
Francis, Connie	29
Gaye, Marvin	41
Gorme, Eydie	7
Guaraldi, Vince	37
Harnell, Joe	42
Harris, Rolf	74
Holiday, Jimmy	88
Hyland Brian	63
Jackson, Chuck	43
Jan & Dean	71
King, Ben E.	88
Kingston, Trio	22
Lawrence, Steve	47, 58
Lee, Brnda	57
Lee, Dickey	96
Little Eva	21
Little Peggy March	100
Lymon, Arthur	52
Lynn, Barbara	83
McCurn, George	92
Mancini, Henry	34
Marvelettes	87
Mathis, Johnny	9
McGriff, Jimmy	97
Miller, Ned	17
Miracles	28
Monte, Lou	69
Mongo, Santamaria	86
Nelson, Rick	51, 53, 70, 78
Orbison, Roy	13
Orions	16
Paul & Paula	5, 85
Percells	100
Peter, Paul & Mary	99
Petersen, Paul	98
Pitney, Gene	95
Presley, Elvis	10
Pursell, Bill	15
Randazzo, Teddy	65
Randolph, Boots	45
Rebels	11
Rockey Fellers	94
Rooffop Singers	14
Rydell, Bobby	24
Ruby & Romantics	3
Sedaka, Neil	23
Shannon, Del	25
Sharp, Dee Dee	35
Shepherd Sisters	91
Soxx, Bob B.	31
Tillotson, Johnny	50
Tornadoes	72
Vee, Bobby	59
Vinton, Bobby	64
Wells, Mary	33
Williams, Andy	39
Wilson, Jackie	40

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.



# RECORD RAMBLINGS

(Continued from page 42)

stein (Liberty) reports a sudden outburst here on months back release "I Got Over You" by Dick Lory and increased activity on Molly Bee's "She's New To You". Also getting strong are Timi Yuro's new single "Insult To Injury" and the "Our Winter Love" LP by Felix Slatkin . . . The word from Big Town's Jim Scully is that "Wayward Wind" by Frank Ifield (Vee-Jay) and "Island Of Dreams" by The Springfields (Phillips)—both clicks in England—will be even bigger here in the states. Reaction so far has been that great! The distrib's other moves include "Mecca" by Gene Pitney (Musicor) and "Whatever You Want" by Jerry Butler (Vee-Jay) . . . Harvey Goldstein, Liberty, reports that Leo Cheslak, Cadet distrib in Detroit, has a smasharoo in the Rivingtons' "The Bird's The Word" due to WXYZ's Lee Allen and Joel Sebastian's efforts.

back his wife with a trio . . . Earl Holliman who stars in NBC's "Wide Country" signed with Hi-Fi Records . . . Conductor-arranger Johnny Mann, set as musical director for the Danny Kaye Show beginning 3/18 in Chicago . . . Clebanoff, Mercury artist, spent an hour on Dave Scott's evening KPPC radio show plugging his latest album, "Strings Afire In Spain" . . . George Joy, president of Joy Music and Joy Records, arrived last week on the Coast, his first L.A. trip in two years.

Stan Pat of RCA Victor hosted a cocktail party at Del Webb Town House in San Francisco for the West Coast Chapter of NARA. Buggs Scruggs, program director of KSNB, presided at the meeting . . . Jim Conniff, deejay at KHOT, Modera, Calif., proudly announcing that his dad, Ray, has a big hit single on Columbia, "Popsy" . . . Bobby Vinton now making his permanent home



BOBBY D'FANO



BOBBY GRAYSON & ORBITS



RAY CONNIFF

## HOLLYWOOD:

Capitol Records' Gene Brewer to San Francisco for a weeks promo trek with two new hot Capitol disks, Glenn Campbells "Prima Donna" and "So Long Lucy" by Wayne Newton . . . Everest Records new artist, Jimmie Holiday doing local radio and TV appearances with his debut click, "How Can I Forget." Everest's new promotion manager, Warren Lanier predicting this one will go all the way . . . Molly Bee has been set by producer Howard Hawks to sing the title song and appear in Universal's "Man's Favorite Sport." Chirp is currently appearing at The Slate Brothers nitery . . . Dolton Record's Vic Dana reported to the Air Force for a six month hitch. Dolton in the meantime releasing Vies new single "Danger" and "Heart, Hand and Teardrop" in a special full color sleeve.

Jean Bennett of Personality Productions in town for a Coast visit with Norman Paul of the Hollywood office . . . Del-Fi recording of "Spanish Twist" by The Rollercoasters getting very strong action back East, particularly in the upper New York state area . . . Johnny Mathis, riding the crest of one of his biggest hits, "What Will Mary Say," currently packing them in at the Riviera in Las Vegas. Johnny hosted a junket of press and deejays who flew up to catch his opening show . . . New Coast label, Redcoat Records, hit the jackpot with their first release, "I Wanna Be Your Lover," by Dianne Edmond which is garnering pick hits around the country and already showing up on the charts . . . Nat King Cole's famous "Mona Lisa" recording, one of Capitol's all time sellers, has received new sales impetus as a result of disk jockey plugs all related to the recent attention the lady has received during her visit to the U.S.

Promotion man Sammy Laine recuperating after recent surgery . . . Jay-Gee Record Co. has acquired a master on the Malibu label for national distribution. Titled "The Good Life" song was recorded by Kathy Keegan . . . Composer Ernest Gold has been signed by London Records to conduct the London Symphony for an LP entitled "Ernest Gold Plays Ernest Gold" . . . Nancy Wilson opened a limited 18 day engagement at the Crescendo this week. Nancy's husband, drummer Kenny Dennis, will

in L.A. . . . Darryl Hickman made his night club debut at Marshall Edson's Ye Little Club on March 5 . . . Don Johnson, organist, circulating 'bones' to play along with his Kandy disking of "Five Foot Two" . . . Dick and Dee Dee, Warner Bros. recording stars, were guests on "Balance Teen Topics" Feb. 24 . . . Pianist Til Dieterle, currently playing the Hollywood Inn, has cut her first Strand album, "Til We Meet Again" . . . Composer-conductor Harry Betts visiting DJ's to promote his current Ava album "Bossa Nova Goes To The Movies."

## HERE AND THERE:

PHILADELPHIA—Heller distributes promo gal Ella Robinson informs that the firm's #1 breakout deck this week is Wade Ray's "My Burning Desire" (Fabor) and that they're now handling the Alfa line-out with the Charters' "My Little Girl." . . . Swan's Tony Mammarella reports that the Marcy Jo-Eddie Rambeau "Those Golden Oldies" deck is getting fantastic deejay action . . . Chancellor's Frankie Avalon a 3/5 guest on the Jack Benny TV'er.

LAS VEGAS—Louis Prima, with Gia Maione, Sam Butera & the Witnesses, in a several month gig at the Sahara Hotel's Casbah Theatre. Congrats to Louis and Gia on their recent wedding. . . . Buddy Greco inked for a 3/12-31 stint at the Sahara. . . . Johnny Mathis' 1st appearance in over 3 years here, starts 3/4-when he opens at the Riviera for a 3-week'er.

HARTFORD—Merv Amols, of the Capitol branch here, telephones that Al Martino's "I Love You Because" is breaking big hereabouts.

SAN FRANCISCO—Paul McKimie, general manager of Independent Music Sales, San Francisco has announced the appointment of Denny Zeitler to the position of promotion manager for the firm. Zeitler was previously with Schwartz Bros. in Washington, D. C. and before that served as promotion manager for Cadence Records.

MEMPHIS—Marie Jarvis'll be in charge at Record Sales during the absence of prexy Bob Adams, who's recuperating following lung surgery. Get well quick Bob.

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**ALBUM BASED ON THE**  
**BEST SELLING BOOK**  
**"SING ALONG WITH JACK"**

**THE FAMILY**



**INVITES YOU TO**



# SING ALONG WITH JACK

**HIT SONGS FROM THE NEW FRONTIER**



VIVE LA DYNASTY  
OH, BURY ME NOT  
HOME ON THE CAPE  
GO AWAY, DIXIE LAND  
I'M CALLED LITTLE CAROLINE  
OH, DEAR, WHAT CAN THE MATTER BE  
AND THE STOCKS CAME TUMBLIN' DOWN  
THE PEACE CORPS GOES ROLLING ALONG  
I DREAM OF JACKIE WITH THE BOUFFANT HAIR

STARRING  
**CHUCK McCANN**

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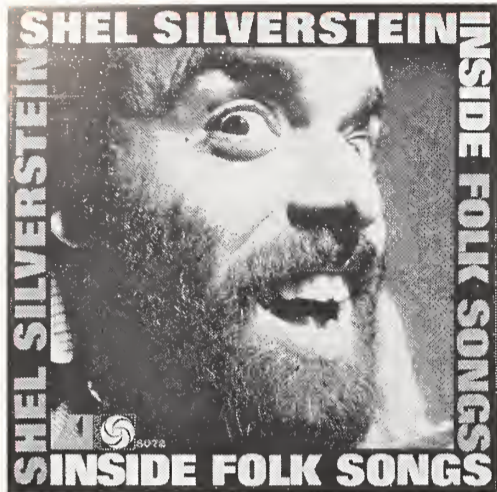


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**INSIDE FOLK SONGS**



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**An Overnight Smash!**

**THOSE GOLDEN OLDIES**

by

**MARCY JO and EDDIE RAMBEAU**

**S-4136**

**Six Great Oldies In One New Hit**

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**LOOKING  
AHEAD**

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

- |  |   |
|--|---|
| 1 THIS EMPTY PLACE<br><i>Dionne Warwick (Scepter 1247)</i>   | 26 WORDS<br><i>Solomon Burke (Atco 2180)</i>  |
| 2 PARADISE<br><i>April Stevens &amp; Nino Tempo (Atco 6248)</i>  | 27 MEMORY LANE<br><i>Hippies (Parkway 863)</i>  |
| 3 THEME FROM LAWRENCE OF ARABIA<br><i>Ferrante &amp; Telcher (United Artists 563)</i>                      | 28 LITTLE BAND OF GOLD<br><i>James Gilreath (Joy 274)</i>                                 |
| 4 GLOBETROTtin'<br><i>Tornadoes (London 9579)</i>  | 29 SHIRLEY<br><i>Tony Orlando (Epic 9570)</i>   |
| 5 THE YELLOW BANDANA<br><i>Faron Young (Mercury 72085)</i>   | 30 PRECHERMAN<br><i>Charlie Russo (Diamond 131)</i>                                       |
| 6 DON'T LET ME CROSS OVER<br><i>Carl Butler (Columbia 42593)<br/>Adam Wade (Epic 9566)</i>                 | 31 THE WAYWARD WIND<br><i>Frank Ifield (VeeJay 499)</i>                                   |
| 7 HELLO WALL #2<br><i>Ben Colder (MGM 13122)</i>   | 32 LAUGH AND THE WORLD LAUGHS WITH YOU<br><i>Jack Scott (Capitol 4903)</i>                |
| 8 NOTHING GOES UP<br><i>Nat King Cole (Capitol 4919)</i>   | 33 HEART<br><i>Kenny Chandler (Laurie 3158)<br/>Wayne Newton (Capitol 4920)</i>           |
| 9 BOSS<br><i>Rumblers (Dot 16421)</i>  | 34 NANCY'S MINUET/<br>SO IT WILL ALWAYS BE<br><i>Everly Bros. (Warner Bros. 5346)</i>     |
| 10 MARCHING THRU MADRID/<br>STRUTTIN' WITH MARIA<br><i>Herb Alpert's Tijuana Brass<br/>(A &amp; M 706)</i> | 35 TORE UP<br><i>Harmanica Fats (Darcey 5000)</i>   |
| 11 CASTAWAY<br><i>Hayley Mills (Vista 408)</i>   | 36 DEAR WASTE BASKET<br><i>Bobby Bare (RCA Victor 8146)</i>                               |
| 12 THE FOOL<br><i>Jamie Coe (Bigtop 3139)</i>  | 37 CONTRACT OF LOVE<br><i>Little Stevie Wonder (Tamla 54074)</i>                          |
| 13 I'M NOT JIMMY<br><i>Ray Petersan (Dunes 2022)</i>   | 38 CALL ME IRRESPONSIBLE<br><i>Frank Sinatra (Reprise 116)<br/>Jack Jones (Kapp 516)</i>  |
| 14 LITTLE STAR<br><i>Bobby Callender (Roulette 4471)</i>   | 39 SURFIN' U.S.A./SHUT DOWN<br><i>Beach Boys (Capitol 4932)</i>                           |
| 15 SHE'LL NEVER, NEVER LOVE YOU (LIKE I DO)<br><i>Teresa Brewer (Philips 40095)</i>                        | 40 BRIGHTEST SMILE IN TOWN<br><i>Ray Charles (ABC 10405)</i>                              |
| 16 PRETTY BOY LONELY/<br>JUST A SIMPLE MELODY<br><i>Patti Page (Columbia 42671)</i>                        | 41 I GOT BURNED<br><i>Ral Donner (Reprise 20, 141)</i>                                    |
| 17 GONE WITH THE WIND<br><i>Duprees (Coed 576)</i>   | 42 THERE'S NO END<br><i>Ed Townsend (Liberty 55542)</i>                                   |
| 18 TEENAGER'S DAD/CIGARETTES AND COFFEE BLUES<br><i>Marty Robbins (Columbia 42701)</i>                     | 43 FACE IN THE CROWD<br><i>Jimmie Rodgers (Dot 16450)<br/>Dean Martin (Reprise 20150)</i> |
| 19 L-O-V-E<br><i>Emotions (Kapp 513)</i>   | 44 HAMBONE<br><i>Red Saunders (Okeh 7166)</i>   |
| 20 BACK AT THE CHICKEN SHACK<br><i>Jimmy Smith (Blue Note 1877)</i>  | 45 PEANUTS<br><i>Four Seasons (VeeJay EP 1901)</i>  |
| 21 ANN MARIE/ACCENTUATE THE POSITIVE<br><i>Belmonts (Sabina 509)</i>                                       | 46 SEAGRAMS<br><i>Vice-Rays (Bethlehem 3045)</i>  |
| 22 THE ROSY DANCE<br><i>Johnny Thunder (Diamond 132)</i>   | 47 GENTLEMAN JIM<br><i>Bert Kaempfert (Decca 31463)</i>                                   |
| 23 THE DOG<br><i>Rufus Thomas (Stax 130)</i>   | 48 BURNING DESIRE<br><i>Wade Ray (Fabor 115)</i>  |
| 24 HERE I STAND<br><i>Rip Chords (Columbia 42687)</i>  | 49 I'M THE ONE WHO LOVES YOU<br><i>Impressions (ABC Paramount 10386)</i>                  |
| 25 DON'T FENCE ME IN<br><i>George Maharis (Epic 9569)</i>  | 50 THE BIRD'S THE WORD<br><i>Rivingtons (Liberty 55533)</i>                               |

STEREO  
CS 8800

STEREO  
"360 SOUND"



CL 2000/CS 8800\*

# HEADS YOU WIN TAILS YOU WIN

STEREO  
"360 SOUND"

Stereo "360 Sound" represents the ultimate in listening enjoyment. Every aspect of recording activity has been carefully supervised by Columbia's engineers and craftsmen, using the very latest electronic equipment. Stereo "360 Sound" creates the effect of surrounding the listener with glorious, true-to-life stereo sound. It is as if one were sitting in the front row of an actual performance. Columbia's studios have been designed with uniform sound characteristics and are equipped with sixteen-channel console and custom-optimized multi-track

tape machines engineered and built to Columbia's own specifications. The microphones used are chosen for their individual sound properties depending upon the particular use and the concept of the producer of the recording. Some of the microphones are the Sony C7A, Telefunken-Neumann's U87, U85, AKG44, Neve, the AKG's C39 and Electro-Voice SDC. Only high-quality tape affording maximum signal to noise ratio is used. Such tape of great density, strength and thickness, additionally aids in the elimination of print-through and reduction of distortion and hiss. The reduction of the original multi-track tape to the final master tape is per-

formed on editing consoles hand-tooled by Columbia's engineering staff to accommodate any number of channels. The master of master tape to master tape is made in a Master or Control Center equipped on a Sony 1600, fitted with automatic variable pitch and constant depth controls. Before production it goes to a master pressing of copper or aluminum (A-B checked). It is only after the recording has passed this critical test that Columbia's engineers give the final approval for reproduction, seeing to the knowledge that each Stereo "360 Sound" disc will have the same full-bodied, multi-dimensional sound as that originally recorded in the studio.

Stereo—CS 8800  
Monaural—CL 2000



# TONY BENNETT

## I wanna be around...

THE GOOD LIFE (From the Film "The Seven Capital Sins")  
IF I LOVE AGAIN  
I WANNA BE AROUND  
I'VE GOT YOUR NUMBER (From the Broadway Production "Little Me")  
UNTIL I MET YOU (With Ralph Sharon Trio)  
LET'S FACE THE MUSIC AND DANCE (With Ralph Sharon Trio)

ONCE UPON A SUMMERTIME  
IF YOU WERE MINE  
I WILL LIVE MY LIFE FOR YOU  
SOMEONE TO LOVE  
IT WAS ME  
QUIET NIGHTS (Corcovado)

Produced by Ernie Altschuler  
Arranged and Conducted by Marty Manning

COVER PHOTO: COLUMBIA RECORDS PHOTO STUDIO—HENRY FARNER

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## DOUBLE the TAKE with Tony's latest album

### The fabulous follow-up to



CL 1869/CS 8669\*

\*Stereo

on **COLUMBIA RECORDS**

Publicity: Mel Braveman / Promotion: Joe Petralia

Destined For  
**CHARTSVILLE!**

# "HEART-BREAK SOCIETY"

THE  
**RADIANTS**  
CHESS 1849

IT'S A SIZZLER!

# "HOT CAKES"

DAVE BABY CORTEZ  
CHESS 1850

# "SINCE I FELL FOR YOU"

THE  
**VIBRATIONS**  
CHECKER 1038

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

## BIOS

Brian Hyland



Brian Hyland, who is currently riding the Top 100 with "If Mary's There," was born Nov. 12, 1943 and began singing at age nine in his church choir in Woodhaven, L. I. Three years later he organized a singing group called the Delphis, which performed at local dances and functions. The group made a demo record and Brian brought it around N. Y. record companies for possible release. He came to the attention of Dave Kapp, head of Kapp Records, who impressed with Brian's personal charm, signed him to a contract. First release was "Rosemary."

In June 1960, Brian cut "Itsy Bitsy Teeny Weeny Yellow Polka-Dot Bikini" and scored the novelty smash of the year. The deck also brought the youngster international recognition as it hit such countries as Germany, Japan, Denmark and England. In 1961 he signed with ABC-Paramount. "Let Me Belong To You" was his first Am-Par hit. Since then Hyland has scored with a host of other chart-riders.

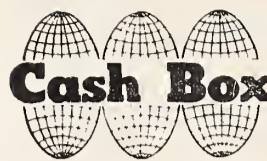
Rolf Harris



Rolf Harris, who is presently scoring with "Sun Arise" on Epic, is an entertainer with extremely diversified talents. Rolf, who is the son of a Welsh couple who emigrated to Australia from Cardiff, is an artist, cartoonist, sculptor, pianist and composer.

The artist began his piano study at the age of nine and later taught piano to a class of children who weekly gathered in his riverside home in Perth. Bent on a show business career, Rolf eventually landed a spot on "The Amateur Hour," a major Australian talent show. As a result of his appearance on the program, he received innumerable jobs and was able to save enough to give up his teaching job and sail for England.

His first two years in London were somewhat difficult and his savings dwindled rapidly. His big break came via an audition for Josephine Douglas, a television producer who signed him for a spot on one of her shows. After that, his appearances on TV increased and he became widely known to British audiences for his cartoon characters on children's television shows.



## PLATTER SPINNER PATTERN

In this age of the prolonged roller coaster ride . . . the stay-awake-athon and the fifty mile hike . . . the personalities of KOMA-Oklahoma City, program director Deane Johnson, Phil Robbins, Chuck Dann and Charlie Hodliday have done it again. The deejays recently followed eleven college boys who were engaged in the great sport of dribbling a basketball for twenty-seven miles in the rain. The KOMA personalities followed them in their very own special hearse, a 1949 Cadillac, giving a dribbling progress report. This naturally, is a world's record for such a feat and the gauntlet is cast. Challenges should be mailed to KOMA. The college boys were all students of the University of Oklahoma and dribbled the ball from the campus to the Governor's mansion in Oklahoma City, where a basketball was presented to the Governor.

Dick Clark, star of "The Dick Clark Radio Show" and "American Bandstand," was recently awarded a citation by the United Cerebral Palsy Association for "humanitarian service and outstanding cooperation." Clark assisted in setting up a series of teenage hops throughout the country, which were organized to raise funds to combat cerebral palsy.

Paul Compton, KHJ-Hollywood spinner, this month celebrates his fourth year of doing "Snow & Ski" news on his daily program. Compton gives out latest weather and skiing conditions of mountain areas around Los Angeles. Another Compton feature is his bistro beat—happenings and news of doings in the Hollywood night clubs—as well as little theater, art gallery and concert news . . . Continuing its policy of devoting tremendous saturation coverage to one specific charity organization or public service group, KHJ last week ran 18 spots per day for UCLA. The college runs many public services on its tremendous campus, hence earned the KHJ salute that week.

The Royales, four Baltimore teens, have recorded their first record, "No Big Thing," for Chancellor Records. The deck was made as result of the girls' first place prize in a recent WJZ-TV-Baltimore Buddy Deane contest. The Deane contest had more than 900 entries from Baltimore area vocalists and the Royales were the winners with their rendition of "He's Gone."

"Young Ideas," a program designed to discover what the new generation is thinking about, recently made its debut on KDKA-Pittsburgh. Students from local public schools speak out on subjects close to them on the weekly 25-minute feature of "Sunday Showcase." Ed King, well known KDKA personality, will be on hand each week as "an adult, no authority" to pose a few questions. But the three high school students will be the ones to offer the opinions about the issues up for discussion.

Residents of the Twin Cities (Minneapolis-St. Paul) are now well aware of President Kennedy's physical fitness program. WDGY-Minneapolis' early morning personality, Hal Raymond, recently issued a challenge to the local Marine Corps group to hike 50 miles around Lake Harriet. The challenge was quickly accepted and spearheaded hundreds of others to sign up for the trek, including local Army, Navy, Knights of Columbus and Shrine personnel. Of the 100 starters fifteen completed the 50-mile stretch, including a Marine Major, a

high school girl and two boys and others who made the trip just to keep in shape. Thousands turned out to cheer them on. As for Raymond, who started the whole thing . . . 7 laps and then to a hot tub.

WGN-Chicago has been honored by the Freedoms Foundation of Valley Forge for "bringing about a better understanding of the American way of life." The outlet received an honor certificate in the economic education classification for the presentation of "Can Free Enterprise Be Sold?," one of the programs heard on the "Inquiry" series produced in cooperation with Kiwanis International.

The entire deejay staff of WJBK-Detroit has volunteered to conduct a mammoth "Sock Hop" on March 16th to benefit Detroit's Child Research Center. Marc Avery, Clark Reid, Robert E. Lee, Dave Shafer and Bob Edginton will all be on hand at the University of Detroit Memorial Building that night to host the affair which is expected to draw a record crowd of teenagers. Arrangements are underway to obtain personal appearances by major recording stars to assist at the fund-raising event.

One of the broadcast industry's most creative programmers, William A. "Bill" Stewart, has agreed to spearhead a special three month research project for the McLendon stations. Don Keyes, veep in charge of national programming for the group, said that Stewart will undertake an intensive market-by-market study. His project will entail a thorough analysis of current and changing community trends and the individual station's particular relation within their immediate market.

The Bedside Network of the Veterans Hospital Radio and Television Guild celebrates its fifteenth anniversary, April 26th, with a ball at the Plaza Hotel. The occasion will be a tribute to Bud Collyer, an active member of the Guild since its inception. Members from all branches of show business and broadcast media will participate, including Sid Caesar, Gwen Verdon, Johnny Carson, Barbara Britton, Kenneth Banghart, Mrs. Oscar Hammerstein II, Anne Seymour and Mrs. Richard Rodgers.

The all new KALO-Little Rock (formerly KGHI) is taking the city by storm. Prexy and owner Glen Harmon has brought in top talent and personnel. Program director Jim Gaines sends along word of an unusual idea. All air personnel have taken the station's call letters as their last name.

A new different contest is underway on KXOL-Fort Worth. Station is asking listeners to add up the digits in their home telephone numbers. Once each hour a number is called out on the air. If the number which is announced is the same as the total of the digits in listeners numbers they are eligible to call in on the contest telephones. The first person to call in is the winner.

### VITAL STATISTICS:

Bill Wade, formerly with KDEO-San Diego, is now spinning 'em on KHJ-Hollywood . . . Rick Martel is a new deejay add on KOGO-San Diego . . . Vet radio personality Josh Brady given the green light to conduct his own show on WCFL-Chicago . . . Bob Harrington exits his spot on WLAN-Lancaster to assume new duties on WINQ-Tampa.



... to our many friends in the Record Industry ... your response to "IKE & TINA TURNER Productions" has been truly gratifying ... 3 HIT SINGLES & A SMASH ALBUM is really "Too Much"!

I T & T Productions  
Ike & Tina Turner



*Ike thanks you . . . .*



*Tina thanks you . . .*



*Bobby John thanks you . .*



*Robbie Montgomery* —And the Ikettes  
*. . thank you . .*



*"Little Bones" thanks you . .*

SO ... KEEP BUYING ... WE'LL KEEP MAKING HITS !!!

\*Sony #111 "Lonely Soldier" Bobby John ● \*Teena #1701 "Crazy In Love" Robbie Montgomery ● \*Prann #5001 "What I Say" Little Bones

\*Released through:



*And . . .*



\*\* "DON'T PLAY ME CHEAP"

Ike & Tina — Sue #LP2005

\*\*Available thru: SUE RECORD Distributors

# Groove Signs 3: Johnny Nash, Justin Tubb, Lovelace Watkins

NEW YORK—Activity at RCA Victor's Groove label has picked-up with the inkings of singers Johnny Nash, Justin Tubb and Lovelace Watkins. Inkings were announced last week by Ben Rosner, manager of Victor's pop A&R dept.

Sessions for Nash, last represented on the Warner Bros. label, where he had come after a long stint with ABC-Paramount, are currently being mapped by Victor A&R men Hugo & Luigi, who brought Nash to the label. Tubb, who arrives from the Starday label, is a regular on the Grand Ole Opry, and has also written tunes cut by the late Patsy Cline, Ray Price, George Jones, Johnny & Jack, the late Hawkshaw Hawkins and Mac Wiseman, among others. His dad is country music vet Ernest Tubb. Younger Tubb's Groove bow is "Take a Letter Miss Gray."

## Col. Offers 9 New Tapes

NEW YORK—Columbia Records is releasing nine 4-track stereo tapes this month, including four pop and five Masterworks.

Pop material includes "Time Further Out," Dave Brubeck, "The Bitter & The Sweet," Pete Seeger, "Presenting: The New Christy Minstrels," "Fiesta!" Jerry Murad's Harmonicats. The Masterworks entries: Mahler's ninth symphony with Bruno Walter conducting the Columbia Symphony Orch., Leonard Bernstein conducting the N.Y. Philharmonic in works by Ravel & Debussy, Glenn Gould playing Beethoven's piano concerto no 4; Eugene Ormandy & The Philadelphia Orch. playing Sibelius' second symphony, and "The Beloved Chorus," Mormon Tabernacle Choir.

<b>RUBY BABY</b>	
DION	COLUMBIA
Tiger Music, Inc.	
<b>ONE BROKEN HEART FOR SALE</b>	
ELVIS PRESLEY	RCA
Elvis Presley Music	
<b>CARRY THAT LOAD</b>	
RAY CHARLES	ABC
Progressive Music	
<b>DON'T BE CRUEL</b>	
BARBARA LYNN	JAMIE
Elvis Presley-Shalimar	
<b>I GOT A WOMAN</b>	
RICK NELSON	DECCA
Progressive Music	
<b>CAN'T GET USED TO LOSING YOU</b>	
ANDY WILLIAMS	COLUMBIA
Brenner Music, Inc.	
<b>MANHA DE CARNIVAL</b>	
STAN GETZ	VERVE
Ross JUNGnickel	
<b>JUST ABOUT TIME</b>	
TIMI YURO	LIBERTY
Hill & Range Songs, Inc.	
<b>THEY REMIND ME TOO MUCH OF YOU</b>	
ELVIS PRESLEY	RCA
Gladys Music, Inc.	
<b>THEM TERRIBLE BOOTS</b>	
THE ORLONS	CAMEO
Hill & Range Songs	
<b>CRYING IN THE CHAPEL</b>	
LITTLE RICHARD	ATLANTIC
Valley Publishers, Inc.	
<b>JUST A SIMPLE MELODY</b>	
PATTI PAGE	COLUMBIA
Ross JUNGnickel	
<b>LET THE MUSIC PLAY</b>	
THE DRIFTERS	ATLANTIC
11th Floor Music	
<b>THE ABERBACH GROUP</b>	
1519 Broadway, New York, N. Y.	

**POP! POP! SMASH!**  
**WHY NOT GIVE ME**  
**A CHANCE**  
 BY  
**JACKIE VERDELL**  
 PEACOCK 1921  
**DUKE-PEACOCK**  
**RECORDS, INC.**  
 2809 ERASTUS STREET  
 HOUSTON 26, TEXAS  
**DUKE/PEACOCK RECORDS**  
 2809 Erastus, Houston 26, Texas

Watkins, a comparative newcomer to disks, plays an engagement at New York's Latin Quarter in May. His Groove debut is "Tender Love."

New Groove diskings, each in specially created picture sleeves, will be supported by a concentrated effort comprising ads, radio & TV promotion and publicity.

## Capitol Inks Sonny James

NEW YORK—Ken Nelson, Capitol Records A&R exec, has signed vet country chanter Sonny James to an exclusive recording contract. For James, who previously cut for Dot, it will be a coming home to his original diskery affiliation. It was on Capitol that the artist recorded his big pop-country smash of "Young Love." Plans are in the offing to cut James in Nashville within the next few days.

## Decca Declares Quarterly Dividend

NEW YORK—Directors of Decca Records last week declared a regular quarterly dividend of 30¢ per share on the label's capital stock, payable Mar. 29, to stockholders of record Mar. 18, 1963.

## Set Goulet Debut In Theater Package

NEW YORK—Robert Goulet, who has emerged as one of the most in-demand new show business personalities in all media within the last year, will make his debut as a variety theatrical attraction with a nine week tour, commencing July 9th at the Civic Auditorium in Pittsburgh.

The singing star, who first achieved national fame as Sir Lancelot in the Lerner and Loewe musical "Camelot," is currently appearing in Las Vegas at the Flamingo Hotel (through March 13th). A Columbia recording artist (four LP's) and a regular guest star on the top TV shows and specials, he has also amassed a large following in bistros.

Norman Rosemont, Goulet's personal manager, who will produce the concert offering, has included in the Goulet appearances the Weire Brothers, the dancing Step Brothers and, as special guest star, songstress-dancer-actress Carol Lawrence, the originator of the starring role of Maria in the original company of "West Side Story."

The nine week tour for the singing star and his company includes: July 9-July 14—Civic Auditorium, Pittsburgh; July 16-21—Fisher Theatre, Detroit; July 22-August 4—Dallas State Fair Auditorium, Dallas; August 5-11—Chicago Opera House, Chicago. The concert tour halts temporarily, during this period of time, while Goulet stars solo at the Canadian National Exposition in Toronto from August 16-31.

The tour, with the Weire Bros., Step Bros. and Carol Lawrence, resumes September 2-8 at the Oakdale Musical Theatre in Wallingford, Connecticut, and concludes the week of September 9-15 in Framingham, Massachusetts, at the Carousel Theatre.

## Stu Phillips A Dad

NEW YORK—Stu Phillips an indie producer for Colpix Records, became a father for the first time last week when his wife gave birth to a baby girl here last week. New arrival has been named Toni.



# CASH BOX TOP 100'S PUBLISHERS

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

<b>A GYPSY CRIED</b> . . . . . 32 (Painted Desert—BMI)	<b>LAUGHING BOY</b> . . . . . 33 (Jobete—BMI)
<b>ALICE IN WONDERLAND</b> . . . . . 23 (Aldon—BMI)	<b>LET'S LIMBO SOME MORE</b> . . . . . 19 (Kalmann—ASCAP)
<b>ALL ABOUT MY GIRL</b> . . . . . 97 (Saturn-Jell—BMI)	<b>LET'S STOMP</b> . . . . . 61 (Roosevelt—BMI)
<b>ALL I HAVE TO DO IS DREAM</b> . . . . . 26 (Acuff-Rose—BMI)	<b>LET'S TURKEY TROT</b> . . . . . 21 (Aldon—BMI)
<b>ALL OVER THE WORLD</b> . . . . . 67 (Comet—ASCAP)	<b>LINDA</b> . . . . . 71 (Rytzoc—ASCAP)
<b>*AMY</b> . . . . . 98 (Aldon BMI)	<b>LITTLE TOWN FLIRT</b> . . . . . 25 (Vicki McLaughlin—BMI)
<b>AS LONG AS SHE NEEDS ME</b> . . . . . 90 (Hollis—BMI)	<b>*LOCKIN' UP MY HEART</b> . . . . . 87 (Jobete BMI)
<b>BABY WORK OUT</b> . . . . . 40 (Merrimac—BMI)	<b>LOVE FOR SALE</b> . . . . . 52 (Harms—ASCAP)
<b>BIG WIDE WORLD</b> . . . . . 65 (South Mountain—BMI)	<b>MAMA DIDN'T LIE</b> . . . . . 18 (Curton—BMI)
<b>BLAME IT ON BOSSA NOVA</b> . . . . . 7 (Aldon—BMI)	<b>*MECCA</b> . . . . . 95 (January BMI)
<b>BOSS GUITAR</b> . . . . . 38 (Linduane BMI)	<b>MEDITATION (MEDITACO)</b> . . . . . 75 (Duchess—BMI)
<b>BUTTERFLY BABY</b> . . . . . 24 (Kalmann ASCAP)	<b>MR. BASS MAN</b> . . . . . 30 (Jalo—BMI)
<b>CALL ON ME</b> . . . . . 44 (Lion—BMI)	<b>MY FOOLISH HEART</b> . . . . . 89 (Joy—ASCAP)
<b>CAN'T GET USED TO LOSING YOU</b> . . . . . 39 (Brenner—BMI)	<b>*NEVER</b> . . . . . 93 (Maureen BMI)
<b>CAST YOUR FATE TO THE WINDS</b> . . . . . 37 (Friendship—BMI)	<b>NIGHT HAS A THOUSAND EYES</b> . . . . . 59 (Blen, Mabs—ASCAP)
<b>DAYS OF WINE AND ROSES</b> . . . . . 34 (Witmark & Sons—ASCAP)	<b>*ON BROADWAY</b> . . . . . 84 (Aldon BMI)
<b>DEARER THAN LIFE</b> . . . . . 77 (Northridge—ASCAP)	<b>ONE BROKEN HEART FOR SALE</b> . . . . . 10 (Elvis Presley—BMI)
<b>DO THE BIRD</b> . . . . . 35 (Galmann—ASCAP)	<b>OUR DAY WILL COME</b> . . . . . 3 (Rosewood, Day, Hilliard—ASCAP)
<b>DON'T BE CRUEL</b> . . . . . 83 (Shalimar, Elvis Presley)	<b>OUR WINTER LOVE</b> . . . . . 15 (Cramart—BMI)
<b>DON'T MENTION MY NAME</b> . . . . . 91 (BoBob—ASCAP)	<b>OUT OF MY MIND</b> . . . . . 50 (Ridge—BMI)
<b>DON'T BE AFRAID, LITTLE DARLIN'</b> . . . . . 47 (Aldon—BMI)	<b>*OVER THE MOUNTAIN (ACROSS THE SEA)</b> . . . . . 64 (Arc BMI)
<b>DON'T SAY NOTHIN' BAD (ABOUT MY BABY)</b> . . . . . 68 (Aldon—BMI)	<b>PEPINO'S FRIEND PASQUAL</b> . . . . . 69 (Romance, Sal—BMI)
<b>DON'T SET ME FREE</b> . . . . . 27 (Tee Pee—ASCAP)	<b>PIN A MEDAL ON JOEY</b> . . . . . 54 (Grower BMI)
<b>*DON'T WANT TO THINK ABOUT PAULA</b> . . . . . 96 (Jack BMI)	<b>PIPE LINE</b> . . . . . 73 (Downey—BMI)
<b>END OF THE WORLD</b> . . . . . 6 (Summit—ASCAP)	<b>*PUFF</b> . . . . . 99 (Papomar ASCAP)
<b>EVERYDAY I HAVE TO CRY</b> . . . . . 56 (Tiki—BMI)	<b>RAINBOW</b> . . . . . 81 (Conrad, Curton—BMI)
<b>FLY ME TO THE MOON</b> . . . . . 42 (Almanac—ASCAP)	<b>RHYTHM OF RAIN</b> . . . . . 2 (Sherman-Devozan—BMI)
<b>FOLLOW THE BOYS</b> . . . . . 29 (Franco—ASCAP)	<b>RIDIN' THE WIND</b> . . . . . 72 (Ivy Ltd. ASCAP)
<b>FROM A JACK TO A KING</b> . . . . . 17 (Dandelion Music)	<b>RUBY BABY</b> . . . . . 4 (Tiger—BMI)
<b>GO AWAY LITTLE GIRL</b> . . . . . 58 (Aldon—BMI)	<b>SANDY</b> . . . . . 66 (Disal, Schwartz—ASCAP)
<b>GREENBACK DOLLAR</b> . . . . . 22 (Davon—BMI)	<b>*SAX FIFTH AVE.</b> . . . . . 100 (Radio Active BMI)
<b>HE'S GOT THE POWER</b> . . . . . 76 (Trio—BMI)	<b>SEND ME SOME LOVIN'</b> . . . . . 36 (Venice—BMI)
<b>HE'S SO FINE</b> . . . . . 12 (Bright Tunes—BMI)	<b>SOUTH STREET</b> . . . . . 16 (Kalmann ASCAP)
<b>HE'S SURE THE BOY I LOVE</b> . . . . . 48 (Aldon—BMI)	<b>SUN ARISE</b> . . . . . 74 (Ardmore—ASCAP)
<b>HI-LILI, HI-LO</b> . . . . . 60 (Robbins—ASCAP)	<b>TELL HIM I'M NOT HOME</b> . . . . . 43 (Figure—BMI)
<b>HITCH HIKE</b> . . . . . 41 (Jobete—BMI)	<b>THAT'S ALL</b> . . . . . 53 (Travis—BMI)
<b>HEY PAULA</b> . . . . . 5 (LeBill & Marbill—BMI)	<b>THAT'S THE WAY LOVE IS</b> . . . . . 46 (Lion—BMI)
<b>HOW CAN I FORGET</b> . . . . . 88 (Arrowhead—BMI)	<b>TWENTY MILES</b> . . . . . 49 (Wyncote, Kalman—ASCAP)
<b>IF MARY'S THERE</b> . . . . . 63 (Pogo—ASCAP)	<b>UP ON THE ROOF</b> . . . . . 55 (Aldon—BMI)
<b>I GOT A WOMAN</b> . . . . . 70 (Progressive—BMI)	<b>WALK LIKE A MAN</b> . . . . . 1 (Saturday, Gavandema—ASCAP)
<b>I GOT WHAT I WANTED</b> . . . . . 62 (Ben Day—BMI)	<b>WALK RIGHT IN</b> . . . . . 14 (Ryerson—BMI)
<b>I'M JUST A COUNTRY BOY</b> . . . . . 92 (Folkways—BMI)	<b>WATERMELON MAN</b> . . . . . 86 (Aries—BMI)
<b>I'M IN LOVE AGAIN</b> . . . . . 51 (Travis—BMI)	<b>*WHAT ARE BOYS MADE OF</b> . . . . . 100 (Rego Park BMI)
<b>IN DREAMS</b> . . . . . 13 (Acuff-Rose BMI)	<b>WHAT DOES A GIRL DO</b> . . . . . 82 (Ametrop BMI)
<b>I WANNA BE AROUND</b> . . . . . 20 (Commander—ASCAP)	<b>WHAT WILL MARY SAY</b> . . . . . 9 (Elm Drive—ASCAP)
<b>*I WILL FOLLOW HIM (CHARIOT)</b> . . . . . 100 (Leeds ASCAP)	<b>WHY DO LOVERS BREAK EACH OTHER'S HEARTS</b> . . . . . 31 (January—BMI)
<b>JIVE SAMBA</b> . . . . . 79 (Artillery—BMI)	<b>WILD WEEKEND</b> . . . . . 11 (Shantodd—BMI)
<b>*KILLER JOE</b> . . . . . 94 (Mellin, White Castle—BMI)	<b>YAKETY SAX</b> . . . . . 45 (Tree—BMI)

# MORE PAGES OF ADVERTISING APPEAR IN **Cash Box**



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CASH BOX IS #1 IN PAGE ADVERTISING  
IN THE RECORDED MUSIC, JUKE BOX  
AND AMUSEMENT GAME FIELDS IN THE WORLD.

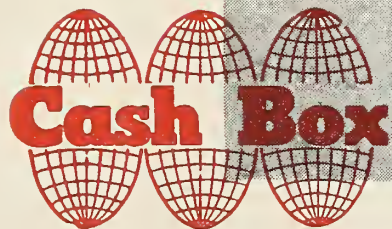
1962 TOTAL:

**CASH BOX....1751 pages\***

**BILLBOARD...1583 pages\*\***

\*In preparing this survey those pages which were promotional "deals" designed for the large space advertiser were not counted.

\*\*In the endeavor to be as impartial as possible this survey credits all of Billboard's small books as full pages when in reality they are 1/2 price of the regular edition.



**FOR THE BEST ADVERTISING BUY . . .  
BUY CASH BOX**

**The #1 Record weekly in every  
important market in the world.**

## Col. Sales Ups Farr, Rubino

NEW YORK—Columbia Record Sales Corp. has promoted William Farr to the newly established position of director of merchandising, according to an announcement from Kenneth Glancy, vice president. Farr will be responsible for the following product merchandising operations and their staffs: pop product—Joseph Norton and Bruce Lundvall; Masterworks—Peter Munves and Thomas Berman; single records—David Rosner, and field communications—Salvatore Forlenza. Farr will report to Glancy.

Tony Rubino has been promoted to staff assistant. He will assist Glancy in various administrative functions, and will also participate with James Sparling in the planning and purchasing of accessory products.

## Jamie/Guyden Buys Master

PHILADELPHIA—The Jamie/Guyden operation has acquired the national distribution of "Don't Let Me Cross Over" by Peter Buck, a pop-blues version of the country click. Disk is on the Drew-Blan label and was produced by Huey P. Meaux.

**"SHERRY'S LIPS"**  
b/w  
**"MISS BROWN"**  
Phillips International #3583

SAM C. Phillips International CORPORATION  
PHILLIPS INT. Records  
639 Madison Memphis, Tenn.

**1650  
BROADWAY**  
Cor. 51st Street, N. Y.

The Best Known  
Address in the  
Entertainment World

**PLaza 7-4400**

**UNUSUAL OPPORTUNITY**

for qualified salesman. Handle outstanding line of promotional budget LPs. Good salary plus commission, expenses, bonus arrangements, etc. Write or call George Alpert,

**Buckingham Records**  
630 9th Avenue, N. Y. JU 2-0670

**"ANN MARIE"**  
and  
**"ACCENTUATE THE POSITIVE"**  
The Belmonts  
Sabina 509  
**SABINA RECORDS**  
150 W. 55th St., N.Y.

## Jack Fine Named Atlantic's Promo Head



NEW YORK—Atlantic Records has named vet music man Jack Fine as its national promotion director, according to label veeep Jerry Wexler. Fine takes up his duties at Atlantic after a three year stint as promo veeep at the Amy-Mala setup, where he helped put over Nevins & Kirshner's Dimension label, handled by A-M.

Previously, Fine was national promo director of Walt Disney's Vista and Disneyland labels, as well as eastern rep for Disney's Wonderland and Walt Disney pubberies. He was general professional manager of Irving Caesar Music for nine years. In addition to his disk-pubbery activities, Fine is also a cleffer.

## Vaughn Brinson Forms Country-Pop Diskery

KERMIT, TEXAS—Vaughn Brinson, a Texas disk promoter, has formed Eagle Records, a country-pop label, in Kermit. Also set was a pubbery firm, Blister Music (BMI).

Diskery is opening shop with "Our Big House" by Durwood Haddock, who moves over to Eagle from the United Artists label, where he recently clicked with his own tune, "Big Night at My House." Deck is due for release later this month, and promo on its behalf will be aimed at both the country & pop markets.

Distributors for the diskery are being set-up, with the following distributors already named: H. W. Daily of Houston; Big State Dist. of Dallas, M. B. Krupp Record Dist. of El Paso and Phoenix, Music Box One-Stop of Dallas and Daily Records of San Antonio. Several national distributors are being considered, Brinson reported.

## Call Candy, Inc. Expands, Names 2 More To Staff

NEW YORK—Call Candy, Inc., a music business service agency, has expanded to include all phases of the entertainment business. In line with the move, firm has added two more staffers. They are John Condiles, formerly director of Discount Discs Record Club for Pickwick International, and Reg Bagnall, formerly of the custom services division of Capitol Records. In the music field, Call Candy, Inc. will arrange demo sessions, handle masters and promo all types of material.

## Block, Blocker & A Headline

NEW YORK—The headline in last week's story about Liberty Records' new New York branch gave the name "Bernard Blocker" as manager of the branch. Actually, it's Bernard Block. At least there is a Blocker at the label, but his first name is Don.

# ALBUM PLANS

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

## ABC-PARAMOUNT

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

## ANGEL

All ork LP's available on a buy-2-get-1-free basis. Expires: Mar. 31.

## CAMEO/PARKWAY

12½% discount on all LP's. 30-60-90 day delayed billing on 5 new releases only. Expires: Mar. 31.

## CAPITOL

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

## COLPIX

"Deal . . . from The Top of the Deck"—Buy 100-get-20-free offer on all LP's.

## DECCA

Incentive plan on all "Golden Favorites" LP's. Dealers can obtain details from their local distributors. Expires: Mar. 31.

## DIAMOND

1-free-for-every-7-purchased on Johnny Thunder's "Loop de Loop" LP. Expires: Mar. 31.

## DOOTO

Buy-10-get-1-free on all LP's and EP's. Expires: Mar. 30.

## DOT

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

## EPIC

15% discount on 7 new March LP's and 37-specially selected catalog items. Expires: Mar. 29.

## 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.

## KAPP

10% discount on new releases and entire LP line plus incentive bonus and dating available to qualified dealers. Expires: Mar. 30.

## KING

"Special Country & Western Jamboree Sale"—Label's entire country catalog, including its low-priced Audio Lab line, is available to dealers, rack-jobbers, one-stops, chain stores, etc., on a buy-3-get-1-free basis. Expires: Mar. 31.

## 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: ½ April 10, ½ May 10.

## MERCURY

"Three Ring Circus"—New and catalog LP product available on a 1-free-for-every-2 purchased, while other new pop-jazz-folk releases are offered on a buy-100-get-15-free basis. Expires: Mar. 31.

## NASHBORO

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

## ORIGINAL SOUND

Catalog available on a buy-5-get-1-free basis. Expires: Mar. 15.

## PHILIPS

10% discount on catalog. Expires: April 15.

## PRESTIGE

15% discount on LP's by the following artists: Gene Ammons, Red Garland, Mose Allison, Stan Getz and Thelonius Monk. Expires: Mar. 31.

## 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.

## SMASH

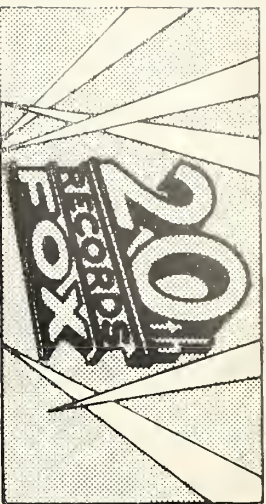
"Operation Airwaves"—10% discount on all albums; deferred billing; functional rebate. Expires: Mar. 15.

## SONODOR

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

## STARDAY

Dealers can get two free Bluegrass albums for every 10 purchased. Expires: Mar. 31.



another

# GREAT ALBUM! SINGLE!

As a follow-up to the phenomenal "SING WE NOW OF CHRISTMAS" album by the Harry Simeone Chorale containing "The Little Drummer Boy," we at 20th FOX are excited and proud to present . . . "SING WE NOW THE SONGS OF FAITH," another great album in the SING WE NOW series by The Harry Simeone Chorale.

To add impetus to this timely release, the exciting "PEACE IN THE VALLEY" has been selected from the album as a single.

We are sure that after you have listened, you will agree that these recordings, done in the Simeone fashion, are the most inspirational faith songs ever presented on record and should take an important position on the national charts.



by THE HARRY SIMEONE CHORALE  
NO. 400

*"Peace In The Valley"*

THE MOST EXCITING SINGLE THIS YEAR...

DO WRITE FOR FREE SAMPLES

1721 BROADWAY, NEW YORK 19, N. Y. (JU-2-2790)

FXG  
SXG  
5006

**TWO HIT SINGLES**  
**JIMMY SMITH**  
**BACK AT THE CHICKEN SHACK**

BLUE NOTE 45x1877

**HERBIE HANCOCK**  
**WATERMELON MAN**

BLUE NOTE 45x1862

DJ's: WRITE FOR SAMPLE OF NEW  
 SHORTENED VERSION OF THIS HIT!

**BLUE NOTE RECORDS**

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

WHAT'S "BIG" AND "LITTLE"  
 AND GROOVY ALL OVER?

**M**  
**M**  
**M**  
**M**  
**M**

Will fly to the top!  
**I'M GETTIN' SENTIMENTAL  
 OVER YOU (BOSSA NOVA)**  
**BURT FARBER**  
 and His New Piano Sound  
 (Felsted)

Either Side A Hit!  
**BROKEN DATE b/w**  
**FRANK HUBBELL & HUBB-CAPS**  
 (Topix)

**WHO'S SORRY NOW?**  
**LLOYD PRICE**  
 (ABC-Paramount)

**MILLS MUSIC, INC.—N.Y.C.**

**Chuck Jackson**  
**TELL HIM I'M  
 NOT HOME**  
 Wand 132

**wand**



**JUKE BOX OPS'  
 RECORD GUIDE**

**ACTIVE with OPS**

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

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

**MARCHING THRU MADRID/  
 STRUTTIN' WITH MARIA**  
 Herby Alpert's Tijuana Brass (A&M 706)

**ONLY YOU**  
 Mr. Acker Bilk (Atco 6247)

**PARADISE**  
 April Stevens & Nino Tempo (Atco 6248)

**THE FOOL**  
 Jamie Coe (Bigtop 3139)

**BACK AT THE CHICKEN SHACK**  
 Jimmy Smith (Blue Note 1877)

**HEARTACHE OH HEARTACHE**  
 Lettermen (Capitol 4914)

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

**GONE WITH THE WIND**  
 Duprees (Coed 576)

**FLY ME TO THE MOON**  
 Al Alberts (Columbia 42737)

**TEENAGER'S DAD/CIGARETTES  
 AND COFFEE BLUES**  
 Marty Robbins (Columbia 42701)

**PRETTY BOY LONELY/  
 JUST A SIMPLE MELODY**  
 Patti Page (Columbia 42671)

**DON'T LET ME CROSS OVER**  
 Carl Butler (Columbia 42593)

**HERE I STAND**  
 Rip Chords (Columbia 42687)

**GENTLEMAN JIM**  
 Bert Kaempfert (Decca 31463)

**YES SIRE**  
**STEVE'S THEME**  
 Earl Grant (Decca 31468)

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

**THE ROSY DANCE**  
 Johnny Thunder (Diamond 132)

**I'M NOT JIMMY**  
 Ray Peterson (Dunes 2022)

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

**BURNING DESIRE**  
 Wade Ray (Fabor 115)

**BLUE**  
 Jack Reno (Fono-Graf 1243)

**STRIPPER SUGAR BLUES**  
 Seymour (Heartbeat)

**BLUE**  
 Bill Lindsey (Hillcrest 101)

**THOSE EYES**  
 Fats Domino (Imperial 5909)

**RUSTY WARREN SINGS**  
 (Jubilee EP-45-2049)

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

**LITTLE BAND OF GOLD**  
 James Gilreath (Joy 274)

**L-O-V-E**  
 Emotions (Kapp 513)

**BABY DOLL**  
 Carlo (Laurie 3151)

**FADED LOVE**  
 Jackie DeShannon (Liberty 55526)

**FUNNY MAN/JUST ONE OF LIFE'S  
 LITTLE TRAGEDIES**  
 Ray Stevens (Mercury 72098)

**HELLO WALL #2**  
 Ben Colder (MGM 13122)

**MEMORY LANE**  
 Hippies (Parkway 863)

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

**CALL ME IRRESPONSIBLE**  
 Frank Sinatra (Reprise 20,151)

**ANN-MARIE/  
 AC-CENT-TCHU-ATE THE POSITIVE**  
 Belmonts (Sabina 509)

**THIS EMPTY PLACE/  
 WISHIN' AND HOPIN'**  
 Dionne Warwick (Scepter 1247)

**WHITE LEVIS**  
 Majorettes (Troy 1000)

**THE WAYWARD WIND**  
 Frank Ifield (Vee Jay 499)

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

**NEW ADDITIONS to TOP 100**

64—**OVER THE MOUNTAIN (ACROSS  
 THE SEA)**  
 Bobby Vinton (Epic 9577)

78—**YOU DON'T LOVE ME ANYMORE**  
 Rick Nelson (Decca 31475)

84—**ON BROADWAY**  
 Drifters (Atlantic 2182)

85—**YOUNG LOVERS**  
 Paul & Paula (Philips 40096)

87—**LOCKIN' UP MY HEART**  
 Marvelettes (Tamla 54077)

93—**NEVER**  
 Earls (Old Town 1113)

95—**MECCA**  
 Gene Pitney (Musicor 1028)

96—**DON'T WANT TO THINK  
 ABOUT PAULA**  
 Bobby Lee (Smash 1808)

98—**AMY**  
 Paul Petersen (Colpix 676)

99—**PUFF**  
 Peter, Paul & Mary (Warner Bros. 5348)

100—**I WILL FOLLOW HIM (CHARIOT)**  
 Little Peggy March (RCA Victor 8139)

100—**SAX FIFTH AVENUE**  
 Johnny Beech (Warner Bros. 5341)  
 Jack Cole Quintet (Wall 553)

100—**WHAT ARE BOYS MADE OF**  
 Percells (ABC-Paramount 10401)

**GOING  
 HIGHER  
 WITH THE  
 HITS!**

that's

Johnny Halonka

BETA RECORD DIST.

599 10th Ave. N.Y.C. CH 4-3744



**"HE'S SO  
 FINE"**

**THE CHIFFONS**

Laurie 3152



# TOP 100 Albums

MONAURAL

MARCH 16, 1963

TOP 50  
STEREO

POS. LAST WEEK

	Pos. Last Week
1	1
2	2
3	3
4	4
5	7
6	5
7	8
8	6
9	9
10	10
11	12
12	14
13	17
14	16
15	15
16	11
17	21
18	13
19	24
20	22
21	25
22	26
23	19
24	18
25	33
26	20
27	28
28	35
29	23
30	29
31	30
32	32
33	39
34	40
35	44

	Pos. Last Week
36	
37	49
38	31
39	38
40	47
41	36
42	27
43	34
44	55
45	46
46	42
47	45
48	51
49	80
50	41
51	43
52	57
53	48
54	58
55	50
56	56
57	53
58	64
59	52
60	67
61	60
62	65
63	54
64	62
65	59
66	72
67	61

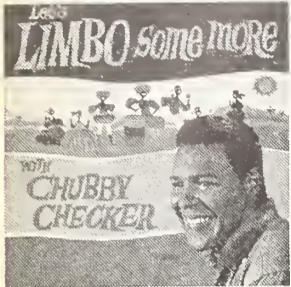
	Pos. Last Week
68	62
69	90
70	63
71	74
72	69
73	79
74	68
75	71
76	77
77	78
78	84
79	83
80	82
81	—
82	70
83	—
84	85
85	87
86	—
87	73
88	89
89	—
90	76
91	—
92	93
93	88
94	75
95	—
96	91
97	99
98	—
99	—
100	—

1	SONGS I SING ON THE JACKIE GLEASON SHOW Frank Fontaine (ABC Paramount ABCS 442)	2
2	WEST SIDE STORY Film Track (Columbia OS-2070)	1
3	MOVIN' Peter, Paul & Mary (Warner Bros. WS 1473)	3
4	JAZZ SAMBA Stan Getz & Charlie Byrd (Verve V 8432)	4
5	FLY ME TO THE MOON Joe Harnell (Kapp KS 3318)	6
6	MOON RIVER Andy Williams (Columbia CS 8609)	5
7	SINATRA-BASIE (Reprise R 91008)	8
8	OLIVER! B'way Cast (RCA Victor LSOD 2004)	9
9	SINCERELY YOURS Robert Goulet (Columbia CS 8731)	7
10	1962's GREATEST HITS Billy Vaughn (Dot DLP 25497)	11
11	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett (Columbia CS 8669)	10
12	OUR MAN IN HOLLYWOOD Henry Mancini (RCA Victor LSP 2604)	15
13	GYPSY Soundtrack (Warner Bros. WS 1480)	12
14	MUSIC MAN Original Filmtrack (Warner Brothers WS 1459)	14
15	NEW FRONTIER Kingston Trio (Capitol ST 1809)	16
16	ALLEY CAT Bent Fabric (Atco SD 33-148)	13
17	LAWRENCE OF ARABIA Soundtrack (Colpix SCP 514)	23
18	JAZZ IMPRESSIONS OF BLACK ORPHEUS Vince Guaraldi (Fantasy 3337)	18
19	RICHARD CHAMBERLAIN SINGS (MGM SE 4088)	19
20	BIG BAND BOSSA NOVA Enoch Light (Command RS 844 SD)	17
21	THE NEW CHRISTY MINSTRELS IN PERSON (Columbia CS 8741)	22
22	ROGER WILLIAMS COUNTRY STYLE (Kapp KS 3305)	29
23	VENTURES PLAY TELSTAR & LONELY BULL (Dotlon BST 8019)	24
24	THEMES OF THE GREAT BANDS Glen Gray (Capitol ST 1812)	26
25	VIVA BOSSA NOVA Laurindo Almeida (Capitol ST 1759)	25
26	GIRLS, GIRLS, GIRLS Elvis Presley (RCA Victor LSP 2621)	20
27	ANOTHER TASTE OF HONEY Martin Denny (Liberty LST 7277)	28
28	BIG BAND BOSSA NOVA Stan Getz (Verve V6 8494)	27
29	PETER, PAUL & MARY Warner Bros. (Warner Bros. WS 1449)	21
30	MUTINY ON THE BOUNTY Soundtrack (MGM S 1 E 4)	30
31	STEVE LAWRENCE WINNERS (Columbia CS 8736)	34
32	OUR MAN IN BOSTON Arthur Fiedler (RCA Victor LSM 2599)	37
33	HOEDOWN Felix Slatkin (Liberty LSS 14024)	38
34	STOP THE WORLD I WANT TO GET OFF Original B'way Cast (London 88001)	31
35	THE SOUND OF MUSIC B'way Cast (Columbia KOS-2020)	33
36	CAMELOT B'way Cast (Columbia KOS-3021)	35
37	BOSSA NOVA USA Dave Brubeck (Columbia CS 8798)	—
38	HAPPY BEAT Ray Conniff (Columbia CS 8749)	—
39	JOAN BAEZ IN CONCERT (Vanguard VSD 2122)	32
40	DO THE BOSSA NOVA Herbie Mann (Atlantic SD 1397)	41
41	WALTZ TIME Lawrence Welk (Dot DLP 25449)	47
42	TOSCANINI PLAYS LIGHT CLASSICS (RCA Victor VSC 7001)	44
43	DEAR LONELY HEARTS Nat "King" Cole (Capitol ST 1838)	43
44	LONELY BULL Tijuana Brass (A & M 101)	40
45	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC VOL II Ray Charles (ABC Paramount ABCS 435)	39
46	WARM & WILLING Andy Williams (Columbia CS 8679)	42
47	HOW THE WEST WAS WON Soundtrack (SE 1 E 5)	—
48	JUMBO Soundtrack (Columbia OS 2260)	46
49	MR. PRESIDENT Original B'way Cast (Columbia KOS 2270)	49
50	BIG BAND BOSSA NOVA Quincy Jones (Mercury SR 60751)	36



# ALBUM REVIEWS

## POPULAR PICKS OF THE WEEK



**"LET'S LIMBO SOME MORE"**—Chubby Checker—Parkway SP7027  
Chubby Checker follows his blockbustin' "Limbo Rock" with this rhythmic second stanza tagged "Let's Limbo Some More," which is already making a rapid climb on the charts. For this new Parkway LP outing, the chanter wails and rocks his way through a bag of limbo-beat swingers with the same exuberance and verve that has made him one of the hottest names in the biz. Rockin' tracks here are the title tune, "Peanut Vendor," "Twenty Miles Limbo" and "A Lotta Limbo." The disk is a sure-fire chart item.



**"MY MUSICAL COLORING BOOK"**—Enoch Light—Command RS848SD  
The magnificent Command sound is aimed this time at a host of very melodic items—past and present, and again Enoch Light is at the helm of the lush sounding orchestra. The orkster launches this tune-filled session with the smash oldie "Cherry Pink And Apple Blossom White" and then goes into a warm reading of "My Coloring Book" from which the disk was tagged. Other easy listening bands here are "Green Eyes" and "Golden Earrings." The LP should quickly go the success route.



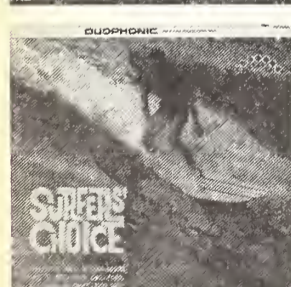
**"THE KINGSTON TRIO #16"**—Capitol ST1871  
The Kingston Trio, who were currently pulling plenty of coin with their best-selling single, "Greenback Dollar," showcase their vocal-instrumental talents on another pop-folk LP session on Capitol. The Boys' "New Frontier" LP is still riding high on the charts and this one seems destined to go the same route. Slick sides here are "Reverend Mr. Black," "Big Ball In Town," and "Ballad Of The Quiet Fighter."



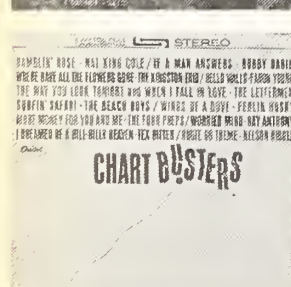
**"TEEN-AGE TRIANGLE"**—Jimmy Darren, Shelley Fabares, Paul Petersen—Colpix SCP444  
Here are three of Colpix's best-selling artists combining their talents on one package. All of the tunes here have been big moneymakers for the members of the trio and should make more this second time around. Some past solid sellers here are Jimmy Darren's "Conscience," Shelley Fabares' "Johnny Loves Me" and Paul Petersen's "Lollipops And Roses." Loads of listening and dancing pleasure for the teen set.



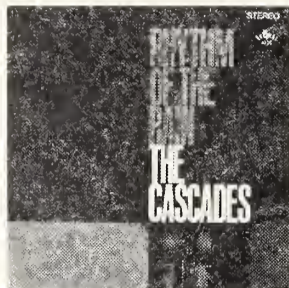
**"MILLION SELLERS DANCE HITS"**—Various Artists—Parkway P7028  
Parkway has gathered together a dozen golden eggs in one LP basket here with a flock of its all time best-sellers by Chubby Checker, Bobby Rydell, Dee Dee Sharp, The Dovells and The Orlons. Here is a dance package guaranteed to hit home with the teen dance crowd. Included here are "Let's Twist Again," "Hully Gully Baby," "Mashed Potato Time" and "Cha Cha Cha." The LP looms as a runaway seller.



**"SURFER'S CHOICE"**—Dick Dale and his Del-Tones—Deltone DT1886  
Dick Dale, a versatile performer who sings and plays a variety of instruments, showcases his best-selling talents on this premier Deltone LP outing. With his instrumental group, the Del-Tones, the chanter gives some rockin' renditions of his recent biggies which include "Surf Beat," "Peppermint Man" and "Night Owl." Already a chart item, the LP is being distributed nationally by Capitol.



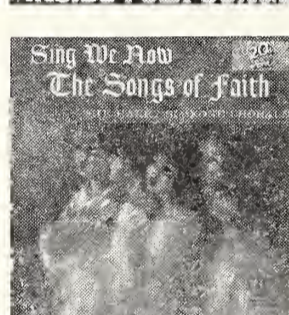
**"CHART BUSTERS"**—Various Artists—Capitol ST 1837  
Here's a power-packed session of recent Capitol single hits spotlighting a dozen of the label's most consistent artists. Teens and oldsters will find plenty of first-rate material on this extremely varied program. Among the best tracks are "Ramblin' Rose" by Nat King Cole, Bobby Darin's "If A Man Answers" and "Where Have All The Flowers Gone" by the Kingston Trio. Package has enough built-in success ingredients to reach the charts in no time flat.



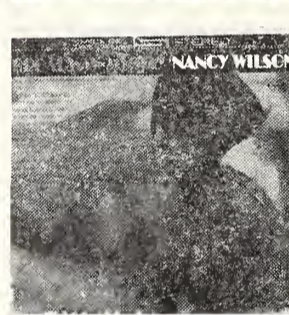
**"RHYTHM OF THE RAIN"**—Cascades—Valiant 405  
The Cascades tag this initial Valiant LP release after their runaway best-selling single of "Rhythm Of The Rain" and include eleven other potent teen-oriented selections. The group has a distinctive, warm, wide-range style which carries them in good stead on "The Last Leaf," "Let Me Be" and "Lucky Guy." Disk seems sure to zoom up the charts.



**"INSIDE FOLK SONGS"**—Shel Silverstein—Atlantic 8072  
With the current popularity in folk music and comedy albums, this delightful, laugh-filled session featuring Shel Silverstein chanting and playing 17 of his own compositions, could well develop into a sales blockbuster. The artist has a distinctive, low-key, groanin' style and his material is in a wild lunatic, zany vein. Some of his best selections are "Bury Me In My Shades," "Boa Constrictor" and "Beans Taste Fine." Eye the package for rapid acceptance.



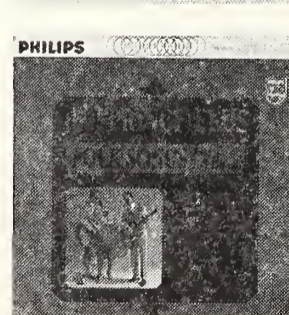
**"SING WE NOW THE SONGS OF FAITH"**—Harry Simeone Chorale—20th Fox FXG5006  
The Harry Simeone Chorale, which had a Christmas blockbuster with its "Little Drummer Boy" single and LP, makes a powerful bid for the same success with this potent album of songs of faith. Inventive and captivating choral and orchestra arrangements of such favorites as "I Believe," "Onward Christian Soldiers" and "You'll Never Walk Alone," make this one of the best LP's of its type on the market. Eye the disk for an early trip to chartsville.



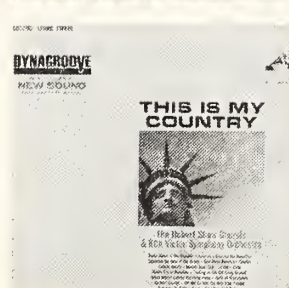
**"BROADWAY-MY WAY"**—Nancy Wilson—Capitol ST1828  
Nancy Wilson, one of the hottest names on the jazz-vocal scene, comes up with a tasty platter of Broadway show tunes served up in her potent, distinctive manner. The lark gives to each tune a vibrant, feelingful treatment that makes for superb listening. Best bets here are "You Can Have Him," "As Long As He Needs Me" and "My Ship." Plenty of chart potential here.



**"SOUNDPOWER"**—Marty Gold—RCA Victor LSP 2620  
The wealth of material in standards is seemingly never extinguished. On this new Victor session Marty Gold has selected a splendid group of evergreens which should appeal to a wide variety of record buyers. The ork shines as they render "Stella By Starlight," "I'll Remember April" and "Til There Was You." Fine fare for either dancing or listening pleasure.



**"FOLK SONGS FROM THE HILLS"**—Springfields—Philips—PHS 600 076  
The Springfields are three singers from England but they display an amazing understanding of the American folk idiom on this top-notch set from Philips. The group has included an attractive sampling of current and standard folk items for this outing. While backing themselves on banjo and guitar, the trio unleashes their talented vocal talents full-blast on "Settle Down," "Midnight Special" and "Little By Little." Superb listening throughout.



**"THIS IS MY COUNTRY"**—Robert Shaw Chorale & RCA Victor Symphony Orchestra—RCA Victor LSC 2662  
The Robert Shaw Chorale have been making quite a name for themselves recently, and this new entry featuring the group backed by the Victor Symphony Orchestra, ranks as one of their most impressive disks to date. All the selections here are stirring nationalistic anthems and the Chorale is aptly suited to this type of material. Best bets are "Columbia The Gem Of The Ocean," "Battle Cry Of Freedom" and "Caissons Go Rolling Along."



# COMMAND

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FOR THE YEAR 1962...

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Billboard January 5, 1963

TOP ALBUMS & ALBUM ARTISTS OF 1962

BEST ORCHESTRAS (STEREO LP'S)

1. ENOCH LIGHT

Cashbox January 12, 1963



### MY MUSICAL COLORING BOOK

ALBUM NO. 848

Songs include: Cherry Pink and Apple Blossom White; My Coloring Book; Yellow Bird; Golden Earrings; Over The Rainbow; The Blue Room; That Old Black Magic; Ruby; Green Eyes; Mood Indigo; Red Sails In The Sunset and Deep Purple.

### LET'S DANCE THE BOSSA NOVA

ALBUM NO. 851

Songs include: Meditation (Meditacao); Big Ben Bossa; Fly Me To The Moon; Tonight; Days Of Wine & Roses; Nola; Mi Adorado; I Could Have Danced All Night; What Kind Of Fool Am I; Moon River; O Barquinho and Blame It On The Bossa Nova.



### Plus These New Command Releases



### THE RAY CHARLES SINGERS

Paradise Islands  
Songs Of Hawaii  
ALBUM NO. 845



### TONY MOTTOLA

Romantic Guitar  
ALBUM NO. 847



### BOB HAGGART

and His Orchestra  
Big Noise From Winnetka  
ALBUM NO. 849

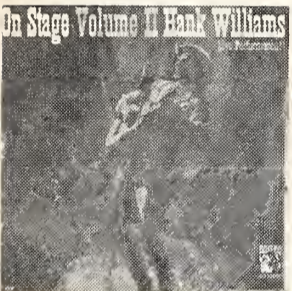
ALL COMMAND RELEASES AVAILABLE IN STEREO, MONAURAL AND 4-TRACK TAPE



**"LYNN GOLD"**—Warner Brothers WS 1495  
In a commercial age of gimmick folk singers it is extremely rare that a truly original ethnic folksinger comes along. Lynn Gold is just such an artist. Boasting a bell-like clear voice of a Joan Baez and the remarkable phrasing of Judy Collins, the lark-guitarist has a sensitive style all her own. She shines on a fine batch of easy-going tunes including "Katie Cruel," "Monday Morning" and "An Old Man Came Courting Me."



**"NEW THRESHOLDS IN SOUND"**—Sid Ramin—RCA Victor LSP 2658  
Victor, currently touting its new sound process, Dynagroove, magnificently showcases the technique on this top-drawer, full-range package of sturdies featuring the Sid Ramin ork. There's plenty of entertainment for either dancing or listening pleasure as the band dishes up outstanding arrangements of "April In Paris," "Embraceable You" and "Life Is Just A Bowl Of Cherries." A superb achievement.



**"ON STAGE VOLUME II"**—Hank Williams—MGM E 4109  
Although Hank Williams has been dead for ten years his memory has been preserved for his countless admirers by outstanding recordings like this one utilizing excerpts from old WSM radio shows. The chanter's distinctive, country-folk-blues style is superbly spotlighted on "You're Gonna Change (Or I'm Gonna Leave)," "I Saw The Light" and "Lovesick Blues." Disk should spark sales in both the country and pop markets.



**"THE LEGENDS LET LOOSE"**—Ermine 101  
The Legends, a vocal-instrumental group with a large following in the Midwest, unleash their talents here on a string of rhythm numbers geared for both dancing and listening pleasure. The boys give some free-swing and pulsating treatments of "Say Mama," "Lariat," "Bop A Lena" and "How Time Flies" on this premier LP for Ermine. Plenty of talent here and the group should enlist lots of new friends with this effort.



**"MY SON THE COPY CAT"**—Stan Ross—Del-Fi DFLP 1233  
Stan Ross could have a fast noisemaker on his hands with this yock-filled package of song parodies. The material, which makes free use of the Yiddish idiom, is written by Ross and Bob Arbogast and based on a group of standard melodies. With an able assist from Joy Lane, the artist renders such diverse items as "Eli Weiss," "In-Law Song" and "Nouveau Riche." Many laughs to be had here.



**"BILLY BARNES' L.A."**—Original Cast—BB1001  
Billy Barnes and Bob Rodgers, who have written a series of reviews, collaborated on this musical review which proclaims the magnificence of Los Angeles. Despite the enthusiasm projected by the performers, the score is inadequate and too often sags when it should sparkle. The lyrics are overly pretentious, but honorable mention can be given to Joyce Jameson's "Does Anybody Here Love Me" and "L.A. Is" by the company. Although this musical misses the mark, show buffs may find it an interesting addition to their cast shelves.



**"TAHITIAN PARADISE"**—Eddie Lund—ABC-Paramount ABC444  
Eddie Lund and his Tahitians and the Mutiny on the Bounty Drummers play and sing a collection of authentic Tahitian melodies on this ABC-Paramount LP excursion. Updating of the island rhythms includes hints of the cha cha and the Charleston which enhances listening pleasure. Some ear-arresting bands here are "You Came To Me From The Sea," "Come Cha Cha With Me," and "Light In The Window For Papa."

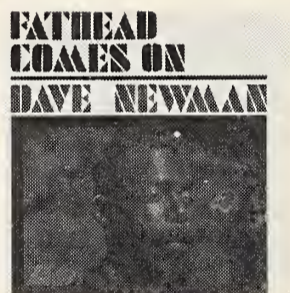
## JAZZ PICKS OF THE WEEK



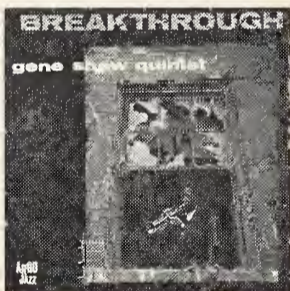
**"ADVENTURE IN TIME"**—Stan Kenton—Capitol ST 1844  
The vet orkster, never content to rest on his previous laurels, comes up with a dynamic creative exploration of unusual time signatures on this new Capitol LP outing. Ace jazz composer-arranger Johnny Richards has written eight original inventive pieces for the Kenton crew. Highlights of the session include "Commencement," "March To Polaris" and "Septuor From Antares." Set seems sure to pull loads of loot.



**"THE SOULFUL MOODS OF GENE AMMONS"**—Moodville 28  
Vet tenor saxophonist Gene Ammons, has earned many laurels in the past for his distinctive, highly-personal style of wailing, but this new Moodville entry ranks as one of his most impressive performances to date. Ammons does not rely on gimmicks, but offers his own soulful musical statements in a straightforward modern jazz idiom. Best listening bets here include "Two Different Worlds," "But Beautiful" and "On The Street Of Dreams."



**"FATHEAD COMES ON"**—Dave Newman—Atlantic 1399  
The multi-talented Dave Newman (he plays flute, alto and tenor sax on this set) aptly displays his professional artistry on this free-flowing session of mostly self-penned items. Newman is teamed up with an accomplished group of jazzmen including Hank Crawford on piano, Edgar Willis on bass and Bruno Carr on drums as he offers some hard-swinging, graphic renditions of "Unchain My Heart," "Hello There" and "Esther's Melody." Top-notch jazz fare.



**"BREAKTHROUGH"**—Gene Shaw Quintet—Argo LP 707  
If this premiere album is any indication, newcomer Gene Shaw should have a bright future ahead of him. The talented trumpeter has a powerful, highly-listenable sound and his intricate attention to chromatic developments carries him in good stead throughout the set. There's plenty of first-rate listening as the Quintet dishes up "Autumn Walk," "Six Bits" and "The Thing." Jazzophiles should really dig the package.



**"INTRODUCING PAULA GREER"**—Workshop Jazz 203  
Once in a great while a new jazz singer comes along that deserves special attention. Such an artist is Paula Greer. On this, her first set, the lark displays a marvelous abandon and constructs some extremely inventive melodic lines. While backed by a small combo, the songstress turns in standout readings of a fine group of evergreens including "My Romance," "Falling In Love With Love" and "Far Away Places." Plenty of potential here.

## CLASSICAL PICK OF THE WEEK



**SAINT-SAENS: Symphony No. 3 In C Minor, L'Orchestre De La Suisse Romande, Ernest Ansermet, Conductor—London CS6331**  
This new London disk of Saint Saens' Symphony No. 3 (The Organ Symphony) features L'Orchestre De La Suisse Romande with Ernest Ansermet conducting and Pierre Segon at the keyboard. This opus, a departure in symphonic structure in that it has a two-movement work, each with two parts, is brilliantly orchestrated and soars with excitement throughout at the hands of the sensitive director. The disk is a superb classical offering.

# JIM REEVES

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Missing Angel'

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# Atlantic & Atco Wind Up LP Sales Program That Spotlighted Coop Ads

NEW YORK—The Atlantic and Atco labels have completed a six week album sales program in which a heavy schedule of advertising by distrib's and dealers played a key role in the success of the program.

Len Sachs, Album Sales Chief for Atlantic and Atco, said that "this was one of the company's best album programs, despite the generally soft market conditions that prevailed. We sold an impressive number of albums, both catalog and new releases. An intelligent use of advertising by distributors, employing both print and radio media, paid off handsomely in selling Atlantic and Atco product."

Atlantic and Atco supported distrib's use of advertising by paying advertising costs equal to 5% of records purchased during the program by distributors who reached their quotas. Although the sales program ended Feb. 28, distributors can place advertising for an additional thirty days.

Sachs stated, "We recognize that planned advertising at the retail level can be of real help in bringing attention to specific product. However, it is important that both dealers and distributors take full advantage of consumer interest stirred by advertising." To assist dealers, Atlantic and Atco supplied many merchandising aids such as easel backs, display pieces, divider cards, etc. Distributors' salesmen were equipped with new album forms, information sales sheets on new releases, and special supplements for their Atlantic and Atco presentation books.

The divider cards prepared for the Herbie Mann LP, "Do The Bossa Nova With Herbie Mann," proved particularly effective, the label said. Atlantic gave a free copy of the LP to all dealers who promised to utilize the divider card in their shops.

## Correction

NEW YORK—A pic caption in last week's issue (p. 80) ambiguously mentioned George Siravo's association with Kathy Keegan's Malibu deck of "The Good Life." Siravo is solely responsible for the arrangement of the tune.

SUBSCRIPTION TO CASH BOX **\$15**

## THE BLUE BELLES "COOL WATER"

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## "I Found Someone" The Crusaders

#472

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## 1st P.A.'s Abroad Set For Brothers Four

NEW YORK — Columbia Records' best-selling folk singers, the Brothers Four, will fly to Europe Mar. 26 for their first continental tour.

Included in their itinerary—called the largest concert schedule yet assembled for a major American folk singing group—will be appearances in London, Paris, Amsterdam, Berlin, Madrid, Rome, Helsinki, Stockholm, Oslo and Copenhagen. The Brothers Four have also programmed key television and radio appearances in each of the respective cities to coincide with their concerts.

Mort Lewis, personal manager of the Brothers Four, attended the recent premiere European conference of CBS label affiliates in Paris last month. During those meetings, Lewis set up the Brothers Four itinerary with representatives of the various countries which the group will visit.

Last year, the Brothers Four made a successful concert tour of Japan as the first major American folk singers to appear in that country.

## Pubbery Partner In Flick Firm

PHILADELPHIA — James E. Myers Music has gone into the flick producing field. In association with Red Benson, the radio-TV personality, the firm is taking part in the production of a feature opus, "Castro (Betrayed of Cuba)," an original screenplay by Myers and Anthony Orlando, who will also direct. Joe Matt is creating the original musical score.

The Buyers  
Read . . .



## Dot Unveiling Vaughn "Month"

HOLLYWOOD — Dot Records will stage one of its most comprehensive artist campaigns with the launching of "Billy Vaughn Month" set for March 15 through April 15.

Terms of an LP deal include a straight 15% cash discount on all Vaughn albums purchased during the allotted time period.

In addition, dealers will be given a dated billing privilege of 30-60-90 days, affording them an opportunity to fully stock their shelves with Vaughn's complete album catalog of 28 LPs and 10 EPs.

Merchandising material includes full color stand-up displays featuring Vaughn and his albums, window and wall streamers and specially printed order pads containing complete information and terms of the Vaughn Month plan.

On the promotional front, Dot has ordered its company-owned branches and independent distributors to go all out with radio, store and newspaper exploitation.

Vaughn, musical director of Dot Records, as well as one of the label's most important artists, has long been recognized as one of the world's leading album sellers. He is the recipient of three RIAA gold album awards and has seven gold disks for the sale of 45 rpm singles.

His European laurels include five gold records in addition to the "Golden Tulip Award" from Holland and the "Golden Bell Award" from Switzerland presented to him last year for "consistently high phonograph record sales" in both those countries. He's also a star disk attraction in Germany.

## Dancer's P.A. To Benefit "Magic Claves" Set

NEW YORK — Bob Roberts, Latin dance experts who originated the teaching method unveiled in the new "Magic Claves" album of recorded Bossa Nova lessons, embarks on a personal appearance tour of leading stores across the nation this week (13), timed to coincide with each store's special display of the recently released instruction disks.

Staging on-the-spot demonstrations and discussions of the Bossa Nova dance steps as taught in the album package, Roberts begins his promotional junket in the Greater N.Y. area this week with appearances at the four Mays department stores in Long Island, Woolworth's W. 42nd Street branch in Manhattan and the new McCrory's store in Brooklyn.

During the latter part of March and all of April, the "Magic Claves" creator will make similar demonstration stops at the record departments of important stores in New Haven, Philadelphia, Pittsburgh, Cleveland, Chicago, Detroit, Los Angeles and San Francisco, concluding his tour with a bossa nova visit to Miami Beach.

The "Magic Claves" album kit, which contains diskings of narrated lessons and bossa nova instrumentals together with an illustrated instruction book and a pair of claves sticks, is the initial release of Claves Beat Records Ltd., new firm with N.Y. headquarters at 1650 Broadway. List price is \$2.98.



## TOP 50 IN R&B LOCATIONS

	Pos	Last Week
1	OUR DAY WILL COME	2
	Ruby & Romantics (Kapp 501)	
2	WALK LIKE A MAN	1
	4 Seasons (VeeJay 485)	
3	DON'T SET ME FREE	9
	Ray Charles (ABC-Paramount 10405)	
4	HITCH HIKE	11
	Marvin Gaye (Tamla 54075)	
5	YOU'RE REALLY GOT A HOLD ON ME	3
	Miracles (Tamla 54073)	
6	LET'S TURKEY TROT	10
	Little Eva (Dimension 1006)	
7	TELL HIM I'M NOT HOME	8
	Chuck Jackson (Wand 132)	
8	HE'S SO FINE	19
	Chiffons (Laurie 3152)	
9	THAT'S THE WAY LOVE IS	5
	Bobby Bland (Duke 360)	
10	SOUTH STREET	15
	Orlans (Cameo 243)	
11	MAMA DIDN'T LIE	4
	Jan Bradley (Chess 1845)	
12	SEND ME SOME LOVIN'	6
	Sam Cooke (RCA Victor 8129)	
13	WHY DO LOVERS BREAK EACH OTHER'S HEART	14
	Bob B. Soxx & Blue Jeans (Phillies 110)	
14	HEY PAULA	12
	Paul & Paula (Phillips 40084)	
15	LET'S LIMBO SOME MORE	16
	Chubby Checker (Parkway 862)	
16	WHAT WILL MY MARY SAY	22
	Johnny Mathis (Columbia 42666)	
17	LAUGHING BOY	23
	Mary Wells (Motown 1039)	
18	WILD WEEKEND	7
	Rockin' Rebels (Swan 4125)	
19	DO THE BIRD	24
	Dee Dee Sharp (Cameo 244)	
20	CALL ON ME	17
	Bobby Bland (Duke 360)	
21	BABY WOKROUT	33
	Jackie Wilson (Brunswick 55239)	
22	THE DOG	18
	Rufus Thomas (Stax 130)	
23	I GOT WHAT I WANTED	34
	Brook Benton (Mercury 72099)	
24	UP ON THE ROOF	13
	Drifters (Atlantic 2162)	
25	HOW CAN I FORGET	27
	Jimmy Holiday (Everest 2022) Ben E. King (Atco 6256)	
26	RUBY BABY	20
	Dion (Columbia 42662)	
27	JIVE SAMBA	21
	Cannonball Adderly (Riverside 4541)	
28	TWENTY MILES	30
	Chubby Checker (Parkway 862)	
29	DEARER THAN LIFE	47
	Brook Benton (Mercury 72099)	
30	MEDITATION (MEDITACAO)	25
	Charlie Byrd (Riverside 4544)	
31	HE'S SURE THE BOY I LOVE	26
	Crystals (Philly 109)	
32	BABY, BABY, BABY	28
	Sam Cooke (RCA Victor 8129)	
33	ALL ABOUT MY GIRL	29
	Jimmy McGriff (Sue 777)	
34	HELP ME	46
	Sonny Boy Williamson (Checker 1036)	
35	CAST YOUR FATE TO THE WIND	32
	Vince Guaraldi (Fantasy 563)	
36	LOCKIN' UP MY HEART	49
	Marvelettes (Tamla 54077)	
37	BOSS GUITAR	35
	Duane Eddy (RCA Victor 8130)	
38	WATERMELON MAN	50
	Mongo Santamaria (Battle 45909)	
39	HE'S GOT THE POWER	—
	Exciters (United Artists 572)	
40	LOOP DE LOOP	31
	Johnny Thunder (Diamond 129)	
41	ALL OVER THE WORLD	48
	Nat "King" Cole (Capitol 4919)	
42	ON BROADWAY	—
	Drifters (Atlantic 2182)	
43	DON'T SAY NOTHING BAD ABOUT MY BABY	—
	Cookies (Dimension 1008)	
44	NOTHING GOES UP (WITHOUT COMING DOWN)	45
	Nat "King" Cole (Capitol 4919)	
45	RED'S DREAM	36
	Louisiana Red (Roulette 4469)	
46	ONE BROKEN HEART FOR SALE	42
	Elvis Presley (RCA Victor 8134)	
47	RAINBOW	38
	Gene Chandler (VeeJay 468)	
48	DON'T BE CRUEL	44
	Barbara Lynn (Jamie 1244)	
49	DON'T MAKE ME OVER	39
	Dione Warwick (Scepter 1239)	
50	TORE UP	37
	Harmonica Fats (Darcy 5000)	



# 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.

**"OVER THE MOUNTAIN (ACROSS THE SEA)"**  
BOBBY VINTON ..... Epic 9577

**"SANDY"**  
DION ..... Laurie 3153

**"DON'T SAY NOTHIN' BAD  
(ABOUT MY BABY)"**  
COOKIES ..... Dimension 1008

**"LINDA"**  
JAN & DEAN ..... Liberty 55531

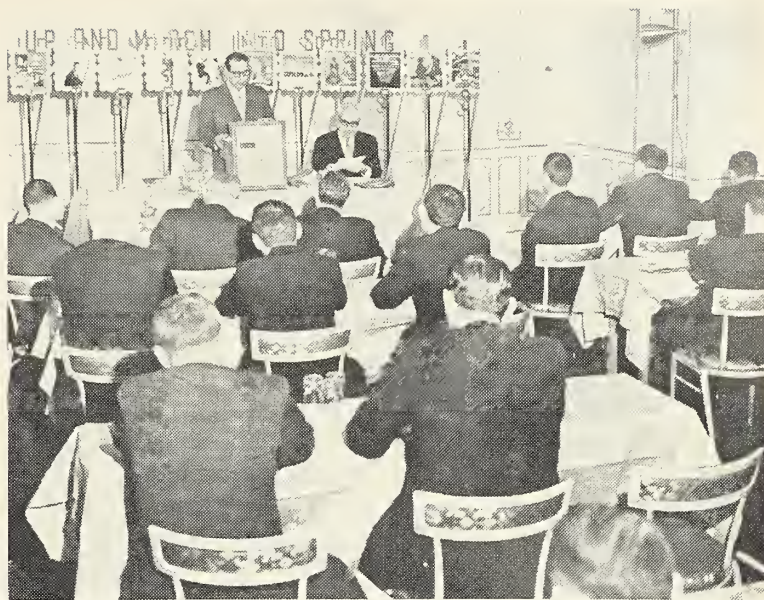
**"PIPELINE"**  
CHANTAYS ..... Dot 16440

**"SUN ARISE"**  
ROLF HARRIS ..... Epic 9567

**"HE'S GOT THE POWER"**  
EXCITERS ..... United Artists 572

**"YOU DON'T LOVE ME ANYMORE"**  
RICKY NELSON ..... Decca 31475

## UA Marches Into Spring



NEW YORK—Art Talmadge, United Artists Records prexy, addresses the firm's distributors at a special sales meeting at the Americana Hotel, this city, introducing the new "Clean Up And March Into Spring" sales plan. The one-day session also featured Morris S. Price, national sales director, seated to the right of Talmadge.

### Col. Shifts Accessory Dept.

NEW YORK—All merchandising activities relating to accessories (needles, phonos, etc.) will now be the responsibility of Columbia Records Sales Corp., according to an announcement from William Gallagher, marketing veep.

James Sparling is transferred from the marketing staff to CRSC as Product Manager. In addition, Jack Harris, Harold Schwalbe, Joseph Reilly, Frank Richter and Redford Dennis are transferred from CRDI to CRSC.

Harris will continue as national sales manager reporting to Kenneth Glancy, and Schwalbe will continue as national service manager reporting to Harris.

### Vogel Dropped As MGM Chairman; Stays On Board

NEW YORK—Joseph R. Vogel, who resigned as president of Metro-Goldwyn-Mayer last Jan., has been removed by the firm's directors as chairman, a post he acquired after he exited the post of president. He remains on the MGM board. Move followed an annual board meet recently. Vogel, whose pact with MGM expires at the end of fiscal 1963 (Aug. 31), is presently abroad.

### Dinner Honors Mill's Warembud

NEW YORK—Norman H. Warembud, director of Jewish publications for Mills Music, was honored here last Thursday evening (7) at a testimonial dinner hosted by leading Jewish composers, artists and actors at Moskowitz and Lupowitz Restaurant.

The dinner saluted Warembud for his "tireless efforts on behalf of Jewish music."

Several hundred guests paid tribute, including Sholom Secunda and Abraham Ellstein, Seymour Rexsite, president of the Hebrew Actors Union, Jan Peerce, Mr. and Mrs. Jack Mills and many others

### Hellenic Music Fete Set For Phil. Hall

NEW YORK—Gotham's Philharmonic Hall will be the scene of an Hellenic-Near East Music Festival, Mar. 29, when recording stars will perform the ethnic music from countries bordering the Mediterranean.

To be featured at the festival are Buddy Sarkissian and orchestra (Cameo), Eddie Kochak (Georgette), George Mirros (Aristophane) and Elenie Barteri (Lenco-RCA Victor-Coral).

The festival will again be presented in Chicago at the Opera House on Apr. 5-6, and the show will be recorded for release in May.

### "Band" Push



MEMPHIS—James Gilreath (right), who is currently clicking with his self-penned Joy recording of "Little Band Of Gold," recently stopped by Hal Smith's WMPS air stanza to promote the wax.

the label has also announced the signing of two new folk groups, "The Charles River Valley Boys and Keith & Rooney, both out of the Boston area. Label has also revealed that it has split distribution for its 10 labels in Philadelphia. A&L now carries Prestige/International, Bluesville, Near East, Irish and Lively Arts. Saul Lampert now handles Prestige, New Jazz, Swingsville, Moodsville and True Sound.

Weinstock and Badonsky are both going on the road to study other markets and the possibilities of further split distribution.

### Criterion Humming As Selling Agent

HOLLYWOOD—Criterion Music is doing lots of west coast business these days as a selling agent for its own chart copyrights and material from other pubberies.

Freddy Martin's Maestro Music and Martin Music catalogs have just made a deal with Criterion to act as its selling agent, as has Dennis Day's Kenmor Music. Criterion's own material includes such current clicks as "Rhythm of the Rain," "Sax Fifth Avenue," and "Shutters & Boards."

Firm has also just released a folio of the songs done by Allen Sherman in his sensational laff LP seller, "My Son, The Folk Singer."

## Prestige Promotes, Appoints; Inks 2 Folk Groups; Begins Split Distrib Policy In Philly

BERGENFIELD, N. J.—Prestige Records topper Bob Weinstock has just announced a number of promotions and a new exec at the label.

Upped at the label were: Ron Eyre, from sales manager to veep in charge of sales; Ozzie Cadena, from a recording director to veep in charge of recording; George Badonsky, from salesman to field sales manager; Victoria Pike, from promo director to exec assistant to the president; and Marcia Weinstock, from general publicity to head of promotional activities and press relations.

Paul Rothchild has joined the firm as director of the Prestige/International label. He was previously associated with Dumont Distributors of Boston.

In addition to the new exec line-up,

### Sing A Song Of The Common Market

NEW YORK—Advocates of the European Common Market can now sing its praises. A song, called "The Common Market," has been written by cleffers Larry Douglas, living and working in Paris, and Walter Bishop of New York. This across-the-seas collaboration has been cut by Sweden's Karusell Records with Betty DuBois. Flipside is also a Douglas-Bishop teaming, "Russian Rocka Bossa."

Wild Instrumental!

"DIG"

b/w

"Shimmy"

Freddy Countryman

VPC 410

Deejays and Distributors:  
Write for free copies

Valtone Records

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WHAT ARE BOYS  
MADE OF?

The Percells

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ABC-PARAMOUNT  
FULL COLOR FIDELITY

## Capitol Sets Issue Of Judy's "Singing" Track

NEW YORK—Judy Garland's latest flick soundtrack LP, "I Could Go On Singing," appears this week (15) on Capitol Records. Made in England, the flick is taken to be an account of the performer's recent career. Its theme is a lonely stage from which an American singing star receives the wild adoration of fans in jammed concert appearances. Harold Arlen & E. Y. Harburg wrote the title song. On Tues., Mar. 19, the artist has her own hour-long CBS TV show, and she'll sing several numbers from the pic.

## B'casters Get New LP Set From SESAC

NEW YORK—SESAC's newest LP package is called "Just a Minute!" which consists of 10 LP's of 60-second cuts for themes, heavy spot schedules, saturation campaigns, program features, etc. The set, available to broadcasters for \$19.95, features the orchestras of Richard Maltby, Frank Hunter, Elliot Lawrence, Alfredo Antonini, Eddie Safranski, a symphonic pops orchestra, the Buddy Weed Quartet, the Lenny Herman Quintet and The Brassmates. Package will be introduced at the upcoming convention of the National Association of Broadcasters (NAB) in Chicago (Mar. 31-Apr. 3).

## Philips Has "Love Is Ball" Track

NEW YORK—A story in last week's issue noted that Mercury Records would release the soundtrack LP of the score to "Love is a Ball," the new comedy release. *Cash Box* has learned that Philips Records will issue the album. Mercury's interest in the score lies in a singles dinking of the oft-cut title tune and "Millie's Theme" by Damita Jo & Billy Eckstine.

## Caedmon Names A Director

NEW YORK—Norman Corwin, producer-writer during radio's "Golden Age," and currently a Hollywood screenwriter, has been signed by Caedmon Records as a director. He will guide Edward G. Robinson in a dinking of Edward Everett Hale's "The Man Without a Country."

A Smash Hit!

## MEMORY LANE

### THE HIPPIES

(Formerly The Tams)

P-863

THE BIG ONES ARE ON COME/O PARKWAY

## MY HEART CAN'T TAKE IT NO MORE

### THE SUPREMES

MOTOWN 1040

MOTOWN RECORDS

2648 W. Grand Blvd. Detroit

## Wynshaw Heads Col. Dist. In N.Y., Newark

NEW YORK—Columbia Record Distributors, Inc. has promoted David Wynshaw to the position of branch manager in New York and Newark. Wynshaw succeeds Paul Southard who has retired. He will report to Donald England, sales director.

Wynshaw joined Columbia in 1960 as operations manager at the Los Angeles branch, and was promoted to branch manager in Los Angeles in October, 1960. He was transferred to the New York branch as manager of special projects in July, 1962.

## Epic Culls Single From "Black Orpheus" LP

NEW YORK—Epic Records is releasing, as a single, "Manha De Carnaval," the top selection from the original soundtrack recording of its best-selling album, "Black Orpheus."

In announcing the single's release, Len Levy, sales manager stated, "since its initial release in March, 1960, the album's greatest sales have occurred in the past few months, during the height of the bossa nova trend. With all the furor over bossa nova, with all the albums and singles that have been released by numerous companies, we believe that the public will want to hear the original version of "Manha De Carnaval"—the most beautiful song from the sound track that noted critic Leonard Feather has said 'brought bossa nova to international attention'."

Heard performing Manha De Carnaval is the star of "Black Orpheus," Marpessa Dawn.

## Dimension's Danny Davis Dropping In On Midwest Jocks

NEW YORK—Pop deejays in midwestern cities are getting visits from Danny Davis, sales-promo head of Dimension Records, who just left N. Y. for a two week promo trek. Label's Barney Williams, promo manager, recently visited R&B deejays in the area.

## Alegre Opening Branch In PR, Setting Own Distribs

NEW YORK—Alegre Records, the hot Latin label, is opening offices in Santuce, Puerto Rico and is establishing its own distrib setup for the island. Label has also completed negotiations for release of its product in Canada by Arc-Sound.

## "Hambone" Goes National



NEW YORK—Exceptional sales response to the regional release of "Hambone," has prompted Okeh Records to re-issue the 1952 single hit nationally. The deck which features Red Saunders and his Orchestra and Sandy Becker (above), was released last month in New York and Newark.

## An International Favorite



NEW YORK—The above pic was taken at a Columbia Records lunch at the 21 Club here where Ray Conniff was presented with 4 gold records and another golf plaque for \$1,000,000 in sales outside the United States. Shown (left to right) are Harvey Schein, general manager of CRI International; William Gallagher, marketing veep; Conniff; Bob Austin of *Cash Box*; and Columbia A&R producer Ernie Altschuler.

## Victor Printing Monthly "Red Seal Dealer News"

NEW YORK—In a further effort to provide its dealers with practical suggestions for merchandising and selling classical records, RCA Victor has initiated a monthly "Red Seal Dealer News," which presents "the inside track on planning and merchandising."

The four-paged "Kiplinger-styled" letter, launched in Feb. is designed "to establish a direct line of communication with any dealer who can use hard facts about Red Seal product which can help him in preparing his own sales and advertising plans," stated P. Alfred Leonard, Red Seal planning and merchandising manager.

Leonard, who will write the monthly letter, emphasized that "RCA Victor hopes this will not just be a one-way street, but rather a way of giving the dealers a direct pipeline into our merchandising office, where they can make comments and criticisms."

The "Red Seal Dealer News" is being mailed to the entire list of dealers who regularly stock the new Red Seal releases and a representative selection of Victor classical merchandise. "This is the latest facet of our Red Seal Merchandising Program, which, from its inception in 1962, has been geared toward aiding record dealers in building their classical sales," says Leonard.

## Back From England



NEW YORK — Dimension's Little Eva shown here at New York International Airport after arriving from a tour of England where the singer filled 30 days worth of theatre and TV engagements in behalf of her current hit single "Let's Turkey Trot."

## Darin Goes "Live" On Daily Radio Show

BEVERLY HILLS — Bobby Darin has been set by NBC and the American Dairy Association for his own "live" radio show, airing five times a week for five minutes daily. Show will include patter from Darin as well as songs recorded "live" especially for the radio show.

J. Stephen Blauner, Darin's manager, will produce the Darin show, and he's announced the signing of Mort Green as writer-director, Stan Richards as announcer, and Dick Behrke as musical director.

Show debuts this Monday (11), with Darin pre-taping a number of segments this week. Actor-singer just completed an engagement at the Coconut Grove in Los Angeles, and opens a two-week stand at Harrah's Club, Lake Tahoe, March 14. Immediately following Harrah's date Darin begins a co-starring role with Gregory Peck and Tony Curtis in "Captain Newman, M.D.," at Universal-International.

## Fleisher-Szell To Do "Live" Reading Of Their Disk Teaming

NEW YORK—Epic Records' star long-hair pianist, Leon Fleisher, joins conductor George Szell in a "live" version of their disk collaboration—Beethoven's piano concerto No. 1—at the New York's Philharmonic Hall Mar. 14, 15, 16 and 17. Szell will baton the New York Philharmonic (ork on the Epic date was The Cleveland Orchestra). Fleisher earned world recognition in 1952 as the winner of the Queen Elizabeth of Belgium International Music Competition.

## BV&C Publishers "Big Noise"

NEW YORK—A review of the Lugar dinking of "Big Noise from Winnetka" in last week's issue carried incorrect publisher info. Rights to tune are actually owned by Bregman, Vocco & Conn.

## Philly Labels Merge Hit Nat'l Market

PHILADELPHIA—Two local diskeries, Darrow & Parktowne, have merged, and will now be represented on the national disk scene for the first time. First such release is "Feel Like a Million" by Tyrone & The Nu Ports.

## Epic Launches March LP Discount

NEW YORK—Epic Records will offer a 15% discount on distrib purchases from March 4 through March 29 for the label's seven new album releases and for 37 specially selected best-selling albums from the label's catalog.

One of the key albums available under the terms of the program is "Showpieces For The Virtuoso Orchestra," a sampler album which features The Cleveland Orchestra and carries a suggest list price of \$1.98 for both mono and stereo versions.

The 37 specially selected albums from the label's catalog available under the terms of the program are: "The Ahmad Jamal"; "Square Dance Party"—Slim Jackson & Promenaders; "Cocktail Dancing," "Twistin' In High Society," and "Dancing Theatre Party"—Lester Lanin; "My Buddy," "Buddy And Soul" and The Original Soundtrack recording of "Black Orpheus"; "San Remo Festival, 1961," and "San Remo Festival, 1962"; "George Maharis Sings!"; "Portrait In Music" and "Just Turn Me Loose"—George Maharis; "Roy Hamilton's Greatest Hits"; "Limbo Twist"—Tommy Rey and the Caribe Steel

Band; "Adam Wade's Greatest Hits," "One Is A Lonely Number" and "What Kind Of Fool Am I?"—Adam Wade; Bobby Vinton's "Roses Are Red" and "Bobby Vinton Sings The Big Ones"; "Piano, Strings And Moonlight"—Dave Grusin; "Bluegrass Special"—Jim & Jesse and The Virginia Boys; "The Easy Riders"; "Feel Good! Look Great! Exercise Along With Debbie Drake"; "Hello Italy!"—The Ames Brothers; "The Halifax Three"; "The Lonely Bull"—The Arena Brass; "Swing Street"; The Original off-Broadway Cast version of "Anything Goes"; "Midnight In Moscow"—Eddie Condon and The Dixieland All-Stars; "Illinois Jaquet"; "The Midnight Roll"—Herb Ellis and The All-Stars; "Male Choruses From Germany, Volume 1"; "Scottish Dances"—Jimmy Blair and His Scottish Dance Band and "Folk And Drinking Songs From Germany"—Vienna Male Choir and The Hamburg Singing Society.

## Adamson, Kramer Elected To ASCAP's Board Of Review

NEW YORK—Cleffer Harold Adamson and Milton Kramer of Frank Music Corp. were elected to ASCAP's board of review last week. The runners-up in the election were writer Stephen Sondheim and publisher Ernest R. Farmer of Shawnee Press, Inc.

The election of Adamson and Kramer now increases the board of review to four writers and four publishers, in accord with the amendment which was voted by the society's membership last December. The new Board of Review will consist of the following in addition to the two just elected: Leroy Anderson, chairman, Donald Gray, Arthur Israel, Jr., Sam Snetiker, Jule Styne and Virgil Thomson.

## Merit Names Bushey To Sales Dept.

DETROIT—Merit Music Distributors has added Dick Bushey to its sales dept. Bushey, a 10 year disk business vet, joins Merit after a long hitch with Capitol Records as sales manager in the Detroit district. Merit, formed seven months ago, was lucky enough to have been the distrib for the "First Family" LP after being in business for only 3½ months. Current lines include Cadence, Monument, Fabor and Crescendo. Distrib is headed by John Schlee, former Detroit branch manager for Decca, and Gene Silverman, formerly of Decca's promo-publicity dept.

## Many Join L.A. NARAS

HOLLYWOOD — The Los Angeles chapter of NARAS, the disk awards association, has greatly enlarged its membership roster with the following additions: Dorothy Kirsten, Elisabeth Waldo, Sam Cooke, Jules Jacob, Til Dieterle, Allen E. LaVinger, Dean L. Hall and Robert Krupnick. Also joining as voting life member is Paul Tanner. Madelon Baker, president of Audio Arts, Inc., has been added as associate member.

## Nerness New Veep Of RCA Distrib In Chi

NEW YORK—Arthur C. Nerness has been named veep of the Chicago branch of RCA Victor Distributing Corp. Nerness previously served as president of the Atlanta branch, where J. V. C. Harter has been named to succeed him.

## "Christy's" Due For First Major Concert Date

HOLLYWOOD—The New Christy Minstrels, the Columbia label's folk attraction, make their first major concert appearance Mar. 22 at the Santa Monica Civic Auditorium. The 10-strong group, formed by Randy Sparks last Mar., is a regular on the popular Andy Williams TV'er.

## Visiting The Cash Box Family



NEW YORK—Philips' Paul and Paula who are currently holding down the No. 4 position on the Top 100 with "Hey Paula," recently stopped up at the Cash Box editorial offices to chat with the staff. Shown (left to right) are Marty Ostrow, Paul, Dick Zimmerman, Paula, Bob Ettinger, Ira Howard, Mike Martucci and Irv Lichtman.

Cash Box—March 16, 1963

## A Joining Of Forces



NEW YORK—Jackie Wilson (left), who is currently riding "Baby Workout" on Brunswick, is shown above with Mrs. Greenberg, topper of Scepter Records, congratulating newlyweds, M. Harris. Don works as Wilson's road manager, while his wife, of the Shirelles under contract to Mrs. Greenberg's firm.

## Big Int'l Disk Promo For New Tiomkin Pic Score

NEW YORK—A strong & novel international disk promotion campaign is being launched for the Dimitri Tiomkin music for the Samuel Bronston production "55 Days At Peking," Harry Richmond, vice president of Samuel Bronston Music, Inc., has announced.

The world-wide campaign will include the release of a soundtrack album and two single records. All will be on the Columbia Records label in this country and Canada, while the overseas markets will be covered by Columbia's CBS Records. The campaign will coincide with release of the film, which has its world premiere set for May 6 in London. The second opening of the picture will be in Paris on May 8 with other Continental dates following. United States engagements are planned to follow.

A key part of the international campaign will be the recording of the "Peking Theme (So Little Time)" by Andy Williams in five different languages. Williams will record the theme in English, Spanish, German, French, and Italian for distribution in markets where those languages are used. At the same time the Tiomkin Soundtrack Album will be issued as well as the title song, with The Brothers Four singing the lyrics on a single disk.

Tiomkin is now in London supervising the recording of much of the background music. The London sessions, at Denham Studios, include working with three groups; the famous Band of the Coldstream Guards playing martial airs and various national anthems; a group utilizing oriental instruments and balalaikas, and the Symphonia Orchestra of London.

Starring Charlton Heston, Ava Gardner, and David Niven, "55 Days At Peking" was directed by Nicholas Ray from an original screenplay by Philip Yordan and Bernard Gordon.

## UTM Ltd. Inks Anita Bryant To Rep Pact

NEW YORK — Columbia Records' thrush Anita Bryant has inked a rep pact with UTM Artists, Ltd., according to E. O. Stacy of the firm's Chicago office. Her latest waxing is "Our Winter Love," a vocal version of the current instrumental click by Bill Purcell, also on Columbia.

## Del-Fi Inks 3 Teeners From

NEW YORK—Del-Fi dipped into TV's teen once more. Three promising Bobby Crawford Johnny ("Rifeman") star on the label, has The others are Lori tional Velvet" and T "My Three Sons." I is set to cut his first while Lori Martin has her Del-Fi career with Home of the Boy I L "Til Monday" (an L April). Label prey to cut the initial Con two weeks.

## Cortland Inks Teen Combo

CHICAGO—An east-tal crew, The Terri latest talent attracti Records, according t exec veep, this city date for the label i also reported that heard on a subsid had embarked on a p new single, "Marione tation." Group has "The Legends Let Lo

## Breaking In Al



You Be So Barbara

Jamie 1

Jamie / Guyden Philadelphia



ADA

## UA Jazz Line Adds Wein, As Producer, Staton, McGhee

NEW YORK—United Artists Records has given its new UA Jazz Series an additional push with the inkings of George Wein as an exclusive producer for the line and Dakota Staton and Howard McGhee to its talent roster.

Both artists will be recorded by Wein immediately upon the latter's return from a current European trip. Dakota Staton joins UA after a long stay at Capitol Records, where she first achieved disk prominence.

Wein, who initiated the famed Newport Jazz Festival, and has been associated with succeeding festivals, formerly operated his own label, Storyville Records, and also operated the Storyville Jazz nitery in Boston. He is also known as a jazz pianist and frequently records as an artist in the jazz area.

### Mad Promo



NEW YORK—Mad's Alfred E. Neuman is keeping busy these days plugging his latest Bigtop single, "Don't Put Onions On Your Hamburgers" from his latest album, "Fink Along With Mad." Label promo man, Sal Licata, recently escorted Neuman around Gotham's radio stations promoting the disk. Standing (left to right) in the top pic are Licata, Frank Costa and Joe Bogart at WMCA. Licata is pictured with WINS' Julie Ross in the second shot. WABC's Charlie Greer gets the full treatment in the third photo. Rocky Graziano is shown taking a bite of a giant hamburger in the bottom pic.

### HOT R&B DECKS!!

**"I'M  
EVIL"**

**LIGHTNIN' SLIM**

Excello 2228

**"I'M A  
KING BEE"**

**JIMMY ANDERSON**

Excello 2227

**NASHBORO RECORD COMPANY**

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

In addition to cutting jazz artists under contract to UA, Wein will cut a special album for the label at the Newport Jazz Festival this summer.

The production arrangement with Wein, it was noted, is in line with a new move in the jazz area to utilize musicians as producers.

### Dana Doing More Batoning

BEVERLY HILLS—Bill Dana—Jose Jimenez aside—is going to baton yet another long-hair ork. He will be guest conductor of the Seattle Symphony Orchestra on Sat., Mar. 30, marking his third such stint. Last year, he conducted the Indianapolis and Santa Barbara orks. His latest concert will raise money for the orchestra's sustaining fund. The 3,100-seat Seattle Opera House has been sold out for the occasion.

### Shayne Brings Kert To Talent Stable

NEW YORK—Personal manager Mel Shayne has inked Larry Kert, the original "Tony" of "West Side Story" to his roster of clients. Kert is currently in the national company of "I Can Get It for You Wholesale." Other Shayne artists include Johnny Tillotson, Paul Hampton, clemmer-arranger Larry Wilcox, The DeJohn Sisters and others.

### Puerto Rican Distrib Moves

BAYAMON, P. R.—Tony Rivera's Fortaleza Record Distributors, Inc. has moved its quarters in this Puerto Rican city to D-120 Batavia St., Forest Views. Firm's key lines are Reprise, Audio Fidelity and Time.

### Crown Album Corp. Moves In Philly

PHILADELPHIA—Crown Album Co., album jacket printers, has moved to a larger and more modern plant at 2923-25 No. Broad St., this city. It was noted that warehousing facilities will remain at the former plant, at 1217-41 Carpenter St. Employment will be increased to 125, and sharp increase in production is expected due to specially designed equipment, the firm noted.

### Just For The Record

NEW YORK—Here's news that was unofficially known less than a week after the release of Vaughn Meader's "First Family" LP on Cadence Records; The RIAA has awarded its certified sales award, for the sale of more than \$1 million of the LP, to Meader.

### Impulse! Bows Consumer Catalog

NEW YORK—Impulse! Records, jazz subsid of ABC-Paramount, has just issued its first four-color consumer catalog. Four page pamphlet lists all 33 items in the Impulse! catalog with the contents of each LP and a miniature color photo of the album. Two of the label's 33 albums are folk entries.

## Epic Markets 7 LP's For Mar.

NEW YORK—Epic Records is offering seven new albums this month. Two sets were announced earlier this month: "Showpieces for the Virtuoso Orchestra," a sampler LP with the Cleveland Orchestra, and "The Twelve Greatest Hits: San Remo Festival 1963."

The other sets include: "King of the Blues Trombone: Jack Teagarden" a 3-LP set with 48 selections with the artist including such musicians as Benny Goodman, Jimmy McPartland, Pee Wee Russell, Fats Waller, Charlie Spivak, Gene Krupa, Frankie Trumbauer and Jimmy Dorsey (sides were cut on the Harmony, Perfect, Okeh, Pathe, Brunswick & Columbia labels from 1928-40);

"Great Golden Grooves," various artists including Screamin' Jay Hawkins, Roy Hamilton, Lillian Briggs, The De John Sisters and Tony Orlando, "The Piano Brilliance of Joe Harnell," featuring the pianist who clicked on the Kapp label with "Fly Me to the Moon."

Two international sets are: "Songs from the Garden of Allah," with Yaffa Yarkoni singing songs of Turkey, Greece, Armenia, Morocco and her native Israel (backing is by the Trio Bel Canto under the direction of George Stratis) and "A Treasury of German Songs," 43 selections performed by the Die Fidelen Maikafer singing group.

### Ermine Set New Legends' Single, LP

CHICAGO—Ermine Records, this city, is preparing a new single and LP by The Legends. Single is tagged "Marionette" and "Temptation," while the LP goes under the heading of "The Legends Let Loose." Diskery will also issue a single by Johnny Cooper called "Flame of Love," a follow-up to a noise-maker for the performer, "Bonnie Do." Ermine is a subsid of Cortland Records.

### Talent Firm Opens West Coast Offices

NEW YORK—The opening of a West Coast branch of Gerard W. Purcell Associates was announced last week by talent manager Gerard W. Purcell. The new office is located at 6269 Selma Avenue, Hollywood, under the direction of John Camacho, former A&R man for RCA Victor.

Purcell, whose home office is Manhattan-based, manages such attractions as Monique Van Vooren, Al Hirt, Gretchen Wyler, as well as folk performers The Clancy Brothers and Tommy Makem, Oscar Brand, other diverse talent.

### Smash Picks Up Master

CHICAGO—Shelby Singleton has arranged the purchase of a master, "I'm Movin' On" by Matt Lucas on the Renay label, scheduled for rush release by Smash Records.

Singleton heard the disk, reportedly making noise in Memphis and Nashville, at 2 a. m. in a Nashville studio, and was so excited that he placed a long distance call to Charlie Fach, Smash label topper in Chicago, to firm up the deal.

### Dorati Gets Gold Deck



NEW YORK—Demonstrating his solid sales attraction in the long-hair field, maestro Antal Dorati (left) recently received his second gold disc from Mercury Records to salute the sale of more than 1½ million copies of classical disks he has batoned. Disk was presented to Dorati by Mercury prexy Irving Green at a special reception in the Savoy-Hilton here. Dorati previously received a gold disk from the RIAA based on more than \$1 million sales of his "1812 Overture."

### Dean Elliott To Score Fick

LOS ANGELES—Composer-band-leader Dean Elliott has been signed by producer Mark Lipsky to score the background music for the forthcoming Benchmark film, "School For Stripppers," and to clef two original tunes. Elliott's latest Capitol release is "Zounds! What Sounds!"

## Gettin' Into The Promo Act



SAN FRANCISCO—Actor-chatter James Darren, who is currently riding the charts with "Pin A Medal On Joey," recently visited Mainline Distributors, this city, to help promote Colpix' two new "Diamond Head" albums. Earl Wolfe and Abe Kesh of Mainline are pictured with Darren.



## Brothers Two



HOLLYWOOD—Dorsey (left) and Johnny Burnett listen to their first debut recording for Reprise Records, "It Don't Take Much" and "Hey, Sue," following agreement between Reprise (for whom Johnny records) and Chancellor Records (for whom Dorsey records).

## Colpix Signs Donna Fuller

NEW YORK—Donna Fuller, who'll be appearing in an upcoming Don Costa-Ben Hecht-Burgess Meredith musical, has joined the talent fold of Colpix Records.

A professional performer since the age of 5, the lark's first outing for the label is a singles effort, "Goodbye Lover, Hello Friend" and "The Only One." She has played club dates coast-to-coast and in Honolulu.

Indie producer Don Costa is credited with discovering the performer's disk potential.

## Larry Graburn Names Ad Rep

HOLLYWOOD—Carolyn Meibohn has joined Larry Graburn Advertising as a special rep in the field of disk artists, flick and producers advertisements. She previously served four years with Family Films, flick & TV producers. Firm's art dept. has produced album covers for the Buena Vista, Disneyland and Coliseum labels and other indies.

## Like Old Times



BALTIMORE—Johnnie Ray (right) talks over old times with Buddy Deane of WJZ-TV here during a recent promotion tour by the chanter for his current Decca release of "After My Laughter Came Tears."

## Schory To WM

NEW YORK—Dick Schory, the inventive maestro on the RCA Victor label, has switched talent firms, moving from Columbia Artists Management to the William Morris Agency. The maestro, who has an LP in Victor's new Dynagroove process, leads his Percussion Pops Orchestra on the concert trail as well as on disks. Ork features an offbeat collection of percussion instruments.

## Middleton Label Formed In N.Y.

NEW YORK—Middleton Records is a new indie label at 1576 Broadway, this city. Diskery has just cut an LP by concert pianist Philippa Schuyler, who will be touring Europe in April. Signed to the firm have been the Jive Bombers, the instrumental team which clicked some years ago with "Bad Boy" and the Eddie Dee vocal-instrumental outfit.

## Rosemary Clooney P.A.'s

NEW YORK—Rosemary Clooney, recently pacted to Reprise Records, will soon embark on a coast to coast personal appearance tour that will include niteries, TV guest shots and one night stints. The lark's first Reprise single is "I Will Follow You" b/w "The Rose and the Butterfly."

## Faith, Hope & New Label For Deck

NEW YORK—"You can't hold a good record down, even if you have to label hop to prove it" might well be an epigram held by Sid Mills, head of Diana Music, a Mills Music affiliate.

Back in 1959, Mills produced a deck—for his Diana label—called "The Op Song" and "The Dreamy Dolls of Duesseldorf" with Jack Kelley & The Op Birds. Both tunes were published by Diana Music.

Soon after its release, Mills made a deal for the master to be released on the Astra label. John Cevetelo of Cevetone recently acquired the master from Astra and released it once more, this time with Jack Kelley becoming Jimmy Kelley.

The disk came to the attention of execs at Epic Records, including Lou Levy, sales head, and Bob Morgan, A&R producer. Also in on the deck's behalf was Dave Kapralik, eastern A&R director for the Columbia and Epic labels. The result: the disk now appears on its fourth label, Epic, and all concerned hope, naturally, that it will be a chart item under the Epic banner.

Mills is familiar with perseverance as regards material and/or disks. His favorite example in this area is the case of "Hey, Mr. Banjo," a Mills copyright. It had been turned down left-and-right by disk execs until Mills got Dave Kapp, who had just formed (in 1955) Kapp Records, to hear it. Tune, originally cut by the Sunnysiders, became Kapp's first big singles hit.

## Name Revere Tape Cartridge Sales Head

ST. PAUL—A. G. Conley has been appointed to the newly-created post of sales manager for Revere tape cartridge systems.

D. H. Boyd, tape cartridge project manager for 3M's Revere Camera Company subsidiary, said Conley will be responsible for organizing a specialized sales force and establishing a dealer organization for the recently-announced home music system that provides up to 15 hours of continuous stereo music.

Conley has held a variety of sales and administrative posts during his 10 years with 3M. For the past six years, he has been associated with the firm's Thermo-Fax Sales Incorporated, where most recently he served as manager of the St. Paul sales office.

In his new assignment, he will headquarter in St. Paul and report directly to Boyd.

## John Tishman Buys West Coast Label

HOLLYWOOD—John L. Tishman, of the Tishman realty family, recently purchased Royalty Records and its subsidi. Re-organization of the label's staff has been turned over to the Vito Gazzi producing firm, with Scott Johnson as A&R head and Dal La Roc heading management and promotions. Gazzi is operating out of 1717 North Vine St. in Hollywood. Diskery's first outing under the Tishman deal is "A Man Should Never Cry" by Bill Jones.

## Capitol Ups Conniff To Export Sales Head

HOLLYWOOD—Robert C. Conniff has been promoted to export sales manager in the international division of Capitol Records. He succeeds Julius Varady, who has resigned due to ill health.

Conniff, who was most recently manufacturing superintendent of Capitol's main plant at Scranton, Pa., will report directly to Gordon R. Fraser, director of the international division.

A native of the Scranton area, Conniff joined CRI in 1954 at Scranton. He gained his initial knowledge of Capitol's international operations through the export department of the Scranton plant. Later he was promoted to manager of the department. He will make his headquarters in New York.

## CRDC Names Vail Eastern Credit Mgr.

HOLLYWOOD—Russell Vail has been promoted to manager of the Eastern district credit office of Capitol Records Distributing Corp., it was announced last week by Howard Decker, national credit manager.

He succeeds Jack Perkins, who was promoted to sales manager of CRDC's Cincinnati branch last Nov.

Vail joined CRDC as an assistant regional credit manager in May of 1955 and was later promoted to a regional credit manager.

Decker also announced the appointment of Almer Hemans Jr. as a regional credit manager, headquartered in the CRDC Scranton office. Hemans was formerly with Pittsburgh Glass Co., Pittsburgh, Pa.

## Blame His Name On The Bossa Nova

NEW YORK—Assob Avon spelled backwards is Bossa Nova. It is also the name of a "new" Columbia Records' songster, better known as Al Kasha, the pop A&R director at the label. He appears on a singles outing tagged "My Great Grandfather on My Mother's Side" and "Assob Avon." Among Kasha's recent click A&R chores are Steve Lawrence's "Go Away Little Girl" and Eydie Gorme's "Blame It on the Bossa Nova."

## On The Route To Being A Hit

**BOB LUMAN'S** HICKORY 1201

**"INTERSTATE FORTY"**

## A Command - ing Display



PALM BEACH, FLA.—The Music Manor record store, this city, recently arranged for the above eye-catching window display of various Command albums.

**LITTLE BAND OF GOLD**

**James Gilreath**

Joy 274

**JOY RECORDS** 1619 Broadway New York 19, N.Y.

# Speakers Suggest Working Together To Solve Problems

(Continued from page 7)  
niques which have been accepted by the entire trade and which the racks developed, such as poly-bagging, etc. He pointed to the fact that the jobbers have been responsible for the sale of more product than was possible five to ten years ago and concluded with a request that manufacturers help jobbers solve their increasing number of problems.

JULES MALAMUD

NARM executive secretary, Jules Malamud, called for a coordinated effort on the part of all phases of the record industry which would introduce programs designed to benefit all. He called for a union of all trade associations, NARM, SORD, ARMADA and others whereby an industry council could be effected that could fight for 1) a reduction in the freight rate which is today unjust in the record industry since record freight is very compact and not fragile as it was in the 78 rpm days and is, because of these facts plus the great weight per square foot, the most desirable type of cargo. He pointed to the National Motor Freight Assn. as an example of a group which did effect a rate change.

2) Such a union could also strive to introduce a National Record Month each year. Such a program would help promote the sale of everyone's records and could be furthered via the TV shows of record personalities on video. He also suggested a possible consumer poll of favorite artists.

3) Another project which this union could further could be a promotion suggesting records to the public as gift items—for birthdays, anniversaries, mother's day, etc.

Malamud asked for the creation of an industry council that could financially benefit all.

WILLIAM G. WILKINS

William G. Wilkins, CPA and a Columbia financial consultant suggested that the Key To 1963 (theme of the convention) "could be answered in the broad areas of finance and distribution."

"Distribution, as I see it, is the major area requiring immediate attention. Today's concept of merchandising, as it is reflected in the high-volume, multi-product retail outlets has caused a change in distribution concepts, a change which the record industry must acknowledge, must accept and must use to the best business advantages.

"The new concept of merchandising which has come to our industry, as it has come to most of the other con-

sumer-goods industries, has made it necessary for traditional distribution patterns and discount structures to be revised. Perhaps the one obstacle for the record industry as a whole to overcome, is one of definition in the area of distribution. The record manufacturers and distributors must agree, it seems to me, that the rack merchandisers are in a sense wholesalers, providing not only traditional wholesale services to retail stores, but in addition, highly specialized services which no other wholesale arm of the record industry provides." The preceding paragraph was referred to by many jobbers during the panel discussions when they were asking for distributor prices.

Wilkins placed special emphasis on the various record company "merchandising plans that carry discount incentives, dating and so on—the so-called Fall plans, restocking plans, etc.," as one phase of distribution "which in my opinion, has created most of the problems we face today. It seems to me that these merchandising ideas have already served the purpose for which they were originally intended."

In the area of capitalization, Wilkins said, "Probably the most important tool that a business man must have is financing. You must have adequate working capital to operate within the framework of your volume."

(Throughout the panel discussions manufacturers repeatedly touched on the subject of most rack-jobbers' undercapitalization, making them too often poor credit risks—something, the manufacturers said, most of their distributors were not.)

Wilkins suggested that rack jobbers analyze their businesses more efficiently. Jobbers should try to forecast their business, devise inventory control, figure inventory turnover in relation to invested capital, etc. The jobber needs a more systematic approach to assist him in establishing strong banking relations. The jobber must know what his costs are. He must analyze the cost of polybagging, maintaining equipment, purchasing and direct labor.

"You will probably say, 'How in the world can we forecast or budget in the record business?' It can be done, it is vitally essential and it is not necessarily a crystal projection."

IRA L. MOSS

Ira L. Moss of the Ambassador Record Corporation, a label strong in budget prices goods, expressed the hope for an end to the profit squeeze and compared the record business to the book industry—an industry which not too long ago was confronted with a great deal of instability and mass confusion but which has in recent years stabilized itself into a profit-making industry.

In delving into what he considered an ominous industry situation, he said,

"I am not talking about the everyday problems that every businessman must face. I am referring to the general climate of the record industry. The fact that a retail dealer cannot safely put a retail price on his merchandise. The fact that the consumer has lost complete ability to understand record values and has lost faith in his local retailer as a responsible source for his record wants. The fact that following a peak record selling season, rack merchandisers are unable to pay their bills and manufacturers have bankrupted themselves. The fact that when record people meet they ask in wonder 'What can happen next?'"

"I am speaking about the fact that the general situation is curtailing our economic growth and forcing the industry to contract at a time when we should be expanding to two to three times our present volume, and be facing the future with a healthy record economy and financial strength."

"For the past few years, the need for promotional goods on the racks has greatly re-expanded, and in terms of profits for the rack merchandisers and the retailers, the promotional lines have been carrying the ball. We carry tremendous credit loads for the racks, supply proven promotions, guarantee our merchandise, even put it in poly bags without extra cost. But we are abused, for rack merchandisers have selected retail price levels which they expect us to accommodate. They want more and more extras disregarding our ability to supply them and profit from our business. And now discounting of budget goods is the final blow which is going to destroy the last frontier of profit in the hands of the dealers and carry with them the rack merchandisers and budget records manufacturers in a whirlpool of financial problems."

"To thousands of retailers throughout the country, records are a dirty word. They imply a headache product with a multitude of problems, a lack of profits and an unsavory group of suppliers. A major chain buyer recently advised me that he was going to be forced to cut down the size of the record effort in over 1000 stores because the 20% gross was bleeding company profits. A major auto supply chain discontinued its record department this year. NARM members have lost countless supermarkets in the past few years. Other major chains are revolutionizing record buying and weakening historical record distribution patterns by establishing national buying practices and their own company warehouses. We have blocked ourselves out of thousands of potentially strong outlets and are critically weakening the ones we have."

"At best, records have become a necessary evil that can be cast aside at the whim of any profit minded store executive favoring profits over volume. We ourselves have diminished the importance of our own product and the accounts we lose are not lost to a single supplier but to the entire industry."

"The conditions that have created this atmosphere are very real. We all share in the responsibility for creating them and we must all share in the responsibility of resolving them."

"Let me relate to you some comparisons between our industry and the book field."

"The book industry offers many comparisons, they have a larger volume of sales, they have bound books retailing from \$3.95 to \$6.95 featuring original releases. They have book clubs and they have mass market paperback books not unlike our promotional records."

"To indicate some volume comparisons, a bound book in the best selling category reaches a sale of 70-80,000 copies. 'Gone With The Wind,' an all time great sold five million copies in the eighteen years from 1939 to 1955. A successful paperback book sells between 100-200,000 copies. What piddling figures compared to our sales rates."

"The paperback industry which sells on impulse and cover art, employs the services of eight hundred franchised distributors throughout the country servicing 110,000 retail accounts of all types and achieving a volume that is staggering and climbing by leaps and bounds. The volume has more than doubled in the past five years and is now at a peak sales rate of one million three hundred thousand books each and every day of the week."

"This market has been created because it has been stabilized, and dealers are comfortable about profits and general discounting. It has been created simultaneously with a steady increase in retail prices, an increase which gave to manufacturers, wholesalers and retailers an increase in operating profit margins. Three short years ago, pocketbooks sold at 25¢ retail. Today, the minimum price is 35¢, the average price, 60¢ and individual books go over \$2.00."

## Col's Jan.-Feb. Singles Sales Up 187% Over '62 Period

SAN FRANCISCO — Columbia's single sales for the two months of Jan. and Feb. of 1963 exceeded the same period of 1962 by a total of 187%.

Announcement of this figure was made by Mort Hoffman, Columbia's national sales manager, and Bob Thompson, national promotion manager of singles and pop albums.

Indicative of this gain are the Columbia records currently on the Cash Box Top 100, including 3 in the top 10, 5 in the top 20 and 6 in the top 40.

The disks include: "Ruby Baby" (Dion), "Blame It On The Bossa Nova" (Eydie Gorme), "What Will My Mary Say" (Johnny Mathis), all in the top 10, "Our Winter Love" (Bill Pursell) at #15; "I Wanna Be Around" (Tony Bennett) at #20; and "I Can't Get Used To Losing You" (Andy Williams) at number 36 in just three weeks.

The company also has Steve Lawrence's "Don't Be Afraid, Little Darlin'" in #47 in its second week on the charts and the long running "Go Away, Little Girl" by Lawrence completing the picture.

The increase is compared with 1962's Jan. and Feb. when Columbia had four hot Jimmy Dean titles riding high: "Big Bad John," "Sleeping Beauty"/Cajun Queen, and "P. T. 109."

An interesting side note of this tremendous increase is the fact that the eight records accounting for the gain were produced by four different A & R men: the Dion and Andy Williams disks by Bob Mersey; the Eydie Gorme and two Steve Lawrence hits by Al Kasha; the Johnny Mathis and Tony Bennett hits by Ernie Altschuler; and the Bill Pursell instrumental by Don Law and Frank Jones.

"The key to this expansion has been the climate of fair return for your efforts—a knowledge of responsible resources, the ability of the entrepreneur to create better merchandise and offer better sales aids. A strong fact to be considered in the paperback book revolution, is the entrance of the FTC in book affairs at about the same time that things started to move. The book industry also had its share of wheelers and dealers, but a great many companies found themselves under injunctions and many drastic stabilizing changes were made in prices and policies. Remember the paperback book industry is also our competition fighting with us for space in the stores. They offer profits and merchandising stability. Is it a fair fight or have we stacked the cards against ourselves."

"We must be mature enough to cope with our own problems, and to understand the importance of orderly, profitable business. We should be able to appreciate the fact that we have barely touched the surface in mass exposure and marketing. We must understand that, to get maximum coverage requires selected merchandise for selected outlets. We must appreciate that profit and money are the vehicles on which we all thrive and grow. A lot of the damage that has been done will take years to rectify. And today is none too soon to start."

"We ought to be smart enough to handle ourselves without government intervention. We have built this industry. How can we continue to destroy it? We must, each in our own way, do everything we can to make certain we are creating profits for ourselves, our customers and our industry."

"With profits the future will build itself and the day of million sellers will be a thing of the past. Five million is our new goal with breadth of catalog and bigger distribution . . . but we can only accomplish this in an atmosphere of good orderly profitable business."

**ON THE CHARTS!**  
**"RAINBOW"**  
by  
**GENE CHANDLER**  
Vee Jay 468  
 1449 S. MICHIGAN AVE.  
CHICAGO 16, ILL.

**Smash Follow-Up To Somewhere**  
**THE ESCORTS**  
featuring  
**"GOLDIE"**  
sing  
**ONE HAND, ONE HEART**  
CORAL 62349

# Panel Discussions

(Continued from page 7)

very first question:

Who will pick up where the rack jobber has pulled out of a smaller supermarket, because location was not very profitable?

Ed Mason: Other smaller jobbers will replace them.

Mike Maitland: Why pull out from the small stores in the first place?

Ed Snider: Because of the tight profit squeeze. Everybody must make a profit in each location.

Dave Miller: Smaller jobbers are taking over where bigger ones have pulled out.

Art Talmadge: Something must be done! Serious consideration must be given to the smaller outlets who were responsible for starting the rack operation.

Ed Snider: We can work with larger locations. Today it is impossible to service a small location at a discount. You must make the jobber a wholesale distributor.

From that point on the discussion remained on the subject of whether a jobber deserved dual distribution.

Art Talmadge suggested that distributors have gone into the rack jobbing business because they fear the rack jobber functioning in his territory. Maybe they have no right to do it, but they're groping for an answer, too. All is not peaches and cream for the distrib. Don Belzer felt that if manufacturers are going to live with this evolution within the record business, they must be more realistic and help the jobber compete via equal price privilege. Dave Miller felt that the distrib becoming a jobber was a healthy sign, since distrib were more qualified record men than jobbers. A distributor promotes his manufacturer's product to dee jays, etc. Racks don't even listen to the records they're selling. Ed Mason: We're not trying to get rid of distrib. But the day of dual distribution is here. The rack must be considered a distributor.

Al Bennett stated that the distributor does not have much of a price advantage over jobber. And not so many distrib are going into racking as was the case last year. Ed Snider argued for equality. Distrib who are going into jobbing load up their racks with lines they carry and have a 5 to 10% price advantage over us. We perform a service distrib do not. We're in PX's, supermarkets, variety stores. Many racks are buying at the same prices as retailers.

Capitol's Stan Gortikov, from the floor, suggested that the industry is today a maze of hybrids. There are all different kinds of distributors, some with 6 lines and others with sixty. Some racks are also retailers. There is no evidence that makes it crystal clear that all rack jobbers should be considered distrib.

Charles Schlang (Mershaw—Rack Jobber) saw a big distrib advantage for the distrib who handles a line with a hot new LP and is also a rack jobber. He gets first delivery on the LP, and when there is not enough merchandise around will service his accounts first leaving other rack jobbers waiting till stock catches up with demand. Schlang also intimated that distrib's dee jay copies on a new release may not reach the jockeys but may be sold. The rack jobber does quantity on budget product, the distributor does not.

Dave Miller: If the jobber wants dual distribution, he must be financially able to perform the same function. And most are not.

Irwin Steinberg (Mercury V. P.): If you want an equal opportunity with the distributor are you willing to operate on a 10% return privilege and service the nation's 10,000 d.j.'s with records on all new releases. Will you promote? Ed Mason stated that the racks were stable. That there were no bankruptcies in the past year among racks. Jobbers have promo men. They have ad agencies too which distrib do not.

Throughout the entire discussion, it was noted, that hardly a single reference was made to a record retailer.

Ed Snider asked that manufacturers give distrib on override on drop shipments to racks. Also give jobbers information on discount deals.

Another question asked was: What was the effect of budget merchandise purporting to be big name product but in essence is old cuts and inferior product. Will this hurt future sales?

Talmadge: Such product should be refused by the rack. Edgerton: I have no feeling or sympathy for the consumer who buys inferior product only for price. But there is much good budget product. Talmadge: It is definitely the function of the jobber to screen product. One of the industry's biggest offenses is the use of deceiving product.

But soon the subject was again price. Irwin Steinberg made Mercury's position clear. Record companies must experiment with new artists. The manufacturer does this with his distributor. He can't do this with the jobber, jobbers won't buy unknowns. The rack wants the same price as the distributor when he doesn't and can't perform the same function. Well he doesn't deserve it.

Bob Summers of Warner Bros. furthered this point when he told of his attempt to interest jobbers at last year's NARM meet in handling the then unknown Peter Paul and Mary first LP. No one even wanted to listen to it. Rack jobbers didn't make Peter, Paul and Mary. My promotion men did.

Ed Mason: We will help you promote. We will augment our operations so we can help one-another.

Chas. Schlang: If the manufacturer does everything, promotion, etc., what the heck does the distributor do. Does the promo man for the distributor who has 100 lines convince dee jays to play 18 new singles issued on a week and 40 new albums. The manufacturer does this not the distributor.

Ed Snider: The trouble with manufacturers is that they are unwilling to investigate actual facts about rack jobbers.

Dave Miller summed things up with: The manufacturer knows the rack jobber is here to stay. He is aware of his big potential but he fears jobbers because of their credit status.

An announcement that lunch was being served ended a discussion that obviously could have gone on into the wee hours of the night and it all started at 9 AM Monday.

## TUESDAY

The discussion picked up where it left the noon before. Only the names were changed. Tuesday's panel had Columbia's Bill Gallagher Gortikov (Capitol) Cy Leslie (Pickwick) and Irwin Steinberg (Mercury) representing the manufacturers and rack jobbers Don Ayers (Record Wholesalers), George Berry (Modern Record Service), John Billinis (Utah Sundries) and Cecil Steen (Record-wagon, Inc.)

The fireworks started immediately when the initial question dealing with the feasibility of a distrib override on direct to rack sales was answered by Cecil Steen who read a printed NARM resolution. The resolution which in essence suggested that where a distrib is not performing the jobbers' functions, a jobber has the right to function as a distributor.

The prepared jobber resolution telling manufacturers what they should do immediately started things buzzing.

Stan Gortikov: If the jobber agrees that the distributor is to exist too, and he seems to feel that way, how is the distributor going to make a profit if we take \$102,000,000 business away from him. It's not feasible. Why don't you jobbers devote your energy to being a merchandiser. This is not an ARMADA meeting.

Bill Gallagher: In telling us to give our distributors an over ride, it is being presumptuous of you. Don't tell us we should spread our profits and don't tell us how to run our business.

Irwin Steinberg told about a credit insurance firm which Mercury had investigated a list of a few hundred rack jobbers. The insurance company came back with a report that only six of the total number of jobbers (including all of the NARM mem-

bers) rated insurance of \$25,000. And the insurance company backed away from the whole idea.

Cecil Steen: Didn't Mercury start with a small amount of capital when it was formed?

Steinberg: But when we needed more money, we didn't hold up our suppliers for it. I was talking to a jobber in my booth in the exhibition hall yesterday and asked him why he deferred payment rather than borrow money. To which the jobber answered: Why not? It's much cheaper that way.

Gortikov: You say jobbers can do better than distributors or dealers. Maybe you're incapable of performing the distributors' job. You're asking us to back up that claim.

Cy Leslie asked for an industry superforce that could establish a workable code to the satisfaction of manufacturers and all other interested parties whereby every one could make a profit.

## NARM Atty. Advises FTC That Trade Practices Conf. Unnecessary At This Time

SAN FRANCISCO—At a special trade press conference held during the NARM meet, a reporter questioned whether NARM would act on a suggestion that a "supreme body" be established within the industry which would unite members of all trade organizations in an effort to iron out mutual problems.

In answer to the question, Cecil Steen, NARM's new president, stated that he felt a meeting of heads of the various trade organizations could only serve to benefit the industry. We should strive to settle our trade difficulties independent of outside arbitration.

He also stated, along these lines, that NARM attorney, Earl M. Foreman had contacted the Federal Trade Commission that he thought a Trade Practices Conference at this time would be unnecessary.

## List NARM Award Winners

SAN FRANCISCO—Here's the list of winners in the 13 categories for NARM awards, presentations of which were made at the awards banquet last Thurs. (7): Best Selling Hit Single Record: "I Can't Stop Loving You" by Ray Charles (ABC-Par); Best Selling Mono LP: (Other Than "First Family"): "My Son, The Folk Singer" by Allen Sherman (WB); Best Selling Stereo LP: "West Side Story," soundtrack (Columbia); Best Selling Male Vocalist: Elvis Presley (Victor); Best Selling Female Vocalist: Brenda Lee (Decca); Most Promising Male Vocalist: Robert Goulet (Columbia); Most Promising Female Vocalist: (tie) Dee-Dee Sharp (Cameo) & Mary Wells (Motown); Best Selling Vocal Group: The Kingston Trio (Capitol) and Peter, Paul & Mary (WB); Best Selling Comedy Recording Artist (other than Vaughn Meader): Rusty Warren (Jubilee); Best Selling Children's Line: Golden; Best Selling Orchestra: Billy Vaughn (Dot); Best Selling Economy Price Product (under \$1 retail): Pickwick International; Best Selling Economy Price Product (over \$1 retail): Camden.

It was previously announced that special awards had been created for Vaughn Meader as "the best selling comedy artist of all-time" via the racks, and to Cadence Records for having the best-selling mono LP of all-time, Meader's "First Family."

In other presentations, George Berry, the New Orleans rack-jobber, received a Presidential award for his contributions to NARM; and other awards were presented to Al Cahn for his Cameo/Parkway rack-jobber program instituted earlier this year (Cahn is now with Kapp) and Col. Tom Parker for successfully guiding the career of Elvis Presley.

## THE RESOLUTION

(Continued from page 7)  
passed on to the record retail outlet, and  
Whereas, the service functions of the service distributor are therefore that of a wholesaler operating at the distributor level, and  
Whereas, the functions performed by

the service distributor are essential and necessary to the entire record industry, and result in the product of the industry being made available to the retailer in the best and most dynamic manner presently known, Now Therefore, be it resolved, that the Regular members of the National Association of Record Merchandisers hereby re-affirm and re-endorse the proposition that the service distributor is a wholesale distributor of phonograph records and that as a consequence thereof, he is entitled to have the following program be forthwith initiated and immediately implemented:

1. That the service distributor purchase product at the same price structure established for the other segments of the distributive level of the record industry.

2. That in connection therewith, the manufacturer grant its regular distributor operating within the service distributor's area, an override upon the purchases made by the service distributor, in recognition of the specialized functions performed by the regular distributor as the manufacturer's representative.

3. That the service distributor be entitled to a cumulative rate of return on all LP's and singles.

4. That to implement the above program, the manufacturer and service distributor enter into a contractual relationship which shall make provision for the following:

(a) Advertising policy.  
(b) Periodic meetings between the manufacturer and its recognized service distributor.

(c) Provision for credit extension to be made either directly by the company or the company's prime distributor.

(d) Drop shipments.  
(e) Direct notification by manufacturer to its service distributors of the manufacturer's price, credit, and freight allowance policies.

(f) Direct notification by manufacturer to service distributor of proposed "cut-outs".

(g) Accounting and notification procedure whereby manufacturer would have information relating to quantity of purchases and quantity of returns made by service distributors.

(h) Equitable adjustment to service distributors in the event that manufacturers reduce record list price after sale of same has commenced.

The program above described to be made available to all service distributors whether they are members of NARM or not. Further, the program can only be made available to service distributors whom manufacturers consider to be a legitimate, bona fide service distributor (formerly known as rack jobbers).

**Instant Smash—  
All Over The Country  
"OUR SONGS  
OF LOVE"  
THE LOVE NOTES  
WILSHIRE W200  
Natl. Dist. By  
JAY-GEE RECORD CO., INC.  
318 W. 48th St., N.Y. 36, N.Y.**

**A Smash!  
"LITTLE  
EVA"  
by  
The Locomotions  
Gone 5142  
Division of:  
ROULETTE RECORDS**

**NARM Study** (Continued from page 7)

**TOTAL NUMBER OF RETAIL OUTLETS SERVICED BY NARM MEMBERS:**

Retail Outlet	Number and Type of Outlets Serviced by NARM Members	Total Number	% of Total Number
Supermarkets	9067	9067	37.7%
Variety Stores	7939	7939	32.9%
Drug Stores	4879	4879	20.3%
Department Stores (regular and discount)	1524	1524	6.3%
Service PX's	327	327	1.4%
Phonograph equipment stores	92	92	.4%
Miscellaneous	235	235	1.0%
<b>Total</b>	<b>24,063</b>	<b>24,063</b>	<b>100.0%</b>

**COMPARISON, 1961 AND 1962 RETAIL OUTLETS SERVICED BY NARM**

	1962	1961	Change (+ or -)
Total Number of Retail Outlets Serviced	24,063	18,500	+ 5563
Supermarkets	9,067	7,881	+ 1186
Variety Stores	7,939	4,755	+ 3184
Drug Stores	4,879	3,959	+ 920
Department Stores (regular and discount)	1,524	1,297	+ 227
Service PX's	327	246	+ 81
Phonograph equipment stores	92	215	- 123
Miscellaneous	235	147	+ 88

**NARM MEMBERS AND THE DISCOUNTING PICTURE**

	1962	1961
Percentage of NARM members selling records at discount in ALL locations	42.9%	31.0%
Percentage of NARM members selling records at discount in MOST locations	28.6%	20.8%
Percentage of NARM members selling records at discount in SOME locations	28.5%	31.0%
Percentage of NARM members selling records at discount ONLY ON CERTAIN PRODUCT	0.0%	10.3%
Percentage of NARM members selling records at full list price in most locations	0.0%	6.9%
	100%	100%

**GROSS DOLLAR VOLUME AND TYPE OF PRODUCT SOLD BY SPEED (RPM)**

1962		1961	
Type of Product	Percentage of Gross Dollar Volume	Type of Product	Percentage of Gross Dollar Volume
Singles	18.7%	Singles	16.6%
EP's	1.7%	EP's	4.6%
Kiddie (other than LP's)	5.2%	Kiddie (other than LP's)	4.9%
Long Playing Records	74.4%	Long Playing Records	73.9%
<b>Total Gross Dollar Volume</b>	<b>100.0%</b>	<b>Total Gross Dollar Volume</b>	<b>100.0%</b>
	<b>\$102,575,800.00</b>		<b>\$80,080,950.00</b>

LONG PLAYING RECORDS		LONG PLAYING RECORDS	
Type of Product	Percentage of Gross Dollar Volume	Type of Product	Percentage of Gross Dollar Volume
Monaural	66.9%	Monaural	68.8%
Stereo	33.1%	Stereo	31.2%
<b>Total</b>	<b>100.0%</b>	<b>Total</b>	<b>100.0%</b>
	<b>\$ 76,316,395.20</b>		<b>\$59,179,822.05</b>

**PERCENTAGE OF NARM MEMBERS CARRYING EACH TYPE OF PRODUCT, BY SPEED (RPM)**

1962	Type of Product	% of NARM Members Carrying Product	% of NARM Members NOT Carrying Product	Of those NARM Members Carrying Product, % ALL Locations	
				Carrying Product	Not Carrying Product
	Singles	95.4%	4.6%	4.5%	
	EP's	68.1%	31.9%	0.0%	
	Kiddie (other than long playing)	96.2%	3.8%	51.1%	
	Long Playing Records (Regular Price)	100.0%	0.0%	54.5%	
	Long Playing Records (Budget Price)	100.0%	0.0%	63.6%	

1961	Type of Product	% of NARM Members Carrying Product	% of NARM Members NOT Carrying Product	Of those NARM Members Carrying Product, % ALL Locations	
				Carrying Product	Not Carrying Product
	Single	89.7%	10.3%	24.1%	
	EP's	72.4%	27.6%	10.0%	
	Kiddie (other than long playing)	93.1%	6.9%	48.1%	
	Long Playing Records	100.0%		93.1%	

**CATEGORIES OF ALBUM PRODUCT**

Long Playing Records Only	1962	1961
Popular	39.9%	41.1%
Country and Western	15.2%	13.7%
Rock and Roll	category not included	9.9%
Folk	5.3%	category not included
Comedy	11.1%	8.0%
Sound and Percussion	4.4%	6.7%
Original Cast and Soundtrack	9.9%	6.4%
Jazz	3.8%	4.7%
Kiddie	4.9%	3.8%
Classical	2.5%	2.6%
Miscellaneous	3.0%	3.1%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>

**BUDGET MERCHANDISE**

Gross Dollar Volume in Budget Merchandise	% of LP Gross Dollar Volume in Budget Merchandise	Total in Dollars
\$ .99 or less	64.6%	\$10,402,382.57
\$1.98 or less	23.7%	3,816,353.97
more than \$1.98	11.7%	1,884,022.85
<b>Total</b>	<b>100.0%</b>	<b>\$16,102,759.39</b>

**Cline, Copas, Hawkins & Hughes Killed**

(Continued from page 9)

singing and accompanying herself on the piano and later sang at church prayer meetings with her mother. It wasn't long before she was performing with a band at the hometown radio station, WINC. This naturally led to group work in nearby towns and nightclubs—in Martinsburg and Front Royal to be exact, the latter at which she worked in a drug store in the daytime and sang at night. Jimmy Dean heard one of her tapes and before she was twenty she was singing with him on his television show in Washington, D. C. In 1957 she won on Arthur Godfrey's Talent Scouts and scored an immediate success with "Walkin' After Midnight". Her first recording, in 1955, was "A Church, A Courtroom, and Then Goodbye" on the Coral label. With the help and encouragement of Arthur Godfrey, she appeared on other television shows as well as his own and entered the pops field, continuing her climb upward in both the popular and the country music categories. Even though she could have been a success in the pops field, she preferred the homespun atmosphere of the country and western field—and in January of 1960 joined the Grand Ole Opry.

She recorded for Decca Records and had an impressive string of hit records including "I Fall To Pieces," "She's Got You" and "Heartaches." Her personal appearance tours had kept her busy, taking her to every state in the Union. She and her husband, Charles Dick, lived in Nashville. There are two children, Julie 4, and Randy 2.

Ohio, he began to play and sing at square dances and at other community affairs. At fourteen he began to appear regularly on the radio and also started playing one-night stands at country fairs and similar events. Since then he had appeared in person at well over 200 radio stations and had traveled across the United States, Canada, and Mexico, doing hundreds of personal appearances. In 1946, he joined the Grand Ole Opry, the turning point of his career. From then, the demand for his personal appearances had tripled.

During the 1940's and the 1950's Cowboy Copas had a succession of hits on the King label, including "Tennessee Waltz," "Filipino Babe," and "Signed, Sealed and Delivered," the last of which was his best selling record. In 1959, he switched to the Starday label and had recorded such hits as "Black Cloud Rising," "Mom and Dad's Affair," and "South Pacific Shore" and "Alabama."

Cowboy Copas' wife Lucy and their three children, Katha-Loma Hughes, Gary Lee and Michael, survive.

**Jack (Anglin) Of Johnnie & Jack Killed In Auto Accident; Was On Way To Cline Prayer Service**



JOHNNIE & JACK

NEW YORK—Jack Anglin, teamed with Johnny Wright since 1937 to form the famed country music team of Johnny & Jack, was killed in an auto accident in Nashville last Thurs. (7) in a tragic aftermath of a plane crash that killed Patsy Cline, Cowboy Copas, Hawkshaw Hawkins and Randy Hughes earlier in the week (see separate story).

Anglin was, in fact, on his way to a memorial service for Patsy Cline when he missed a turn and careened into a ditch. Anglin, who was alone in the car, died instantly.

Anglin, a native of the Middle section of Tenn., of which Johnny Wright is also a native, was teamed with his two brothers when in 1937 he was appearing on a Nashville radio station at which Wright and his wife, Kitty Wells, were also featured. After the brothers quit, he joined Wright to form Johnny & Jack and The Tennessee Mountain Boys.

They played and sang together in and around Nashville and at the same time worked at their jobs—Johnny as a cabinet maker and Jack in a hosiery mill.

In 1940, they decided to leave their jobs and tour, thus beginning their professional career which in the next decade carried them across the country on personal appearances. Kitty Wells appeared with them.

In 1952, they became Grand Ole Opry regulars. After a successful stint with RCA Victor Records, the pair joined the Decca label, where they continued making click dates until Anglin's death.

Anglin is survived by his wife, Louise, and a son, Terry.

**HAWKSHAW HAWKINS**

Hawkshaw Hawkins, frequently referred to as "eleven yards of personality," (he was aptly named, standing six feet and five inches) was born Harold Hawkins in West Virginia. He began his radio career early. As a young farm boy, he took up a dare and entered an amateur contest, winning a job at the radio station in his hometown of Huntington, West Virginia. Continuing to sing, and also writing songs, he went to Wheeling, West Virginia where he won two popularity contests and became a star on the "Wheeling Jamboree" over Radio Station WWVA. In 1955 he joined the Grand Ole Opry.

As an expert with the bull whip and as an excellent horseman and rifleman, he barnstormed with rodeos, later organizing his own show, "Hawkshaw Hawkins' Grand Ole Opry and Wild West Show." The show consisted of country music stars, Indians, Palomino horses, and mules and presented a variety of acts and tricks. These involved daring and skillful performances with whips, knives, bows and arrows, pistols, rifles, ropes and a large repertoire of tricks and acts done by the well-trained Palomino horses.

Until the last two years, he took the wild west show on tours of fairs and rodeos throughout the country. His most popular hits being "Twenty Miles From Shore," "Bad News Travels Fast" and his biggest, the current "Lonesome 77203." In addition to trained horses he maintained a stable of walking horses. "Hawk" and his wife, Grand Ole Opry star Jean Sheppard, and their son Don Robbin (who was named for their friends Don Gibson and Marty Robbins) made their home in Nashville.

**COWBOY COPAS**

Lloyd T. Copas was born and reared in and around Muskogee, Oklahoma and spent his childhood on a small ranch. There he picked up the nickname, "Cowboy." At an early age he learned to play his mother's guitar and was taught to sing by his father. When he was only eleven, he entered a radio amateur contest in Tulsa and won second prize with a spirited rendition of "Red River Valley." After his family moved to

**Shirley and Lee**  
**"Hey, Little Boy"**  
 and  
**"The Golden Rule"**  
 #5922  
**Imperial Records**

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 take you to...  
**TEEN STREET**  
 DOUBLE FEATURE MOVIE  
**ANNETTE**  
**BILLY STORM**  
**THE STEEL SISTERS**  
**CAMARATA**  
 VICTOR  
**BY 3313**

# Cash Box FRANCE

Very little news concerning release of new records or novelty pop songs shooting high in the hit parade, but in general we have some information to reveal. First of all, let's start off with the C.B.S. We have already started to receive their releases, and it seems that at first sight that the repertory is mainly composed of records imported from England, while waiting for the production service to get into stride, which may now present some difficulties.

Charles Aznavour is quitting the Olympia bill and is being replaced by Jacques Brel who has several new songs for this program. Probably with Brel we will have Isabelle Aubret, hoping she has a good song up her sleeve, because her grooving of the tunes from "Snow White And The Seven Dwarfs" was not successful. It seems that her disk is not the cause of this, because it was a good recording.

We had great pleasure in recently seeing Sylvie Vartan on TV. She is making progress and gave us a good version of "Tous Mes Copains," in the style of Francoise Hardy. While on the subject of this artist, let's say that she has just cut another recording, "L'Amour S'en Va." This song will be presented at the Eurovision for Radio Monte Carlo. Without being a prophet we can say this is a good tip, unless Nana Mouscouri, who is preparing for this as well, has an ace of trumps to play to dethrone Francoise Hardy, with her son, "A Force De Priere" belonging to Editions Bagatelle, a number that will represent Radio Luxembourg in the contest.

Let's get back to the television show to say on the same program we had Leny Escudero. Of all the titles that he sings it seems that "Ballade à Sylvie" is the best but the other songs are of the same quality "A Malypense" or "Rupture A Cinq Temps" (Editions Barclay). It's evidently up to Leny to know how to present these songs. It will take some time for him to acquire the experience but as he is he has his place amongst the stars at the Olympia Music Hall with Françoise Hardy. He continues to assure his ability with French songs.

We have already spoken about Editions Bagatelle directed by Denis Bourgeois and Brigitte Bertholier, who together have a flair for the festival songs. But apart from this they have pointed out to us that they have acquired the sub publishing rights of "The Ramble" that will soon be released in France and canned by the Shadows Still with Bagatelle, Isabelle Aubret includes in her singing tour at the Olympia the following tunes "Les Enfants" and "Ma Boheme." To terminate with this publishing firm lets say that "Vilaines Filles" Et Mauvais Garçons is still a hit.

We have to mention the disk by Frank Fernandel, just released on the Fontana label. We must say that this was an agreeable surprise to us, this chanter has a very nice sound and seems to be at ease singing nice soft songs. If we take in to account the evolution of the French songs we can predict for Frank the possibility of a nice career in the music biz.

We have already had Editions Chapell in question, trying out records by Michel Sydney (of which nothing has been heard of for quite some time now). Today Semi is trying out the same idea with a vocal group named Les Celibataires, who have just given us "Viens Chercher L'Amour." This group is distributed by Barclay for the whole world. This is the second experience and we sincerely hope for better results than the first one. We are confident in H. Ferly and Rolf Marbat who are behind this affair.

Big news Johnny Halliday has just had a new grooving session and canned "Poupée Brisée." The tune has already been cut by Les Champions on the Bel Air label. He has also given us "Mashed Potato Time." A new disk by Harold Nicholas is "Personne Que Toi," the French version of "Nobody But You" and evidently "Hully Gully Fire House" because Harold is trying to launch this new dance craze on the French public. He did a nice job with the Madison.

A serious note in our column this week is that Philips is making a big publicity stunt on the French market in the way of an LP entitled "The Pelerinage De Lourdes" (Pilgrimage To Lourdes) that was recorded at Lourdes during August last year.

Cliff Richard has just put on the market the famous "Bachelor Boy" which is, by the way, first-rate.

Edith Piaf, now on her feet again, is at the Bobino Music Hall accompanied by her husband Theo Sarapo. A new album of Piaf has just been released on the market, and this was cut live at Bobino. One side of this recording is sung by Piaf and the flip side rendering by Theo Sarapo. Must mention two new new songs by Edith Piaf first one entitled "J'en Ai Tant Vu" (Editions Barclay) by Michel Emer and René Rouzaud, and "Un Chant D'Amour" (Editions Barclay) by Charles Dumont and Edith Piaf. On the Sarapo side Theo sings "Un Dimanche A Londres" inked by Florence Veran and Edith Piaf also from Editions Barclay.

Thats all for this week our Parisian tour of the horizon is terminated.

## France's Best Sellers

1. Tous Les Garçons Et Les Filles: F. Hardy. Recorded by: F. Hardy. Publisher: Alpha.
2. L'Idole Des Jeunes: Lewis, Bernet. Recorded by: J. Hallyday. Publisher: Mills.
3. Telstar: J. Meek. Recorded by: The Tornados. Publishing firm: Plante.
4. C'est A L'Amour Auquel Je Pense: Hardy, Samyn. Recorded by: F. Hardy. Publisher: Alpha.
5. Forme Formidable: Plante, Aznavour. Recorded by: C. Aznavour. Publisher: French Music.

## Israel's Best Sellers

1. Bachelor Boy—Cliff Richard.
2. Return To Sender—Elvis Presley.
3. Like I Do—Maureen Evans.
4. Comin' Home Baby—Mel Torme.
5. It's Up To You—Ricky Nelson.
6. The Next Time—Cliff Richard.
7. Sheila—Tommy Roe.
8. Eso Beso—Paul Anka.
9. Up On The Roof—The Drifters.
10. Walk Right In — The Rooftop Singers.
11. I'm Gonna' Be Warm This Winter —Connie Francis.
12. Globetrotter—Bud Ashton.
13. Alice In Wonderland — Neil Sedaka.
14. Loop De Loop—Billy Wade.
15. Cry My Heart Out — Helen Shapiro.
16. Because Of Love—Elvis Presley.
17. Half Heaven—Half Heartache — Gene Pitney.
18. One Broken Heart For Sale — Elvis Presley.
19. Keep Away From Other Girls—Helen Shapiro.
20. Fly Me To The Moon — Eydie Gorme.

# Cash Box JAPAN

Gerard de La Chapelle, international rep of ASCAP, was invited to the publishers' conference held in Tokyo on Feb. 15. In Japan as part of his tour to Far East countries, the executive listed three goals of his present tour: to increase the collections of movie, broadcasting and general performance royalties; to help in the development of more publishing firms; to study forthcoming revisions of the Copyright Law of Japan and other legal matters.

In expectation of the upcoming interest in Hawaiian sounds this summer, Nippon Victor is releasing in April, a month earlier than usual, 15 types of Islands' songs in various albums under the Dot label.

Here is a further list of American TV shows now seen on key TV stations in Japan (see last week's column).

Key Station	Japanese Title	Original Title	Network
<b>TUESDAY</b>			
TBS	Uchi no Mama wa Sekaiichi Jisu Man Doseon	Donna Read Show This Man Dawson	13 1
NET	Manga, Bakkus Bani New York Sosamo	Bugs Bunny Show I'm The Law	2 2
NTV	Ekibasha Nishie Ganbare Biba Jajauma Okumanchoja Dassen Patoka 54 Daiyamondo Sosamo Idibashatai	Stage Coach West Leave It To Beaver The Beverly Hillbillies Car 54 Where Are You King Of Diamonds Wagon Train	5 12 1 1 1 2

<b>WEDNESDAY</b>			
TBS	Raifuru Man Kombat Paradian	The Rifleman Combat Have Gun Will Travel	18 12 18
FUJI	Bado Masutason Kuraim 13 Shikago Tokusotai M	Bat Masterson The Investigator M Squad	5 5 1
NET	Watashi wa Haiten Dokuta Kirudia	Meet Corliss Archer Dr. Kildare	1 5
NTV	Janguru Patororu	Everglades	17

<b>THURSDAY</b>			
TBS	Inochi Shirazu no Keri Pita Gan	Soldiers of Fortune Peter Gunn	25 19
FUJI	Ruto 66	Route 66	7
NET	Manga Tomu no Boken Rarami Bokujo Medekku	Tom Terifie Laramie Medic	1 18 1
NTV	Uddo Pekka Ano Toki Kono Toki	The Woody Pecker True	4 4

## Japan's Best Sellers

INTERNATIONAL:		This Week	Last Week	
1.	(1)	The Longest Day— Mitch Miller (Columbia) EMP; Shigeru Katsumi (Toshiba)		
2.	(3)	Return To Sender—Elvis Presley (Victor) Aberbach; Three Fankies (Toshiba)		
3.	(4)	Eso Beso—Paul Anka (Victor) Shinko; Michiyo Azusa (King); Takashi Fujiki (Teichiku)		
4.	(2)	Lonely City—John Leyton (Angel) Toshiba		
5.	(5)	Sherry—Four Seasons (Vee Jay) Toshiba; Paradise King (Toshiba)		
6.	(8)	Bobby's Girl—Marcie Blane (London) Shinko		
7.	(6)	Knock On Your Door—Eddie Hodges (Cadence) Aberbach; Yuichi Sawa (Toshiba); Yukari Ito (King)		
8.	(7)	L'Eclipse—Coletto Tempia (Victor) Yamaha; Mari Sono (Polydor)		
9.	(10)	I Can't Stop Loving You—Ray Charles (ABC Paramount) Tone; Takashi Shikachi (King); Frank Akagi (Polydor)		
10.	(9)	Like I Do—Nancy Sinatra (Reprise) Shinko; Benny Sisters (Toshiba); The Peanuts (King)		

LOCAL:		This Week	Last Week	
1.	(1)	Itsudemo Yumeo—Yukio Hashi (Victor)		
2.	(2)	Kiriko no Tango—Frank Nagai (Victor)		
3.	(4)	Hitoribotchi no Futari—Q. Sakamoto (Toshiba)		
4.	(3)	Anoko ni Shiawaseo—Hisahiko Iida (Columbia)		
5.	(5)	Samui Asa—Sayuri Yoshinaga (Victor)		
6.	(8)	Yamagoya no Hoshi—Kiyohiko Matsunaga (Toshiba)		
7.	(7)	Koi wa Kamiyo no Mukashikara—Midori Hatakeyama (Columbia)		
8.	(6)	Akashia no Amega Yamutoki—Sachiko Nishida (Polydor)		
9.	(—)	Tsun-Tsun Bushi—Q. Sakamoto (Toshiba)		

LP BEST SELLERS:		This Week	Last Week	
1.	(1)	Ray Charles Story Vol. 1—Atlantic		
2.	(2)	The Best of King Cole—(Capitol)		
3.	(3)	Ray Charles Sings Country & Western Vol. 1—(ABC Paramount)		
4.	(4)	Mantovani Spectaculars—London		
5.	(—)	Golden Platters—(Philips)		



# ITALY

The activity of Paul Anka in Italy represents among the few events of a tranquil week.

Anka recorded during his recent stay in Rome his performances, just televised, on the most popular TV show, "Studio Uno." Another of Paul's performances will appear on our screens during the musical TV program, "Musica Hotel."

Enthusiastic reaction of the Italian public welcomed Paul on our screens. This, in fact, was expected: this was Anka's debut on our TV aerials, since during his previous Italian visits, notwithstanding the requests of our TV execs, it was impossible for Paul to perform on TV programs, owing to a restrictive clause in a contract he signed with other people.

During his TV show, he presented Italian versions of his songs "Crying In The Wind" (Piangeró Per Te) and "A Steel Guitar and a Glass Of Wine."

Paul not only is a very good singer, but he seems to be a good business man, too: just announced was the opening of his own music publishing firm in Italy, under the name of Spanka Italiana in partnership with Curci. The firm becomes, therefore, a member of the Curci Music Publishing Group. Paul was assisted by his father Andrew Anka and by the attorney William Lazarow.

The first numbers to be published by his own firm are both tunes just programmed on our TV screens: "Crying In The Wind" and "A Steel Guitar and a Glass Of Wine."

Good reaction for both waxings on the record market too: RCA has started a promotional campaign and both songs are on the way to being two new Paul Anka hits here.

So we have the occasion to stress the present strength of RCA Italiana. Notwithstanding the bustle that every year San Remo recordings carry onto the charts during the weeks immediately following subsequent to the contest, RCA not only is holding its positions but is gaining ground, appearing on the best seller list with three hits and being on the heels of the top spots with the above mentioned new Anka recordings.

In this regard, there's new editorial activity at the RCA publishing firm, represented on our charts with the tune "La Terza Luna" featured by Neil Sedaka, and with "Alla Mia Eta" and "Come Te Non C'e' Nessuno" recorded by the new talent Rita Pavone.

The distribution of prizes, called Light Music Oscars, was made in the well known winter sports' Italian locality Cortina D'Ampezzo. It was organized by the U.S. coin-machine firm, E.M.I.

Tony Renis received the prize for his successful "Quando Quando Quando." Other Oscar's have been awarded by Los Marcellos Ferial (Durium's group) for their recording of "Quando Calienta El Sol." Also three foreign talents received the award, Henri Salvador, Gloria Lasso and Jean Sablon.

Among the latest EMI releases include a Liberty album, "Liberty presents the Golden Record." On this long play are brought together 16 songs performed by 9 singers such as Julie London, Gene McDaniels, Bobby Vee, Felix Slatkin, Earl Palmer, Vic Dana, Timi Yuro, The Ventures, Eddie Heywood. Also just released by EMI Italiana a single waxed by Les Chats Sauvages presenting "Oh Lady" and "Me Lo Dirai."

The first record of a new EMI artist; Alfredo Sacchetti, is out. Both compositions presented on this single are penned by the artist: "La Ballata Della Mia Ragazza" and "Non Sai."

A new Nini Rosso recording entitled "Il Clown" (The Clown) is out. Mintangian of Durium is enthusiastic about this waxing.

During our visit to Durium's offices we had the pleasure to meet Mr. Ferreri of Editions Carrousel (Paris). He was talking with Mintangian about the good success that Los Marcellos Ferial are obtaining in France with their dishing of the tango tune, "Agua," originally published by Durium publishing firm and subpublished in France by Carrousel.

Restless preparations being made for the departure of the San Remo artists group which will tour the States. They debut in Washington Constitution Hall March 21. Another star of the Italian music world, Joe Sentieri, will also partake of the tour, while just signed has been another well known talent, Giuseppe Negroni. Many telephone calls are crossing the Atlantic during these days to set right every detail concerning the tour.

We hope that the successful U.S. tour just concluded by EMI's artist Luciano Virgili will be of good omen for the San Remo tour, too.

Decca released the latest continental hit "Diamonds" by Jet Harris (guitar) and Tony Meehan (drums): Harris' first record, "Besame Mucho," sold well in Italy, but Decca said that "Diamonds" will sell better. Also the new The Tornados hit, "Globetrotter" and "Loo-Be-Loo" by The Chucks are also on release. "Hey Paula" will be very soon released by Decca in the European version by The Avons.

Caterina Valente has recorded in the last three weeks in Berlin something like 70 or 80 titles in Italian, French, English, German, Spanish and Portuguese. The artist is particularly proud of her latest LP, recorded with Luis Bonfa on guitar, on which she sings 12 titles by Bonfa himself: Caterina has told Cash Box that this is probably the greatest album of her career. The L.P. will be soon released in Italy, with the 12 titles sung in Italian. Valente has also recorded for Italy the Luigi Tenoco song, "Mi sono innamorata di te," the first vocal version of "Telstar," the very famous old Italian hit "Un giorno ti diró" and "Madison in Mexico" with her brother, Silvio Francesco.

## Italy's Best Sellers

This Wk	Last Wk	Weeks on Chart	Title	Artist	Label
1.	1.	3.	Uno Per Tutte (One For All Girls)	Tony Renis/VCM	Emilio Pericoli/Ricordi. Published by Ricordi
2.	2.	3.	Giovane Giovane (Young So Young)	Pino Donaggio/VCM	Cocki Mazzetti/Ri-Fi. Published by Curci
3.	3.	6.	La Terza Luna (The Third Moon)	Neil Sedaka/RCA	Published by RCA Italiana.
4.	5.	12.	Chariot	Betty Curtis/CGD—Frank Pourcel/VCM—Petula Clark/Vogue	Published by Connelly
5.	4.	11.	La Partita Di Pallone (The Football Match)	Rita Pavone/RCA—Cocki Mazzetti/Ri-Fi	Published by Leonardi & RCA Italiana
6.	—	1.	Come Te Non C'e' Nessuno (Nobody Is Like You)	Rita Pavone/RCA	Published by RCA Italiana
7.	6.	4.	Alla Mia Eta' (At My Age)	Rita Pavone/RCA	Published by RCA Italiana
8.	7.	23.	Speedy Gonzales	Pat Boone/Decca	Published by Messagerie Musicali.
9.	10.	3.	Amor Mon Amour My Love	Claudio Villa/Cetra Eugenia Foligatti/Ri-Fi	Published by Southern
10.	9.	4.	Don't Play That Song	Peppino Di Capri/Carisch Ben E. King/Saar	Published by Aberbach



# GREAT BRITAIN

American publisher Eddie Kassner in London on one of his frequent trips has appointed ex-BBC producer Stewart Morris as European representative of American Metropolitan Enterprises Ltd., a company which controls Kassner Associated Publishers Ltd. The new operation is designed to discover unknown British talent for release in Britain on the London label and in the States on the President and Seville labels. A & R men Marvin Holtzman and Ar Harris have spent a busy week or so in London making recordings and the first release is planned for March 29. Among the first discoveries are a new group The Embers and girl singer Shirley Jackson. The new set-up is an international one and Kassner, who is President of AME, is currently on the continent setting up similar operations in all Kassner publishing firms.

Frank Loesser here for the past few weeks putting the finishing touches on his "How To Succeed In Business Without Really Trying," which opens here March 28. Musical score is controlled by Frank (part of the Chappell group) and two titles have so far been issued: "Brotherhood Of Man" by Jaye Morgan (MGM) and "I Believe In You" by Peggy Lee (Capitol). British Bryan Johnson has waxed a version of "Brotherhood Of Man" for Decca. The original cast LP will be issued here on RCA.

A British musical handled by the Chappell group (Britannia Music) is "H.A. Sixpence" starring Tommy Steele. The show which is based on H. G. Wells' "Kipps" has music and lyrics by David Heneker and opens on March 21. One of the numbers "Long Ago" has been recorded by Bryan Johnson on Decca. A cast LP on Decca is planned.

Back from his New York visit promoter, Don Arden confirms that he has booked Chubby Checker for a three week tour of the British Isles and the continent in July as well as Jerry Lee Lewis who is due in May. Arden has also taken over ownership of the Star Club in Hamburg and signed American artists Brenda Lee, Jerry Lee Lewis and Ray Charles for dates in May.

Songwriter Buddy Kaye has penned a follow up to "Speedy Gonzales" titled "Tia Juana Ball" which has been recorded by Swedish artist La Moon and released on the Ember International label. This disk also has simultaneous release in Australia, India, New Zealand, Japan, Hong Kong, Belgium, Luxembourg, Israel, Switzerland and Sweden.

A pop LP which features no pop singers has been issued by Decca. "Music From Mathematics" is its title and it's all done by computers. There is even a 'singer' described as "a crooning baritone with an American accent" warbling an 1893 British composition "Daisy Bell."

Gunnar Bergstrom of Sonet Records, Sweden in London recently with the label's top singer Gerry Williams, who waxed a single for indie producer Joe Meek. Entitled "Live And Learn" this is Gerry's first recording specifically produced for the English market and will be released at the end of the month. He has recently waxed a German version of "Loop De Loop," which is released in that territory on Philips. Back home in Sweden where he was voted No. 1 recording star of 1962 he has had four successive chart entries. Other Sonet artists with releases in Britain include The Violents' "Ghia" (HMV) and Larry Moon's "Tia Juana Ball" (Ember).

Brian Poole and The Tremelos will be playing a three-week season in the States in the Spring in exchange for Duane Eddy, who is due to start a four week British tour on March 31. The group's latest single for Decca is "Kiss On Dancing" and its first LP is scheduled for release on Decca's Ace of Clubs label. Eddy's latest RCA album "Dance With The Guitar Man" has been issued by RCA.

Kenny Ball and his Jazzmen will be paying a return visit to Australia and New Zealand in October—just one year after their last successful concert tour. After completing their three-week engagement, they will spend three or four days in Japan. Kenny Ball's latest release in Australia is "Waltzing Matilda" coupled with "Sukiyaki."

American artists Chris Montez and Tommy Roe now in England for a four week tour. On EMI's Radio Luxembourg "Friday Spectacular" show, Roe was presented with a silver disk for his quarter million selling HMV record "Sheila." Current release "Gonna Take A Chance." Both Tommy and Chris appeared on "Thank Your Lucky Stars" (March 9) and have several TV and radio dates. British touring companions include The Beatles (chart topping group at the moment), The Viscounts and newly signed Parlophone singer Debbie Lee.

Decca artist Karl Denver is the composer of his current release "Can You Forgive Me" from the latest Milton Subotsky film "Just For Fun." In April Karl has his own BBC sound radio series in which he will feature The Springfielders and The Beatles as guest stars. Although he is fully committed in this country up to October Karl hopes to be able to visit the States for a general promotion tour next year.

Singer Craig Douglas has had a worrying time recently following an operation for the removal of his tonsils. At one time it was thought that Craig's singing career may be seriously affected but his manager Buddy Lewis reports that given a little more convalescence all should be well. Lewis plans a visit to the States in March taking in New York, and possibly Los Angeles and California. New releases on Lewis' Ritz/Decca label include The Mudlarks version of "The Little Cracked Bell"—a "Song For Europe" entry sung and recorded by Jimmy Justice on Pye; the theme music from "Stepstoe and Son" (BBC TV show) by Alexander Murray Smith and The Back O'Town Syncopators—a master acquired from indie producer Denis Preston—and "Wild Child" by The Robinson Crew.

Cameo Parkway's Chubby Checker has a new single, "Let's Limbo So Much More," and an album "Limbo Party," as well as sharing honors with Dee Dee Sharp on an album entitled "Down To Earth." Other releases from Pye include a single by Bob Wallis and His Storyville Jazzmen with a trade version of the Petula Clark hit "Whistlin' For The Moon" on Pye Jazz; a R & B number "Soul Motion" by Don and Dewy (Cameo Parkway); "I See The Moon" by Nancy Sinatra (Reprise) and a revival of the oldie "I Believe" by Jack Lynton on Piccadilly.

Quickies: The Springfields to Germany March 13 to make debut on German TV... Marcie "Bobby's Girl" Blaine arrives here March 16 for radio and... Fontana A & R Manager Jack Baverstock has signed jazzman John Dankworth to the label... Next Susan Singer single for Oriole "Lock Your Heart Away" by Oriole A & R Manager Jack Schroeder and Mike Hawk... Next Maureen Evans single "Tomorrow Is Another Day" also by Schroeder... Australian composition "The Desperadoes" used as theme music for new BBC TV serial "The Desperate People" now recorded by The Cambridge Strings on Decca and Roger Roger and his Orchestra on Fontana... Bud Holly's new single "Brown Eyed Handsome Man" taken from his "Reminiscent" album shortly to be issued here on Coral... The Tornados new single "Rob Again" penned by indie producer Joe Meek... Jerry Lee Lewis revives Little Richard number "Good Golly Miss Molly" on London... Pop singer Adam Faith voted "Show Business Personality Of The Year" by "Today" magazine... Adam will fulfill TV dates in Germany and Holland in April... Ray Conniff "Popsy" issued here on Columbia.

## Great Britain's Best Sellers

Rank	Week on chart	No. Weeks	Title	Artist	Label
2.	6.		The Wayward Wind	Frank Ifield	Columbia
4.	4.		The Night Has A Thousand Eyes	Bobby Vee	Liberty
2.	5.		Please, Please Me	The Beatles	Parlophone
5.	5.		Loop De Loop	Frankie Vaughn	Philips
11.	3.		Summer Holiday	Cliff Richard	Columbia
3.	7.		Diamonds	Jet Harris & Tony Meehan	Decca
7.	3.		That's What Love Will Do	Joe Brown	Piccadilly
9.	6.		Island Of Dreams	The Springfields	Philips
6.	6.		Little Town Flirt	Del Shannon	London
16.	2.		Like I've Never Been Gone	Billy Fury	Decca
12.	4.		Walk Right In	The Rooftop Singers	Fontana
8.	4.		Sukiyaki	Kenny Ball	Pye
15.	3.		Hava Nagila	The Spotnicks	Oriole
10.	6.		All Alone Am I	Brenda Lee	Brunswick
—	1.		Hey Paula	Paul & Paula	Philips
—	1.		Charmaine	The Bachelors	Decca
—	1.		One Broken Heart For Sale	Elvis Presley	R.C.A.
18.	2.		Dancing Shoes	Cliff Richard	Columbia
—	1.		Tell Him	Billie Davis	Decca
—	1.		Foot Tapper	The Shadows	Columbia

## Great Britain's Top Ten LP's

1. Summer Holiday — Cliff Richard (Columbia)
2. Girls Girls Girls — Elvis Presley (RCA)
4. I'll Remember You—Frank Ifield (Columbia)
3. West Side Story—Soundtrack (CBS)
5. Out Of The Shadows—The Shadows (Columbia)
6. Sinatra-Basie — Frank Sinatra, Count Basie (Reprise)
8. Jazz Samba — Stan Getz, Charlie Byrd (Verve)
- South Pacific—Soundtrack (RCA)
7. Bobby Vee Meets The Crickets — Bobby Vee (Liberty)
- Black & White Minstrel Show — George Mitchell (HMV)

## Great Britain's Top Ten EP's

1. (1) Kid Galahad—Elvis Presley (RCA)
2. (2) Sounds Of The Tornadoes—The Tornadoes (Decca)
3. (3) Frank Ifield Hits—Frank Ifield (Columbia)
4. (4) The Boys—The Shadows (Columbia)
5. (7) Telstar — The Tornadoes (Decca)
6. (6) Four Hits And A Mister—Acker Bilk (Columbia)
7. (5) Follow That Dream — Elvis Presley (RCA)
8. (8) Black & White Minstrel Show — George Mitchell (HMV)
9. (9) The Shadows To The Fore — The Shadows (Columbia)
10. (—) Dance On With The Shadows—The Shadows (Columbia)

## South Africa's Best Sellers

- |                                      |   |
|--------------------------------------|---|
| 1. Bachelor Boy (Cliff Richard).     | 6. Dance On (The Shadows).              |
| 2. Return To Sender (Elvis Presley). | 7. Patches (Dickey Lee).                |
| 3. The Next Time (Cliff Richard).    | 8. It'll Be Me (Cliff Richard).         |
| 4. Summer Holiday (Cliff Richard).   | 9. Girls, Girls, Girls (Elvis Presley). |
| 5. Dancing Shoes (Cliff Richard).    |   |

## RCA Plant Managers Meeting



ROME—RCA plant manager from Brazil, Mexico, Chile, Canada, Australia, Argentina, U. S., and Italy recently gathered in the new RCA Italiana studios for a series of meetings. In the above photo are all the representatives of the company. Giuseppe Ornato, general manager of RCA in Italy, is shown in the center.



## ARGENTINA

Producciones Fermata is preparing the first releases of the Latin representation rights were recently acquired by the diskery. The records will feature Orchestras Simonetti and Peruzzi, Brazilian and singer Agostinho Dos Santos. From the Seeco catalog, the group will be waxings by Cortijo y su Combo, a very good group, and Vicentico Valdes.

RCA is launching two new artists, in the pop music field: Pedro and Horacio Molina. Gomez will sing tropical music with the Sonora Orchestra; Molina sings jazz music of the modern type, generally by local writer Sergio Mihanovich. Some experts consider that very good possibilities, although the type of music he sings isn't too

Music Hall is also continuing the inking of new artists. Besides the Big Ben group (see last week's column), the diskery has signed Miguel Angel. Netto will direct a tropical music group, and the arrangements; Angel will enter the teen music field.

CBS is very happy with the success of the first recordings by the Los Ciclonos group, "Speedy Gonzales" and "Limbo." They decided to rush its first album. It is also releasing a new single Roda, featuring "Que si, que no" and "Yo no se Explicar," and by folk singer Tomas Campos: "Cordoba Linda" and "Siembra." There will also be a new LP by him, in a few weeks, under "De Corrales a Tranqueras."

Surco is releasing a Compact 33 by the young musician Roberto Reinoso Jr., son of a well known jazzman and member of the Surco orchestra. The record includes a Bossa Nova tune (Samba de una a standard (The Falling Leaves) and two local products. There is a first single by Roberto Cambare, the composer of "Angelica," and new songs: "Cancion Mananera" and "Campanita." La Charanga has also a new single: "Isabel."

Disc Jockey is putting to sale a new album by duet Leda y Maria by Leda Valladares and Maria Elena Walsh. Unlike their first (folk music), this one will contain old Spanish songs of the fifteenth century. The title will be "Canciones del Tiempo de Maricastana," very beautiful Spanish but unfortunately with no translation to English.

Tonodisc is preparing the release of the first Westminster recording to the arrangement recently done. The first list will include albums, and three or four more will be put to sale every month. Jorge Cesar Esperon, Tonodisc's topper, plans to release all records that contain the forty symphonies written by Mozart, all

Gigi Gallo is feeling happy because of the increased acceptance of Argentine tunes in the Italian market. Besides "Adios Mi Amor," there are new Argentine tune in that country: "Piccolina." The first recording is Tony Dallara's, and some others are expected in other countries.

At Julio Korn Publishers there are also many smiles, because of the success of local product "El Ladron" in Mexico, where it has been on top of the charts, recently. "El Ladron" has been covered by Micky Lerman, and its world rights belong to the pubbery. The Santanera recording of the song has been now released by CBS in

Odeon is releasing the first album recorded by well known musician Lavecchia for the label. Lavecchia has been working as arranger and orchestra director with many Odeon Pops artists, but this is the first time he stars a record. There are also new singles by folk group Los Indios ("La Amanecida") and Spanish artists Duo Dinamico ("Amor de Odeon" is now working on the edition, on single 33 records, of old 78 rpm records. The plan includes folk and tango music artists.

Fermata Publishers continue the promotion of "Locomotiva" which is believed to have good possibilities. The record division of Fermata released the version made by Dee Dee Sharp; besides, Odeon is releasing Little Eva's original version. The pubbery is also promoting a new version of "Ese Beso." The original waxing by Paul Anka is already available, additional versions by Monica Lander and Juan Ramon will be soon

## Argentina's Best Sellers

1. Limbo Rock (Kallmann-Rosarita-Fermata) Chubby Checker (Odeon); Juan Ramon (Disc Jockey); Jackie (CBS); Duo Dinamico (Odeon); Los Primos (Disc Jockey); Hugo Blanco (Polydor); Lito Escobar (Music Hall); Nicky Jones (RCA)
2. Return To Sender (Fermata) Elvis Presley (RCA); Los Indios (CBS); Juan Ramon (Disc Jockey)
3. Dame Felicidad (Free Me) (Painted Desert-Korn) Enrique Siro (CBS); Siro San Roman (Music Hall); Raul Lavie (RCA); Little Eva (Philips); Los Siete de Oro (Odeon Pops)
4. Ese Beso (Spanka-Fermata) Paul Anka (RCA); Juan Ramon (Disc Jockey); Monica Lander (Odeon Pops)
5. Et Manteinant (Smart) Gilbert Becaud, Gelu, Lucho Gatica (Odeon); Los Cinco Latinos (CBS); Los Abriles (Philips); Raul Lavie (RCA)
6. Adios Mundo Cruel (Goodbye Cruel World) Enrique Guzman (Odeon); Peppino de Capri (Odeon Pops)
7. Cerca De Un Angel (Next Door to an Angel) Aldon-Fermata (Odeon); Sedaka (RCA); Juan Ramon (Disc Jockey)
8. La Pecosita (Edami) Los Pick Up (Music Hall); Los Jets (Odeon)
9. Media Novia (Korn) Palito Ortega (RCA)
10. Ok Al Madison (Fermata) Duo Dinamico (Odeon Pops)
11. Speedy Gonzales (Budd-Fermata) Pat Boone (Music Hall); Juan Ramon, Elio Eanguisto (Disc Jockey); Peppino de Capri (Odeon); Manolo Muñoz (Odeon Pops); David Dante (RCA)
12. El Pecador (Campei-Fermata) Los Panchos (CBS); Antonio (RCA); Los Nocturnos (Music Hall); Lucho Gatica (Odeon); Los Nocturnos (Philips)
13. La La Limbo (Kallmann-Rosarita-Fermata) Chubby Checker (Odeon)
14. Baby Elephant Walk (Neumann) Lawrence Welk (Music Hall); Mancini (RCA); Jose Guardiola (Odeon); Cat Barber (Philips)
15. Perdoname Duo Dinamico (Odeon Pops); Los Nocturnos (Music Hall)



# HOLLAND

In the U.S.-pop area, Bevema's Imperial-label has released Sandy Nelson's "Let The Four Winds Blow" and Gene Chandler's "You Threw a Lucky Punch." The Liberty-label flooded the Dutch charts with items such as Eddie Cochran's "Singing To My Baby" LP and The Johnny Mann-Singers, featuring "Golden folk song hits."

A new talented Dutch singer is breaking through on Imperial and his name is Roy Vanling. His first single-record, now being released features, two special Vanling-made English versions of the well known Dutch songs: "Darling My Love" and "Lover's Paradise."

Bovema's His Master's Voice-label joined the current strong demand for the U.S.-Hitparade "Loop de Loop," releasing a catchy version by Dutch singer Tony Ronald, who made quite a big career in the Spanish show-business and who recently returned to his native country.

De Pico's, His Master's Voice—popular accordion-duet, are now celebrating their 100th "Pico-Bello" medley, which was taped at the Gramophonehouse—studio on February 25 last.

Bovema's Columbia-label has released some historical Richard Tauber—tracks in the "Musical Miniatures"—series. Also hitting the stands this week is Cliff Richard's soundtrack-LP of "Summer Holiday."

An ardent wish of Joan Sutherland's Dutch admirers could be fulfilled by Decca's new release of Bellini's "La Sonnambula": an integral recording of the Maggio Musical Fiorentino, with "La Stupenda" Sutherland in the principal role of the sleep-walking girl Amina. The entire performance, including Sylvia Stahlman, Margaret Elkins, Nicola Monti and Fernando Corena, was conducted by Sutherland's husband, Richard Bonynge. Simultaneously, Hans Tecker of Dutch Decca made special mention of a recital-LP: "The best of Tebaldi," a dozen of Renata Tebaldi's best known arias taken from her great, already historical performances of Boheme, Turandot, Mefistofele and other romantic Operas.

As recordings of famous classical works on 10 inch LP for a popular price has a considerable part of the Dutch LP-market, such a pressing of Haydn's Cello Concerto by Pierre Fournier (with Muenchinger's Chamber Orchestra of Stuttgart) on a Decca 10" LP is an important release on the Dutch market. Added to the splendid performance and flawless pressing, this record has all the potentialities of a classical best-seller here.

Strikingly similar to the voices of Vaughn Meader's company that are strikingly similar to those of America's First Family is Marc London's company in "The President strikes back!," released by L.C. Phonogram on the London-label, John Ros of Dutch Decca reported. Several prominent Dutch disk-jockeys, such as Leo Nelissen and Jon Koopman, have jockeyed both LP's into one continuous taped broadcast, which will be the case in many countries where the President's voice and characteristics are so well known.

Some of the very best Hawaiian music ever recorded in this part of the world was released on a Dutch Decca EP by specialist George De Pretes and his Royal Hawaiian Minstrels. Apart from the listening pleasure for every lover of Oriental pop music, Phonogram's Jan de Winter (Programming) stressed the authentic sound of this music that the discriminating connoisseurs are looking for. The very rhythmical interpretations include "Hawaiian War Chant" and "Royal Hawaiian War Chant" and "Royal Hawaiian Hula."

Handsome young singer Rob de Nijs and his ensemble "The Lords" made a Dutch version of "Rhythm of the Rain," backed with the Dutch rendition of a German hit: "Voor Sonja Doe Ik Alles." Vocal quartet The Fouryo's made Dutch versions of "Walk Right In" and "Loop de Loop." Both records on Decca, with Jack Bulterman's Chorus and Orchestra.

Among recent fast-climbing hits released by L.C. Phonogram are Little Eva's "Let's Turkey Trot," and "Our Day Will Come" by Ruby And The Romantics, both on the London label.

The Tornados, who were very high in the Dutch charts with "Telstar" (Basart N.V.), have a second potential song in their hands with "Globetrotter." Also this instrumental is handled by Basart for the Dutch territory. Dutch teenage star, Willeke Alberti, got strong reaction on her latest Philips recording with "De Weerman," a composition by Jack Bulterman and published by Basart, flipped with the Dutch version of the Cliff Richard hit "Bachelor Boy." Basart made an agreement regarding the sub-publishing rights of the Edith Piaf/Sarapo song "A Quoi Ca Sert L'Amour."

Since the Phonograph Record Group, headed by Bill C. and Casper D. Slinger introduced the CBS-label in Holland (on December 3) and in Belgium (on February 6) officially, the label met with impressive response. The longhairs in the Benelux countries received the classical catalog very well and among records with tremendous success there are for instance the Stravinsky compositions, conducted by the composer himself, the first recording of the Tchaikovsky 7th Symphony, Mahler's 3rd and 9th; The Carnegie Hall recitals by Sviatoslav Richter and the 75th anniversary record "Tribute To Lotte Lehmann."

One of the finest pianists on CBS records, Robert Casadesus, will appear in Holland March 6, 7 and 9 (Amsterdam, Concertgebouw), March 8 (The Hague) and . . . September 11 (Leeuwarden) with his wife Gaby and son Jean.

April will be sensational for Dutch folk-song-lovers. The Brothers Four will appear on TV in the most popular Rudi Carrell Show on April 5 and Radio N.C.R.V. presents a Brothers Four program on April 6 which will be aired on April 11. In connection with the Brothers Four tour, CBS just released "The Brothers Four Song Book," which will introduce again the voices of the popular group, wellknown from their "Greensleeves" and "Greenleaves Of Summer" hits.

Commemorating the 1st anniversary of the "West Side Story" picture in Du Midi theatre, Amsterdam, CBS offered a special promotion and party at the theater. Rita Moreno, who plays the Anita-part in the picture, appeared on the Gala night March 1. Already more than 300,000 people have enjoyed the picture in Amsterdam and the records from the soundtrack are still selling undiminished.

Among the successful releases of CBS-Records Benelux we find varied records in the classical as well as in the pop field. The entire catalog is very popular and the records from Ray Conniff, Mitch Miller, Dion, Steve Lawrence, Dave Brubeck, Marty Robbins and others are in strong demand. CBS also started with local-recordings of popular Dutch artists as "Down Town Jazz Band" and Laguestra, the Continental flavored Latin American musician.

The presentation of the colorful CBS covers met with the admiration of the dealers and buyers in the low countries. All singles EP's and LP's are released in a new type of sleeve.



# GERMANY

Classical records are the "bread and butter" of German record sales. The top firms all have very strong classical catalogs and it was considered almost impossible to attempt to compete with the major firms in this field due to long term contracts with top artists, etc. However, when Rudolf Engleder left the helm of Electrola (EMI) to take over the directorship of the young Ariola record company, he decided to do the impossible. First of all, he hired top classical A&R man Fritz Gaus to head the production and then proceeded to hire away one top star after the other. The classical production is now being issued under the Eurodisc label—music from Berlin for the world. Press reaction and record sales have been fabulous for the young label. Now, the top star of Eurodisc Rudolf Schock will be touring America including a Carnegie Hall Concert on March 6. A great start for a young label.

Philips Records here is now running under a new name and a new position. The former Deutsche Philips G.m.b.H. has given up its record dept. on the Philips Ton G.m.b.H. and the former music department head, Hans Schrade, is now general manager. This changes very little actually in the workings of Philips here, but it gives the record department a much freer hand in their activities.

Philips reports furthermore that it continues to push its 10" classical LP series for \$3.37 as before. The other major firms are somewhat higher for their classical product.

Michael Arends of Paul Arends Music is busy working on "The Cinnamon Cinder" and "From A Jack To A King."

A&R man Hans Bertram of Polydor reports that Harry Goodman has invited his daughter Little Elisabeth, who topped the charts here with her gurgles and giggles both on "Babysittin' Boogie" and the current "Baby Twist," to America. MGM is reading a version of the "Baby Twist" and it wants the original baby. Furthermore, England is readying the song with Philips doing the record, and it will also be done in French and Italian. Elisabeth will be doing the sounds in many languages.

Theo Seeger of Peer-Southern Music sent out his news letter especially pushing "Quando Calienta El Sol" by Vittorio, as well as his newest record from San Remo "Amor, Mon Amour, My Love," also done in German for Electrola. Another push item is the new Jennifer recording for Polydor "Im Cafe."

Klaus Teubig of Edition Espanade is hard at work on the new and first recording of Hein Riess for Polydor. The record contains 2 strong seaman's songs both of which belong to Espanade. Espanade is still rolling along on the nations number one song "Junge, Komm Bald Wieder" by Freddy.

Gerd Hammerling of Nero Music called to tell us that Caterina Valente has a new rush release of "Hawaiiane Melody" for Decca. The new waxing is a Tamore, which is beginning to catch on here.

Paul Siegel writes from Hollywood that he's been busy talking with Randy Wood of Dot records about big international deals. Among others, Paul will have his Oederland Orchestra and his new songstress Bianca released on Dot. Paul records both for Decca here. Paul is also planning to bring the Lawrence Welk TV'er here for German viewing.

Peter Lach of Capriccio Music is very excited about the new German waxing from Sweden's Anita Lindblom for Fontana here.

Karl Breuer from Sikorski Music is very active working on the music from the film "Flying Clipper," which is racking up top box office here. There's also been plenty of records, both singles and LP's, released from the film music. Karl is also pushing "Mexican Joe" by Pat Boone and the German version by Angelina Monti and of course the number one song in the land "Junge, Komm Bald Wieder" by Freddy, which is co-published by Sikorski/Espanade.

Rudi Schroeder of Will Meisel Music called to say that the new Paul Anka waxing of "Love" is going great guns. "Eso Beso" continues to sell well both in English and in German, and in general, the firm is off to a swinging 1963.

Metronome Records is hard at work on the new Golden 12 recording of "Twistin' Mit Monika" by Roberto Blanco and "Steel Guitar Boogie" by Jim Carter and his Texas Rangers.

That's it for this week in Germany.

## Germany's Best Sellers

This Week	Last Week	No. In Charts	Weeks
1.	1.	12.	*Junge, Komm Bald Wieder (Son, Come Home Soon)—Freddy—Polydor—Sikorski/Espanade
2.	2.	6.	Gauche Mexicano (Jalisco)—Renate & Werner Leismann—Ariola—Melodie Der Welt
3.	3.	11.	*Wenn Du Gehst (When You Go)—Connie Francis—MGM—Viktoria
4.	7.	2.	*Casanova Baciarmi—Petula Clark—Vogue—Montana
5.	5.	4.	Eso Beso—Paul Anka—RCA—Will Meisel.
6.	4.	4.	Let's Dance—Chris Montez—London—Melodie Der Welt
7.	6.	13.	*Fuer Gaby Tu' Ich Alles (I Do Everything For Gaby)—Gerd Boettcher—Decca—Rolf Budde
8.	8.	13.	*Die Letzte Rose Der Praerie (The Last Rose Of The Prairie)—Martin Lauer—Polydor—Hans Gerig
9.	9.	3.	*Ich Kauf Mir Lieber Einen Triolerhut (I'd Rather Buy A Tirol Hat)—Billy Mo—Decca—Karlheinz Busse
10.	—	1.	Bonanza—Ralf Paulsen—Electrola—Chappell/Seith

\*Original German Copyrights

## Holland's Best Sellers

This week	Last week	Title
1.	(1)	Bachelor Boy/The Next Time (Cliff Richard/Columbia) (Les Ed. Int. Basart N. V./Amsterdam).
2.	(3)	Soerabaja (Imca Marina/Imperial, Anneke Grönloh/Philips, Carmela Corren/Ariola) (Les Ed. Int. Basart/Amsterdam).
3.	(5)	Junge Komm Bald Wieder (Freddy/Polydor) (Editions Altona/Amsterdam).
4.	(2)	Catootje (Soloists Wim Sonneveld TV-Show/Philips) (Les Ed. Int. Basart N. V./Amsterdam).
5.	(4)	Blume Von Tahiti (Gert Timmerman/Telefunken).
6.	(7)	Dance On (The Shadows/Columbia).
7.	(6)	Limbo Rock (Chubby Checker/Cameo-Parkway) (Bens-Benelux/Brussels).
8.	(8)	Let's Dance (Chris Montez/London) (Chappell/Amsterdam).
9.	(9)	Paradiso (Anneke Grönloh/Philips) (Editions Altona/Amsterdam).
10.	(10)	Monsieur (Petula Clark/Imperial) (Les Ed. Int. Basart/Amsterdam).





# BELGIUM

N. V. Gramophone has brought two new Cliff Richard records on the market. The four songs recorded have been lifted out of the "Summer Holiday" LP, also title of the movie in which Cliff and The Shadows appear. This new single features "Summer Holiday" and a very rhythmic rock "Dancing Shoes." The LP shows "Bachelor Boy," "The Next Time," "I'll See You in My Dreams" and "All I Do is Dream of You" (Columbia). H.M.V. has come out with "Waarom" and "Diep in Mijn Hart" sung by Tante Leen, and Johnny Jordaen sings "Good-bye" and "Berouw Van Een Zeeman." Parlophone is in the news with Adam Faith's rendering of "What Now" on one side and Matt Monro doing "I've Got Love" and "One Day" on the other. Roberta Sherwood is in top form with "I Left My Heart in San Francisco" for Stateside. Also showing up is "Una per Tutte," the winning number at the San Remo Song Festival of 1963 in the original version by Tony Renis (HMV) and number three of this contest "Giovine," Gioine" by Pino Donaggio (Columbia). The American "Vee Jay" label will now be distributed by N. V. Gramophone for Belgium.

The American folk trio Peter, Paul and Mary (Warner Bros.) has appeared on the market here with an EP, featuring "Lemon Tree," "500 Miles," "This Train" and "If I had a Hammer." As far as quality is concerned, this threesome is near the top in the field of folklore.

The top news of the week by Show records are the four numbers of the Scandinavian The Violents (Sonet), who appeared here on the label Show of Aarschot. Titles are "Moonlight Walk," "Walk Right In," "Guitar Bolero" and "Trink, Bruterlein, Trink." Much is expected of this first records from The Violents. Alberto Cortez, a top Argentine performer who may soon ride the charts with his latest song "Prima Donna," just sung two songs in German-language, titled "Weisze Wolken" and "Farolito."

Flemish singer Jean Walter has now a very successful career of fifteen years behind him, at home and abroad. This occasion will be celebrated on March 21 at Old Belgium (Ancienne Belgique) in Antwerp. An impressive number of performers will collaborate, among them Jo Leemans, Rina Pia, Suzy Marleen, Co Flower, Yvonne Verbeek, Bobbejaan Schoepen, Will Tura, Charles Janssens, Willy Albimoor, The Strangers, Leo Martin, Christ Sent and André Gerlo. MC will be Jan Theys, who is very popular with Belgian audiences and televiewers.

The events concerning performers and songs of the hotly disputed "Canzonissima" contest, an idea conceived and executed by Flemish television: The winning song "Waarom?" (Why) is to represent Belgium at the Eurovision Songfestival in London on March 23. Jacques Raymond came out on top and it is now certain that he will take care of Belgian interests in London. The popular vote however had gone to Lize Marke, who until recently was in opera but has since switched successfully to lighter entertainment. It was generally thought her performance of "Luister naar de wind" (Listen to the Wind) would have reigned supreme, but ultimately "Waarom?" preceded "Luister naar de wind" on the scroll of honor. Lize and Jacques Raymond however belong to the same theatrical agency, Benelux Theater, and are both under contract with Marshall records. Robert Bylois heads both concerns. Marshall records being a new set-up, Bylois decided to give a chance to the songs done by Raymond and Lize, for the Philips label and not for his own firm, which goes on as before. He took this rather unusual decision as he considers that this two top performers will reap more success when recording for a firm that enjoys more notoriety than his own, with better sales prospects. Recordings have meanwhile taken place: Lize Marke cut four numbers: "Luister naar de wind," "Saksisch Porselein," "Amor, Amour, My Love" and "Mia bella Canzonissima." Jacques, or course, recorded his winning tune "Waarom?" and in addition, "Eens," composed by himself.

Discobel-news tells us a new single by Sandy Nelson is on the market, featuring "Bebop Baby" and "Let the four Winds Blow" (Imperial). Discostar shows up with a new Spotnicks record with "Hava Naguila" and "Moonshot." Discobel, which has now taken over the classical repertoire of Ariola, is very successful with "Der Vögelhändler" in the Rudolf Shock version. Other best sellers in the LP range is a 10-inch disk by Canadian lay sister Jacqueline Lemay.

Hebra records (musical publishers Herman Brauer) has produced a festive carnival record called "La noche del Carnaval" and "Arriba le guitarra" by the Milords orchestra. This provides them the opportunity to try and launch a new dance: the Balacuido.

Ardmore and Beechwood have acquired the rights in Belgium for the following four songs by Christine Fontane (Pathé Marconi): "Mon sauvage aux yeux tendres," "Malgré toi," "Je vais te faire mal" en "Pauv' gosse."

Sœur Sourire (Sister Smile) the Dominican Sister of Fichermont (Waterloo) Belgium, who made herself a international name through her first album, just recorded 10 new songs for Philips. These are also written by herself and have the same freshness and originality as those of her first recording. Young Belgian Walloon singer, famous through his first single "Si un jour" (If Some Day) Robert Cogoi (Philips) has waxed four new songs which came out wonderfully and no doubt that Robert Cogoi has at least one hit among them so that future looks rosy for him.

The enormous promotion campaign via Radio and TV on the "All Star Festival Album" sold to the profit of the World's refugees, sponsored by the United Nations organization and distributed in Belgium by Polygram Records has given a result beyond expectations and thousands of records leave the factories daily.

The bestsellers of Polydor: "All Alone Am I" by Brenda Lee (still going strong), "Junge komm bald wieder" by Freddy, "Kleine Blauwe Zwaluw" by Bob Benny (from Canzonissima) "I'm Gonna be Warm This Winter" by Connie Francis, "Op zwier" I en II by Oscar Denayer en "Telstar" by Les Compagnons de la Chanson and Colette Deréal. Belgian production of Polydor is on the market again with a just released singles by Staf Parmentier "De rik is Bonpapa" and "Zeg hedde geen goesting," which is a praise on our national sprinter Rik van Steenbergen.

Freddy has won the "Lion of Radio Luxemburg" with his latest "Junge, komm bald wieder."

## The Best in Benelux . . . . Bens



# MEXICO

Luis Bastón, who used to be an A&R man of radio station X-E-D-F, now with the CBS Record organization as coordinator of international repertoire and special transcriptions. Salvador Arreguin will be working on the international A&R section of that company; so, CBS has rounded out its executive staff with a defined role for each. Label has a hundred per cent Mexican staff commanded by vice-president and general director Manuel Villareal and his commercial manager Armando de Llano. CBS had its best year in 1962 and 1963 promises to be better, with such popular artists like Javier Solís, Sonora Santanera, Enrique Guzmán and many others.

On his new Musical Kraft TV show, Andy Russell introduced young idol Enrique Guzmán and Queta Garay, with the Constanza Hool ballet and the Chico O'Farrill orchestra. Immediately after this show, the Raúl Astor half hour presented the sensational dancers Los Yorsys with their newest recording for the Musart label, "Me Permite Señorita" and "La Chica del Visión" and new soloist Gasparín, who is now singing Bossa Nova rhythms (he used to be with the Los Tres Ases trio.)

Lorenza Lori, the Italian singer who is performing in México, recorded at the RCA studios the first and third songs of the recent San Remo Festival. Those songs are "Una Para Todos" (One for Everybody) and "Juventud" (Youth), both of them sung in Spanish with lyrics by the artist herself. Several new versions of the most popular songs of the San Remo Festival are due, too.

Mayté, the singer of the new wave, won the prize as the most popular singer of the New Wave in TV during 1962. She just released at RCA her new recording, "Oh Mami" and "Gasparín," which are heard very often on radio stations.

From Argentina we have received reports about Mexican singer Manolo Muñoz, who is having a successful reception there.

Emilio Pericoli, the Italian singer who became famous in just a few days after his song "Al di La" was released, is going to perform in the Señorial night club very soon. Musart Records, which represents Emilio in México, is reporting big sales on the disk.

30 LP's have been released by Cuco Sanchez for foreign countries. This popular Mexican folk singer, who recorded for CBS, has distributed 8 in New York, 6 in Brazil, 3 in Holland, 6 in Argentina, 1 in Germany, 2 in France, 3 in Spain and one in England. In the latter country, Cuco earned a trophy because of his personal version of our traditional song "La Cucaracha" and now, Cuco is going to New York to perform in that city and probably to record at the Columbia studios.

Alejandro Siegrist, Orfeon Records general manager, returned to Mexico after visiting several South American countries and New York, supervising sales, promotions and acquiring new recording representatives. Sommerset is one of these.

Johnny Mathis' "Someone" and West Side Story's "Tonight" were recorded at the Bel Art Studios in Spanish versions by new singer El Che with the arrangements made by Raúl Stohl. Andre Toffel, who is the manager of this recording company, said that in a few months he will debut his own studios.

From the Peerless label, the first LP recorded there by Queta Garay, on which she includes some of her big bits and new versions of old standards. Queta will leave town very soon to perform in Japan.

Famous Mexican trio Los Panchos has finished a new LP which includes traditional Mexican songs like "Jarabe Tapatio" (Mexican Hat Dance), "El Soldado de Levita," "Las Chiapanecas," "La Zandunga" and some modern Mexican standards like "El Loco," "Esclavo y amo," "El Pecador" and others.

## Mexico's Best Sellers

1. El Ladron—Sonora Santanera (CBS). (MUMUSA).
2. Cosas (Things) Oscar Madrigal (Gamma).
3. Ay Cariño—Marco Antonio Muñoz (RCA). Javier Solís (CBS). Alberto Vazquez y Manolo Muñoz (Musart) PHAM).
4. Ya No—Los Rebeldes del Rock (Orfeon).
5. Al Di La—Emilio Pericoli (Warner Brothers).
6. Corre Sanson (Run, Samson, Run)—Los Rebeldes del Rock (Orfeon).
7. La Tombola—Monna Bell (Gamma).
8. Pa' Todo El Año—Jose Alfredo Jiménez (RCA).
9. Ese Beso—Paul Anka (RCA).
10. La Mantequilla—Los Locos del Ritmo (CBS).

## Belgium's Best Sellers

### FLEMISH

1. Eenzaam zonder jou (Will Tura/Palette)
2. Sans-toi Mamie (Adamo/Pathé)
3. Coeur blessé (Petula Clark/Vogue)
4. Tous les garçons et les filles (Françoise Hardy/Vogue)
5. Green Eyes (Ray Conniff/CBS)
6. Crying in the wind (Paul Anka/RCA)
7. Do you love me (The Contours/Oriole)
8. Junge, komm bald wieder (Freddy Quinn/Polydor)
9. Karavan (The Jokers/Marshall)
10. Limbo Rock (Chubby Checker/Parkway)

### WALLOON

1. Sans-toi Mamie (Adamo/Pathé)
2. Tous les garçons et les filles (Françoise Hardy/Vogue)
3. Non monsieur (Los Machucambos/Decca)
4. Coeur blessé (Petula Clark/Vogue)
5. Green Eyes (Ray Conniff/CBS)
6. Elle est terrible (Johnny Halliday/Philips)
7. Do you love me (The Contours/Oriole)
8. Crying in the wind (Paul Anka/RCA)
9. All alone am I (Brenda Lee/Brunswick)
10. Limbo Rock (Chubby Checker/Parkway)



# SCANDINAVIA

## DENMARK

Danish Song Festival took place over Danish TV stations on Feb. 24th. The winning song, representing Denmark at the Eurovision Song Festival in London later in March, will be "Dansevisen" (Dance Song), composed by Otto Francker with lyrics by Sejr Wolmer-Sørensen. The latter made a real sensation by being the lyric writer of the three songs voted as best by the local jury. The winning song was sung by Metronome's singing and instrumental couple Grethe and Jörgen Ingmann, who also will present the song in London. Danish publisher of the winning song is Mörks Musikforlag.

The winning Italian song, "Uno Per Tutte," composed by Tony Renis, will be recorded in Italian by Dario Campeotto for Sonet in Denmark. Scandinavian publisher of the song is Stockholms Musikproduktion.

Metronome has released a single with two songs from the new Danish film "Stövsugerbanden" (The Vacuum Cleaner). The two titles are "Camilla" and "Batucada," recorded by Jörgen Ingmann.

## FINLAND

Finland's Song Festival took place on Feb. 14. Winning song was "Muistojen laulu" (Song of memories), written and composed by Börje Sundgren, a musician. Each song in the competition was sung twice, by different artists, and the winner was presented by Marjatta Leppänen and Irmeli Mäkelä. Contracted to represent Finland in London later in March is the RCA artist Laila Halme.

Joey Dee recently gave a concert here. The Finnish oldie "Emma," recorded as a twist number by a new instrumental group, The Sounds, at Fontana, was voted number one by the youths in the popular teen radio program "Eight In The Top" recently.

New releases from Scandia-Musiikki Oy includes "Meidän katti" (Alley Cat) with Vieno Kekkonen and an EP with a Bossa Nova, by Laila Kinnunen, both on the Scandia label.

## NORWAY

New sheet music from Norsk Musikforlag A/S includes the local copyright "Solhverv" (Turn of Sun), a blues type of song to represent Norway in the forthcoming Eurovision Song Festival in London. The song was written by Dag Kristoffersen.

A Norwegian recording moves up at the top of the Norwegian charts this week, Arne Bendiksen's version of "Toy Balloon" on Triola.

Vidar Sandbeck has recorded two new songs for Fontana, of which "Mallorca, Mallorca" is expected to be the one collecting the money.

New releases from A/S Nera includes six singles at RCA label, plus several LP's, including a complete recording of Puccini's "La Boheme."

Triola has released a new LP titled "Norwegian Favourites No. 2" on which is heard The Monn Keys, Arne Bendiksen, The Key Brothers, and 12 other artists. There is a growing interest in Norwegian recordings here, but still most of the top sellers are foreign imports, mainly those records aired over the continental Radio Luxembourg.

"Let's Go!"/"Mashy" by The Routers on Warner Bros. has been rushed out by Egil Monn Iversen A/S, handling the label in Norway.

## SWEDEN

Tuesday, Feb. 26, marked a record in an LP sale in Sweden. The UNO LP titled "All Star Festival" was sold by a radio and TV show in which participated around 50 of Sweden's most well-known and popular artists of all categories (pop, classics, etc.), and over a period of around three hours not less than 93,000 records were ordered over telephones. SBC-TV arranged it so people all over Sweden had about one telephone number in each of the 24 provinces in the country, plus two in Stockholm. Immediately after the program started, it was discovered that the available telephones were not enough, and very quickly new telephone numbers were given to the viewers and listeners. Still it was not enough, and it is expected that with more telephones available, the number of records sold could be almost twice as many. In Malmö in southern Sweden a special telephone had to be opened for listeners in Denmark who listened to and saw the show and wanted to buy the record. Finally, after midnight, it was decided that those who were unable to get their calls thru before closing time, could order their records by mail. Another 30,000 LP's were also available thru regular retailers all over Sweden the same day. It is too early to say yet, but people here expect that the sale of the record might reach the peak of around 250,000 in Sweden only. The record was sold for 25:-kronor (\$5). It can be mentioned that the previous sales record for LP's in Sweden was just above 30,000 and is held by a Swedish version of "My Fair Lady." The radio and TV show was hosted by veteran entertainer Lennart Hyland.

Joey Dee gave concerts at the Kgl. Tennishallen in Stockholm on Feb. 27. Some 3,000 teenagers saw their idol, and gave the policemen some busy hours to keep something of a good order in the big spot. Sonet Grammofon AB arranged the concerts.

People coming and going include Rita Moreno, femme star in "West Side Story," who visited Stockholm when the film started its second year on Feb. 27. Music publisher Stig Anderson of Sweden Music, Bens Music, Palace Music, etc., left for New York for biz talks on March 9.

New sheet music from Sonora Musikförlags AB includes "Clearway" by Michael Hill and Judd Proctor, "It Only Took A Minute" by Hal David and Mort Garson, "Min mor var en liten prinsessa" (My Mother Was A Little Princess) by Carl Hilding Malmsten and Norbert Pouch, and from the recent local Swedish Song Festival. "Sen igår är vi kära" by Harry Arnold and Carl Gyllenberg, "Storstadsmelodi" by Gunnar Lundén-Welden and Carl Gyllenberg and "Zum, zum lilla sommarbi" by Sam Samson and Fritz Gustaf.

## Denmark's Best Sellers

This Wk	Last Wk	Weeks on Chart	Title
1.	2.	5.	Lesson One (Russ Conway/Columbia) Imudico A/S
2.	1.	3.	*Ta' Med Ud Og Fisk (Gitte/HMV) Imudico A/S
3.	5.	6.	Bachelor Boy (Cliff Richard/Columbia) Dacapo Musikforlag
4.	4.	6.	Monsieur (Petula Clark/Tono) Multitone A/S
5.	8.	4.	Baby Twist (Buster Larsen/Polydor) Bens Music AB
6.	9.	4.	Murder She Says (Ron Goodwin/Parlophone) Mörks Musikforlag
7.	3.	3.	Kiss Me Quick (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
8.	10.	5.	Dance On (The Shadows/Columbia) Bens Music AB
9.	6.	11.	Return To Sender (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
10.	7.	3.	Limbo Rock (Chubby Checker/Karusell)



# CANADA

Lou Tomasi, operations manager of CJSP in Leamington, reports tremendous action in his area on the sound of The Chiffons "He's So Fine." According to Lou and the CJSP "Good Guys," it'll be the top song in Canada in a maximum of three weeks. The CJSP "Good Guys" hockey team just played their first game before a large crowd of fans, turning all monies realized over to charity and even winning the game, 5 to 4. They are scheduled to play next (3/19) against an "old timers" team in Essex, Ontario. Top album in Canada's "Sun Parlor" currently, reports Lou, is the Frank Fontaine package, "Songs I Sing On The Jackie Gleason Show."

Clyde McGregor, Quality branch manager in Montreal, was a Cash Box visitor recently. He dropped in with pre release copies of the new French Language version of "Walk Right In," by The Gallin Sisters, entitled, "Viens Chez Moi." It's the first of several planned releases for the new label—Fontaine. Clyde reported excellent reception to the Paul And Paula LP, and tipped that action on the track, "Young Lovers," from the LP gives promise of brisk sales action when it is released as a single. Two new excellent Canadian releases: Orval Phopphet, after too long an absence from the wax scene, has returned in great commercial style with a pair of country flavored items on Sparton that represent some of the greatest potential this corner has heard in some time. One of the tunes, "Lois And Me," Orval wrote himself, while the flip, "Run Run Run" was penned by Les Pouliot. They are available in the U.S. on Carlton and are also set for release in Great Britain on Decca, and in Australia on the Oriole label. Either one or both of the new items by Orval could develop into hit paraders, country and/or pop, in very short order. The second Canadian produced disc well worthy of note is the newie on Chateau by Gord Lightfoot. Top side, for the moment anyway, would seem to be "Is My Baby Blue Tonight." Flip is the jaw breaker of a title, "I'll Meet You In Michoacan." Session was cut in Nashville and definitely possesses that "Music City U.S.A." sweet sound of success.

Hot single in many parts of the Country these days is the only way to describe the James Gilreath bow on Joy, "Little Band of Gold." It's a strong pick at CKBB in Barrie, Ontario, and is reportedly getting a lot of air action in other Canadian centers, so say the Phonodisc folks.

Another side showing regional action in several centres currently is the Capitol release by Mike Sarne, "My Baby's Crazy About Elvis." CKCK in Regina and CKBB, Barrie are among stations listing the tune on their play sheets. "Why Do Lovers Break Each Others Hearts," the Bob B. Soxx outing on Barry is another much listed—much played item on Canadian deejay shows.

(3/9) was declared "Yellow Bandana Night" in Lethbridge, Alberta as the Faron Young troupe played a one nighter in that southern Alberta city of 100,000, reports Bob Wilson of CHEC.

Canadian record manufacturers and distributors interested in establishing contact with the Belgian record industry are invited to get in touch with Jules Nys of Show Records, Aarschot, Belgium.

The new Ned Miller album, bearing the title of his hit single, "From A Jack To A King," was released ten days ago by Quality. There'll be a warm reception for it from the many Miller fans who flocked to retail outlets across the Country to buy the single.

Compo reporting excellent comments from deejays and librarians concerning Brenda Lee's latest album outing. Great general programming is the consensus of opinion from Canada's radio types, reports Hal Ross.

Johnny Nash dropped in for a Cash Box visit during his Ottawa night club stand. Johnny's very excited over his new contract, just signed with RCA Victor.

## Norway's Best Sellers

This Wk	Last Wk	Weeks on Chart	Title
1.	3.	8.	Jeg Vil Ha En Blå Ballong (Toy Balloon) (Arne Bendiksen/Triola) Stockholms Musikproduktion
2.	1.	13.	Return To Sender (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
3.	6.	7.	Midnattstango (Tanze Mit Mir In Den Morgen) (Ase Wenzel—Jan Höiland/Columbia) Musikk-Huset A/S
4.	2.	6.	Dance On (The Shadows/Columbia) Bens Music AB
5.	7.	3.	Diamonds (Jet Harris—Tony Meehan/Decca)
6.	5.	4.	*Regniga Natt (Gråtende Sky) (Anna-Lena/Metronome) Multitone
7.	4.	6.	Fjerne Land (Weites Land) (The Key Brothers/Triola) Egil Monn Iversen A/S
8.	—	1.	The Wayward Wind (Frank Ifield/Columbia)
9.	—	1.	Loop The Loop (Frankie Vaughan/Philips)
10.	8.	8.	The Next Time (Cliff Richard/Columbia) Musikk-Huset A/S

## Sweden's Best Sellers

This Wk	Last Wk	Weeks on Chart	Title
1.	2.	3.	I Saw Linda Yesterday (Dickey Lee/Philips) Ivan Mogull Music/Sweden Music
2.	1.	7.	Stand Up (Michael Cox/HMV) Bens Music AB
3.	3.	4.	De Tusen Sjöars Land (Ray Adams/Fontana) Gehrmans
4.	5.	5.	Bachelor Boy (Cliff Richard/Columbia) Gehrmans
5.	6.	7.	Desafinado (Stan Getz—Charlie Byrd/Verve) Modern Music AB
6.	9.	2.	Kiss Me Quick (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
7.	4.	6.	*Fröken Johansson Och Jag (Oijvinds Quintet/Odeon) Edition Odeon
8.	11.	11.	Return To Sender (Elvis Presley/RCA Victor) Belinda (Scandinavia) AB
9.	7.	16.	Regniga Natt (Gråtende Sky) (Anna-Lena/Metronome) Multitone
10.	—	1.	Knockin' On Wood (Adam Faith/Parlophone) Musikkforlaget Essex *Local copyright



# AUSTRALIA

There seems to be a definite lift in record production and sales in the first two months of 1963 as against the same period of the previous few years. Record companies and dealers report strong action on the top singles across the nation. This could be the turning point that the industry has been waiting and hoping for after having suffered two or three of the worst trading years yet experienced by the trade. Dealers report wonderful consumer response to the really hot singles of the moment such as "Walk Right In," From A Jack To A King" and "Hey Paula."

RCA of Australia has now released the first of its "Our Man" series of albums. First packages of the range to appear here are "Our Man In San Francisco" by The Limelighters; "Our Man Down South" by Eddy Arnold and "Our Man In Latin America" by Perez Prado. On the singles front RCA is out with "Diamond Head" by Hugo Winterhalter; Little Peggy March is featured with "I Will Follow Him" and "Wind-Up Doll" and Val Martinez has "Someone's Gonna Cry" backed with "They."

Our Best Seller list this week welcomes three singles that are going well across the nation. Hottest of these is "Walk Like A Man" by The Four Seasons which moves into the number five spot on its first appearance. Other newies are "Ruby Baby" on the CBS label by Dion and "Little Town Flirt" by Del Shannon on the London banner.

Radio Corporation Pty. Ltd., working out of head offices in Melbourne, has launched the "Twin Hits" range of singles which are retailing at the surprisingly low price of 5/- exactly half the price of regular singles. First batch of six disks carries between them twelve of the current big American hits. The trade will be keeping a close watch on the response to these singles as the price structure is such that there is bound to be interest in the venture.

Festival Records has made a rush release of two American A&M label singles. They are "Marching Thru Madrid" and "Struttin' With Maria" by The Tijuana Brass and the George McCurn slice of "I'm Just A Country Boy." Other new singles from the Festival group include "Theme From The Anthill" by local group The Joy Boys; "Sailor Boy" from Cathy Carr and it looks as though they could have a real sleeper in the Bobby Goldsboro release of "Molly." Disk-jockeys who have been programming "Molly" have reported a fairly strong listener response which augurs well for the future of the disk.

Blind disk-jockey Grantley Dee from Station 3AK in Melbourne, who is also a singer, will make his first national television singer appearance in a near-future edition of Brian Henderson's "Bandstand" series.

W&G Records, which has the top hit across the nation in Ned Miller's "From A Jack To A King," delighted about the American release of four of its singles which appear on the Melbourne logo in the United States. On the local front, W&G is scoring well with "Like I Do" by Maureen Evans; "Little Band Of Gold" by James Gilreath; "Hava Nagila" by The Spotnicks; "Who Stole The Keeshka?" by The Matys Bros; "Faded Love" with Leon McAuliff; "Burning Desire" from Wade Bay and the highly touted German instrumental by trumpet player Charly Tabor, which couples "Mexican Moon" with "Caucasian Melody."

With the Louis Armstrong visit "just around the corner," the Festival people are making a big push on their large range of "Satchmo" material. Festival has nine albums and eleven EP's in its drive on the Armstrong catalog. The Louis Armstrong All Stars are set to play Brisbane on March 25; Sydney March 27; Adelaide March 28 (two shows in each State) and Melbourne on the 29th and 30th, where they will play four shows.

Jim Cuff, merchandising manager of RCA Records in Australia, reports that it is racking up big sales with the album "Ponderosa Party Time" by the cast of the television series "Bonanza." Part of the promotion campaign behind the set takes the form of strong support from national magazines and TV publications. Jim advises that as a result of the par in the liner notes of the package, inviting the public to send in their views, RCA has received many requests for more of the same.

Geoff Haynes, one of the star disk-jockeys with Station 3UZ in Melbourne, is doing the 12 noon to 2 p.m. time slot in addition to his 7 to 10 p.m. regular program. 3UZ is on a fairly solid Top 40 kick-mixed with predictions, oldies and selected album tracks, in key program times. They also feature a good deal of C&W material in their programs.

Festival Records (via its Leedon label) will soon be out with a new album featuring one of its top stars Johnny O'Keefe. Set is entitled "About Love" and features Johnny with a batch of standards including "Moon River;" "When I Fall In Love" and "Lollipops And Roses."

## Australia's Best Sellers

1. From A Jack To A King (Ned Miller—W&G) J. Albert & Son
  2. Hey Paula (Paul & Paula—Philips) Wallaby Music
  3. Blame It On The Bossa Nova (Eydie Gorme—CBS) Tu-Con Music
  4. Walk Right In (Rooftop Singer—Astor) Southern Music
  5. Walk Like A Man (Four Seasons—Festival)
  6. Tell Him (The Exciters—U/A) Robert Mellin
  7. \*Come A Little Bit Closer (The Delltones—Festival) Belinda Music
  8. The Boys (The Shadows—Columbia) Belinda Music
  9. Ruby Baby (Dion—CBS) Belinda Music
  10. Little Town Flirt (Del Shannon—London) Belinda
- \*Locally Produced Record.

## Brazil's Top Ten LP's

- |  |   |
|--|---|
| 1. I Can't Stop Loving You—Ray Charles—(Polydor)             | 6. Romanticos De Cuba No Cinema No. 3—Romanticos de Cuba—(Musidisc) |
| 2. 'S Voice—Ray Conniff Singers—(CBS)                        | 7. *Carnaval RCA 63—Various Artists—(RCA)                           |
| 3. The Jet Black's Again—The Jet Black's—(Chantecler)        | 8. Afrikaan Beat—Bert Kaempfert—(Polydor)                           |
| 4. Twistin' Round The World—Chubby Checker—(Parkway-Fermata) | 9. *Noite Ilustrada—Noite Ilustrada—(Philips)                       |
| 5. Nico Fidenco—Nico Fidenco—(RCA)                           | 10. 'S Continental—Ray Conniff—(CBS)                                |
- \*Brazilian Music



# BRAZIL

Bossa Nova News—The CBS LP "Bossa Nova," with Astor and His Orchestra has been released in the United States, Argentina and Mexico. Astor is a very respected maestro, arranger and trombone player.

Tamba Trio will be known internationally, through the release in Holland, of its first LP. The album will be available in all Europe very soon. And the Tamba Trio will make a tour in April or May, visiting the most important cities of the old continent. They play several instruments and sing in the purely Bossa Nova style.

RGE issued a double-compact called "Agostinho No Carnegie Hall," featuring Agostinho dos Santos in four Bossa Nova sambas: "O Barquinho," "Desafinado," "Samba De Uma Nota Só" and "Sambossa."

Latin America is going "carnavalian" too. . . . In Peru, CBS released an album with several Carnival hits of this year, including the smash "Pó De Mico," rended by songstress Emilinha Borba. In Argentina, the first Carnival record of this year is "Mamadeira" and "Bota Rolha," with the vocal group Os Cariocas. Here in Brazil, specially in Rio, everybody is growing more enthusiastic every day, and this Carnival promises to be better than the others.

Tito Madi, singer and composer, will have an LP pressed in the United States by CBS. It's called "Sonho E Esperança" (Dreams and Hopes). Arrangements by Lyrio Panicelli and Astor.

Charles Nobile—sales manager of RCA—returned from his vacation. Nobile, who was born in Camden, New Jersey, has been living in Brazil for many and many years and is one of those responsible for the high position that RCA has among all record companies operating in Brazil. Nobile used his part of his vacation planning new sales campaigns, in which he is an expert.

Companhia Brasileira De Discos—(Philips subsidiary in Brazil), is re-activating the Polydor label, forming, for this purpose, a Brazilian cast that will wax under that mark. Already inked are Hebe Camargo, Black Out, Gaya, Norma Suely, Booker Pittman and his daughter Eliana, The Chorale of Ouro Preto, and others. Joao Araujo, public relations manager, told Cash Box that Philips will invest in the next two years something like 100 million cruzeiros (125 thousand dollars), improving the conditions of the record plant, adding new presses and equipment.

The Bossa Nova wave opened new perspectives in Brazilian music. Not only the songs of this style are being requested by foreign countries, but Brazilian music in general. In Mexico, for instance, CBS is releasing two albums: "Isto é Dança" (This Is Dance), with pianist Sidney, accompanied by Astor and His Orchestra, and "Baile Latino" (Latin Ball), with Sylvio Mazucca and His Orchestra (one of the most popular dance orks in Brazil).

Emilio Vitale, president of Copacabana Records made a trip (one week) to Argentina. In Buenos Aires Vitale had the opportunity to study the editorial field because the Vitale Brothers have that kind of business in that country, too. In fact, Vitale Publishing Company has agencies in many countries of the world.

Hugo Santana, the Brazilian teenager singer (Chantecler artist), also made a trip to Argentina where he appeared for two months in Punta Del Este (The city of the Famous Cinema Festival).

## Brazil's Best Sellers

- |  |  |
|--|--|
| 1. Filme Triste—Trio Esperança (Odeon); Yeda Maria (RCA); Sue Thompson (Copacabana); Denetrius (Continental) (Published by Vitale) | 7. *Tem Bobo Pra Tudo—Alcides Gerardi—(CBS)  |
| 2. I Can't Stop Loving You—Ray Charles (Polydor); Carlos Gonzaga (RCA); Paulo Marquez Chantecler) (Published by Vitale)            | 8. Confissao—Clovis Candal (Copacabana); Leny Caldeira (Philips); Rosita Gonzalez (Philips)          |
| 3. Hava Nagila—Chubby Checker—(Parkway-Fermata); Aliza Kashi (Continental)   | 9. *Dedo De Luva—Noite Ilustrada (Philips)   |
| 4. *Volta Por Cima—Noite Ilustrada (Philips); Portinho (Philips) (Published by Cembra)   | 10. *Indulto—Nelson Goncalves—(RCA) (Published by Euterpe)   |
| 5. Luz E Sombra—Carlos José (Continental); Fernando Torres (RGE)   | 11. *Ave Maria Dos Namorados—Anisio Silva (Odeon), Cauby Peixoto (RCA); Martha Mendonca (Chantecler) |
| 6. *Samba Em Prelúdio—Ana Lucia & Geraldo Vandré—(Audio-Fidelity)  | 12. Boleterá—Bienven'ido Granda—(RGE)  |
|  | 13. *Eu . . . Te Amo—Francisco Petronio (Continental)  |
|  | 14. Limbo Rock—Chubby Checker—(Parkway-Fermata)  |
|  | 15. Uma Lagrima Tua—Roberto Luna (RGE); Rinaldo Calheiros (Copacabana)                               |
- \*Brazilian Music

## Sir Joseph In Australia



SYDNEY—Sir Joseph Lockwood, chairman of EMI Ltd., was recently in Australia during an extended world tour which was eventually cancelled owing to illness. In the above shot, taken at a press, radio and TV reception, Lockwood is shown with EMI lark Shirley Bassey.



## COUNTRY D.J. REGIONAL RECORD REPORTS

**JOMMY FIERRO**  
KDSJ  
Deadwood, S. Dak.

1. End Of The World (Skeeter Davis)
2. Don't Let Me Cross Over (Carl Butler)
3. From A Jack To A King (Ned Miller)
4. Second Hand Rose (Roy Drusky)
5. Is This Me (Jim Reeves)
6. Leavin On Your Mind (Patsy Cline)
7. The Yellow Bandana (Faron Young)
8. Faded Love (Leon McAuliffe)
9. I Wanna Go Home (Billy Grammer)
10. Lonely Tear Drops (Rose Maddox)

**DKIP SLAGLE**  
KFDI  
Wichita, Kans.

1. I Take The Chance (Ernest Ashworth)
2. From A Jack To A King (Ned Miller)
3. The End Of The World (Skeeter Davis)
4. Knock Again, True Love (Claude Gray)
5. Is This Me (Jim Reeves)
6. Don't Let Me Cross Over (Carl Butler)
7. The Ballad Of Jed Clampett (Flatt & Scruggs)
8. All Grown Up (Johnny Horton)
9. T for Texas (Grandpa Jones)
10. Not What I Had In Mind (George Jones)

**MORISS TAYLOR**  
KPAY  
Chico, Calif.

1. From A Jack To A King (Ned Miller)
2. End Of The World (Skeeter Davis)
3. Stranger (Lefty Frizzell)
4. Hello Walls #2 (Ben Colder)
5. Busted (Johnny Cash)
6. Burning Desire (Wade Ray)
7. You've Got Me Where You Want Me (Jan Howard)
8. Leavin On Your Mind (Patsy Cline)
9. The Yellow Bandanna (Faron Young)
10. Behind The Footlights (Hank Locklin)

**C. O. THOMAS**  
WGNU  
Wilmington, N.C.

1. Don't Let Me Cross Over (Carl Butler)
2. Second Hand Rose (Roy Drusky)
3. From A Jack To A King (Ned Miller)
4. Don't Call Me From A Honky Tonk (Johnny & Jonnie Mosby)
5. I've Enjoyed As Much Of This As I Can Stand (Porter Wagoner)
6. You Took Her Off My Hands (Ray Price)
7. If I Could Come Back (Webb Pierce)
8. Still (Bill Anderson)
9. Busted (Johnny Cash)
10. Hello Walls #2 (Ben Colder)

**HERB HENSON**  
KUZZ  
Bakersfield, Calif.

1. Walk Me To The Door (Ray Price)
2. In This Very Same Room (George Hamilton)
3. Not What I Had In Mind (George Jones)
4. From A Jack To A King (Ned Miller)
5. You Took Her Off My Hands (Ray Price)
6. Second Hand Rose (Roy Drusky)
7. I've Enjoyed As Much (Porter Wagoner)
8. Knock Again, True Love (Claude Gray)
9. A Stranger Was Here (Darrell McCall)
10. I Saw Me (George ones)

**FRANK LEE**  
KWBY  
Scottsdale, Ariz.

1. From A Jack To A King (Ned Miller)
2. Don't Let Me Cross Over (Carl Butler)
3. You Took Her Off My Hands (Ray Price)
4. Leaving On Your Mind/Tra La Triangle (Patsy Cline)
5. You're The Reason I'm Living (Bobby Darin)
6. His And Hers (Tony Douglas)
7. Not What I Had In Mind (George Jones)
8. Sawmill (Webb Pierce)
9. Masquerade Party (Carl Belew)
10. Can't Hand Up The Phone (Stonewall Jackson)

**GUY NELSON**  
KFOX  
Long Beach, Calif.

1. Walk Me To The Door (Ray Price)
2. Running Into Memories Of You (Little Jimmy Dickens)
3. T for Texas (Grandpa Jones)
4. Not Exactly What I Had In Mind (George Jones)
5. I'll Let My Feet Do The Talkin' (Lee Ross)
6. I've Gotta Show You (Skeets McDonald)
7. Still (Bill Anderson)
8. You Took Her Off My Hands (Ray Price)
9. Don't Let Me Cross Over (Carl Butler)
10. Once Again (Buddy Cagle)

**BILL DIXON**  
KDXE  
Little Rock, Ark.

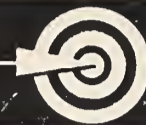
1. From A Jack To A King (Ned Miller)
2. Don't Let Me Cross Over (Carl Butler)
3. If I Could Come Back (Webb Pierce)
4. Not Exactly What I Had In Mind (George Jones)
5. You're The Reason I'm Living (Bobby Darin)
6. I'll Hit It With A Stick (Freddie Hart)
7. Forbidden Lovers (Lefty Frizzell)
8. You're For Me (Buck Owens)
9. How Much I Must Have Loved You (Faron Young)
10. Hello Walls #2 (Ben Colder)



## COUNTRY REVIEWS

B+ very good    C+ fair  
B good            C mediocre

### THE CASH BOX BULLSEYE



"ACT NATURALLY" (2:19) "OVER AND OVER AGAIN" (2:12)  
[Bluebook BMI—Russell, Morrison] [Central Songs BMI—Owens]

BUCK OWENS (Capitol 4937)

Buck Owens, who is currently scoring with "You're For Me," can reach the charts in no time flat with either end of this new Capitol pairing. One side, "Act Naturally," is a rousing, contagious, dual-track affair with some good advice on how to succeed in the movies. The other end, "Over And Over Again," is a slow-moving, traditional bluegrass-flavored country weeper. Both sides have the goods here.

"TWO OUT OF THREE" (1:48) [Acuff-Rose BMI—Kershaw, Gallion]

"HIM AND HER" (2:18) [Acuff-Rose BMI—Gallion]

BOB GALLION (Hickory 1207)

The chanter, is just coming off his runaway smash of "Wall To Wall Love," comes up with a potent follow-up stanza with this impressive chart-loomer. The top side, "Two Out Of Three," is a fast-moving, dual-track, lament about a guy who seems to have had luck in the romance dept. Eye it. "Him And Her" is a top-flight, self-penned tear-jerker essayed by Gallion with all of his expected poise and artistry.

"ROLL UP YOUR SLEEVE" (2:20) [Quartet ASCAP—Wheeler]

"OOHIN' AND AAHIN'" (2:07) [Painted Desert BMI—Kilgore, Carter]

REX ALLEN (Mercury 72095)

Rex Allen seems sure to have a quick chart item on his hands with this top-flight new Mercury release tagged "Roll Up Your Sleeve." The side is a potent, raunchy, low-key recitation with some attractive teen-oriented guitar sounds. Plenty of pop potential here. On the flip, "Oohin' And Aahin'", the songster offers an easy-goin' tale all about a real good lookin' gal. Spinners should come out in droves for the side.

"WALKING THE FLOOR OVER YOU" (2:47) [Noma BMI—Tubb]

"MR. JUKE BOX" (2:17) [Window BMI—R. & W. Davis]

ERNEST TUBB (Decca 31476)

The vet country hit-maker has plenty of things going for him in this newly-recorded version of his old hit of "Walking The Floor Over You." Tubb gives the medium-paced, listenable, romancer an impressive send-off in his own distinctive, warm country style. Deck can make it once again. "Mr. Juke Box" is a sentimental, slow-paced, bluegrass ballad with a spinnable, commercial melody.

"MY BABY'S HIS BABY NOW" (2:15)

[Pamper BMI—Howard, Cochran]

"SOMEDAY SWEETHEART" (2:43)

[George Simon ASCAP—J. & B. Spikes]

HARLAN HOWARD (Capitol 4928)

The ace country tunesmith can finally break through as a chanter with this ultra-commercial side tabbed "My Baby's His Baby Now." The side is a slow-shufflin' ballad about a broken romance. Chorus-backed side boasts a fine swingin' beat and some top-drawer lyrics. On "Someday Sweetheart" Howard dishes up a pleasing song and recitation ditty concerning an uncertain relationship.

LEON PAYNE (Starday 620)

(B+) "JOE LOPEZ" (4:05) [Starday BMI—Payne] Leon Payne dishes up a first-rate folk-flavored chorus-backed ditty with a warm, south-of-the-border flavor. Side has enough potential to cause plenty of excitement. Watch it.

(B) "YOU STOOD ME UP THIS MORNING" (2:21) [Starday BMI—Payne] This time out Payne offers a fine tradition-oriented hill-billy lament. A nice showing.

ROY ACUFF (Hickory 1206)

(B+) "PINS AND NEEDLES (IN MY HEART)" (2:32) [Milene ASCAP—Jenkins] Acuff could make some noise with this contagious, bluegrass ballad rendered in his distinctive, feelingful style. Side has a refreshing old-time sound.

(B) "DON'T MAKE ME GO TO BED AND I'LL BE GOOD" (3:40) [Peer BMI—Cross] More fine country sounds. This one's a melodic, slow-moving lament.

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DISTRIB .....  
RACK JOBBER .....  
COIN FIRM .....  
OTHER .....



# COUNTRY TOP 50



# COUNTRY ROUND UP

	Pos. Last Week
1 DON'T LET ME CROSS OVER	1
Carl Butler (Columbia 42593)	
2 IS THIS ME	3
Jim Reeves (RCA Victor 8127)	
3 KNOCK AGAIN, TRUE LOVE	5
Claude Gray (Mercury 72063)	
4 STILL	11
Bill Anderson (Decca 31458)	
5 I TAKE A CHANCE	2
Ernest Ashworth (Hickory)	
6 NOT WHAT I HAD IN MIND	8
George Jones (United Artists 528)	
7 ALL GROWN UP	6
Johnny Horton (Columbia 42653)	
8 SAWMILL	9
Webb Pierce (Decca 31451)	
9 THE END OF THE WORLD	4
Skeeter Davis (RCA Victor 8098)	
10 MISSING ANGEL	13
Jim Reeves (RCA Victor 8127)	
11 FROM A JACK TO A KING	7
Ned Miller (Fabor 114)	
12 I SAW ME	14
George Jones (United Artists 528)	
13 WALK ME TO THE DOOR	17
Ray Price (Columbia 42658)	
14 CAN'T HANG UP THE PHONE	18
Stonewall Jackson (Columbia 42628)	
15 IF I COULD COME BACK	19
Webb Pierce (Decca 31451)	
16 THE YELLOW BANDANA	24
Faron Young (Mercury 72085)	
17 YOU HURT ME	21
Ferlin Husky (Capitol 4908)	
18 THE BALLAD OF JED CLAMPETT	10
Lester Flatt & Earl Scruggs (Columbia 42606)	
19 COLD AND LONELY	22
Kitty Wells (Decca 31457)	
20 LONELY TEARDROPS	25
Rose Maddox (Capitol 4905)	
21 BUSTED	28
Johnny Cash (Columbia 42665)	
22 T FOR TEXAS	12
Grandpa Jones (Monument 801)	
23 HALF A MAN	30
Willie Nelson (Liberty 55532)	
24 SECOND HAND ROSE	15
Roy Drusky (Decca 31443)	
25 HELLO WALL #2	32
Ben Colder (MGM 13122)	

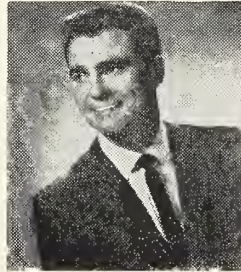
	Pos. Last Week
26 I'VE ENJOYED AS MUCH AS I CAN STAND	16
Porter Wagoner (RCA Victor 8105)	
27 PRETTY BROWN EYES	34
Carl Belew (RCA Victor 8132)	
28 YOU TOOK HER OFF MY HANDS	20
Ray Price (Columbia 42658)	
29 I'VE GOTTA SHOW YOU	36
Skeets McDonald (Columbia 42655)	
30 FORBIDDEN LOVERS	38
Lefty Frizzell (Columbia 42676)	
31 FADED LOVE	26
Leon McAuliff (Cimarron 4057)	
32 RUBY ANN	23
Marty Robbins (Columbia 42614)	
33 INTERSTATE FORTY	43
Bob Luman (Hickory 1201)	
34 SING A LITTLE SONG OF HEARTACHE	27
Rose Maddox (Capitol 4845)	
35 SHEEPSKIN VALLEY	42
Cloude King (Columbia 42688)	
36 I WANNA GO HOME	29
Billy Grammer (Decca 31449)	
37 ROLL MUDDY RIVER	44
Wilburn Bros. (Decca 31464)	
38 WALK RIGHT IN	33
Rooftop Singers (Vanguard 35017)	
39 LONESOME 7-7203	46
Hawkshaw Hawkins (King 5712)	
40 A STRANGER WAS HERE	31
Dorrell McCall (Phillips 40079)	
41 DON'T CALL ME FROM A HONKY TONK	—
Johnny & Jonie Mosby (Columbia 42668)	
42 HOW COME YOUR DOG DON'T BITE NOBODY	35
Webb Pierce & Mel Tillis (Decca 31445)	
43 LEAVIN' ON YOUR MIND	37
Patsy Cline (Decca 31455)	
44 HIS AND HERS	45
Tony Douglas (VeeJoy 481)	
45 SHAKE ME I RATTLE (SQUEEZE ME I CRY)	39
Marion Worth (Columbia 42640)	
46 IN THIS VERY SAME ROOM	40
George Hamilton IV (RCA Victor 8118)	
47 PLEASE TALK TO MY HEART	—
Country Johnny Mothis (United Artists 536)	
48 HOSPITALITY BLUES	49
Arthur Smith (Starday 615)	
49 YOU'RE FOR ME	41
Buck Owens (Capitol 4872)	
50 IF YOU WANT ME TO	47
George Hamilton IV (RCA Victor 8118)	

Shocked to hear about the tragic air crash that took the lives of country music greats Patsy Cline, Hawkshaw Hawkins, Cowboy Copas and Randy Hughes. Our condolences.

The biggest country music stage show to play Fresno will be presented March 15th by station KEAP. The Town & Country Spectacular will be headlined by Johnny Cash and the Tennessee Three and Grand Ole Opry star Ray Price along with his Cherokee Cowboys. Herb Edelman, station general manager, and Eddie Briggs, KEAP deejay and music director, have been working on details for the

Ritter, Tex Williams, Freddie Hart, Johnny Bond, Carl Butler, George Hamilton IV, Tommy Duncan, Stewart Hamlin, Gordon Terry, Billy Mize, Cliff Crawford, Larry Vern, Glen Campbell, Gene Mills, Gene Davis, Jerry Wallace, Barbara Mandell, Joe Maphis and Rosilie Allen. Many of the local country bands were present plus top names from Southern California radio and TV.

Mercury's Rex Allen has signed contracts to narrate Walt Disney's theatrical featurette, "Yellowstone Cubs" produced by Winston Hibler and Robert Metzler directing.



LEROY VAN DYKE



LAWTON WILLIAMS



RAY PRICE

show with Saul Holiff, Johnny Cash's manager, who is booking the show for the all-country central California outlet. Supporting acts will be June Carter, Skeets McDonald, Gordon Terry, Donny Young and Johnny Western. The spectacular will consist of two shows. Late reports indicate an SRO house for both shows.

Leroy Van Dyke just concluded four successful weeks in the Merri-Mint Theatre at the Mint in Las Vegas. More than 15,000 persons were entertained in the showroom during the chanter's engagement.

Nugget Records, of Goodlettsville, Tennessee, has inked Mike Miller, Jack Casey and the Star Mountain Boys to exclusive recording contracts. Their first release on the label is tagged "Bluegrass Country." The boys are originally from the Columbus, Ohio area, but are now making their home in Nashville. Curtis Artist's Bureau handles their bookings.

Billy Deaton, Red Sovine and Curley Gold, leader of the Texas Tune Twisters, were caught chatting and signing autographs back stage at one of the recent Grand Ole Opry shows which was held in the Oakland Auditorium in Oakland.

Mike Oatman, program director of KHEY-El Paso, sez the outlet's first country music package this year was a huge success. The show consisted of George Jones, Slim Whitman, Little Jimmy Dickens, the Wilburn Brothers, Loretta Lynn and Don Helms. They drew approximately 3,700 in the El Paso Coliseum. Mike also mentioned that Marty Robbins and his band are set for an El Paso appearance on March 22nd.

On March 25th through 30th Hank Snow and the Rainbow Ranch Boys will be playing the Flame Club in Minneapolis. After that the chanter and crew will play a string of key dates in the Lone Star State. Additionally, Hank is anticipating a tour with Rex Rinehart starting the last of April through the first part of May throughout the midwestern states, and as of yet, no dates are definite. Also starting on May 9th, Hank's birthday, will be the Marlin Payne tour across Canada.

Country artists recently turned out in full force for a big benefit show for ailing Smokey Rogers. Among the many performers who played the Bon-tonia Ballroom in El Cajon, California were Roy Rogers and the Sons of the Pioneers with Pat Brady, Rex Allen, Sheb Wooley, Eddie Dean, Tex

Bud Crowder, Toppa recording artist, formerly of XEAU-San Diego, would like to inform all his friends of his new address. Bud now has his own radio show five hours daily on KTOO-Las Vegas and would like to invite all deejays and artists to visit him there or at the Maverick Club in Vegas, where Bud and his band play six nights a week.

Curtis Artist's Productions infos news that they have inked Mercury's James O'Gwynn and Nugget's Star Mountain Boys to exclusive booking contracts.

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**OVER AND OVER AGAIN**  
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NR - 204

★ STAR MOUNTAIN BOYS ★  
★ MIKE MILLER—JACK CASEY ★  
★ "BLUEGRASS COUNTRY" ★  
NR - 201  
★ LONZO & OSCAR ★  
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★ TWO NEW RELEASES! ★

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*Vending's College Course*

---

**A GOOD IDEA  
FOR**

**MUSIC-AMUSEMENT**

Last week's editorial which outlined the benefits of the recently instituted college course on the technical side of vending has prompted suggestions for a similar program on juke boxes and amusement machines. The idea sounds good.

The west coast college idea was initiated by two vending executives broadly experienced in the operation, sales and service ends of the vending industry. Men with equal knowledge of the music and games fields are no doubt available for such a project.

The national vending association—NAMA—gave wide support to this venture through its western offices. In addition, CAVA, the local association also helped formulate the program. In the case of music and games, we are certain that the Music Operators of America, Inc. could find ways in which to sponsor such a service school project. Certainly MOA officials would make a sincere attempt at following through on the details of formulating the necessary preliminaries, if they thought the industry would lend support.

The vending idea stemmed from the acute need for trained service people. No one could question the same need for trained personnel within the juke box and amusement machine segment of the coin machine field. The want ads speak for themselves.

The local board of education in Los Angeles saw fit to budget several thousands of dollars for the service school course. This is a matter of presenting an accurate and believable estimate of the attraction such a course would hold for potential students plus a guarantee of a minimum amount of interest at the outset of this program. The necessary talent for this aspect of the project might be culled from MOA ranks or from interested suppliers to the industry.

Vending machine manufacturers have contributed fifty-thousand dollars in new equipment for laboratory work on the campus. There is no question to our way of thinking that music and amusement machine manufacturers wouldn't be just as cooperative providing they were convinced of the value of such a school.

The actual curriculum would have to be outlined and discussed by executives from the service and engineering ends of the business. We doubt that any problem exists in this area.

After careful consideration of the possibilities of instituting a service school under college auspices for the coin machine operator, who might also be interested in the vending aspects of such a course, we believe that it is entirely possible for the industry to initiate such a program.

The luxury of having a technical school to serve as a source of supply for mechanics and top-flight service people deserves at least a surface investigation by the people in this industry who would derive the greatest amount of benefit from it—the operators who would function more efficiently with trained technical personnel.

## Joe Robbins, Empire Exec. To Europe On Export



JOE ROBBINS

CHICAGO—Joe Robbins, general sales manager of Empire Coin Machine Exchange busied himself last week formulating plans for a whirlwind itinerary on the European Continent to keep pace with the firm's greatly expanded export activities, chiefly aimed at Europe.

His departure date is set for March 15. He will be accompanied on the trip by his wife, Marian.

European cities scheduled for the Robbins junket include London, England; Antwerp, Belgium; Paris, France; and Rome, Florence and Milan, Italy. During their sojourn the Robbins travelers plan to call on Empire Coin's export customers there, as well as prospects while on the Continent.

Joe Robbins asserted that the firm's vast export business has increased over the past several years. He and Empire Coin Machine Exchange's owner, Gil Kitt, felt that it became increasingly vital to this growth that Robbins, who has spearheaded this export drive, visit the vast European buyers.

"We naturally look to our expan-

## Bally Capitalizes On Telephone Attraction With Kiddie 'Fun-Phone'

Moppets Hear Taped Stories At Drop Of A Coin

12 Tapes Available, New  
Ones To Be Released

CHICAGO—Bally Manufacturing Company has commenced delivery on "Fun-Phone," a new type kiddie attraction designed for operation in typical kiddie-ride locations, as well as locations in which space does not permit operation of rides.

"The Bally 'Fun-Phone'," explained Bill O'Donnell, general sales manager of Bally, "looks like an ordinary wall telephone, but in the bright, gay colors children love. When a coin is deposited, the youngsters pick up the receiver and hear a pleasant voice telling one of the 12 stories recorded on the tape-player built into the telephone. Each story is approximately 3 minutes long and ends with an invitation to deposit another coin for a new story.

"The brilliant red telephone box and attractive mounting-board never failed on test locations to stop youngsters in their tracks. Then they are held spellbound listening to the story, and invariably want to hear several stories. This, of course is what we expected. Every parent knows that the telephone in the home is one of the strongest attractions to the inquisitive instincts of children, and story-telling is a time-tested and proved way to hold their attention.

"'Fun-Phone' stories are based on a variety of themes—fairy tales, Mother Goose, western and space adventure—but all are modernized with a touch of comic-strip humor that appeals to youngsters in a wide range of ages. In fact, location tests prove that children as young as 3 and as old as 12 are equally fascinated by 'Fun-Phone'.

sion and development of Empire Coin's exporting business as a most vital, moving part of our coin machine activities," Robbins said.

"Two recent forces motivated this growth. And, of course, interest on our part. One factor," he added, "which is very much in our favor is the European Common Market. Which will certainly ease the painful tariff restrictions. And will ultimately eliminate other prior disturbing influences that plagued our industry for many years.

"The other important factor is the

"'Fun-Phone' is easily attached to any wall or post, occupying only a 16 inch wide strip of wall. Floor-stand is available as optional equipment, and new sound-tape reels will be released at regular intervals," concluded O'Donnell.



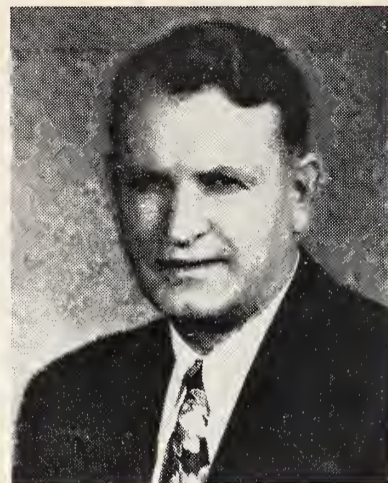
HELLO DERE! Kids can here favorite westerns, nursery rhymes, space stories, via Bally's new 'Fun-Phone'. Machine has 12 taped stories and factory expects to release new ones regularly.

constant development of the great Port of Chicago. Placing our centrally located Coin Machine Metropolis—Chicago—in a most strategic location for this rapidly developing Common Market.

"Oh, certain problems hampering this development still exist," Robbins stated. "But, time will certainly alleviate these hindrances, which are chiefly of a political nature."

"Our vast experience and ever constant efforts to learn during the past years is now paying off handsomely," Robbins concluded.

## Dan Stewart, United Distrib, Dead At 63



DAN STEWART

SALT LAKE CITY—Dan B. Stewart, owner and operator of the Dan Stewart Company of Salt Lake City, and co-owner of K & S and Midway Trading Companies, died unexpectedly in a Boise Hospital on Sunday, February 24, 1963. He was 63.

Stewart was one of the earliest pioneers in the coin machine business. Throughout the forty years Stewart was in the business, he helped to develop and popularize many of the leading lines in the country.

Stewart's interest in the coin business started as a boy in Morgan, Utah, where he operated counter games and amusement devices. After enlisting in the Army at the age of eighteen and serving in the 145th Battalion during World War I, he moved to Ogden, Utah, and later to Salt Lake City where he continued to develop his interests along the coin machine line.

Stewart's success in the business led him to buy the Reno Club in Reno, Nevada, in 1945, which he operated for two years before selling his interests there and assuming the Rock-Olo Phonograph and United Distributorships which he successfully held for ten years until United developed a phonograph to which he switched over some four years ago.

Stewart was said by his associates to have been a strong leader in his competitive business and "many times remained on top when men of lesser stature would have failed."

Stewart's kindness, understanding and willingness to help others to start and succeed in the coin machine business and others such as the "spudnut" business, often resulted in the loss of thousands of dollars, but the many who succeeded were always a joy to Stewart, and were enough of an incentive where he never lost faith or withheld his help from anyone who asked for or needed it," explained a colleague last week.

Stewart's outside interests included all sports, especially hunting and fishing, the latter being a never ending source of relaxation to him.

He recently took over the Wurlitzer distributorship, and also distributed United games, American Shuffleboard, Universal Candimat and Keeney.

It was on a business trip to Idaho selling machines that Stewart suffered a cerebral hemorrhage. The Idaho State Patrol, noticing his car wavering pulled him over and rushed him to the emergency room of St. Luke's Hospital in Boise. His wife, Audrey and his brother Sid were with him when he died after not regaining consciousness.

Mrs. Stewart who has been active in the Dan Stewart Company for three years will continue to operate the company in the high standards that her husband had always set.

## Culp's Wurlitzer Party Draws 135 Oklahomans

OKLAHOMA CITY—They came out in freezing temperatures, wore Wurlitzer party hats, and even bought some machines. That's the kind of a loyal following Culp Distributing has in this area.

For the 1963 Wurlitzer Phonograph Showing, several buses were chartered to take everyone to Glen's Hik'ry Inn, "The Southwest's Most Unusual Steak House." Choice was given for ordering Steaks to order and/or Smorgasbord which consisted of over twenty-five different salads and cold cuts, with six different kinds of meats and as many desserts. One hundred thirty-five (135) people were served, even in the zero-degree weather.

"After dinner the stereo music from the new phonographs was demonstrated and the curtains were drawn to show three of the machines and then opened fully to display the five machines each in different colors and color combinations—it was a beautiful sight and everyone was most impressed," said Shorty Culp, President of Culp Distributing Company.

While the ladies went on tour of the city with a stop at the Governor's Mansion, the electrical and mechanical details were explained by Karel Johnson, factory representative of

the Wurlitzer Company, of the new phonograph. All of the operators were quite impressed with the new

service features of the 2700 series, according to the Oklahoma distributor.



WURLITZER MUSIC AND PARTY HATS AT SHORTY'S: 135 Operators and wives attended a gala banquet to celebrate the introduction of Culp Distributing's new phono line. (See other photos page 82).



# Cine-Sonic Intros 14" Reel System

NEW YORK—Cine-Sonic Sound Inc. has re-directed its sales efforts in the background music field from the cartridge system to the 14-inch reel tape which offers 8 hours of music. The move was announced last week by Cine-Sonic's prexy Iz Edelman.

The background firm recommends the Bogen-Presto nationally known tape player which features a high degree of accuracy in tape motion, instantaneous stop-start speed, and maximum reliability in the Model 625, available through Cine-Sonic or Presto dealers.

The 14-inch program has been researched for several years, according to Edelman. It calls for the use of telephone lines, as used by Muzak and other firms. The system serves 240 separate locations through individual lines. One background tape player is used for the entire system.

Cine-Sonic's library boasts 820 hours of music via 83 reels. Special tapes are prepared to play for 16 hours. Operators can order from Cine-Sonic, as follows: Minimum order to start: 5 reels, with 2 changes per month at no extra charge, \$40.00; 7 reels, with 3 changes per month at no extra charge, \$60.00; or 10 reels, with 5 changes per month, for \$75.00 per month. Quantity orders are priced accordingly.

Best for '63!

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8 Rock-Ola 1448	225.00 ea.	1 AMI D80	75.00 ea.
6 Rock-Ola 1454	250.00 ea.	1 AMI E120	100.00 ea.
5 Rock-Ola 1455	225.00 ea.	4 AMI G120	195.00 ea.
2 Rock-Ola 1458	325.00 ea.	1 AMI F120	165.00 ea.
2 Rock-Ola 1462	300.00 ea.	2 AMI H200	295.00 ea.
2 Rock-Ola 1464	275.00 ea.	3 AMI I200	350.00 ea.
1 Rock-Ola 1465	320.00 ea.	3 AMI Continental 2 (100 set.)	695.00 ea.
11 Rock-Ola 1468	415.00 ea.	1 Wurlitzer 2000	220.00 ea.
15 Rock-Ola 1475	445.00 ea.	1 Wurlitzer 1900	195.00 ea.
10 Seeburg 100B	100.00 ea.	1 Wurlitzer 2017 Hideaway	225.00 ea.
7 Seeburg 100C	145.00 ea.	1 Wurlitzer 2300	425.00 ea.
2 Seeburg 100R	365.00 ea.	3 Wurlitzer 2304	450.00 ea.

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Skill Roll	60.00	Big 3	100.00
Red Arrow	175.00	Big Tent	60.00
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C.C. Royal Crown 50c	Write
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UN. Lucky	Write
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# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Rising School Taxes Enhance Vending's Sales Pitch

NEW YORK—The fantastic growth of the feeding problem which has confronted schools in this country is taxing the pocketbooks of the nation's citizens and its beginning to hurt too much.

Following WWII the suburbs took on a look of new developments, new shopping centers, new families and of course new schools, more schools, and then a few more schools. School boards from Levittown, Long Island to Seattle, Washington have been up in arms over the rising costs and the increased taxes in these growth areas. The vending industry may have a bright new potential in this feeding area if these same school boards can be shown that the saving on food programs can be shaved 50% or more via the machines.

A test case is currently being staged in the Commack School System, a section of Suffolk County, Long Island, that expects to build nine more new schools during the next five years. It already fills ten schools from families in the district. The middle income homeowners cannot support this continued increase in taxes year after year. Three Continental-Apco food vending machines now on location in one of the schools in this area could pay off in handsome dividends if the tests prove that

vending is the answer to rising feeding costs.

Commack's school board prexy E. L. Cunningham expects to be responsible for the feeding of no less than 10,000 students per day by this time next year. The speed of serving students, costs cuts in kitchen equipment, and the use of the space ordinarily used for preparing food but which will be available for classrooms all take on an attractive appeal for the Commack taxpayer. This is the situation around the country.

Douglas S. Steinberg, President of the National Confectioners Association, recently helped put together a booklet entitled, "Candy Goes To School." The booklet was mailed to educators and parents of school children. "Candy, eaten in the school lunchroom at the proper time and in the proper amounts," stated the signed address, "can contribute to the development of good eating habits and supply important nutrients." The booklet outlines the energy producing qualities of candy and helps disprove many of the falsehoods connected with candy and dental problems. It has resulted in wider acceptance, by educators, of candy as a staple food on the dietary charts of many schools. Hot food vending can do the same thing in its own manner. With

the high costs of feeding and the increased quality of the vendors' hot meal, prepared on school grounds or away, the vending machine is in a position to make a name for itself and the industry can start with the first grade classrooms.

The Commack installation is just a test case of many currently undergoing the close investigation of industry leaders. It will be appraised some time in June when a full six-month semester will have been completed. The results will be felt in every city in the country.

### NATD March 16-21

CHICAGO—The National Association of Tobacco Distributors (NATD) will hold its annual convention at the Conrad Hilton Hotel, March 16-21. Theme of the 1963 confab will be entitled "The \$7 Billion Giant" and talks will cover the candy and confection business, and merchandising and sales aspects of the tobacco industry.

### New Snack Vendor

OMAHA—After a year of engineering and field testing a new vendor is being marketed by S Manufacturing Company of Omaha. Pastries, potato chips, candies, popcorn and even bag lunches, clothing, toys and other "impossible sizes" and shapes all vend easily and positively in the new Martelle vendor, according to company officials. A patented cam and weight vending mechanism eliminates the shelf style principle, thus allowing the adaptation of the products heretofore impossible. Using a stationary clip to hold the products, the loading time is cut considerably making it easier to service for the vending operator. All of the latest developments from the manufacturers of coin mechanisms are incorporated together with the push button loading and push button vending. Available in three or five column models the all-electric Martelle Vend-A-Bag vendor reportedly opens a whole new field for vending machine products.

## Interstate Appts. Budget Manager

CHICAGO—Robert W. Eklund has been appointed Manager of Budgets and Internal Auditing for Interstate Vending Company, Chicago-based national vending and food service company, it was announced today.

Eklund was formerly Comptroller and Assistant Treasurer, Illinois Institute of Technology.

He has also served as Assistant Controller, Armour Research Foundation of the Illinois Institute of Technology.

He is a past First Vice President of the Chicago chapter of the National Society of Business Budgeting and has served as editor of the national technical publication, "Business Budgeting."

He is a member of the American Institute of Certified Public Accountants, the Illinois Society of Certified Public Accountants and the national Association of Accountants.

Interstate Vending, a publicly held company with sales at an annual rate of \$70 million, is one of the largest food service and vending operators in the country, with over 70 branches in 29 states. Founded in 1954, it now employs almost 4,000 people.

## Record Coke Earnings

ATLANTA—The Coca-Cola Company increased its quarterly dividend to 67½ cents from 60 cents per share it was reported last week. 1962 earnings for the cold drink firm were reported to have reached record proportions. Profit in the fourth quarter was also increased from one year earlier.

Net income for 1962 was \$46,736,395, up from \$42,487,358 in 1961. Fourth quarter earnings were \$8,770,725, against \$7,673,939 in 1961. J. Paul Austin, the company's president, said that expansion and construction activity set a record in '62 and that this activity would be continued.

## New GE 2-Way Head

LYNCHBURG, VA. — Richard P. Gifford has been named head of General Electric's two-way radio business at Lynchburg, Va.

In his new position as general manager of the G-E Communication Products Department, he will have full responsibility for G-E's worldwide communications activities. He succeeds Harrison Van Aken, who has transferred to the G-E Computer Department at Phoenix, Arizona.



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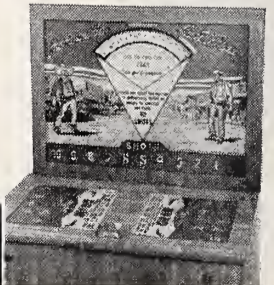
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reset • New "brushed nickel" front door and frame.

## ChiCoin's 'Grand Prize' Bowler Has Swing-Away Back Box

### New Innovation Expected To Revolutionize Big Bowler Servicing

CHICAGO—Mort Secore, director of sales for Chicago Dynamic Industries, Incorporated, has announced the introduction of Chicago's Coin's new "Grand Prize" coin-operated big ball bowler.

The most prominent modification in this new big ball bowling game, according to Secore and Sam Gensburg, is the exceptional "Swing-Away" servicing feature in the back-box, which is also considerably lower than in all previous bowler models. (Picture.)

In the current model—"Grand Prize"—it is no longer necessary for service men to move the game away from the wall. Or, for that matter, the service man simply swings down either the front part or the rear portion to get to the intricate mechanical parts.

Secore illustrated by demonstrating how simple it is to remove a bulb for replacing at the front of the back-box. Incidentally, the three sections in this novel "Swing-Away" servicing feature are normally locked to completely eliminate the possibility of an unauthorized person tampering with the equipment.

Other revolutionary modifications, according to Secore, include such operator requested innovations as: A cork-lined, rubber mounted (insulated) playing field for extra quietness during bowling. Also, Acrillac plastic sides along the full length of the alley prevents marring because of its durable strength.

Another feature Secore believes will please operators considerably is the extra wide ball return track which prevents the bowling balls from dropping out of the track. (Normally a constant problem.) A soft-cushioned shin guard at the very front of the playfield will particularly appeal to players, since it will eliminate the painful problem of "barking" shins. In ChiCoin's "Grand Prize" the play-

er merely leans his shins against a soft cushiony material.

Secore asserted: "We cannot stress too strongly Chicago Coin's novel 'Swing Away' lightbox innovation, which is easily one of the most profound and significant developments in the design of big ball bowling games.

"Incidentally, regarding our striking, new color combinations, the beautiful colors we are utilizing are fea-

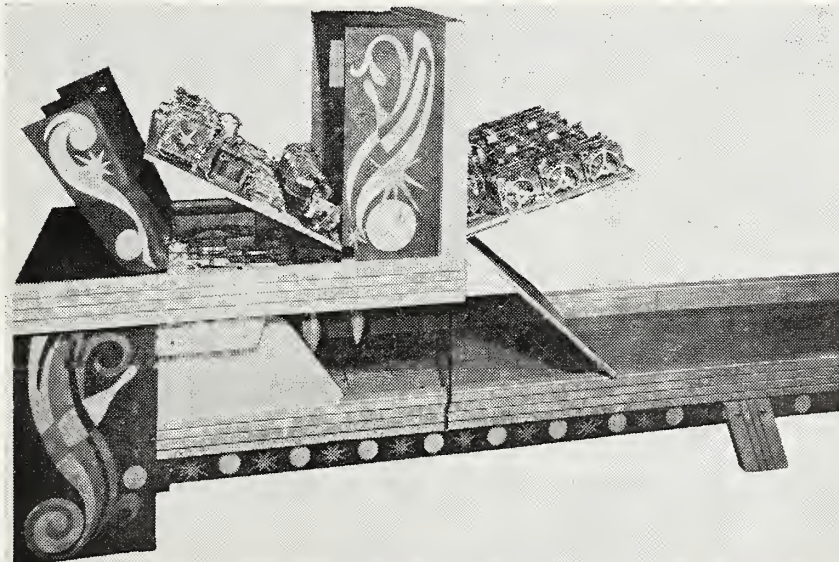
tured in some of the most modern regular bowling alleys in establishments throughout this country."

Secore stated that the backglass is so designed as to make it easy for the players to follow the scoring, as well as the action. At the center of the backglass there is a triangular pin-standing indicator.

There are six individual scoring games to play in this big 6-player bowling game. They are: "Beat The Champ," "Regulation Scoring," "Flash-O-Matic," "Select Strike," "Dual Flash-O-Matic;" and, finally, "Three Star."

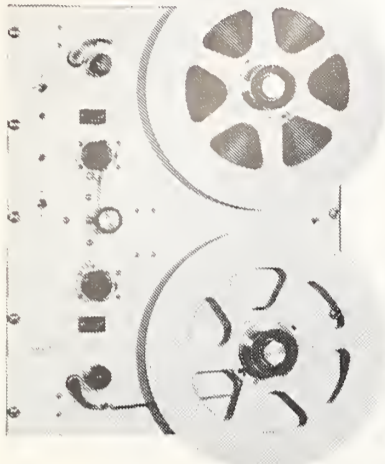
"Beat The Champ" is a scoring innovation introduced by Chicago Coin in "Grand Prize" bowler. This game is also scored in accordance with A.B.C. rules. After the first ball is thrown a "Score-To-Beat" indicator on the backglass lights up a score which challenges the player to better it.

Secore concluded by urging operators to visit their nearest Chicago Coin distributor to see and play the new "Grand Prize" coin-operated big ball bowling alley, and to "really give the novel 'Swing-Away' servicing feature a good going-over to satisfy themselves that this is, indeed one of the most revolutionary innovations in the development of amusement games."



SWING-AWAY SERVICE: Front and rear of Chicago Coin's 'Grand Prize' bowler can be more easily serviced. New innovation eliminates need to move heavy equipment away from obstructions.

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**VACATIONING.** Mr. and Mrs. Morris Nahum pictured above at the Arwak Hotel, Mammee Bay, Ocho Rios, Jamaica. Nahum is Sales Director of the R. H. Belam Company, leading exporter of coin machines and vending equipment. Nahum recently returned from a ten-week European trip and reported in detail upon his return. Cash Box carried Nahum articles in three issues which began Dec. 29th.

**NEW YORK**—A late news release from United Jewish Appeal headquarters indicated that the regularly scheduled meeting for last week had to be cancelled at the last minute due to schedule conflicts of UJA-Coin Div. committee members. New date will be announced.



**Eastern Flashes**

Judging from the unofficial reports which emanated from Chicago, Albany and New York City last week, the coin machine picture in New York State and throughout the nation was a lot healthier than it was at the beginning of the week. Problems which had arisen over a national Convention with exhibitors, anti-coin machine bills, and local harassment of locations here, seemed to be on the verge of being solved. And the attitude in a word was optimistic, to say the least.

Iz Edelman back on the scene with an announcement that he will have available beginning this week a 14" reel of tape for use in background music operation in combination with telephone lines a la Muzak. Edelman previously manufactured the tape repeater which is used with a cartridge. However, the move is to free-wheeling tape and Edelman is, at this moment, duplicating his music in a Detroit plant. Edelman recommends the Bogen tape player system, available everywhere.

With background music sharing more than its usual space in the press John Bilotta called from his Syracuse plant to tell us that a special introductory deal is available to ops in his territory in order to acquaint them with his Tape-Athon background system. With the purchase of two Model 2700 Wurlitzer phonos, Bilotta will give free one Tape-Athon unit plus a location contract that he says is worth \$774 in cash. The Tape-Athon also utilizes the 14" reel and was initially announced two weeks ago when Bilotta set the deal with George Anthony, prexy of the west coast Tape-Athon firm.

Millie McCarthy capped three days and nights in Albany with a late night drive to her Hurleyville home following a hectic week of politicking. Mrs. McCarthy is one of the most ambitious individuals in the coin machine industry today and the amount of good this gal does will never be measured. All week long, Conventions in Albany took most of her time. The Democratic Women's State Convention alone was worth the trip, according to Millie, but in addition, other parties and gatherings were attended, all of which were quite fruitful. And after a good night's rest, back to the job at hand, operating equipment throughout the Catskill and Binghamton areas. Some grind!

A. D. Palmer, Wurlitzer's ad and promo mgr., back at his desk after a flu bout. He's planning a NYC visit early in the week before flying south on business. . . . Diamond's Jim Donnelly happy over the way in which the 'Model 2700' is moving in the Virginia territory. Used equipment moves quickly too, according to Chris Christianson's right hand man. . . . Happy birthday to Joe Fishman, an oldtimer who decided that he wasn't old enuf to stop selling machines. Joe was working with Atlantic N.Y. Corp. several weeks back selling the music and vending lines. Haven't heard from him in a month or so. . . . Si Redd away on a three-week vacation, enjoying the Caribbean sun. . . . Seeburg just added another ten little LP's to make a total of 32 of the 50¢ play disks. . . . 60 phono servicemen attended the recent Davis Distributing service schools in the firm's upstate offices and 40 companies were represented. . . . ChiCoin's new "Grand Prize Bowler", expected into Al Simon's place any day now. The big ball bowler features a revolutionary swing-away back-box for ease of servicing. . . . Local associations throughout the country have inaugurated membership drives. Mailings are currently going out in at least half-a-dozen territorial areas. . . . Interest grows among coinmen toward the Cinebox and the Scopitone, two juke-movie machines which have been in and out of this country over the past few years with varying degrees of success.

The trade mourned the death of Salt Lake City's Dan Stewart last week. Stewart was an oldtimer in the business who started with a handful of coin-games and built a solid distributing business. At one time he operated games and music in Utah. . . .

Notice the interest that vending ops are giving to schools in and around the suburban areas. The growth rate of new school buildings plus the constantly increasing building costs, along with the increased costs of feeding the kids, makes vending look more attractive to the boards of education. Could be an opportunity for the right firm wishing to get into the feeding business. As they say, you may have to wait for the money when you deal with the municipalities, but it always arrives. . . . Elias Gassner, Yorkville op, loosening up for a pool tourney play-off. Eli has a top-flight record on the tables. He also operates quite a few.

Runyon's Barney Sugerman was a busy man last week. He welcomed Tom Sams, Rowe AC veep, Dave Stern, man-about-town in Elizabeth N.J., Irving Kaye, pool table manufacturer in from Brooklyn, and Abe Green, prexy of the Runyon enterprises. All of 'em got a good feed on New York's westside when the boys decided to have some Italian food (Who picked up the check? Just look for the guy who isn't smiling, that's all!). . . .

Morris Rood and Irv Kempner teamed up last week to sell a carload of 'Rowe AMI' phonos and Bally 'Table Hockeys'. "When the weather breaks upstate," says Kempy, "our ops will be ready for that increased business we're hearing so much about!" Runyon's Marion Singer is now Mrs. Marion Babst. The bookkeeping gal was married on Feb. 21st! Congrats to you, Marion! . . . Nate Sugerman has his hands full while Lou Wolberg is recoping from his hernia operation. Lou is expected to be fully recovered any week now.

Joe Munves will leave for the south and west in another few weeks. The early arcade orders will be placed with the Mike Munves firm and the wheels will begin turning to supply the nation's funspots with equipment for a big opening come spring. . . . Dick DiCiccio, a visitor to Mike's place, tells us his son will take a fling at recording. Dick Jr. is currently playing in 'Fiorello' upstate and will submit to a movie test next week. Meanwhile, business, according to Dick Sr., is "spotty".

Harry Berger looking busy as all getout as rumors persist that the veteran coinman is on the verge of one of the biggest announcements he has made in years. Harry's been operating all these years while turning out conversions, manufacturing his own games and jobbing-distributing factory equipment.

Allie Goldberg, Musical Distrib's manager, was busy last week soldering the wires on a play-rack for a used Wurlitzer machine. Noticing that he wasn't wearing his eyeglasses, we asked Al if the close scrutiny of the technical work didn't require his removing the specks in order to see more clearly the delicate extrusions which had to be subjected to red hot lead. "Not at all", replied Allie. Then why aren't you wearing your eyeglasses?, he was asked. "I forgot them today", said Goldberg innocently. Allie was busier than usual since Sid Greenfield's mother passed away and necessitated Sid's staying close to home all day Tuesday.

Sam (Musical Moments) Morrison, Bronx-Manhattan operator, will take time out this weekend to join in a reunion of the 10th Mountain Div. 87th Regiment at Whiteface Mountain Inn in Lake Placid, N.Y. The ski troopers made a name for themselves in Italy during WW II and Sam expected to see some old faces he hasn't seen since 1945.

Rumors concerning a pool table tourney on TV continue to be heard but with no authority to back them up. . . . Meyer Parkoff has devised a way in which to support three local charities without conducting three drives. The Seeburg coffee machine in the Atlantic showrooms vends coffee for 5¢ per cup. Last week the cash box total reached \$120.00 and Msgr. Carroll Abbing (Boys (Continued on Page 88)

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SEEBURG E-1 Cig.	175
STONER D-13 (Instant)	325
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# Chicago Chatter

Spring is just about over the horizon (we can plainly see it if we can glance past the snow flurries!)—and, one of the first harbingers of the approaching season is Bally Mfg.'s. introduction this week of its newest kiddie attraction—"Fun-Phone". It is created for operation in typical kiddie-ride locations, according to Bill O'Donnell, Bally's general sales manager . . . High praise was afforded Bally's "Fun-Phone" at Atlas Music Co. (Bally's local distrib) by Paul Huesch and Bernie Shapiro. Eddie Ginsburg infos that interest is already mounting among operators in this area. And, heavy sales activity is anticipated.

A sure indication of Spring is Williams Electronic Mfg. Corp.'s. release to the trade of the new "Major League" coin-operated baseball amusement game. Prexy Sam Stern and vice prez Art Weinand assert it's a winner, and they expect peak production schedules on "Major League" for many fruitful weeks.

Another new game release was announced by Mort Secore, director of sales for Chicago Dynamic Industries. He extolled the revolutionary new innovations in Chicago Coin's "Grand Prize" big ball bowler, which has the new "Swing-Away" (front and rear) backbox feature, and numerous other operator-appealing innovations.

World Wide Distribs held a service school session (Mar. 6) featuring Seeburg's coffee vending machines. The class was being conducted at World Wide's headquarters. On hand for World Wide will be Nate Feinstein, Fred Skor, Irv Ovitz, Harold Schwartz, Howie Freer and Kurt Kluever. The classes will be supervised by Seeburg field engineers and World Wide's service personnel.

Sales action continues very strong at D. Gottlieb & Co. on the 4-player "Gaucho" pinball amusement game, according to Alvin Gottlieb and Judd Weinberg . . . We noticed very heavy production going on at Rock-Ola Mfg. Corp. last week. Ed Doris revealed that there has been a considerable increase in sales of the "Rhapsody" and "Capri" model phonographs over last year's sales of the previous record breaking "Princess" and "Empress" lines.

Seen looking over RCA's new Dynagroove record innovation at a soiree last Tuesday evening, Mar. 5, were Rowe AC's Don Lunday and Harold Brogdon. Tom Sams missed the festivities when he jetted to the East Coast on biz.

Very heavy export activity continues at First Coin Machine Exchange, where Joe Kline and Sam Kolber indicate the firm's foreign business grows from day to day. Fred Kline advises that domestic sales are excellent at the local distrib . . . Clayton Nemeroff, J. H. Keeney & Co., tells us he, Dick Tennes and prexy Roy McGinnis are veddy busy these days getting ready for Keeney's big Spring business push.

Lucky Joe Robbins and his lovely Marian are packing to get ready for their business sojourn on the European Continent. European cities on the Robbins junket include London, Antwerp, Hamburg, Paris, Rome, Florence and Milan. Meanwhile, Empire Coin owner Gil Kitt, Jack Burns, Bill Herbord and Bill Milner will keep the home fires burning brightly during "Jettin' Joe's" absence.

Those big smiles on the faces of Herb Oettinger, Bill DeSelm, Ray Riehl, Roy Kraehmer and Glenn Johnson were put there by the exceptional operator acceptance of United Mfg.'s. new "Sabre" big ball bowler and "Caravelle" puck shuffle alley bowler.

Eddie Zorinsky, H. Z. Vending & Sales in Omaha, is really "snowed under" in more ways than one. While he's busy running the big distrib pop Hymie Zorinsky is lolling around his property in sunbaked Palm Springs, Calif. Actually, (and we have it on authoritative information) Hymie is making darn sure the ocean doesn't swallow up his valuable acreage. (We can just see him now—glowering out at the sea—chomping on a long, delectable ceegar!).

Another big indication that beautiful Spring is "just around the corner" (from where??) was whispered to us by Ed Ruber and Milt Wiczer, of Wico Corp. They say sales of coin machine parts are getting heavier day-by-day at Wico . . . By the way, Eddie Zorinsky info'd last week that the big Music Guild of Nebraska clambake is skedded for Saturday & Sunday, April 6 & 7. Thus far plans are tentative. Howard Ellis and the rest of the officers are hard at work finalizing the trade show plans.

**SICK CALL:** The latest hospital case is coinvet Herb Perkins, of Purveyor Distribs. Herb is comfortably ensconced in Franklin Boulevard Community Hospital under treatment for the usual occupational ailment—an ulcer. Herb, who hasn't glanced at a Cash Box in weeks (and we'll correct that pronto!) accidentally learned about his old pal, Ralph Sheffield's death. We sorrowfully gave him all the unhappy details. (Get well fast, Herb!).

**OPERATION ALERT** was the order of the day last Monday evening (March 4), when Richard Funk, legislative counsel for NAMA, addressed cigarette machine operators during a regularly scheduled meeting in the Promenade Room of the Water Tower Inn. On the dais with Dick was Steve Bloom, chairman of the Northern part of Illinois, as designated by NAMA's board of directors. Attendance was excellent for this, the first of two such meetings. Funk minced no words in asserting the urgent need for unified action among the operators who function in a wide area surrounding, and including Chicago.

Visitors along Chi's Coinrow last week included such popular coinmen as Frank Fabriano, of Buchanan, Michigan; Kenny "Red" Sievers, of Central Novelty, in Lake Geneva, Wisconsin; Lou Alfontone, of North Shore Novelty Co., Kenosha, Wisconsin; and (last but definitely not least) Larry Burke, Midwest Coin, in suburban Skokie.

## WURLITZER

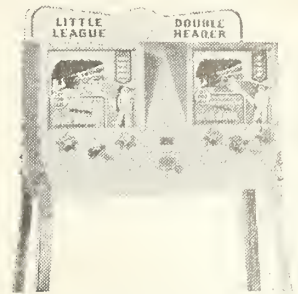
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### Greatest Money-Maker of Them All

The Buyers Read



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.

1940 W. Lake St., Chicago 12, Ill.

# RIDE WITH THE WINNER!

# chicago coin

- ALL-STAR BASEBALL
- ROYAL CROWN BOWLER
- CITATION PUCK BOWLER

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

## SPECIALS!

- MIDWAY TARGET GALLERYS . . . . . \$295
- MIDWAY 2-PLYR. TARGET GALLERYS . . . . . 345
- MIDWAY SHOOTING GALLERYS . . . . . 175
- MIDWAY DELUXE SHOOTING GALLERYS . . . . . 245

WRITE or CABLE

Cable Address: EMCOMACH

# Empire COIN MACHINE EXCHANGE

1012-14 MILWAUKEE AVE., CHICAGO 22, ILL. Phone: EVERGLADE 4-2600

## SEEBURG ACCESSORY RIOT!

The New Seeburg Consoles and Consolettes are replacing equipment so rapidly that our warehouse is bulging.

ALL EQUIPMENT CLEANED—CHECKED AND IN GOOD WORKING CONDITION.

All prices based on lots of 10—write for quantity prices on lots of 25 or more.

- 3 W1 — 100 Wall Boxes . . . . . 19.50
- V 3 WA — 200 Wall Boxes . . . . . 39.50
- Teardrop speakers . . . . . 5.00
- Seeburg HI FI wall speakers HFCV 2-8" . . . . . 19.50
- Seeburg HI FI Corner speakers HFCV 3-8" . . . . . 19.50
- Seeburg HI FI Corner Wall Speakers CVCBS 1-8" . . . . . 19.50
- Recessed 12" speakers HFCV 1-12" . . . . . 15.00
- Recessed 8" speakers CV 8" . . . . . 10.00
- Remote Power Supplies . . . . . 5.00

Write for special prices on used Seeburg Bar Brackets for all types of wall boxes.

## Eastern Music Systems Corp.

334 N. Broad Street Philadelphia 2, Pennsylvania LO 4-4415

# 60 Ops From 40 Firms At Davis

## 3-City Service School Draws Record Attendance

SYRACUSE—Sixty phonograph servicemen representing 40 companies attended Davis Distributing Corporation's 'LP Console' service schools held recently in Albany, Syracuse, Rochester and Buffalo.

Seeburg factory service engineer, Harry Stuckey, conducted the courses. This was the first opportunity Stuckey had to hold schools for Davis since his recent promotion as a field engineer.

Attending the Albany school were:

Bill Hazard and Jack Duval, of Hazard; James Durant and Gene Kill, of Paul Novelty; Dave Carey, of Oneonta Amusement; Joe Konetski, of Jimmy Fox, Inc.; Vince Vanlen and Bob Pickett, of Henry Knoblauch and Son;

Felice Gaiozzo and Ralph Kelly, of Clyde Lower, Inc.; Jim Miraglia, of Jim Miraglia; Harry Chase and Joe Carter, of Tri-City Amusement, Inc.; Andy Fox and Eddy Yusaitis, of F. Amusement.

On hand in Syracuse were: Robert Minier and Fred Hastings, of Putman & O'Brien; Cobart Hunt and Paul Egan, of American Amusement; Alvin Esselbwin, N and N Amusement; Richard Sage, of Finger Lakes Phonograph; Dick Bell, of Joy Automatics; Howard Lowe, of Modern Amusement; Roy Beaver, of Tri-City Amusement, and William Bettner, of Arrow Amusement.

In Rochester were: Charles Winters, of Winters Amusement; Sid Jenkins, Lewis Moschiano, Dick Sage, of Finger Lakes phonograph; Don Sullivan;

Dan Striecher, Mike Ribando, Ernie and Mike Colanni, of A-1 Amusement; Mike Driscoll of A and B Equipment; Joe Major, Don Thomas and Sheldon Limes, of Joy Automatics; Sam Polina, of Ardmore Vending, Pete Carr, of Jefferson Amusement; Frank Leonardo Sr., of Leonardo Amusement; and Carl Piccarreto.

At Buffalo were: Joe Karl Vending; Robert Utter of Coin Amusement; Floyd Raeon, of Raeon Vending; Joe Petix; Ken Stewart, of Sherry Amusement; Richard Pavilon, of Art's Vending; Joe Fisher, of Votopho Co.;

Frank Reminway, Harold Haslason and Donald Davis, of Cataract Amusement; John Lanatta, of Sherry Amusement; George Maier; Bathrick Enterprises, and Southwest Music.



# California Clippings

The distributors in Los Angeles area were occupied this week with the annual task of taking inventory. . . . Another shipment of Chicago Coin's new 'All Star Baseball' arrived at AMCO Music & Vending, Inc. Bill Happel reports the new game has been very favorably accepted by the operators, who are repeating their orders, indicating the game to be a real winner! Don Ross is in Chicago and Arnold Silverman returned from visiting with Phil Markel at the office in Phoenix. A new employee, Peggy Grensted, has been added to AMCO's staff as PBX receptionist. . . . At C. A. Robinson & Co. Hank Tronick informs that baseball talk continues, with the anticipation of this year, being the best ever for the sale of baseball games. They are making a very strong effort at Robinsons to replenish a supply of used equipment which was depleted, as a result of their February clearance sale. . . . Sales action has been heavy this week on background music, arcade and vending equipment, at Paul Laymon, Inc. Don Peters, shop foreman, is conducting service schools for the operators in Long Beach. Jim Wilkins mentioned they are all busy completing inventory before the deadline. . . . Bob Singer of King Records brought Earl Bostic to the Leuenhagen 'record bar' to check sales on "El Choclo Bossa Nova". Norm Goodwin of Hart Distributors also stopped by, and the Solle gals said he was excited about the new Jack Jones, Kapp release, "Call Me Irresponsible". . . . At Duarte International Sales Co. business remains very good, with an upswing in games for export, in addition to juke boxes. Joe Duarte remarked that foreign operators are prepping for the summer season. . . . Sales activity continues strong on the Champion Fast Draw Gun at American Coin Machine, Inc. Chuck Conland announced that the territory has been increased, and now includes all of So. Calif., Nevada and Arizona. . . . Amile Addy of No. Tona-wanda, asst. coedit. mgr. of Wurlitzer is in town and spending a few weeks at the local Wurlitzer Factory Branch. John Scavarda took his family to the desert over the week end to attend the Date Festival in Indio. . . . At California Music Co. Gabe Orland said he is planning a combination business and pleasure trip to Hawaii, for a few weeks. Ralph Anthony and Lawrence Welk Jr. were making the 'rounds', and stopped by for a visit. . . . The parts department at Simon Distributing Co. has been unusually busy the past few weeks. The shop is readying export orders for shipment to Australia, Yokohama and Manila. Sonny Lomborg returned from a successful trip to San Diego, and Jack Simon is spending some time in the Bay area. . . . Earl Fast, Anaheim operator, recovering from an eye operation and doing well. . . . Mr. & Mrs. Jim Taylor of Peninsula Music & Vending in Monterey, were visiting at R. F. Jones & Co. Ed Mason of the parts dept. said they are now exclusive distributors in the area, for the Wald speaker. Chuck Klein informed it was necessary to add some employees to the Jones staff, to handle their ever expanding business. Two new book-keepers, Jean Defur and Albra Rounds, Liz, Fitch secretary and Fred Bissonnette will be assisting in the shop. Also two new Chevrolet trucks were added to the fleet, to better service the customers. Chuck Klein and Bill Gray were in San Diego & Mexico, and R. F. Jones returned from Denver and Salt Lake. . . . In town visiting distributors and one-stops this week were William Bradley, Convina; Harry Duensing, Balboa; William Yedlin, Sherman Oaks; Larry Hansford, Lompoc; Jerry Graves & Fred Anderson, El Monte; Joe Cusimano, Inglewood; Oscar Tetzlaff, Banning and C. T. Boothby Bakersfield. . . .

## FOR SALE

10 Late Seeburg  
AY160's

Like New

10 Seeburg  
DS100's • DS160's

5 Like New  
Rowe-AMI's

WRITE FOR SPECIAL PRICE

WESTRAY ENTERPRISES

120 Boylston Street  
Boston, Massachusetts

If you are reading  
someone else's copy of  
**The Cash Box**  
why not mail this coupon  
today!

### THE CASH BOX

1780 BROADWAY  
NEW YORK 19, N. Y.

Enclosed find my check.

- \$15 for a full year (52 weeks) subscription
- \$30 for a full year (Airmail in United States)
- \$30 for a full year (outside United States)
- \$45 for a full year (Airmail outside U.S.)

NAME .....

FIRM .....

ADDRESS .....

CITY ..... ZONE ..... STATE .....

Be Sure To Check Business Classifications Above!

Please Check Proper  
Classification Below

MY FIRM OPERATES THE  
FOLLOWING EQUIPMENT:

- JUKE BOXES .....
- AMUSEMENT GAMES .....
- CIGARETTES .....
- VENDING MACHINES .....
- OTHER .....



# Midwest Musings

John McMahon, Eau Claire, Wisc. in the cities for the day and looking s much better than he has in months. Had been in the hospital for several days getting his diabetes under control. . . . Bob Kovanen, Moose Lake, just got himself a new Chev. station wagon. . . . Ryal Gileaneau at Two Harbors hasn't missed a basketball game this season. Good reason as his son Tom 6 ft. 2 in., is quite a basketball player for Two Harbors High School. . . . For entertainment this coming week there is the Shrine Circus at the Minneapolis Auditorium. Woody Herman at the Dance Prom Center Wednesday night March 6th. . . . David and Sally La Vay teach the Bossa Nova and Limbo at The Chalet. . . . The Misfits at the Bull Pen, The Aztecs at The Torch, The Swinging Dorados at Mr. Lucky's. . . . Warner Cyr, Hinkley, Minn. has opened a new Cafe on Highway 61. . . . Leo and the Mrs. are sunning themselves in Tucson, and will not be back until March 10th. Earl in the meantime is holding down the fort. . . . Jim Donatell at Spooner, Wisc. is operating a beautiful Supper Club. . . . The Phonograph and Vending Association of South Dakota will hold their quarterly meeting the week end of March 24th. at Sioux Falls, So. Dakota.

## Happy Birthday This Week To:

Joe Fishman, Jamaica, N.Y. . . . Donald W. Foote, Randolph, Mass. . . . John D. Winkelmann, St. Louis, Mo. . . . Leon C. De Croes, Kokomo, Ind. . . . John T. Echols, Tampa, Fla. . . . Chas. Miller Johnson, Athens, Ga. . . . Alvin Gottlieb, Chgo. . . . Jarold C. Pepple, Payette Idaho . . . James Vincen Bryant, Regina, Sask, Canada . . . John B. Fugate, Grand Rivers, Ky. . . . Morris B. Horwitz, Miami, Fla. . . . Louis Koren, Miami Beach, Fla. . . . Mack Levin, Ottawa, Canada . . . Robt. A. Lyons, Skowhegan, Me. . . . Harry S. Hunn, Elkins Pk, Pa. . . . Mike A. Young, Soldiers Grove, Wis. . . . Warrick N. Martin, Merchantville, N.D. . . . Joe Rake, Phila, Pa. . . . Monroe A. Horn, Detroit, Mich. . . . Jack Emery, Regina, Sask, Canada . . . W. Frank Fay, San Francisco, Calif. . . . Herman Halperin, Eliza, N.J. . . . Cecil Hopkins, Galion, Ohio . . . Henry Keys, Orange, Texas . . . Joseph Frederick, Det. Mich. . . . Ronald Cogswell, Twin Falls, Idaho . . . R. D. Ros Marietta, Ohio . . . Ron W. Pepple, Seattle, Wash. . . . Alvin J. Lun Waupaca, Wisc. . . . Fred C. Bowden, Chgo, Ill. . . . Solomon D. Silverstein Cleveland, Ohio . . . Sam Stern, Chgo, Ill. . . . Melvin N. Allbritten, Murra Ky. . . . Bart Hartnett, N.Y. . . . Sam Mallek, Montreal Que. Canada.

# NO EXTRA CHARGE

Why you get more for your money with a Rowe AMi phonograph.

- + You get Three-in-One programming. Change from 200 to 160 or 100 selections—or right back again—whatever the location needs. NO EXTRA CHARGE.
- + You get the orbital sound of Stereo Round\* without using additional remote speakers. NO EXTRA CHARGE.
- + You get a genuine diamond stylus good for 50,000 plays. NO EXTRA CHARGE.
- + You get tremendous location personalization. NO EXTRA CHARGE.
- + You get automix as standard equipment. Plays *both* 45's and 33 $\frac{1}{3}$ 's . . . intermixed. It's mechanical, too—no tubes to give out. NO EXTRA CHARGE.
- + You get an accumulator that holds up to \$3 in nickels, dimes, quarters and half dollars. NO EXTRA CHARGE.
- + You get a 5-year warranty on the search unit, a 2-year warranty on the mechanism. This is the *only* phonograph with such a money-making guarantee on moving parts. NO EXTRA CHARGE.
- + You get an easy changeover to play albums at 25¢ a side. NO EXTRA CHARGE.

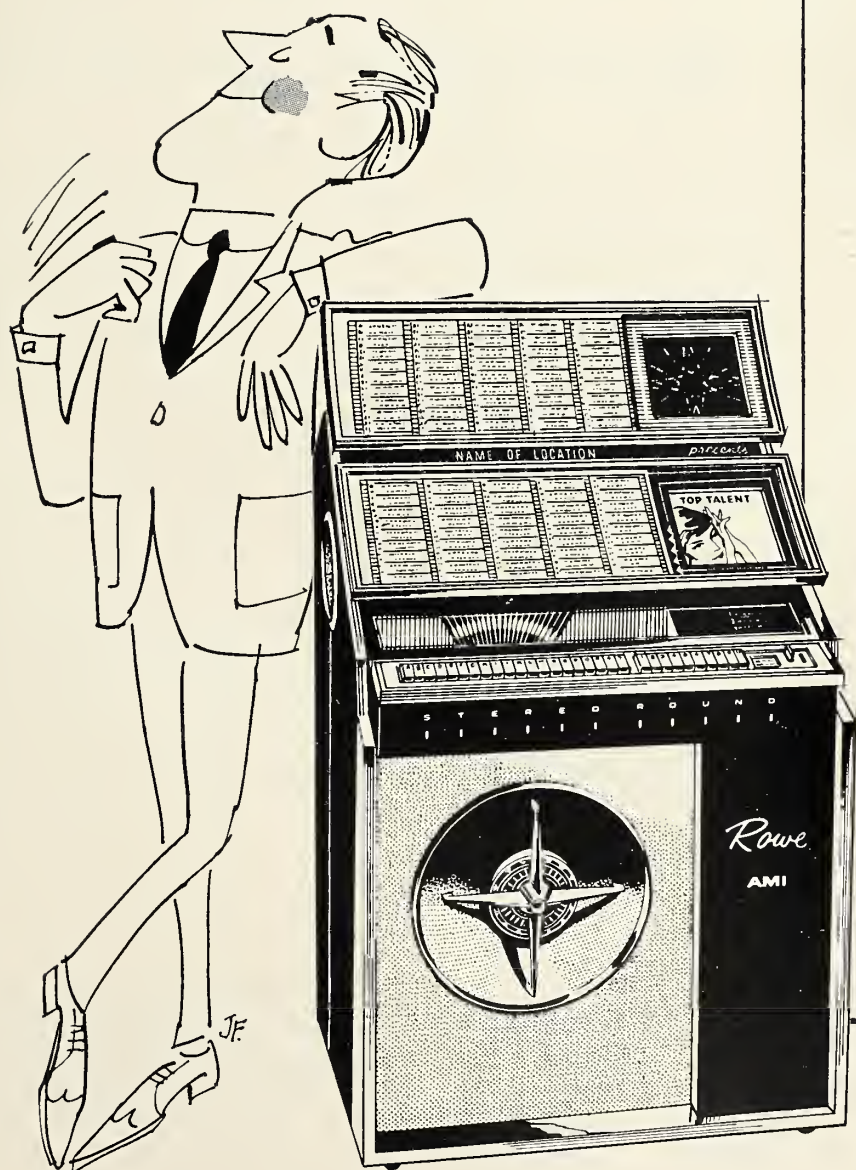
Add all these "NO EXTRA CHARGES" to the realistic low price of a Rowe AMi phonograph, and you've got yourself a deal. See your Rowe AC Services distributor today and let him tell you the full story.

\*Pat. pend.



**ROWE AC SERVICES**

18 South Michigan Ave. Chicago 3, Ill.





New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!



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

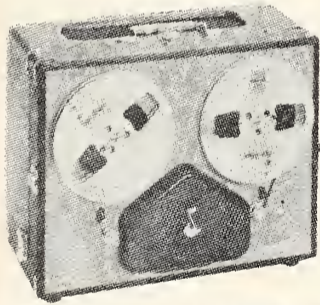
SEE YOUR DISTRIBUTOR ! SEE THE MAGIC OF THESE PLAY-MAKING, PROFIT-MAKING FEATURES:

- 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

*D. Gottlieb & Co.*  
1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!

FREE! \$774 CASH\* PLUS ABSOLUTE OWNERSHIP OF ONE TAPE-ATHON BACKGROUND UNIT



WITH EVERY PURCHASE OF TWO WURLITZER MODEL '2700's!

This special get acquainted offer is made to introduce music operators to background music profits — profits they have passed up for too long!

\*\$774 is the actual cash value of location contract which will accompany one Tape-Athon unit in return for each order for two 1963 Wurlitzer Model 2700 Phonographs.

Our Tape-Athon unit features a 14" reel of taped music which offers eight hours of all types of music and then repeats. No cartridge! No troubles! Vast library of music for all locations! This is the way to operate background music profitably. Call us.

REX-BILOTTA DIST. CORP.

821 So. Salina St., Syracuse, N.Y. GR 6-4071

BILOTTA ENTERPRISES

NEWARK, N.Y. 224 No. Main St.  
ALBANY: 1226 Broadway

### Flashes From East Point To Progress, Sales

(Continued from page 84)

Town Of Italy), Rabbi Akiba Ehrenfeld (Yeshiva Ch' San Sofer) and Very Rev. Msgr. John Kelly (Cardinal Spellman Servicemen's Club), each received a letter with a check for an equal share — \$40.00.

Wurlitzer's Hank Peteet expected in this week . . . Irving Holzman off to Chicago at week's end expected back by the time you read this. . . Harry Koepfel happy over the Rock-Ola phono sales this year. "Breaking last year's record," stated Koepfel. . . R. H. Belam's Morris Nahum vacationing with his wife in Jamaica. . . CMA's Tiny Weintraub in from out-of-town with a deskload of work and more problems than ever. But can you imagine how many problems there'd be if he didn't work so damned hard! . . . Empire's Joe Robbins off to Europe for a business-vacation. . . The Bally 'Fun Phone' ought to go big this spring. . . We tried a revised version of it at MOA last year before it was released and even then the kids were getting a kick out of it . . . Mr. and Mrs. Irving Kaye back from Florida and Irving looks like it was sunny twenty-four hours each day. . . The UJA-Coin meet was cancelled at the last minute. New date to be announced. . . Looks like the MOA date switch has caused optimism among potential exhibitors. Unofficial reports indicate that things may very well be back to normal soon.

### Williams 'Major League' On Its Way

CHICAGO—J. A. (Art) Weinand, vice president of Williams Electronic Manufacturing Corporation, of this city, announced the release last week of Williams' new "Major League" coin-operated baseball amusement game, which highlights true baseball action, with official baseball scoring rules.

"In 'Major League' baseball," Weinand explained, "we're sticking strictly to baseball action play. This has always, in effect, been the Williams designs where baseball is concerned.

"Every year operators eagerly look forward to Williams Electronic's annual baseball amusement game. We always lead the way to action baseball thrills in our coin-operated amusement games."

Weinand continued on, pointing out several modernized features in "Major League." However, he stressed particularly the fact that in this game the player can only score one run at a time. Also, there are—as in actual field baseball—three outs to an inning of play.

There is a baseball diamond (field) on the back-box with players and base-runners which move along with the play action with Williams Electronic's patented base running unit. On the playfield a "Mystery Pitcher" unit throws a mixture of balls, such as "Fast Balls," "Slow Balls," and "Inside" and "Outside" pitches to create considerably more thrills in playing the game.

The player earns replays for such exciting features as: The "Grand Slam Home Run," topping the "Score To Beat," "Total Runs Scored," and the Williams "Match Feature."

The replay model has the "Extra Inning" feature, and over the fence home runs. An extra inning of three outs is awarded the player for "Home Run" when the 'arrows' at the back of the playfield are lit.

There is glossy stainless steel trim on the siderails, and in front of the "Major League" cabinet. The sturdy legs are of heavy-duty steel, as is the strong one-piece cash box. The game has a long-life Formica playfield.

Weinand reminded us that Williams Electronic Mfg. Corp. is the original designer and creator of authentic coin-operated baseball games.

He said, in conclusion: "Advanced orders on 'Major League' baseball games will keep us running at peak production for many weeks."



Your Best Investment For Export Business



New kiddie-coin attraction earns

# BIG BONUS PROFIT



in every kiddie-ride location

Wherever kiddie-rides go... and in countless locations lacking space for kiddie-rides... FUN-PHONE earns important money month after month... and year after year with periodic low-cost, easy change of program. FUN-PHONE is the biggest profit producer per square inch of space in the kiddie-amusement class.



*Insert Coin, Pick Up Phone,  
Hear the Magic Story-Teller!*

## Flashy eye-appeal gets quick attention

FUN-PHONE looks like a wall-type pay-telephone, but in the brilliant colors children love. Vivid red coin-box, mounted on bright display panel, stops youngsters in their tracks... gets quick and continuous play.

## Easy operation pleases kiddies, parents

Youngest toddler and busiest parent get the FUN-PHONE idea at a glance. When coin is deposited, youngster picks up receiver, hears a pleasant voice tell one of a dozen clever stories recorded on built-in tape-player, engineered to insure clear, distinct sound, ruggedly constructed for trouble-free profitable performance.

## Appeals to wide range of ages

FUN-PHONE scripts are based on a variety of themes, from famous fairy tales to western and space adventure, but pepped up with a touch of comic-strip humor that appeals to a wide range of ages. Location tests prove children as young as 3 and as old as 12 are all equally fascinated with FUN-PHONE. No kiddie-coin attraction ever created offers the universal appeal and big earning power in small space packed into FUN-PHONE.

*Be first in your area to start a "junior juke box" route with FUN-PHONE... a permanent, profitable, pleasant business with unlimited potential for growth. Get FUN-PHONE now.*



FUN-PHONE, complete with sound-tape, is easily attached to any wall or post, plugs into any 110 volts A.C. outlet. Floor-stand with 16 in. diameter iron base available as optional equipment. Mounting board is 16 in. wide; telephone is 8 in. deep. Additional sound-tapes available for program changes. Choice of nickel or dime mechanism.

See your distributor... or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

# 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 \$32 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—Philadelphia Toboggan (Skee Balls) quota quantity, price, condition and serial # in first letter. DAVE LOWY-M.J.L. OPERATING CORP., 602 TENTH AVENUE, N.Y.C. 36 (Tel. LT 1-1033).**

**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. JALEN AMUSEMENT CO., INC., 14 EAST 21st ST., BALTIMORE 18, MD.**

**WANT—Attention: Distributors and record shops. There's Gold on your shelf. Want 45 rpm records up to 10 years old. Highest prices paid anywhere. Up to 43¢ each—our choice. BIG JOHN RECORDS, 687 WASHINGTON ST., BOSTON, MASS. (Tel. 338-7426).**

**WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALCANO 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., 453 MCLEAN AVE., YONKERS, N. Y. (Tel. Greenleaf 6-7778).**

**WANT—New or used 45 RPM Records, not over 6 months old. We pay 15¢ and the freight. Can use any quantity. 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 9-9300).**

**WANT—To buy in quantity for resale—National 111 and 113 Cigarette machines. For Sale or trade—Deluxe Big Tents; County Fairs; Double Shots; Skee 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—Six pocket pools, late shuffles, arcade equipment all kinds, in exchange for 20 Muto Lord's Prayer, 4 Nail-Tone Hole-in-One Golf machines. Phone or write, GRECO BROS., AMUSE. CO. INC., 1288 BROADWAY, ALBANY, N. Y. (Tel. Hobart 5-0228)**

**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 VILLETTE 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 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 EPM 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).**

**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—Gott: Toreador Back Glass. NOVELTY AMUSEMENT, NEW PORT, VERMONT. (Tel. 334-2359).**

# CLASSIFIED ADVERTISING SECTION

**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—Mechanic—additional help for the summer business, or year around work to the right man. Experienced only. Salary open. County Route State of Mo. BOX 581, c/o CASH BOX, 1780 BROADWAY, NEW YORK 19, N. Y.**

**WANT—6 Pocket Valley Pool Tables 84 x 47 reconditioned. Model 8500 quantity (20) twenty and Bally Miss America. DAVE TAYLOR, 6616 WATERWORKS ROAD, VIRGINIA BEACH, VA.**

# 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—2—like new—Watling Horoscope Scales @ \$150, each; 5—Stands Holds 2 machines—1 Robt. Burns; 1 Wm. Penn., Vends 5 Cigars per pack @ \$75, each; 5 Sets for \$300.00—like new; 1—King of Swat Base Ball @ \$75.00. SEACOAST DIST. INC., 1200 NORTH AVENUE, ELIZABETH 4, NEW JERSEY (Tel. BI 8-3524-5).**

**FOR SALE—Seeburg KD200's @ \$325.; or five for \$1500.; V200's @ \$170.; or five for \$800.; 222's @ \$650.; or five for \$3000.00. Wurlitzer 2000 @ \$250. 1800 @ \$215.; 1650 @ \$95.; 2400S @ \$575.00. AMI JBJ 120 @ \$575.; G 80 and 120's @ \$225.; JBI 120 @ \$495.; Rock-Ola 1455 @ \$275.; 1448 @ \$245.; 1465 @ \$365.00. Prices F. O. B. Detroit, Michigan. All equipment complete and operating—crated for export. See us for best buys on used vending equipment. MARTIN AND SNYDER CO., 12727 W. WARREN AVE., DEARBORN, MICHIGAN. (Tel. LUzon 2-2300).**

**FOR SALE—Pokerino nearly new with drop chute and knock off. Also have some older Pokerino games with push chutes. If you need parts for your Pokerino we have them. Write, JAMES TRAVIS, P.O. BOX 206, MILLVILLE, N.J.**

**FOR SALE—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. FUMCENTER, 419 W. BROADWAY, LOUISVILLE, KY.**

**FOR SALE—United Shuffle Alleys Five Way \$400; Sunny \$350; Big Bonus \$300; Three Way \$275; Zenith \$225; Eagle \$125; MO-HAWK SKILL GAMES CO., 67 SWAGGERTOWN ROAD, SCHENECTADY 2, N.Y.**

**FOR SALE—All Tech Kiddie Rides. Special pre-season prices on new machines. Write, wire, phone 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—Telescopes, rugged, rust proof, and fog proof. Four scopes tested four years at Seaside, Oregon. Every ten cent view is a ten cent profit for life. Write ANDERSON VENDING & MANUFACTURING, 3225 S.W. 78th AVE., PORTLAND, ORE.**

**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. RAYMAR 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 our specialty. Also electrical harnesses and switch stack assemblies. MARVEL MANUFACTURING CO., 2847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424).**

**FOR SALE—Records, New 45's 100 assorted tunes per carton—60% majors, 11¢ and less. EP's 25¢ per record, 12" LP's majors and others, pre-packaged 100 or more, \$75. Will send sample order. Send check or money order. SID TABACK RECORDS, 2540 W. PICO BLVD., LOS ANGELES 6, CALIF. (Tel. 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, 3725 TONNELE AVE., NORTH BERGEN, N. J. (Tel. UNnion 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—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)**

# CLASSIFIED ADVERTISING SECTION

**FOR SALE—Wholesale Wurl. Models 2200, 2400, 2410, 2504, 2510, 2500, 2600, 2610.** Completely shipped, 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, ILL.**

**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; Banning 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; Balserina \$435; County Fair \$500; Buckley Track Odds FP or cash P.O. \$325; CROSSE-DUNHAM & CO., 350 GREENDALE ROAD, YORK, PA.**

**FOR SALE—Bally Heavy Hitter; United Two Player Shooting Star; Williams Six Player Roll-A-Ball; Williams Jolly Joker; C. C. Lucky 7 & Sweet Sixteen; and C. C. Criss Cross Shuffle all at \$50 ea.; 6 player Duck pin Bowler 11 ft.; F.O.B. Green Bay, Wisc. Crating Extra. Hundreds of other buys. H & L SALES, 201 SO. BROADWAY, GREEN BAY, WISC.**

**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—Gott. Pin Games Shopped. World Champ \$95; Straight Flush \$135; Majestic 4 player \$195; Texan 4 player \$295; Terms 1/3 deposit balance C. O. D. HASTINGS DIST., CO. INC., 6100 W. BLUE-MOUND ROAD, MILWAUKEE 13, WISC.**

**FOR SALE—Come and get 'em—cheap. Keeney 300 Coffee Vendors \$25; Wico 3 col. Snack Vendors \$25; C.C. Twin Bowler cheap; United Royal C.C. Classic & T.V.; Assorted small ball bowlers. MILLER NEW-MARK DIST. CO., 42 FAIRBANKS N.W., GRAND RAPIDS, MICHIGAN (Tel. GL 6-6807).**

**FOR SALE—Keeney: Venus \$595; Rainbows \$575; Games Inc., Hi-Line \$425; Bally; Super Shuffles \$425; Marksman Guns \$245; Bank-A-Ball \$325; Challenger Bowlers \$460; Lucky Alley Bowlers \$330; Strike Alley Bowlers \$295; Gott; Olympics \$265; Liberty Bells \$460; Alohas \$330; Fashion Shows \$365; Tropic Isles \$285; Williams; Valiants \$325; World Series '62 \$365; Deluxe Batting Champs \$295; Chicago Coin; Big Hit \$345; World's Fair Rifle Gallery \$465; Misc: Midway Target Gallery Single Player \$325; Bert' Lane's Whirly Bird \$510; United Shuffle Baseball \$385; Bally Twists \$775; NEW ORLEANS NOVELTY CO., 1055 DRYADES STREET, NEW ORLEANS 13, LA. (Tel. 529-7321)**

**FOR SALE—Large quantity used records, 45's and 78's—10¢ each. Cash with order. BIRMINGHAM VENDING CO., 540 2nd AVE., NO. BIRMINGHAM, ALABAMA.**

**FOR SALE—Specials: Rock-Ola 1495 (200 Sel) \$595; 1455 (200 Sel.) \$245; 1454 \$295; 1448 \$265; Wurl: 2204 \$395; Gott: Hi-Diver \$175; Brite Star (2 pl.) \$175; Lightning Ball \$195; Sweet Sioux (4 pl.) \$265; Williams Shortstop (Baseball) \$195; MICKEY ANDERSON AMUSEMENT CO., 314 EAST 11th STREET, ERIE, PA. (Tel. Glendale 2-3207).**

**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 1/4/5¢ 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—Seeburg's—C's \$125; V's \$195; KD's \$295; V-3WA's \$70; Wurlitzers—1700 \$100; 2000 \$175; 2100 \$225; 2150 \$275; 2200 \$300; AMI—1-120 \$350; Rock-Olas—1468 \$350; 1475 \$350; Bally—Trophy Bowler \$195; Chicago Coin—Classic Bowler \$150. GABRIELSON & COMPANY, 724 MEMORIAL DR., S.E., ATLANTA, GA. (Tel. JA 5-7441).**

**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 1138 \$115; AMI F-120 \$165; AMIG—120 \$195; Pin Games. United League B/A 13'. \$125; 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—Bally Carnival Queen \$250; Williams official Baseball \$225; Gott; Flipper \$225; Bally Beach Queens \$125; Bally A B C, Deluxe Bowler \$125; Seeburg 100 W \$235. Call or write NASTASI DIST., CO., 912 DRYADES STREET, NEW ORLEANS 12, LA (Tel. 523-6386)**

**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—Attention Importers and Exporters, we have some fine buys in phonos and pin games. Your inquiries cordially invited. MID-WEST DIST., 709 LINWOOD BLVD., KANSAS CITY, MO.**

**FOR SALE—United 16' Savoy B.A. \$595; 16' League B.A. \$475; 16' Advance B.A. \$450; 16' Duplex B.A. \$395; 16' Bonus B.A. \$295; 16' Jumbo B.A. \$225; 4-Way S.A. \$350; Super Bonus S.A. \$175; Chicoin; Pro. S.A. \$475; Six Game S.A. \$395; Midway Skee-Fun \$350; Baseball \$395; Shooting Gallery \$225; Genco Champion Baseball \$75; Wms. Hercules Gun \$295; Titan Gun \$250; Vanguard Gun \$225; 100 Seeburg 100-Sel Chrome Wall Boxes A-1 @ \$25 ea. CENTRAL OHIO COIN MACHINE EXCHANGE INC., 858 N. HIGH ST., COLUMBUS 15, OHIO. (Tel. AXminster 4-3529).**

## 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).**

# 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

**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.**  
Fun-Phone (3/63) .....  
Spinner ..... \$515.00  
Table Hockey (2 Plyr) (2/63) .... 425.00  
Bucky Bronco Kiddie Horse ..... 915.00  
Big 7 Shuffle ..... 1,046.00  
Equipped with combination coin mechanism; Std. dime coin mechanism \$995.00

Bank-Ball ..... 695.00  
Deluxe Bally Bowler 16' lengths ..... 1,575.00  
5' Extension Sections \$105.00 (May 1962)

**CHICAGO COIN MACHINE**  
All-Star Baseball (1/63) .....  
Big Hit Baseball .....  
Citation Shuffle Alley .....  
Royal Crown Bowler (8/62) .....  
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.**  
Gaucho 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, 118x63 .....  
Deluxe Satellite, 77x45 .....  
Deluxe Klub Pool .....  
Regular 56x40 .....  
Jumbo 75x43 .....

**MIDWAY MFG. CO.**  
Carnival Target Gallery (2/63) ...

**ROCK-OLA MFG. CORP.**  
404 100 Sel. (Caprl) Stereo-Monaural Phono. ....  
404 100 Sel. (Caprl) 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. ....  
1558 Wall Box (160 Sel.) .....  
1564 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, fresh cream, with changer.

Model 1400—Coffee, Hot Chocolate, Soup—Single cup fresh brew, 500 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, 500 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, 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-AM1 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, CDD 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, 4-Coin Rejector  
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 Grille  
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, 360 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 unlt., accommodating oven, can opener, ketchup, mustard, salt, pepper, etc., modular.

## THE SEEBURG CORP.

LPC-1—Stereo LP Console, 160 Selection Phono, remote control.  
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

7SCD1—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: 3

## 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 Cartoon 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)  
Tom-Iom 2 Plyr. (1/63)  
Mardi Gras 4-Plyr. (11/62)  
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.

# COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

- ### MUSIC MACHINES
- AMI**  
D-40, '51, 40 Sel.  
D-80, '51, 80 Sel.  
E-40, '53, 60 Sel.  
E-80, '53, 80 Sel.  
E-120, '53, 120 Sel.  
F-80, '54, 80 Sel.  
F-120, '54, 120 Sel.  
G-80, '55, 120 Sel.  
G-120, '55, 120 Sel.  
G-200, '56, 200 Sel.  
H-120, '57, 120 Sel.  
H-200, '57, 200 Sel.  
I-100M, '58, 100 Sel.  
I-200M, '58, 200 Sel.  
1200E, '58, 200 Sel.  
J200K, '59, 200 Sel.  
J200M, '59, 200 Sel.  
J-120, '59, 120 Sel.  
K200, '60, 200 Sel.  
K120, '60, 120 Sel.  
Continental, '60, 200 Sel.  
Lyric, '60, 100 Sel.  
Continental 2, '61, 200 Sel.  
Continental 2, '61, 100 Sel.
- ROCK-OLA**  
1436, '52, Fireball, 120 Sel.  
1436A, '53, Fireball, 120 Sel.  
1438, '54, Comet, 120 Sel.  
1446, '54, HiFi, 120 Sel.  
1488, '55, HiFi, 120 Sel.  
1452, '55, 50 Sel.  
1454, '56, 120 Sel.  
1455, '57, 200 Sel.  
1458, '58, 120 Sel.  
1465, '58, 200 Sel.  
1475, '59, 200 Sel. Tempo I  
1468, '59, 120 Sel. Tempo I  
1485, '60, 200 Sel. Tempo II  
1478, '60, 120 Sel. Tempo II  
1495, '61, 200 Sel. Regis  
1488, '61, 120 Sel. Regis  
1496, '62, 120 Sel. Empress  
1497, '62, 200 Sel. Empress  
1493, '62, 100 Sel. Princess
- SEEBURG**  
M100A, 51, 100 Sel.  
M100B, 51, 100 Sel.  
M100BL, 51, 100 Sel.  
Light Cab  
M100C, '52, 100 Sel.  
HF100C, '53, 100 Sel.  
HF100R, '54, 100 Sel.  
V200, '55, 200 Sel.  
VL200, '56, 200 Sel.  
KD200H, '57, 200 Sel.  
L100, '57, 100 Sel.  
201, '58, 200 Sel.  
161, '58, 160 Sel.  
222, '59, 160 Sel.  
220, '59, 100 Sel.  
Q-160, '60, 160 Sel.  
Q-100, '60, 100 Sel.  
AY160S, '61, 160 Sel.  
AY100S, '61, 100 Sel.  
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)  
Broadway (12/55)  
Can-Can (10/61)  
Carnival (11/57)  
Carnival Queen (11/58)  
Circus (8/57)  
Circus Queen (2/61)  
County Fair (10/59)  
Crossroads (1/56)  
Cypress Gardens (6/58)  
Double Header (7/56)  
Fnnspot '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)  
Dbl. 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**  
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)  
Mnsic Man 4P (8/60)  
Naples 2P (9/57)  
Nags 1P (3/60)  
Reno 1P (10/59)  
Rocket 1P (11/59)  
Satellite 1P (7/58)  
Sea Wolf 1P (7/59)  
Serenade 2P (5/60)  
Space Ship 2P (12/61)  
Starfire (1/57)  
Steeplechase 1P (11/57)  
10 Strike 2P (1/58)  
3-D 1P (11/58)  
Tic-Tac-Toe 1P (1/59)  
Top Hat (10/58)  
Trade Winds 3-5 Bl. (6/62)  
Trnf Champ (8/58)  
Twenty-One 1P (2/60)  
Valiant 2P (8/62)  
Vagabond (10/62)  
Viking 2P (10/61)  
Black Jack 1P (1/60)
- ### SHUFFLES and BOWLERS
- BALLY**  
ABC Bowler (7/55)  
Congress (7/55)  
Jumbo Bowler (9/55)  
King Pin Bowler (9/55)  
ABC Spr. Del. Bowler (9/57)  
All-Star Bowling (12/57)  
All-Star Deluxe (2/58)  
Lucky Shuffle (9/58)  
Star Shuffle (10/58)  
Speed Bowler (11/58)  
Club Bowler (2/59)  
Club Deluxe (5/59)  
Monarch Bowler (11/59)  
Official Jumbo (3/60)  
Jumbo Deluxe (9/60)
- Ball Bowlers**  
ABC Bowl. Lane (1/57)  
ABC Tournament Bowler (6/57)  
ABC Champion Bowler (10/57)  
Strike Bowler (11/57)  
Trophy Bowler (4/58)  
Lucky Alley (8/58)  
Pan American (6/59)  
Challenger (9/59)  
Super Shuffle (12/61)
- CHICAGO COIN**  
Triple Strike (2/55)  
Arrow (2/55)  
Cr. Cross Targette (1/55)  
Bonus Score (4/55)  
Picnic (5/55)  
Blinker (8/55)  
Score-A-Line (9/55)  
Bowling Team (10/55)  
Rocket Shuffle (3/58)  
Explorer Shuffle (6/58)  
Rebound Shuffle (12/58)  
Championship (11/58)  
Double Feature (12/58)  
Red Pin (2/59)  
Bowl Master (8/59)  
4-Game Shuffle (11/59)  
Bull's Eye Drop Ball (12/59)  
6-Game Shuffle (6/60)  
Triple Gold Pin Pro (2/61)  
Starlite (5/62)
- Ball Bowlers**  
Bowling League (2/57)  
Ski Bowl 6 Plyr (11/57)  
Classic Bowling Lg. (7/57)  
TV Bowling Lg. (11/57)  
Luck Strike (1/58)  
TV (with rollovers)  
Player's Choice (9/58)  
Twin Bowler (10/58)  
King Bowler (3/59)  
Queen Bowler (9/59)  
Duke Bowler (8/60)  
Duchess Bowler (8/60)  
Princess (4/61)  
Gold Crown (3/62)

- ### SHUFFLES and BOWLERS
- UNITED**  
Shuffles  
Clipper (5/55)  
5th Inning (6/55)  
Capitol (6/55)  
Super Bonus (9/55)  
DeLuxe model  
Top Notch (10/55)  
Regulation (11/55)  
6-Star (10/57)  
Midget Bowling Alley (3/58)  
Shooting Stars (4/58)  
Eagle (5/58)  
Atlas (8/58)  
Cyclone (10/58)  
Niagara (11/58)  
Dual (1/59)  
Zenith (6/59)  
Flash (6/59)  
3-Way (9/59)  
4-Way (12/59)  
Big Bonus (2/60)  
Sunny (5/60)  
Sure Fire (10/60)  
Line-Up (1/61)  
5-Way (5/61)  
Avalon (4/62)  
Silver (6/62)  
Shuffle Baseball (6/62)  
Action (7/62)  
Embassy (9/62)  
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**  
Ball Bowlers  
Roll-A-Ball (12/56)  
6 Player
- ### UPRIGHTS
- AB Circus (5/56)  
AB County Fair (3/57)  
AB Circus Wagon Wheels (12/58)  
AB Galloping Dominos  
AB Circus Play Ball (4/59)  
AB Magic Mirror Horoscope (11/59)  
AB Mermaid (3/60)  
B Jumbo (5/59)  
B Sportsman (6/59)  
B 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 Flasback (6/61)

- ### ARCADE
- ABT 6 Gun Rifle Range  
Air Football  
Air Hockey  
Auto Photo Model 9  
Amer. Shuff. Situation (5/61)  
B Undersea Raider  
B Derby Gun (2/60)  
B Bulls Eye Shooting Gallery (9/55)  
B Big Inning (5/58)  
B Heavy Hitter (4/59)  
B Ball Park (4/60)  
B Sharpshooter (2/61)  
B Golf Champ (8/58)  
B Bat. Practice (8/59)  
B Skill Roll (B 3/58)  
B Moon Raider (7/59)  
B Target (10/59)  
B Spook Gun (9/58)  
B Skill Parade (1/59)  
B Skill Score (6/60)  
B Skill Derby (10/60)  
B Del. Skill Parade (4/59)  
Capitol Midget Movies  
CC Bullseye Baseball  
CC Basketball Champ  
CC 4-Player Derby  
CC Goalee  
CC Midget Skee Super model  
CC Big League (5/55)  
CC Twin Hockey (5/56)  
CC Shoot The Clown  
CC Stm. Shovel (5/56)  
CC Batter Up (4/58)  
CC Criss Cross Hockey (10/58)  
CC Croquet (8/58)  
CC Playland Rifle Gallery (8/59)  
CC Pony Express (4/60)  
CC Ray Gun (10/60)  
CC Wild West (5/61)  
CC Long Range Rifle Gallery (1/62)  
Ex Gun Patrol  
Ex Jet Gun  
Ex Space Gun  
Ex Pony Express  
Ex Six Shooter  
Ex Shooting Gal. (6/54)  
Ex Star 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 Gnnner  
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 DeLuxe model (3/55)  
Ke League Leader (4/58)  
Ke Sportland.  
Ke Two-Gun Fun (3/62)  
Mid Red Ball (5/59)  
Mid Joker Ball (11/59)  
Midway Basooka (10/60)  
Midway Shooting Gallery (2/60)

- ### ARCADE
- Del. Model (5/61)  
Midway Del. Baseball (5/62)  
Mid. Target Gallery (7/62)  
Mills Panorama Peek (11/54)  
Munves Bike Race (5/58)  
Mnnv. Sat. Trkr. (5/59)  
Mn Atomic Bomber  
Mu Ace Bomber  
Mu Dr. Mobile  
Mn Fly Sancers  
Mnto 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  
Mn Bang-O-Rama (4/57)  
Philadelphia Toboggan Skee Alley  
Scientific Pitch 'Em  
Seeburg Bear Gun  
Seeburg Coon Hunt  
Set Shot Basketball  
Telequiz  
Un Jungle Gnn  
Un Carn. Gun (10/54)  
Un Bonus Baseball (3/62)  
Un Bonus Gun (1/55)  
Un Star Slugger (7/55)  
Un Spr. Slugger (4/56)  
Un Pirate Gun (10/56)  
UN Yankee BB (3/59)  
Un Sky Raider (10/58)  
Wm. Del. BB (4/53)  
Wm. Major Leaguer  
Wm. Big Lg. BB (2/54)  
Wm. Jet Fighter (10/54)  
Wm. Safari (2/54)  
Wm. Polar Hunt (3/55)  
Wm. Sidewalk Eng (4/55)  
Wm. King of Swat (5/55)  
Wm. 4-Bagger (4/56)  
Wm. Crane (10/56)  
Wm. Peppy Clown (12/56)  
Wm. 1957 Baseball  
Wm. 10-Strike (12/57)  
Wm. Ten Pins (12/57)  
Wm. Shortstop (4/58)  
Wm. Pinchhitter (4/59)  
Wm. Vanguard (10/58)  
Wm. Hercules (2/59)  
Wm. Crusader (6/59)  
Wm. Titan (8/59)  
Wm. Del. Bat. Champ (5/61)  
Extra Inning (5/62)  
World Series (5/62)  
Road Racer (5/62)  
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 Trnrvle. 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 Mnstang  
Exhibit Sea Skates  
Exhibit Space Patrol  
Scientific Television  
Scientific Boat Ride  
Texas Merry-Go-Round  
Exhibit Rudolph The Reindeer

# UNITED'S CARAVELLE SHUFFLE ALLEY

Introducing New  
**READ-OUT**  
Feature

**5**  
WAYS TO PLAY

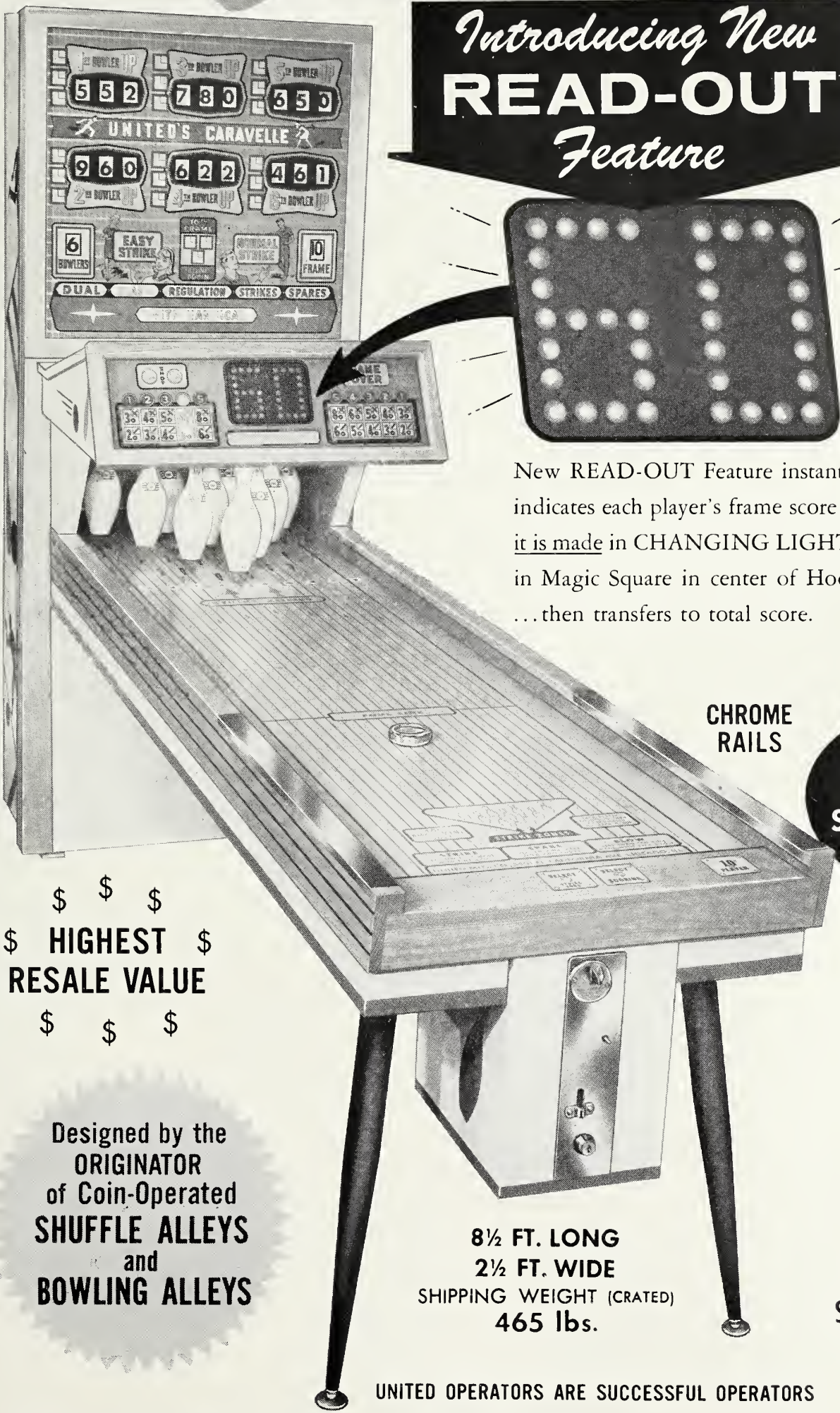
- REGULATION
- 
- DUAL-FLASH
- 
- FLASH
- 
- STRIKES
- 
- SPARES

*Plus*

Handicap Feature  
**EASY STRIKE** OR **NORMAL STRIKE**

- 1 to 6
- Can Play
- 
- 10¢
- PER PLAYER
- 
- LONG LIFE
- ON
- LOCATION
- 

SEE YOUR DISTRIBUTOR



New READ-OUT Feature instantly indicates each player's frame score as it is made in CHANGING LIGHTS in Magic Square in center of Hood ... then transfers to total score.

CHROME RAILS

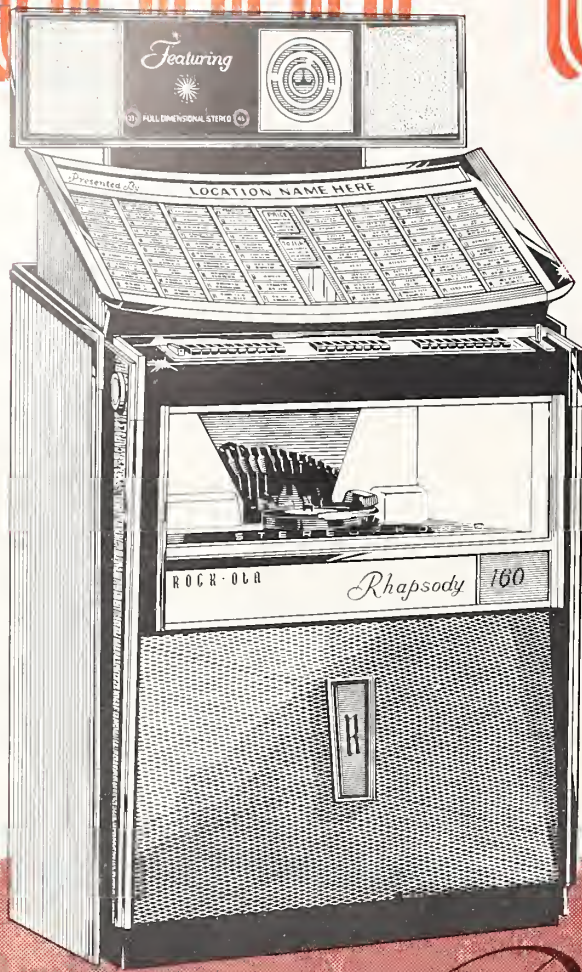
\$ \$ \$  
\$ HIGHEST \$  
RESALE VALUE  
\$ \$ \$

Designed by the  
ORIGINATOR  
of Coin-Operated  
SHUFFLE ALLEYS  
and  
BOWLING ALLEYS

8½ FT. LONG  
2½ FT. WIDE  
SHIPPING WEIGHT (CRATED)  
465 lbs.

UNITED OPERATORS ARE SUCCESSFUL OPERATORS

# ROCK-OLA

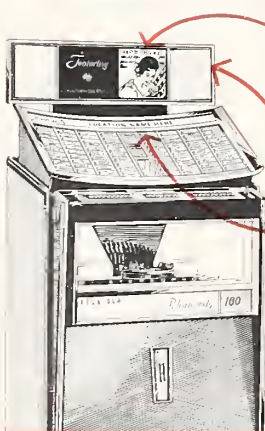


Model 408



Model 408 Deluxe  
Stereo-Monaural Phonograph  
With Full Dimensional Stereo

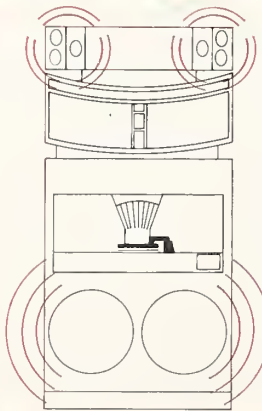
## ROCK-OLA Rhapsody



"FEATURED STAR"  
RECORD SLEEVE  
DISPLAY PANEL

THREE PRE-ANGLED  
2 1/2" TWEETERS ON  
BOTH SIDES

LOCATION  
PERSONALIZATION  
Supply of easily inserted letters,  
numbers, etc. are included to  
enable you to provide your  
locations with personalized  
phonographs.



NEW  
ROCK-OLA  
EXCLUSIVE

FULL  
DIMENSIONAL  
STEREO

TRUE FULL DIMENSIONAL  
STEREO SOUND

is delivered right at the phono-  
graph by combining perfect  
factory pre-angled stereo cone  
tweeters . . . with the main unit  
speakers. Achieving a sound  
that immediately captures the  
patrons attention—thus assuring  
complete location satisfac-  
tion and maximum earnings.

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## SEE THE BIG 3 FOR '63



RHAPSODY  
160



CAPRI 100



CAPRI 100

With Full Dimensional Stereo  
Model 408 DeLuxe Stereo  
Monaural Phonograph

With Full Dimensional Stereo  
Model 404 DeLuxe Stereo  
Monaural Phonograph

Model 404 DeLuxe Stereo  
Monaural Phonograph

