

# Cash Box

MARCH 9, 1951



The gentleman seen above has written a new chapter in the record industry's "Book of Dreams"—a rags to riches chapter that continues to draw people from every walk of life into the record industry. He's Bernie Lowe, president of Cameo-Parkway Records, Inc., which this month celebrates its 6th Anniversary. It was only a short while ago that he issued his first release in a record called "Butterfly." His expectations were great, but who could have guessed that only six years later his company's net sales for one year would exceed \$7,656,000. Although headed by Lowe, the growth of the company was a team effort. Right from the start he surrounded himself with a loyal group of talented record people who have all played a key role in making the company one of the hottest in the business today. The company reached another peak last year when it became the first record company in more than a quarter of a century to be listed on a major stock exchange when it went public. The Cameo-Parkway success story will long be the goal for which future record prospectors will be aiming.

**NARM Annual Convention Mar. 3-7 San Francisco, Cal.**



# ALL HITS!

**"Here I Stand" / The Rip Chords** 4-42687

**"Teenager's Dad" / Marty Robbins** 4-42701

**"Sheepskin Valley" / Claude King** 4-42688

**"The Bird" / The Dutones** 4-42657

**"Don't Let Me Cross Over" / Carl Butler** 4-42593

**"Soda Pop" / Bill Doggett** 4-42689

**Columbia  Singles Sell!**



FOUNDED BY BILL GERSH

# Cash Box

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## Cash Box

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## UNSUNG HEROES

Less than a decade ago, in 1953 to be exact, the record industry's gross dollar volume hit an all time high of \$205,000,000. Today, only nine years later, the dollar volume for the year 1962 is expected to hit very close to the \$600,000,000 mark, and could possibly exceed that figure—a truly phenomenal increase in such an amazingly short time.

There are, of course, a great many factors which have played an equally significant role in these gains. But one group of unsung heroes who deserve much of the credit and who are seldom given the credit they deserve are the scientists—the technologists and engineers in our industry who continually battle the elements to make recorded sound more and more realistic.

While others in the trade are looking for gimmicks and novelties that may please the listener for the moment, scientists are involved in a perpetual fight that slowly and steadily produces improvements and, as the past decade has shown, gives more people the world over a greater appreciation for the phonograph record.

Unfortunately, commercial thinking in our business can often cause one to forget about the scientist. But last week, two of our industry's leading companies, Columbia and RCA Victor, who have always played a key role in sound improvements called attention to the scientific area of our business.

Columbia revealed that it has been using an "exclusive new groove-cutting technique" for the

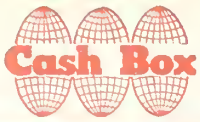
past six months which it reports offers the record buyer "greater clarity of reproduction and greater longevity for the LP."

And last Monday, RCA Victor debuted its "evolutionary advance in the recording art" which it calls Dynagroove, a new recording system which took 2½ years to develop. For the new system RCA scientists have designed new instruments and equipment with which it reports can deliver "all the clarity and beauty of an original performance completely free of distortion."

However, while touring through RCA laboratories in Princeton, New Jersey, where Dynagroove was formally introduced, we had an interesting look into the future of the world of sound and saw a sample of the endless possibilities in this field. We watched a scientist speak into a microphone and saw his words typed automatically on an electric typewriter. The typewriter actually reacted to the sound of his voice.

Then we saw a TV Receiver-Video Tape Recorder console unit and watched a playback of a TV show recorded a few days earlier. Of course, our first thought was that some day in the not too distant future we may be watching and listening to our favorite recording artists as we play our "videorecord" collection on our TV sets.

There are endless horizons for the record world. And it's comforting to know that we have scientists in our industry who are never satisfied, even though it may be the present's very best.



# Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—MARCH 9, 1963

Position 3/2 2/23		Position 3/2 2/23		Position 3/2 2/23							
1	<b>WALK LIKE A MAN</b> ★4 SEASONS-Veejay-485	2	2	34	<b>DON'T SET ME FREE</b> ★RAY CHARLES-ABC-10405	44	76	68	<b>WHAT DOES A GIRL DO</b> ★MARCY BLANE-Seville-123	70	77
2	<b>HEY PAULA</b> ★PAUL & PAULA-Phillips-40084	1	1	35	<b>ALL I HAVE TO DO IS DREAM</b> ★RICHARD CHAMBERLAIN-MGM-13121	42	62	69	<b>IF MARY'S THERE</b> ★BRIAN HYLAND-ABC-10400	73	81
3	<b>RUBY BABY</b> ★DION-Columbia-42662	3	3	36	<b>MR. BASS MAN</b> ★JOHNNY CYMBAL-Kapp-503	45	79	70	<b>MEDITATION (MEDITACAO)</b> ★CARLIE BYRD-Riverside-4544 ★PAT BOONE-Dot-16439 BILLY VAUGHN-Dot-16436 ENOCH LIGHT-Command-4029 IRENE REID-Verve-10286	78	80
4	<b>RHYTHM OF THE RAIN</b> ★CASCADES-Valiant-6026	4	4	37	<b>WHY DO LOVERS BREAK EACH OTHER'S HEARTS</b> ★BOB B. SOXX & BLUE JEANS-Phillies-110	47	70	71	<b>BIG WIDE WORLD</b> ★TEDDY RANDAZZO-Colpix-662	61	63
5	<b>YOU'RE THE REASON I'M LIVING</b> ★BOBBY DARIN-Capitol-4897	6	8	38	<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	41	49	72	<b>I GOT WHAT I WANTED</b> ★BROOK BENTON-Mercury-72099	—	—
6	<b>BLAME IT ON THE BOSSA NOVA</b> ★EYDIE GORME-Columbia-42661	9	10	39	<b>THAT'S THE WAY LOVE IS</b> ★BOBBY BLAND-Duke-360	30	33	73	<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	77	84
7	<b>OUR DAY WILL COME</b> ★RUBY & ROMANTICS-Kapp-501 EDDIE CANO-Reprise-20147	16	25	40	<b>GO AWAY LITTLE GIRL</b> ★STEVE LAWRENCE-Columbia-42601	28	13	74	<b>RIDIN' THE WIND</b> ★TORNADOES-London-9581	74	82
8	<b>WILD WEEKEND</b> ★ROCKIN' REBELS-Swan-4125 THUNDERBIRDS-Melbourne-1551	8	9	41	<b>UP ON THE ROOF</b> ★DRIFTERS-Atlantic-2162	38	34	75	<b>I GOT A WOMAN</b> ★RICK NELSON-Decca-31475	—	—
9	<b>THE END OF THE WORLD</b> ★SKEETER DAVIS-RCA-8098 MILLS BROS.-Dot-16451	15	21	42	<b>FOLLOW THE BOYS</b> ★CONNIE FRANCIS-MGM-13127	91	—	76	<b>DON'T BE AFRAID, LITTLE DARLIN'</b> ★STEVE LAWRENCE-Columbia-42699	—	—
10	<b>WHAT WILL MARY SAY</b> ★JOHNNY MATHIS-Columbia-42666	10	12	43	<b>LAUGHING BOY</b> ★MARY WELLS-Motown-1039	58	75	77	<b>HALF HEAVEN, HALF HEARTACHE</b> ★GENE PITNEY-Musicor-1026	46	43
11	<b>ONE BROKEN HEART FOR SALE</b> ★ELVIS PRESLEY-RCA-8134	13	18	44	<b>YOUR USED TO BE</b> ★BRENDA LEE-Decca-31454	23	24	78	<b>ALL OVER THE WORLD</b> ★NAT KING COLE-Capitol-4919	—	—
12	<b>WALK RIGHT IN</b> ★ROOFTOP SINGERS-Vanguard-35017 MOMENTS-Era-3099	5	5	45	<b>EVERYDAY I HAVE TO CRY</b> ★STEVE ALAIMO-Checker-1032	49	57	79	<b>JIVE SAMBA</b> ★CANNONBALL ADDERLY-Riverside-4541	81	86
13	<b>FROM A JACK TO A KING</b> ★NED MILLER-Fabar-114	7	6	46	<b>THE NIGHT HAS A THOUSAND EYES</b> ★BOBBY VEE-Liberty-55521	32	16	80	<b>PEPINO'S FRIEND PASQUAL</b> ★LOU MONTE-Reprise-20,146	—	—
14	<b>MAMA DIDN'T LIE</b> ★JAN BRADLEY-Chess-1845 FASCINATIONS-ABC-10387	14	15	47	<b>HITCH HIKE</b> ★MARVIN GAYE-Tamla-54075	50	60	81	<b>NOTHING GOES UP (WITHOUT COMING DOWN)</b> ★NAT KING COLE-Capitol-4919	86	—
15	<b>LITTLE TOWN FLIRT</b> ★DEL SHANNON-Bigtop-3131	11	11	48	<b>DO THE BIRD</b> ★DEE DEE SHARP-Cameo-244	68	87	82	<b>DON'T BE CRUEL</b> ★BARBARA LYNN-Jamie-1244	82	91
16	<b>YOU REALLY GOT A HOLD ON ME</b> ★MIRACLES-Tamla-54073	12	7	49	<b>TELL HIM I'M NOT HOME</b> ★CHUCK JACKSON-Wand-132	56	64	83	<b>BABY, BABY, BABY</b> ★SAM COOKE-RCA-8129	79	83
17	<b>GREENBACK DOLLAR</b> ★KINGSTON TRIO-Capitol-4898 MERRY MELODY SINGERS-Mercury-72083 HOYT AXTON-Horizon-351 VIRGINIANS-Colpix-666	19	22	50	<b>LOOP DE LOOP</b> ★JOHNNY THUNDER-Diamond-129	36	30	84	<b>PIPELINE</b> ★CHANTAYS-Dot-16440	93	—
18	<b>IN DREAMS</b> ★ROY ORBISON-Monument-806	20	23	51	<b>PIN A MEDAL ON JOEY</b> ★JAMES DARREN-Colpix-672	57	61	85	<b>RAINBOW</b> ★GENE CHANDLER-VeeJay-468	92	—
19	<b>OUR WINTER LOVE</b> ★BILL PURSELL-Columbia-42619	26	32	52	<b>I'M IN LOVE AGAIN</b> ★RICK NELSON-Imperial-5910	63	88	86	<b>BOSS</b> ★RUMBLERS-Dot-16421	85	93
20	<b>A GYPSY CRIED</b> ★LOU CHRISTIE-Roulette-4457	18	19	53	<b>LOVE (MAKES THE WORLD GO ROUND)</b> ★PAUL ANKA-RCA-8115	40	36	87	<b>YOUNG AND IN LOVE</b> ★DICK & DEEDEE-Warner Bras.-5342	—	—
21	<b>I WANNA BE AROUND</b> ★TONY BENNETT-Columbia-42634	21	26	54	<b>CAN'T GET USED TO LOSING YOU</b> ★ANDY WILLIAMS-Columbia-42674	80	97	88	<b>MY FOOLISH HEART</b> ★DIMENSIONS-Coral-62344	90	100
22	<b>LET'S LIMBO SOME MORE</b> ★CHUBBY CHECKER-Parkway-862	29	35	55	<b>JAVA</b> ★FLOYD CRAMER-RCA-Victor-8116 JOHNNY HAWKER BAND-Melbourne-1557	48	44	89	<b>LINDA</b> ★JAN & DEAN-Liberty-55531	94	—
23	<b>LET'S TURKEY TROT</b> ★LITTLE EVA-Dimension-1006	25	27	56	<b>BABY WORKOUT</b> ★JACKIE WILSON-Brunswick-55239	84	—	90	<b>DEARER THAN LIFE</b> ★BROOK BENTON-Mercury-72099	—	—
24	<b>ALICE IN WONDERLAND</b> ★NEIL SEDAKA-RCA-8137	24	28	57	<b>LOVE FOR SALE</b> ★ARTHUR LYMAN-HiFi-5066	65	73	91	<b>SUN ARISE</b> ★ROLF HARRIS-Epic-9567	—	—
25	<b>SOUTH STREET</b> ★ORLONS-Cameo-243	34	50	58	<b>YAKETY SAX</b> ★BOOTS RANDOLPH-Monument-804	69	98	92	<b>DON'T MENTION MY NAME</b> ★SHEPHERD SISTERS-Atlantic-2176	95	—
26	<b>HE'S SO FINE</b> ★CHIFFONS-Laurie-3152	51	89	59	<b>TWENTY MILES</b> ★CHUBBY CHECKER-Parkway-862	76	—	93	<b>GLOBETROTTER</b> ★TORNADOES-London-9579	—	—
27	<b>BUTTERFLY BABY</b> ★BOBBY RYDELL-Cameo-242	37	42	60	<b>THAT'S ALL</b> ★RICK NELSON-Imperial-5910	67	72	94	<b>HE'S GOT THE POWER</b> ★EXCITERS-United Artists-572	97	—
28	<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-1213 JOHNNY RAVEN-Felsted-8669	17	17	61	<b>OUT OF MY MIND</b> ★JOHNNY TILLOTSON-Cadence-1434	83	—	95	<b>SANDY</b> ★DION-Laurie-3153	—	—
29	<b>SEND ME SOME LOVIN'</b> ★SAM COOKE-RCA-8129	22	20	62	<b>MY COLORING BOOK</b> ★SANDY STEWART-Colpix-669 ★KITTY KALLEN-RCA-8124 BARBARA STEISAND-Columbia-42648 GEORGE CHAKIRIS-Capitol-4892 MARTY BRONSON-Norman-532 ANTHONY LAWRENCE-Kapp-515	39	37	96	<b>DON'T SAY NOTHIN' BAD (ABOUT MY BABY)</b> ★COOKIES-Dimension-1008	—	—
30	<b>BOSS GUITAR</b> ★DUANE EDDY-RCA-8130	31	40	63	<b>ALL ABOUT MY GIRL</b> ★JIMMY McGRUFF-Sue-777	64	69	97	<b>HOW CAN I FORGET</b> ★JIMMY HOLLIDAY-Everest-2022 ★BEN E. KING-Atco-6256	—	—
31	<b>CALL ON ME</b> ★BOBBY BLAND-Duke-360	33	29	64	<b>WHO STOLE THE KEESHKA</b> ★MATYS BROS.-Select-719 WALTER SOLEK-Dana-2112 FRANKIE YANKOVIC-Columbia-42680 JOHNNY NOGAJ-Ronik-45101 NEW YORKERS-Jay Jay-282	55	58	98	<b>THE YELLOW BANDANA</b> ★FARON YOUNG-Mercury-72085	96	92
32	<b>CAST YOUR FATE TO THE WIND</b> ★VINCE GUARALDI TRIO-Fantasy-563 MARTIN DENNY-Liberty-55514	35	31	65	<b>LET'S STOMP</b> ★BOBBY COMSTOCK-Lawn-202	72	78	99	<b>KILLER JOE</b> ★ROCKY FELLERS-Scepter-1246	—	—
33	<b>HE'S SURE THE BOY I LOVE</b> ★CRYSTALS-Phillies-109	27	14	66	<b>IT'S UP TO YOU</b> ★RICK NELSON-Imperial-5901	43	38	100	<b>I'M JUST A COUNTRY BOY</b> ★GEORGE McCURN-A&M-705	—	—
				67	<b>HI-LILI, HI-LO</b> ★RICHARD CHAMBERLAIN-MGM-13121	75	94	100	<b>WATERMELON MAN</b> ★MONGO SANTAMARIA-Battle-1S909 HERBIE HANCOCK-Blue Note-1862	—	—

SHARP UPWARD MOVE

BEST SELLING RECORDS

OTHER VERSIONS STRONGLY REPORTED

PUBLISHER LIST—SEE INDEX

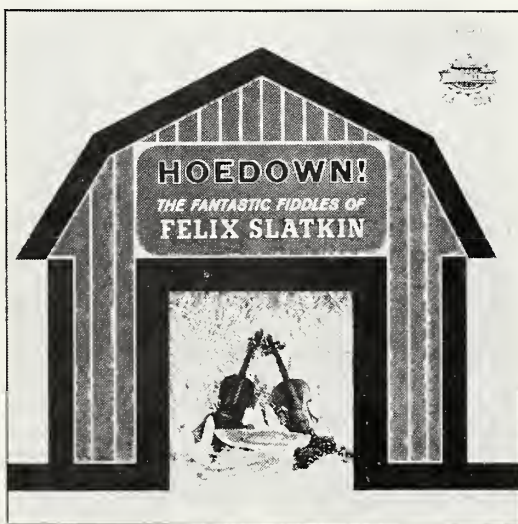
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\*See this week's charts for current listing

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# 19 New Columbia LP's For March

NEW YORK—Columbia Records is releasing 19 albums this month, including 11 pop, six Masterworks, the original-cast diskings of "Brecht on Brecht" and one Latin-American set.

One of the Masterwork's issues is the first recording by 16-year-old pianist Andre Watts, who got rave notices at his recent New York Philharmonic Hall debut. He performs the opus featured at his debut, Liszt's 1st piano concerto, with Leonard Bernstein directing the N.Y. Philharmonic Orch.

The "Brecht on Brecht" set features Dane Clark, Anne Jackson, Lotte Lenya, Viveca Lindfors, George Voskovec and Michael Wagner. It's a 2-LP set.

The pop entries include "The Barbara Streisand Album," "Ruby Baby," Dion, "Jazz Premiere: Washington," Paul Winter Sextet, "Blame It on The Bossa Nova," Eydie Gorme, "The Fabulous Hank Turner," organist, "Don't Let Me Cross Over," Carl Butler, "I Wanna Be Around," Tony Bennett, "Like Sing," Jackie & Kral perform

the songs of Dory and Andre Previn, "The Giants of Jazz," various artists, including Brubeck, Davis, Condon, Ellington, etc., "The Dukes at Disneyland," "The Dukes of Dixieland," "Free Fall," Jimmy Giuffre.

The Latin LP is "Sabor Guajiro," featuring the charanga band of Jose Farjado.

Further Masterworks albums are: Carl Nielsen's 5th symphony with Leonard Bernstein & the N.Y. Philharmonic, Bach's "Mass in B Minor" with Eugene Ormandy conducting the Philadelphia Orchestra and the Temple Univ. Choir, including soloists Eleanor Steber, Rosalind Elias, Richard Verrean and Richard Cross, Bartok's "Bluebeard's Castle," with the Philadelphia Orchestra and soloists Jerome Hines and Rosalind Elias, "This is My Country," The Mormon Tabernacle Choir under the direction of Richard P. Condie, and, in the label's Modern American Music series: four contemporary chamber works by Columbia prexy Goddard Lieberson, Cascarino, Gaburo and Etler.

# Kingston Promo, New LP Head

## 14 New Albums From Capitol

HOLLYWOOD—Fourteen new pop albums set for release by Capitol Records this week include the Kingston Trio's latest, keynoting the nationwide "Greenback Dollar Days" promotion (see below), and new recordings by Nancy Wilson, The Four Preps, Jackie Gleason, Stan Kenton, and June Christy.

The second edition of Capitol's new "Dimensions in Jazz" series features singer-trumpet man Jack Sheldon in "Out!" and guitarist John Gray in "The New Wave."

"The Kingston Trio #16, the Kingston's new LP, takes its title from the group's lengthy best-selling Capitol series. Jazz songstress Nancy Wilson is heard in "Broadway—My Way." Gleason's orchestra has "Champagne Candlelight, and Kisses."

"Campus Confidential" is the third entry in the Four Preps' smash "campus" series.

Kenton's new orchestra experiment with unusual jazz tempos in "Adventures In Time," and June Christy recaps the big band hits of the past in "Big Band Specials."

Fred Waring conducts a 1200-voice choir in a "Festival Of Faith," and "The Lee Evans Trio" features young Manhattan pianist Lee Evans playing a "West Side Story" medley and other Broadway tunes.

Contrasting instrumental collections are offered in "Pourcel Portraits," Franck Pourcel's orchestral blend of French and American melodies, and "Walter Wanderley's Brazilian Organ," featuring Bossa Nova by Brazil's Hammond electric organ virtuoso.

"Chart Busters" consists of a dozen singles hits from Nat King Cole, Bobby Darin, The Kingston Trio, The Lettermen, The Beach Boys, Nelson Riddle and others.

"The Best Of Italy's Sergio Bruni" presents a third 'Capitol-of-the-World' importation of Italy's popular singer.

"Frank Sinatra Sings Rodgers And Hart" is issued in Capitol's exclusive two-channel Duophonic sound.

(Continued on page 84)

# UA's Two-Prong Sales Rush For Spring; Any Label Exchange Deal, 13 New LP's

NEW YORK—United Artists Records has introduced a two-pronged sales program to be called "Clean Up and March Into Spring" at a special one-day distrib. meeting in New York last Thurs. (28).

Phase one of the program, called "Clean Up," allows dealers to clear their shelves of all dead merchandise, singles and albums, regardless of label, by returning this product to the United Artists distributor for credit at the dealer cost. For every dollar's worth of merchandise returned, no matter what labels are represented, the dealer may purchase \$5 worth of UA records making his selections from the entire UA catalog, including 13 new albums which have been included in Phase 2 of the program, "March Into Spring."

Through the "Clean Up" operation, not only are dealers able to update their saleable merchandise, but the UA distrib. may also solidify their inventories of catalog merchandise.

In addition to reviewing and establishing the "Clean Up" program, Morris S. Price, national sales Director, unveiled the "baker's" portion of the program.

The meeting was confined to one day, and was attended by all of the label's executives as well as the distributors.

The thirteen titles in the program, designed to give the widest possible coverage for the compact release, include "Going Up" by Gene Pitney; "Ciao" by Al Caiola; "Music To Remember" including themes from "Lawrence of Arabia," "Diamond Head," "Taras Bulba" and other leading motion pictures; "Gershwin Was Great" with such artists as Ferrante and Teicher, Ralph Marterie, Don

Costa and Terry Snyder; "Flamingo Flamenco Guitar" by Sabicas; "Polkas From The Alps" by Hans Hansberg and his Zither Orchestra; "Mack The Knife and Other Big Band Favorites" by Richard Wess and his orchestra; "Original Million Sellers" spotlighting among others, The Highwaymen, Exciters, Gene Pitney, Al Caiola, Steve Lawrence and Ferrante & Teicher; "The Melodies of Broadway by Rodgers and Hart" with various artists; "I Wish Tonight Would Never End" by George Jones; "St. Thomas" by Herbie Mann; "Jazz, Joy and Happiness" with Rose Murphy, Slam Stewart and all-time great Jazz stars, and "Our Most Beloved Spirituals" with Alice McClarity and the Faith Temple Choir.

# ONE-STOP HOLD MEETING IN CHICAGO

CHICAGO—The Record One Stop Association, Inc., (ROSA), the national association of One-Stop Record Dealers, met at the Sheraton Hotel in Chicago on Feb. 21 and 22, under the leadership of its president, Irv Perlman, of I. J. Morgan Co., Philadelphia.

In its meetings, designed for exchange of trade information and the promotion of the record industry, ROSA examined the role of the one stop in the present day economy. Present at the meeting were one stops from all sections of the United States.

The members were advised that one stops throughout the United States handle about 85% of the single records sold today. The importance of the one stop as a vital part of the distribution system of the record industry continues to be recognized by many manufacturers. Manufac-

# WB-Prager Agreement Gets Label Into Religious Field

BURBANK, CALIF.—Mike Maitland, president of Warner Bros. Records, has disclosed the signing of a production agreement between the company and E. S. (Bud) Prager, the terms of which will see W B make an entry into the religious and gospel album field.

Prager, formerly a vice president of SESAC and an authority on gospel and religious artists, will produce and record the series of albums for the diskery.

Already scheduled for early release are albums by The Oak Ridge Boys, Stan and Dan, and The Gospel Echoes. First releases are expected to be on the market April 1.

In addition to their regular channels of distribution, W B is in the process of making special distrib. agreements among a network of distributors who specialize in the gospel record business.

In commenting on the agreement, Maitland said, "The addition of a small but rather select group of artists to the Warner Bros. roster, is a valuable one for our company. For some time now we have been besieged with requests to enter the field, and have studiously avoided the market until we felt we had the proper producer and artists so that our entry could be an important one. We shall devote special promotional efforts to this highly valuable sales area."

# Koch Upped To Exec V.P. At Sinatra's Essex Prod. With Major Role At Reprise



HOWARD W. KOCH

HOLLYWOOD—Howard W. Koch has been appointed executive vice president of Frank Sinatra's Essex Productions, it was announced last week by Sinatra. In his new capacity, Koch will, in addition to being executive producer of the motion picture company, have an active role in Reprise Records in supervising administration, distribution, sales, foreign operations, the expanding A & R department, the art department and advertising and promotion.

The promotion is in line with Sinatra's plan to coordinate all of his entertainment business activities. Other executives with Essex and Reprise will continue to function as previously.

Koch joined Sinatra's Essex Productions two-and-a-half years ago. He served as executive producer for "Come Blow Your Horn," "The Manchurian Candidate," "Sergeants 3" and "X-15." Prior to joining Essex, he was one of Hollywood's most prolific film and television producers and directors. He has also served as production consultant for many recently completed major films.

# Liberty's March Sales Drive

HOLLYWOOD — Liberty Records March sales program showcases three merchandising promotions.

Section I features the label's "Original Hits" LP's and the release of Vol. 8. Section two spotlights the first 21 "All-Time Hit" singles and the addition of fourteen new "hit" singles while section III offers two new Premier Series releases, "50 Guitars Go Country" (Tommy Garrett) and "The Ballad of New Orleans" as performed by the Fantastic Strings of Felix Slatkin.

With the March release of "Original Hits-Volume 8," Liberty will initiate a merchandising program, designed to establish the product as an identifiable series of hits recordings by the artists who made them famous.

Since the introduction of the Premier merchandiser last Fall, sales movement of the entire catalog has more than doubled, the label said.

Merchandising aids include an Original Hits floor unit which displays all of the albums and is capable of stocking eighty LP's. Divider cards and ad mats are available. An "all-time hit" single counter merchandiser has also been created. It displays 105 singles (three of each of the 35 two-sided hits) and is supplied with divider cards.

Liberty's promotion department has shipped the entire eight volumes of the Original Hits series to all radio stations. Program promos will be set in each market in addition to contests and paid radio advertising. A two week spot campaign on the "hit" LP's and singles will kick off simultaneously March 26 in each market and run through April 6.

The sales program is effective immediately with special terms holding through April 15, 1963. A 15% cash

(Continued on page 84)

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# NARM CONVENTION BEGINS

NEW YORK—Recognition that rack-jobbers play a major role in disk sales is seen as a primary motivating factor in getting a record turnout at this week's meeting of NARM, the rack-jobber association, in San Francisco.

Execs of major labels and strong indies are making it a point to be in attendance. During the past year, a number of labels and, in some instances, large one-stops, have created special rack-jobber divisions to cater specifically to the needs of the rack-jobbers. Meet's keynote address will be made by Goddard Lieberman, president of Columbia Records.

Facing the music-men on the NARM scene this week is a combination of business, emphasized by the meet's keynote theme, "The Key to '63," featuring a number of business seminars, and pleasure, with various diskeries hosting cocktail parties and other events. Plans have also been

set to see that the wives of traders present can take-in Frisco and indulge in separate feminine functions, including a fashion show. In line with a new high in attendance, more wives than ever before will be on hand.

Also pointing-up the significance of the NARM meet are the artists who will perform during the NARM Awards Banquet on Wednesday (6), when winners of the 1962 Narm Awards are announced.

They include: Capitol's Kingston Trio, Columbia's Tony Bennett, Victor's Peter Nero and Warner Bros.' Allan Sherman.

The fifth annual gathering of NARM should clearly establish, if this has already been accomplished in the last few conventions, the rack-jobber as a strong force in obtaining success on disks.

## MOA CONVENTION SET FOR SEPT. 4-6

NEW YORK—The Music Operators of America (MOA), the jukebox operator organization, has dropped its usual spring convention & trade show in favor of a near-fall date this year, Sept. 4, 5 and 6, at Chicago's Morrison Hotel.

J. Harry Snodgrass, MOA Prexy, noted that the new date was especially advantageous in view of the Chicago convention of the National Automatic Merchandising Association (NAMA) from Sept. 7-10, which will allow operators, many of whom also operate vending machines, to attend both conventions and not have to make two trips.

"The possibility of changing our convention dates has been under consideration for several years," Snod-

grass noted.

"... I talked to many operators in all parts of the country, and also with distributors and manufacturers . . . when I found an almost universal desire for fall dates, I contacted the MOA executive committee for their reaction to the shift, and there was complete agreement that such a date change would be beneficial to all concerned."

Snodgrass said that other details of the convention will be ironed out at the next MOA board meet on April 16. He said that major committees to plan and arrange some of the convention details are already at work, and their chairmen will be reporting at the April board meet.

## Columbia's Lieberman: Victor's Dynagroove "A Backward Step" For Industry

NEW YORK—RCA Victor Records new Dynagroove sound process (see separate story) was blasted just a few days after its intro last week by none other than Goddard Lieberman, president of Columbia Records, who termed the process "not a forward step in our industry, but a backward step, because it is a step away from the faithful reproduction of the artist's performance."

Lieberman made his charges against Victor's Dynagroove at a press conference on Thurs. (28) in his offices in New York, a gathering the exec called "an unprecedented conference for Columbia Records . . . but as the largest record company in the world, we not only feel a responsibility in our own actions, but in any actions which influences our industry."

It is the contention of Lieberman and his engineers, that "in an attempt to limit what is sometimes called distortion in recording, the electronic system introduces limitations upon artist expression."

Lieberman charged that "this so-called system" was not new. "It consists," he said, "of electronic devices, part of which we discarded 12 years ago, another part of which we discarded two years ago."

"In fact, we have yet another development in this area which apparently is not included in the RCA system which we have been using for the last six months."

The exec was referring to a new cutting technique (see last week's issue) that the label claimed added life & Clarity to stereo disks.

Lieberman continued: "The decision not to use the certain elements I have spoken of was made in the light of a philosophy of recording, and not

because of electronic considerations. This philosophy is one which we have always held at Columbia Records. The philosophy is a simple one; it holds that in the art of recording, the engineer and his electronic tools must be at the service of music and not the other way around.

"It is my opinion, and the opinion of my associates here, that the elements we discarded, and which are now apparently included in the RCA Victor system, are factors in the limitations of recording . . ."

"It has been well-known to us and to all engineers for a long time that we could easily provide records which might seem pristine, as far as extraneous sounds are concerned, if we were to limit the recorded sound to minimal colorations and minimal timbre, which is to say by limiting dynamic range and frequency response. I think a careful study of the RCA system, which they call the DYNAGROOVE recording process, will show that this limiting factor is exactly what they have injected into the recording picture, both in range and spectrum. I quote from one of their press releases: The Dynagroove Spectrum Equalizer . . . translates to the final master tape a continuously vary-

(Continued on page 85)

### THE MAREK REPLY

NEW YORK—RCA Victor Records' head George Marek offered a brief reply to Goddard Lieberman's strong anti-Dynagroove statement last week: "The records speak for themselves."

## Victor Unveils "Dynagroove" Sound, Termed "Evolution In Art" Of Recording \$2,300,000 Campaign To Tell Story To Public

NEW YORK—Continually in search of improvements which will bring recorded music closer to the reality of a live performance and thereby increase the listener's enjoyment of all music, RCA Victor last week introduced an improved recording process which it calls Dynagroove—a recording technique which has been two-and-a-half years in its laboratories.

The new Dynagroove recordings, which require no special new equipment and will sell at the regular mono and stereo prices, will debut from Victor this month with a special release made up of five new classics and five new pop albums all recorded in the Dynagroove process.

"It is an evolution in the art of recording," said George R. Marek, vice president and general manager of Victor, "which will benefit not only listeners everywhere but the entire record and phonograph industry, and music itself."

"Whether played at high or low volume level, Dynagroove recordings will deliver to phonographs all the clarity and beauty of an original performance completely free of distortion."

Marek emphasized that Dynagroove recording improvements are audible not only on expensive equipment but also on low-priced machines where there is an obvious and appreciable improvement over ordinary records.

He also pointed out that the improvement in sound on a Dynagroove monaural disk is as dramatic as it is on stereo.

Marek noted that the conception and development of the Dynagroove system was a cooperative effort involving the Victor's engineering department under the direction of Don Richter, the acoustical scientists at RCA's David Sarnoff Research Laboratories in Princeton, N.J., and the musical personnel at RCA Victor under the direction of Jack Pfeiffer for Red Seal and Jack Somer for pop music.

"We have not trotted forth one magic ingredient," said Marek. "What we have done is to re-study sound reproduction in all its phases, from pre-session planning, to new treatment of the recording studio, down to a new process of cutting the master disc. In short, the Dynagroove system embraces all phases of recording skill."

In the development of the Dynagroove system, RCA-designed consoles and microphones of virtually every

manufacturer in the world were tested and used to provide every possible degree of control to assure "distortionless, full-range and full-dynamic recording." To achieve maximum frequency response, highest signal to noise ratio and maximum speed constancy, the Dynagroove recordings are made on tape machines operating at 30 inches per second—twice normal speed—on three separate tracks.

Victor scientists and engineers have designed and built three instruments which are exclusive to the implementation of the Dynagroove system of recording:

The RECORDING OVERLOAD INDICATOR. This warns engineers of tracking difficulties—danger spots—encountered during tape-to-disk transfer. The device indicates by a pointer on a meter the degree of difficulty which the phonograph needle will have in following the groove of the record to be made from the master tape. The meter has been designed to allow the recording of maximum sound level on a Dynagroove record with correct tracking.

The DYNAMIC SPECTRUM EQUALIZER translates to the final master tape a continuously varying frequency characteristic; which Victor reports will give low level passages more substance and texture. High level passages will project with more intensity and more dynamic impact. The Equalizer has been created to increase realistic dynamic perception of the original performance.

(Continued on page 85)



ROME—The employment of Victor's new Dynagroove sound process (see separate story) took place in RCA Italiana's studios in Rome last summer, when the label's new rendition of "Madama Butterfly," starring Leontyne Price, was recorded. The recording team which had a major role in producing the opera—the first to be cut in the new studio—is shown at left. They are (l. to r.): (standing) John Pfeiffer, audio coordinator who has worked closely on the development of Dynagroove, and George Marek, the label's veep and general manager. At the controls are Lewis Layton (left), recording engineer, and Richard Mohr, A&R musical director. The second photo shows Erich Leinsdorf conducting the RCA Italiana Opera Orchestra at the "Butterfly" session. The Dynagroove-arranged microphone setup was determined for "optimum orchestral pickup." Completely surrounding the studio is especially designed acoustic panelling.

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CR 7-3282  
Mr. George Souvall

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Mobile, Alabama  
HE 2-1858

Mr. Glen E. Fenimore Mr. Ray Scott  
Branch: Charlotte, North Carolina

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4506 N.W. 36th Ave.  
633-8683

Miami, Florida

Mr. Ed Chapman  
Manager

## MERSHAW MIDWEST CORP.

1950 Arapahoe St.  
AL 5-3601

Denver, Colorado

Mr. Paul Marcus  
Manager

## BEACON RECORD DISTRIBUTING COMPANY

Providence, Rhode Island

821 N. Main Street / 725 Branch Street

JA 1-5121, UN 1-7500 Mr. Milton Israeloff Mr. Rube Zeidman

## MERSHAW of NEW YORK, INC.

1078 Broadway

HO 2-6451

Albany, New York

Mr. Charles Schlang  
President

## BLUFF CITY RECORDS, INC.

810 South Walnut Street

JA 7-5423

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## BROWN SALES COMPANY

1423 Ellerbe St.

Columbia, South Carolina

SU 7-3401

H. G. Brown

Grady Brown

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10567 Grand River Avenue  
Detroit 4, Michigan

TE 4-6000

Mr. Kenneth Sachs Mr. Frank Wolf

## MUSICAL ISLE

### RECORD CORPORATION

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Milwaukee, Wisconsin

CO 4-4940

Mr. James J. Tiedjens

Branch: Forest Park, Ill. (Chicago)

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LA 6-6600

Washington, D.C.

Mr. Edward M. Snider

Mr. Gerald S. Lilienfeld

Branches: Indianapolis, Pittsburgh, Norfolk,  
Washington, Philadelphia, Columbus & Baltimore

## MUSIC CITY RECORD RACKS, INC.

4444 Sunset Boulevard  
Los Angeles, California

NO 6-0131

Mr. Glen C. Becker Mr. Stuart Burnat

## QUALITY DRUG SERVICE COMPANY

1234 Harding Road  
Des Moines, Iowa

AT 8-1993

Mr. Ralph T. Anderson

Mr. Frank C. Hackett

Midwest Rack Distributors

## FLEETWOOD RECORD SERVICE

45-18 Court Square

ST 4-2174

Long Island City 1, New York

Mr. Martin S. Zwerling

## FIRECO SALES LTD.

33 Racine Rd.

Rexdale Ont. (Toronto) Canada

Mr. J. H. Firestone  
President

Mr. Barney Ryan  
Gen. Buyer

## MODERN RECORD SERVICE, INC.

757 Central Ave.

Mr. J. R. Chachere

VERNON 3-3735

New Orleans, La.

Mr. George Berry

## GARDEN STATE RECORD DISTRIBUTORS INC.

68 W. Passaic St.

488-6336

Rochelle Park, N. J.

Mr. Carl Medici

Mr. Manny Wells

## PARK RECORD DISTRIBUTORS INC.

(Div. of Roskin Dist. Inc.)

275 Park Ave. 289-4747 East Hartford, Connecticut

Mr. Ed Stein

## GORDON SALES COMPANY

500 Mercer

AT 4-7650

Seattle, Washington

Mr. Stan Jaffe

## PIC-A-TUNE, INC.

P.O. Box 8004

Oakland 8, California

653-3963

Mr. David F. Watson

Mr. Martin Meyer

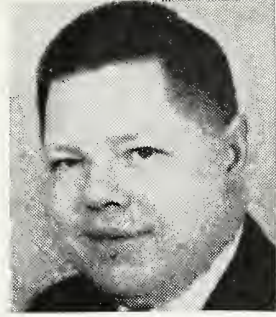
Mr. John T. Edgerton



# RECORD RACK MERCHANDISERS AND CANADA

## PIONEER DISTRIBUTING CO.

2955 South Kansas, Wichita, Kansas  
2406 Irving Blvd, Dallas, Texas  
3916 St. John, Kansas City, Missouri  
Mr. Charles Scherzer, Sales Manager



Al Driscoll, Pres.

## PLATTERS, INC.

496 Chenango Street Binghamton, New York  
723-8916 Mr. Mack Fein Mr. Sidney Fein

## RECORD DISTRIBUTING COMPANY

901 Commerce Street Houston, Texas  
CA 7-6961 Mr. Lorry M. Rosmarin

## RAPID MERCHANDISING COMPANY, INC.

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FE 3-5531 Mr. Herbert N. Sandel  
Mr. Noel Korengold

## RECORD SERVICE CO.

Complete Record Merchandising In 9 States  
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Miami 42, Fla. Atlanta, Ga.  
Mr. Barry Toran

## RAK SALES, INC.

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St. Louis 8, Missouri  
JE 5-7525 Mr. Harold Goldman  
Branch: Kansas City, Missouri

## RECORD WHOLESALE INC.

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San Francisco, California  
MI 8-8805  
Mr. Don Ayers

## RECORD RACK SERVICE, INC.

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Los Angeles 16, California  
UP 0-0246  
Mr. Ed Mason Mr. Wallace Hill

## TIP TOP MUSIC CO. INC.

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San Francisco, Calif.  
HE 1-1817  
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Sacramento, Los Angeles,  
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30 Nashua St. Woburn, Massachusetts  
933-6290 Mr. Cecil Steen

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JA 1-2225  
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WA 5-5950 Mr. Edward Korenvaes Mr. Sheldon Steinfeld

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67 Colonial Park Plaza Harrisburg, Pennsylvania  
KI 5-4745 Mr. Peter C. Wambach Mr. Endo Corselli  
Branches: Johnstown, Penno.; Pittsburgh, Penno.

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DR 6-6251 Mr. S. H. Mormoduke Mr. Richard Williamson

## TOY HOUSE of HUDSON VALLEY

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GR 1-2740 Mr. Lou J. Kustos

## UTAH SUNDRIES

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Salt Lake City, Utah  
IN 6-7443 Mr. John Billinis  
Branch: Souvall Dist. Co.  
1351 Conant St.  
Dallas, Texas

## WESTERN RACK SERVICES, LTD.

10 East Hastings  
Vancouver 4,  
British Columbia, Canada  
683-7501  
Mr. John Douglas Mccmillan  
Mr. Donald Mccmillan

## WESTERN MERCHANTS WHOLESALE CO.

6265 East Evans Street  
Denver 16, Colorado  
SK 6-0340 Mr. John Wren Mr. Robert Baker

# NARM CONVENTION CALENDAR

Fairmont Hotel, San Francisco, California March 3 - 7, 1963

## SUNDAY, MARCH 3

Convention Registration	Lobby	12:00 Noon - 5:00 PM
REGULAR Members Meeting	California Room	1:00 PM
Presidential Welcoming Cocktail Party	Pavilion Room	6:30 PM

Regular and Associate Members  
Host: **COLUMBIA RECORDS**

## MONDAY, MARCH 4

Business Session	Terrace Room	9:00 AM - 12:00 Noon
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Chairman of the Day ..... Alvin M. Driscoll, Convention Chairman  
Invocation  
President's Welcome ..... Glen C. Becker, President, NARM  
Keynote Address ..... Goddard Lieberman, President, Columbia Records  
Presentation ..... Glen C. Becker, Music City Record Racks  
1962 NARM Study ..... Edward M. Snider, Chairman, NARM Survey Committee

### PANEL DISCUSSION

Moderator: **Irwin J. Tarr, RCA Victor Records**  
**Panelists**

Regular Members	Associate Members
<b>Donald D. Belzer</b> Record Service Company	<b>Alvin S. Bennett</b> Liberty Records
<b>John T. Edgerton</b> Pic-A-Tune, Inc.	<b>Alan W. Livingston</b> Capitol Records
<b>Ed Mason</b> Record Rack Service, Inc.	<b>John K. Moitland</b> Warner Brothers Records
<b>Edward M. Snider</b> Edge, Ltd.	<b>David L. Miller</b> Miller International Co.

LUNCHEON	Gold Room	12:15 PM
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Regular and Associate Members

LADIES LUNCHEON AND FASHION SHOW	Crystal Room	12:00 Noon
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Host: **AMBASSADOR RECORDS**

VISITATION OF ASSOCIATE MEMBERS		
EXHIBITS BY REGULAR MEMBERS	Grand Ballroom	1:30 PM - 5:30 PM

COCKTAIL PARTY	Gold Room	6:30 PM
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Regular and Associate Members  
Host: **WARNER BROTHERS RECORDS**

RECORDING SESSION PARTY	Venetian Room	10:30 PM
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Featuring **HOMER AND JETHRO**  
Regular and Associate Members  
Host: **RCA VICTOR RECORDS**

## TUESDAY, MARCH 5

BUSINESS SESSION	Terrace Room	9:00A.M.-12:00 Noon
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Chairman of the Day ..... Alvin M. Driscoll, Convention Chairman  
Report of the Executive Director ..... Jules Malamud, NARM Executive Director  
Address ..... Ira L. Moss, Ambassador Records  
Address ..... William G. Wilkins

### PANEL DISCUSSION

Moderator: **William G. Wilkins**

### Panelists

Regular Members	Associate Members
<b>Don Ayers</b> Record Wholesalers, Inc.	<b>William Gallagher</b> Columbia Records
<b>George A. Berry</b> Modern Record Service	<b>Stanley M. Gortikov</b> Capitol Records
<b>John Billinis</b> Utah Sundries	<b>Cy Leslie</b> Pickwick International
<b>Cecil H. Steen</b> Recordwogon, Inc.	<b>Irwin H. Steinberg</b> Mercury Record Corp.

LUNCHEON	Venetian Room	12:15 PM
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Regular and Associate Members

LADIES TOUR OF SAN FRANCISCO,  
LUNCHEON AT "THE TRIDENT" IN SAUSALITO  
Bus leaves Fairmont Hotel at 11:00 AM  
Host: **MILLER INTERNATIONAL COMPANY**

VISITATION OF ASSOCIATE MEMBERS		
EXHIBITS BY REGULAR MEMBERS	Grand Ballroom	1:30 PM - 5:30 PM

COCKTAIL PARTY	Gold Room	6:30 PM
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Regular and Associate Members  
Host: **LIBERTY RECORDS**

CHAMPAGNE BREAKFAST PARTY	Terrace Room	11:00 PM
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Regular and Associate Members  
Featuring entertainment by **RUSTY WARREN**, Jubilee Records  
Host: **NARM**

## WEDNESDAY, MARCH 6

VISITATION OF ASSOCIATE MEMBERS		
EXHIBITS BY REGULAR MEMBERS	Grand Ballroom	9:00 AM - 12:00 Noon 2:00 PM - 5:00 PM

LUNCHEON-MEETING	French Room	12:00 Noon
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Regular Members Only

NARM AWARDS COCKTAIL RECEPTION	Crystal and Fountain Rooms	6:30 PM
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Regular and Associate Members

*NARM AWARDS BANQUET	Gold Room	8:00 PM
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Regular and Associate Members

Host: **NATIONAL ASSOCIATION OF RECORD MERCHANDISERS, INC.**  
Performing Recording Artists

Capitol Records recording stars: **The Kingston Trio**  
Columbia Records recording star: **Tony Bennett**  
RCA Victor Records recording star: **Peter Nero**  
Warner Brothers Records recording star: **Allan Sherman**  
Master of Ceremonies: **PETER C. WAMBACH**

\* black tie formal, optional

## THURSDAY, MARCH 7

ROUND TABLE SEMINARS	California Room	9:00 AM - 12:00 Noon
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Regular Members Only

### Seminar Topics

Accounting Procedures and Field Warehousing  
Inventory Control and Depth

### Seminar Leaders

**William G. Wilkins**  
**George A. Berry**  
Modern Record Service, Inc.  
**Donald D. Belzer**  
Record Service Co., Inc.  
**Cecil Steen**  
Recordwogon, Inc.  
**Lorry M. Rosmarin**  
Record Distributing Co.  
**James J. Tiedjens**  
Musical Isle Record Corp.  
**Don Ayers**  
Record Wholesalers, Inc.

Product Selection; Merchandising of Best-Sellers

Warehousing and Servicing Procedures

### NARM CONVENTION REGISTRANTS—REGULAR MEMBERS

#### AKORN SUPERMARC, INC.

Edward Korenvaes  
Shelley Steinfeld

#### ALMOR PLAYTIME COMPANY

Albert A. Hyman

#### ARIZONA SUNDRIES

George Souvall

#### BEACON RECORD DISTRIBUTING CO.

Milton Israeloff

#### DIXIE NEWS COMPANY

Timothy A. Braswell

#### EDGE, LTD.

Edward M. Snider

Gerald S. Liliensfield

#### FIRECO SALES, LTD.

Joe Firestone

Michael Firestone

Milton Allen

Barney Ryan

#### GARDEN STATE RECORD DISTRIBUTORS

Carl Medici

Manny G. Wells

#### GORDON SALES COMPANY

Stanley Jaffe

Lou Lavinthal

#### HIT RECORDS, INC.

Charles N. Stephens

#### MERCHANTS WHOLESALE SERVICE CO.

Kenneth Sachs

Frank Wolf

#### MERSHAW OF NEW YORK, INC.

Charles Schlang

#### MODERN RECORD SERVICE, INC.

George A. Berry

Joe R. Chachere

#### MUSICAL ISLE RECORD CORP.

James J. Tiedjens

#### MUSIC CITY RECORD RACKS, INC.

Glen C. Becker

Stuart A. Burnat

#### OKLAHOMA NEWS COMPANY

R. Glenn White

Stanley E. White

#### PARK RECORD DISTRIBUTORS

Edward E. Stein

#### PIC-A-TUNE, INC.

David F. Watson

John T. Edgerton

Martin Meyer

#### PIONEER DISTRIBUTING CO.

Alvin M. Driscoll

Charles Scherzer

Guy Willard

#### PLATTERS, INC.

Mack Fein

#### QUALITY DRUG SERVICE COMPANY

Ralph T. Anderson

#### RAK SALES, INC.

Harold Goldman

#### RAPID MERCHANDISING COMPANY

Herbert N. Sandel

Noel Korengold

#### RECORD DISTRIBUTING COMPANY

Larry M. Rosmarin

#### RECORD RACK SERVICE, INC.

Ed Mason

#### RECORD SERVICE COMPANY

Donald D. Belzer

James Davis

#### RECORD SERVICE COMPANY (Florida)

Barry L. Taran

#### RECORD SUPPLY COMPANY

Richard N. Stultz

#### RECORDWAGON, INC.

Cecil H. Steen

#### RECORD WHOLESALERS, INC.

Don Ayers

#### TIP TOP MUSIC COMPANY

Monroe Goodman

Larry Munes

Bob Jones

Phil Goldberg

H. Richmond

Irving Goodman

Bill Wieland

#### TOY HOUSE OF HUDSON VALLEY

Lou J. Kustas

#### UTAH SUNDRIES

John Billinis

#### WAMBACH DISTRIBUTORS

Peter C. Wambach

#### WESTERN MERCHANDISERS, INC.

Sam H. Marmaduke

#### WESTERN MERCHANTS WHOLESALE COMPANY

Robert M. Baker

#### WESTERN RACK SERVICES, LTD.

Donald Macmillan

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(Available in attractive 4 color sleeve)



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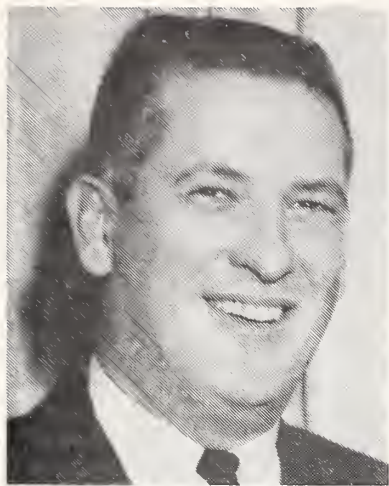
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# PREACHERMAN

**CHARLIE RUSSO**  
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**D-131**

**DIAMOND** RECORDS INC  
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EDWARD M. SNIDER  
Chairman of the 1962 NARM Study Committee



CECIL H. STEIN  
Chairman of the NARM Awards Banquet



GODDARD LIEBERSON, president of Columbia Records, who will make the keynote address of the 1963 NARM Convention.

# NARM NEWSMAKERS



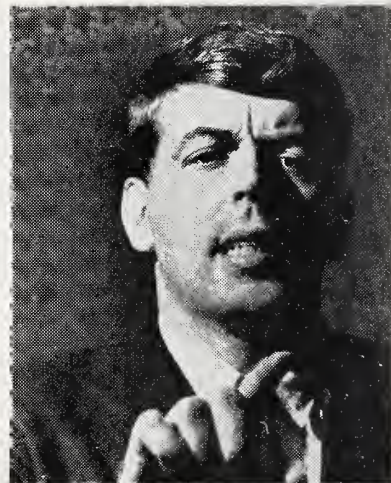
Jubilee Records' RUSTY WARREN, who will entertain at the NARM Champagne Breakfast Party on March 5th.



WILLIAM G. WILKINS  
Featured Speaker at the 1963 NARM Convention



FAIRMONT HOTEL CONVENTION HEADQUARTERS

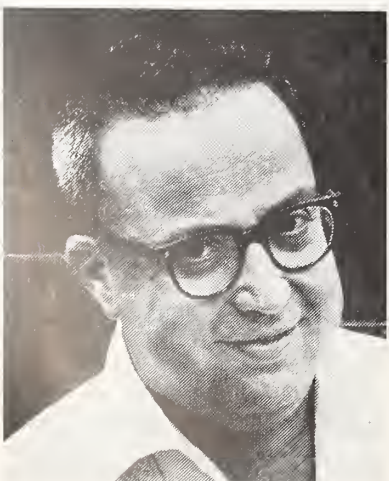


Winners of the 1962 NARM Awards will be announced at the 1963 Convention on March 6th. Two special awards have already been announced for "The First Family," one to Cadence Records, for the best-selling mono LP of all time via record merchandisers outlets; and one to Vaughn Meader, (above) as the best-selling comedy recording artist of all time, via record merchandisers outlets.

## Some Of The Wax Luminaries To Perform At NARM Awards Banquet



TONY BENNETT



ALLAN SHERMAN

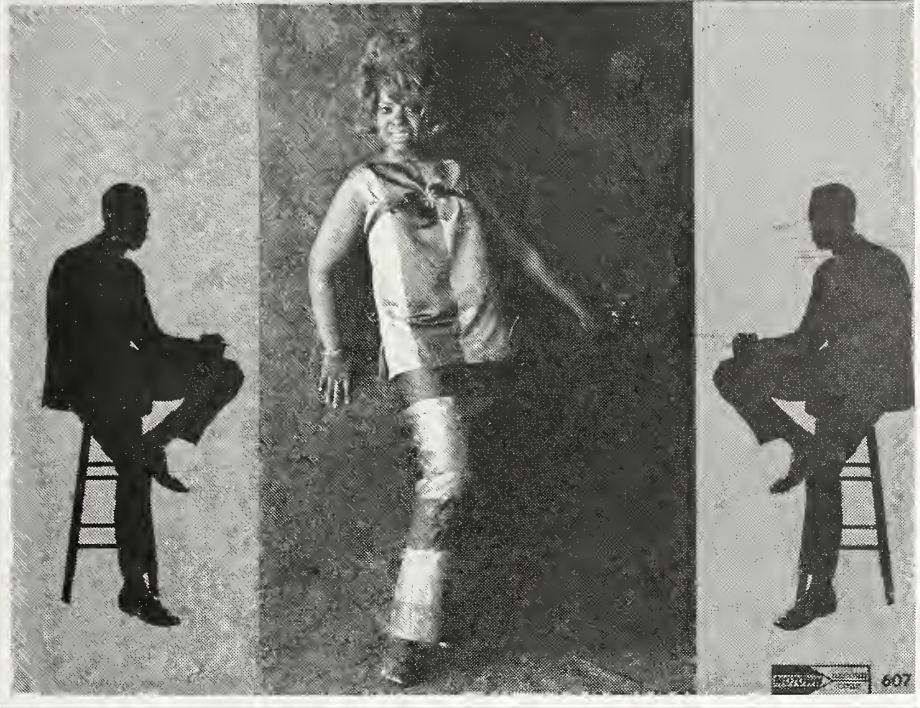


KINGSTON TRIO



PETER NERO

**MARY WELLS**  
**TWO LOVERS**  
 AND OTHER GREAT HITS



**TOP 100**

... featuring her  
 latest smash

**LAUGHING  
 BOY**

Motown 1039

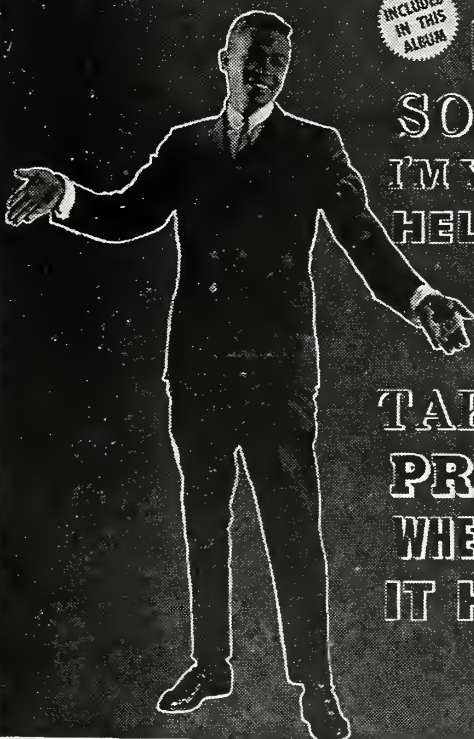
**CHARTBOUND**

... also contains  
 his current hit

**HITCH  
 HIKE**

Tamla 54075

"THAT STUBBORN KINDA' FELLOW"  
**MARVIN GAYE**



INCLUDED  
 IN THIS  
 ALBUM

**HITCH HIKE**  
 SOLDIER'S PLEA  
 I'M YOURS, YOU'RE MINE  
 HELLO THERE ANGEL  
 GET MY HANDS ON  
 SOME LOVIN'  
 TAKING MY TIME  
 PRIDE AND JOY  
 WHEREVER I LAY MY HAT  
 IT HURT ME TOO



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**(COOKIE & HIS CUPCAKES—CHESS 1848)**

When you play a record because they're

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**(THE RADIANTS—CHESS 1849)**

**"SINCE I FELL FOR YOU"**  
**(THE VIBRATIONS—CHECKER 1038)**

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**"STORMY"**  
**(THE CORSAIRS—CHESS 1847)**

and you're rockin'

**"THE BOAT OF LOVE"**  
**(JERRY WOODWARD—ARGO 5435)**

SO . . .

**"HELP ME"**  
**(SONNY BOY WILLIAMSON—CHECKER 1036)**

and we'll all have a 1st serving of

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**(DAVE BABY CORTEZ—CHESS 1850)**

*Leonard, Phil, Max,  
Paul, Herbie & Bobby*

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# THANKS

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**to all our dealers,  
distributors, suppliers  
and to all you DJ'S**

*for making*

**OUR "SWINGIN' 6th" THE  
MOST SUCCESSFUL YEAR  
IN CAMEO-  
PARKWAY HISTORY!**

*Bernie Lowe*

**AND THE ENTIRE  
CAMEO/PARKWAY STAFF**

# Cameo / Parkway

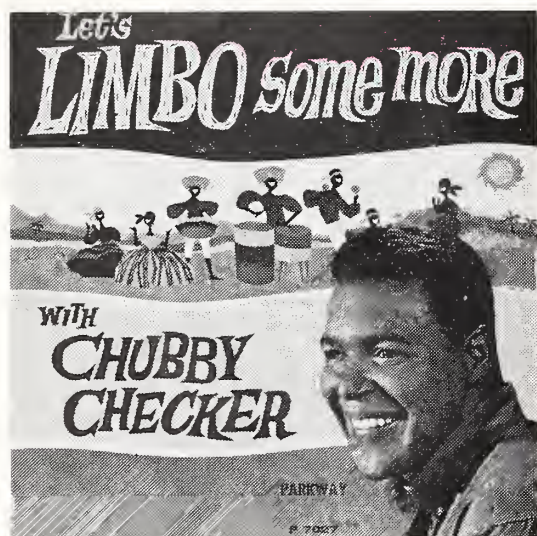
CELEBRATES ITS



“SWINGIN’ 6th” with these

# “LUCKY 13”

smash LP’s!



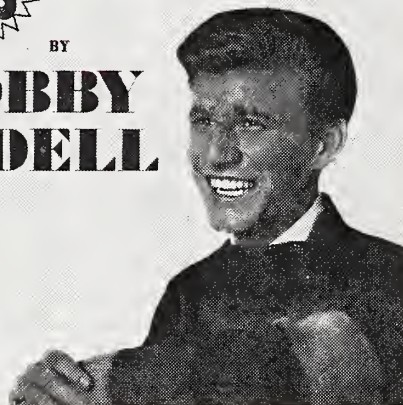
LET'S LIMBO SOME MORE P7027



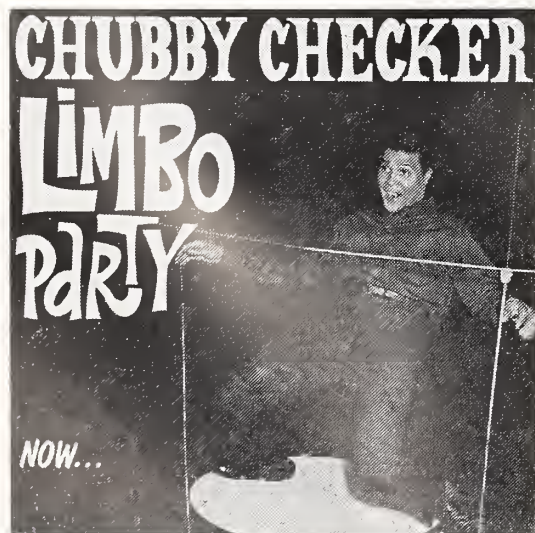
VOLUME 2  
BOBBY'S GIRL • RUBY ANN • TELSTAR • TWO LOVERS  
LOOP DE LOOP • I'M GONNA BE WARM THIS WINTER  
EVERYBODY LOVES A LOVER • TELL HIM • ALLEY CAT  
UP ON THE ROOF • SEE SEE RIDER • REMEMBER THEN

BY

**BOBBY  
RYDELL**



BOBBY'S GREATEST HITS C1040



YOUR LIMBO PARTY P7020



DEE DEE SHARP C1032



SINGS TODAY'S HITS WITH THE BIG BAND SOUND

- The Sweetest Sounds
- Small World
- Make Someone Happy
- The Sound Of Music
- I'd There Was You
- Fly Me To The Moon
- And others

an era reborn  
with  
**Helen O'Connell**



HELEN O'CONNELL

C1045



ALL THE HITS BY ALL THE STARS P7016



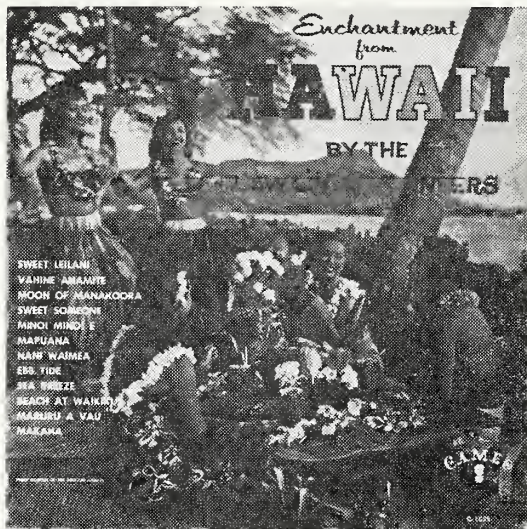
THE MILLION SELLERS

P7028



MUSICAL JEWELS

C1039



ENCHANTMENT OF HAWAII

C1035



ACADEMY ORGAN #2

C4020



BEETHOVEN BEN

C1042



RAUN MACKINNON

P7024



SUNNY SCHWARTZ

C1030

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CAMEO  
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C 1044

Promoted on TV . . . radio . . . in newspapers all  
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**THE BIG ONES ARE ON CAMEO/PARKWAY**

# Cameo / Parkway



CELEBRATES ITS

“SWINGIN’ 6th” with

**6 SWINGIN’ SINGLES**

*And All climbing the charts!*

LET’S LIMBO SOME MORE

BW TWENTY MILES - CHUBBY CHECKER

P 862

BUTTERFLY BABY - BOBBY RYDELL

C 242

DO THE BIRD - DEE DEE SHARP

C 244

SOUTH STREET - THE ORLONS

C 243

MEMORY LANE - THE HIPPIES *(formerly the Tams)*

P 863

I’M GONNA MAKE YOU CRY - THE IMPACTS

P 865

THE BIG ONES ARE ON CAMEO / PARKWAY

# The President's First Message To Stockholders



**BERNIE LOWE**  
President, Cameo-Parkway

This is my first annual report to stockholders of Cameo-Parkway Records, Inc. since shares of stock in the Company were sold to the public. I think it appropriate to begin by thanking you for your demonstration of confidence in the Company and its Management in becoming stockholders.

I am pleased to inform you that our net sales for the calendar year 1962 reached an all-time high of \$7,656,000.00, more than double 1961 sales of \$3,804,000.00. Net income after taxes amounted to \$949,805.00, again almost double the 1961 total of \$490,553.00. Earnings per share for 1962 were \$1.57 on the shares outstanding at the end of 1962. Based on the number of shares outstanding at the end of 1962 the earnings per share for 1961 would have amounted to 81c.

Much of the success your Company has enjoyed can be traced to the ability of its key personnel to anticipate the ever-changing musical tastes of the nation's teen-age population. This ability has been largely responsible for your Company's attaining a dominant position in this lucrative field, a position we fully intend to maintain.

To further enlarge your Company's share of the record market, Management recently began a program of expansion into the field of adult records. In line with this program, we have signed contracts with a number of adult personalities, including popular singer Helen O'Connell, and have projected a larger number of adult-oriented records for future release. These include, among others, follow-up albums to our successful "Big

Band" series and our exclusive recordings of the organ of the Philadelphia Academy of Music.

On October 23, 1962, your Board of Directors declared the Company's first quarterly cash dividend of 10c per share, payable December 10, 1962 to holders of Class A common stock. The second quarterly dividend was declared on January 18, 1963 and will be paid on March 11, 1963.

Your Management has adopted a conservative dividend policy in order to be in a position to build stability and future progress by a sound program of expansion. This program includes the auditioning and signing of new artists, the addition of new facilities and the intensification of advertising and promotion. This latter program has already begun with a full-page insertion in Life Magazine.

Your Company is also committed to maintaining a strong cash position so that it may take advantage of opportunities that may develop to acquire and establish businesses in related fields.

Operations of your Company's wholly-owned subsidiary, Silver Plas-

tics, Inc., continue highly profitable. Currently supplying Cameo-Parkway Records, Inc. with recordings of exceptionally high quality, our subsidiary will be in a position to solicit similar business from other recording companies when its current expansion program is completed.

Your Company recently established a new label, "Pageant" Record. It is anticipated that this will result in increased sales for the Company since the new brand will be handled by many new distributors.

We plan to release more records during the present calendar year than has been the pattern in the past. In order to facilitate this increased production, your Company has leased additional space for offices and for two new recording studios.

Although your Management is content to be judged on the results shown in this report, rather than on predictions of future achievements, we do look ahead with every confidence that we will continue to anticipate public tastes with the same degree of success that has marked our operations in the past.



**Congratulations  
CAMEO/PARKWAY**

**These Have  
Been The  
Happiest And  
Most Successful  
Years  
Of My  
Life . . .**

**CHUBBY CHECKER**

Currently Riding The Charts With

**LET'S LIMBO  
SOME MORE**

b/w

**20 MILES**

PARKWAY 862

Current Smash Album

**LET'S LIMBO  
SOME MORE**

PA 7026

Personal Management **HENRY COLT — KAL MANN**

Exclusively **PARKWAY RECORDS**

**THE BIG ONES ARE ON CAMEO/PARKWAY**

Proud To Have  
 Been A Part of  
**CAMEO/PARKWAY's**  
 Success



*Thanks For Our  
 Tremendous Success  
 To Bernie Lowe  
 And His Staff At*

**CAMEO/PARKWAY . . .**

**THE  
 ORLONS**

*Congratulations*

**THE  
 DOVELLS**

*Exclusively* PARKWAY RECORDS

*Current Single*

**SOUTH  
 STREET**

CAMEO 243

*Current Album*

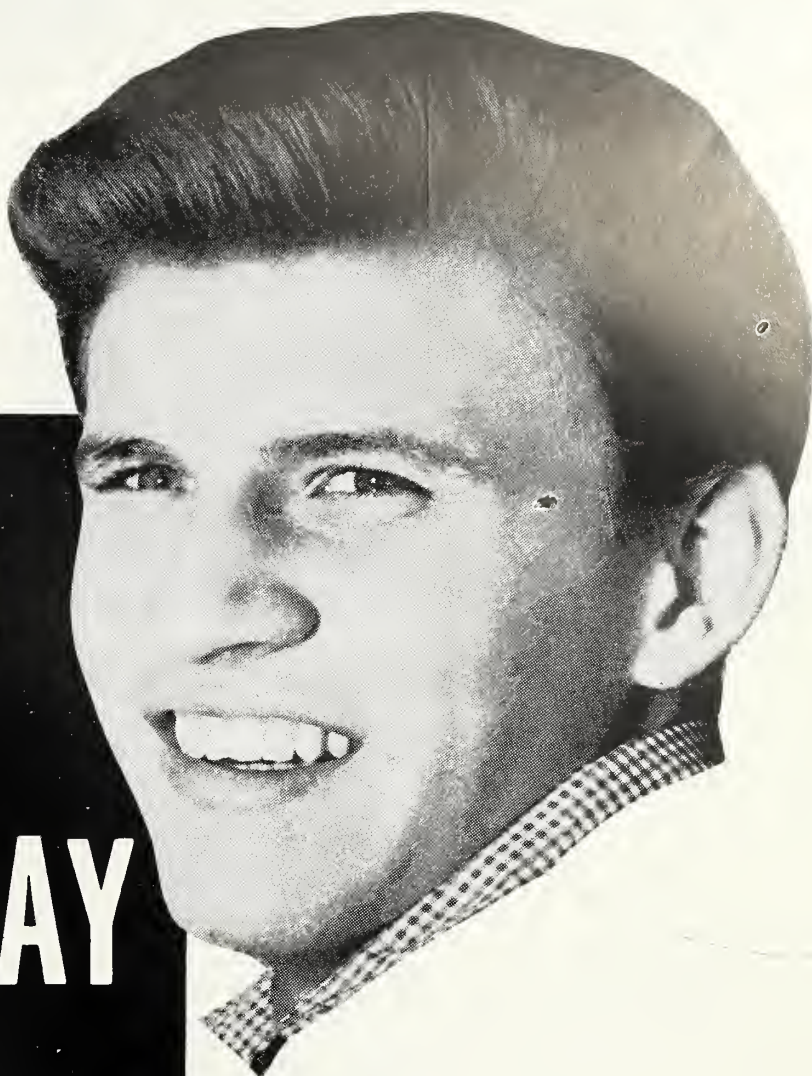
**ALL THE  
 HITS  
 THE ORLONS**

VOL. 1  
 CAMEO 1033

*Exclusively* CAMEO RECORDS

Personal Management NAT SEGALL

**THE BIG ONES ARE ON CAMEO/PARKWAY**



*Best Wishes*

**CAMEO/PARKWAY**

Glad To Be A Member Of The Winning Team . . .

# BOBBY RYDELL

Current Smash Single

**BUTTERFLY  
BABY**

CAMEO 242

Current Smash Album

**ALL THE HITS  
BOBBY RYDELL**

Vol. 2

CAMEO 1040

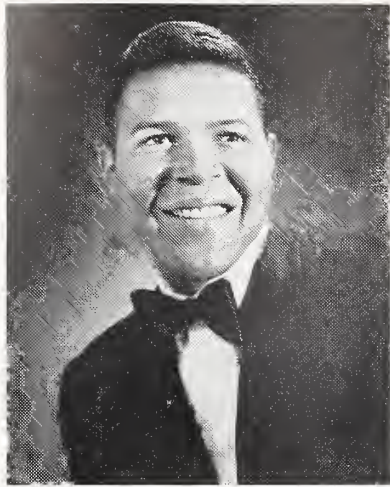
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**THE BIG ONES ARE ON CAMEO/PARKWAY**

# BIOGRAPHIES OF

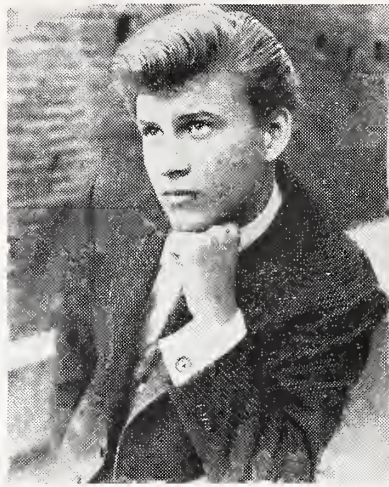
Chubby Checker



When adults in New York and other major east coast cities became aware of the twist dance they also "discovered" a talent whom their children had been listening to for a couple of years. Chubby's "Twistin'" career began professionally when, at the age of 19, his employer was able to set up an audition with Cameo Records head Bernie Lowe. Chubby was signed and elected by Lowe to spearhead the Cameo affiliate label, Parkway. His first record was "The Class" but it was "The Twist" that started the chain reaction that led to a string of hit singles and albums. Currently, Chubby scored with "The Fly" and a re-issue of "The Twist" in singles, "The Twist" LP and a host of other albums. The artist has now been credited with the fantastic rise in the limbo dance craze—as a result of his "Limbo Rock" (which had the "Popeye" hit coupling) and his current smash, "Let's Limbo Some More."

Chubby Checker was born Oct. 3, 1941 in Philadelphia, where he still lives with his parents and two brothers. He was graduated from South Philadelphia High School (one of his classmates was Fabian), where he had entertained fellow students on special school events.

Bobby Rydell



When Bobby Rydell was enthusiastically acclaimed for his nitery bow at New York's Copa in June, '61 he embarked on what could be the most important phase of his still-young career.

Born Robert Louis Ridarelli on April 26, 1942, in Philadelphia, Bobby's career actually began when Paul Whiteman took him under his wing after winning a place on "Pops'" show. It was also Whiteman who suggested the name change to Rydell. A few years later Bobby joined a rock 'n roll group called Rocco and the Saints—of which Frankie Avalon was also a member. It was when the group was playing a New Jersey night club that Bobby met Frankie Day—a bass player with another group. This meeting proved the turning point for Rydell, for Day had him signed to a Cameo recording contract and began a personal grooming campaign which included music and dance lessons and vocal coaching. The long hours paid big dividends when Bobby's records began to hit with regularity and was then parlayed into one of the most exciting new nitery acts in the business. Bobby's long, long chain of singles hits recently included "The Cha Cha Cha" and he just added another dimension to his career with a featured roll in the up-coming pic version of "Bye Bye Birdie."

Dee Dee Sharp



The lark, who now has three sales giants under her belt in "Mashed Potatoes," "Gravy," "Ride" and "Do The Bird," started her rise to stardom when she answered a newspaper ad for a girl singer. Although only fifteen, she felt sure that she could fill the bill. Dee Dee's confidence in her ability was justified. Soon the young lark found herself doing background on recordings at various Philadelphia wax sessions.

As recording companies are always looking for new sounds, Dee Dee eventually auditioned for Cameo-Parkway. As part of a group she did the background on a Cameo recording that was never released. However A&R director Dave Appell was so impressed with what he heard that he asked her to sing for him alone. Unfortunately, for Dee Dee the diskery was too busy at the time to record her.

Several months later Chubby Checker cut a new tune entitled "Slow Twistin'" which seemed to lack the punch that distinguished all of his past efforts. Bernie Lowe, topper of Cameo-Parkway, came up with the idea of using a female vocalist to give the record added sound. The thrush was called in for the session and Lowe was so overwhelmed with her talent that he decided to record her first solo deck that same night. The rest is history.



# JO-ANN CAMPBELL

CURRENT HIT SINGLE

**"MOTHER PLEASE"**

CAMEO 249

"BEST WISHES ON YOUR  
6th ANNIVERSARY"

*Jo-Ann*

Direction:

DON SEAT ENTERPRISES, INC.  
119 W. 57th St. NEW YORK, N. Y.

JUdson 2-2502

**THE BIG ONES ARE ON CAMEO/PARKWAY**



# CAMEO-PARKWAY'S LEADING ARTISTS

Orlons



The Orlons, who are currently scoring with "South Street" on Cameo, consist of three young women and a man. The group originally consisted of five girls who met in junior high school and began harmonizing for fun. Before they knew they were entertaining at school assemblies and local events. The girls sang together for about five years and became quite well-known in the Philadelphia area. For various reasons they eventually began to lose interest and parted. Some time later, Stephen Caldwell, a neighbor of one of the girls, mentioned that he was interested in a singing career. They discussed the possibilities of getting a group together and finally managed to contact two of the original Orlons. Soon they were working again and doing benefit shows and local club engagements.

The group had been singing together for about a year when they heard that Cameo-Parkway was looking for another vocal group. The Orlons were quickly inked to a recording pact. Six months later they cut their runaway best-seller of "The Wah-Watusi." The follow-up, "Don't Hang Up," also reached the charts.

Dovells



The Dovells started their vocal group while still in high school. They had been singing together for approximately four years entertaining their classmates and appearing at various school functions.

After a vain attempt to break into the record business, they decided to go their separate ways and did not get together again until Christmas 1960. It was spring, 1961, when the four young men marched in to audition for Dave Appell, Parkway's A&R director. The audition was admirable and resulted in a recording contract with the label.

After a short while with the firm, the group cut "The Bristol Stomp," which quickly put them in the national limelight. The rest is history. Since their first big chart item the crew has rolled up an impressive string of hits including "Do The New Continental," "Bristol Twistin' Annie" and "Hully Gully Baby."

Jo Ann Campbell



Jo Ann Campbell, who hit last year with "I'm The Girl From Wolverton Mountain," was born in Jacksonville, Florida, on July 20, 1938.

A talented youngster, she began dancing lessons at the age of four and studied for eight years. In high school where Jo Ann was a majorette for three years, she won honors in the 1952 Florida State Twirling Competitions in Miami.

A few months later, she came to New York with her one big dream, to be a dancer. She went with a modern jazz group called the Johnny Conrad Dancers and made TV appearances on the Milton Berle Show and the Colgate Comedy Hour.

After the usual a few months, she won an appearance on Jacko's Easter Show at the Loew's State Theatre in New York. The next big break for Jo Ann was when she appeared with Alan Freed at the Brooklyn Paramount Theatre. Soon after that the lark's career went into high gear. She was signed to a recording contract and her first record was a hit. Jo Ann joined the Cameo roster last year. Currently, she is putting her hopes in her recently-released single of "Mother Please" and "Waitin' For Love."

Don Covay



Don Covay, who recently garnered chart status with "Popeye Waddle" on Cameo, was born twenty-five years ago in Washington, D.C.

The chanter, one of nine children, worked as a child to help support his family, as his father passed away when he was an infant. Since he was a very young child Don enjoyed singing. Like so many popular performers, he first sang gospel songs in church with his older brother. While in high school Don sang in school plays and formed several neighborhood rock 'n' roll groups.

Through his apprentice years Covay has worked with such music biz luminaries as Bobby Darin, Ray Charles, Jackie Wilson and Dion. In addition to his singing talents the artist is an accomplished tunesmith. He has written songs for Chubby Checker, Fabian, Jerry Butler and Gene Chandler.

When he is not on the road or recording Don spends his spare time dancing, playing guitar and boxing.



Congratulations on your swinging 6th

*And Many Thanks to All at*

**CAMEO/PARKWAY**

**DEE DEE SHARP**

current hit single  
**DO THE BIRD**  
CAMEO 244

current hit album  
**ALL THE HITS DEE DEE SHARP**  
VOL 2 CAMEO 1082

Exclusively  
**CAMEO RECORDS**

Personal Management  
**HENRY COLT-KAL MANN**

**THE BIG ONES ARE ON CAMEO/PARKWAY**

*We are proud to be  
with you on the occasion  
of your*

## "BIG SIXTH"

### CONGRATULATIONS

**DELTA** RECORD DISTRIBUTORS, INC.

BOB DEVERE, Pres.

281 BROADWAY, ALBANY, N.Y.



Harry Chipetz, who worked closely with Cameo-Parkway for almost five years as a distributor, has been the General Manager for more than a year.

"The phenomenal growth of the company over the past years has been accomplished by people of experience, ability and creativity who have helped Cameo-Parkway attain a solid footing in the industry." This was the sentiment voiced by Chipetz during a recent discussion at which he expressed his hopes and plans for the future. Cameo-Parkway is known basically for its teenage product, but it is going into an adult market more extensively with jazz, folk, country, pop and humor albums—an area which has been only touched by Cameo-Parkway. Contracts are being

discussed with artists in all of these fields.

Cameo-Parkway recently introduced the Pageant label which will be used to develop new artists and material in the pop field. LP's by the Bernie Lowe Orchestra, Helen O'Connell, the International Pops Orchestra, the Philadelphia Academy of Music Organ and the new spoken word album, "The Best of Washington Humor" with Chet Huntley are reaching a segment of the population that might never have been reached by Cameo-Parkway.

Said Chipetz, "The goals and potential of the company are unlimited as long as we have such talented and devoted people working together on all levels."

**To Bernie  
and  
His  
Crew —**

What Is There To Say?  
Success Speaks For Itself.

**Happy 6th**

*Sid Talmadge*

**Record Merchandising**

2580 W. Pico Blvd.

Los Angeles, Calif.

DU 5-3451



THE BIG ONES ARE ON CAMEO/PARKWAY

**THE BIG ONES ARE ON CAMEO/PARKWAY**



Allan Cohen in 1957 joined Bernie Lowe and Kal Mann in the formation of Cameo-Parkway and since then has been versatile in every capacity but A & R. The myriad of business and financial details that beset any thriving company are Al Cohen's responsibility. Finance and fiscal matters have been only a part of his task. During the past six years he has at times supervised record production, participated in sales discussions, been a liaison man with the distributors,

and controlled foreign contract and royalty matters.

As the company expanded, purchasing, record club licensing and pressing plant operations were added to his area of operations. "It has been a matter of pride and pleasure for me to watch Cameo-Parkway grow from a "one-shot" single to a major independent," said Cohen. "In 1962 Cameo-Parkway went on the American Exchange and there were more buyers than shares—the only record company per se to be listed on the exchange."

*We are proud to be  
with you on the occasion  
of your*

**"BIG SIXTH"**  
**CONGRATULATIONS**  
*The B & K Distributing Co.*

129 N.W. 23rd St.  
Oklahoma City, Oklahoma  
Bill Burton  
Cliff Keeton

**HAPPY BIRTHDAY**  
**CAMEO/PARKWAY**

*Best Wishes For Continued Success*

**H. W. DAILY INC.**

**Big State Distributors**

314 E. 11th  
Houston, Texas



**AL CHOTIN**

OF

**RECORD MERCHANDISERS**

*Congratulates*

Bernie Lowe and his wonderful staff  
on the occasion of their

**"BIG SIXTH"**

Your success and leadership in the record industry in the short period  
of five years is something we are proud to be part of.

*Thanks to you — we too have grown . . .*

**RECORD MERCHANDISERS**

1919 Washington, St. Louis, Mo.  
MAin 1-0966

**THE BIG ONES ARE ON CAMEO/PARKWAY**



Herman Kaplan has been with Cameo-Parkway for two years and came to the label with thirteen years of experience in the business. In addition to working for some of the major New York music publishing houses, Kaplan also headed his own label at one period in his career.

As National Sales Manager and Promotion Director, Kaplan heads a department which includes three field men—Clark Geartner in the East, Marv Browdy in the Middlewest, and Lee Lasseff in the West. He maintains a close liaison with the Cameo-Park-

way distributors in the promotion of new singles and album products.

Visiting disk jockeys with distributor promotion men and initiating sales programs in cooperation with his distributors is a team operation both in the office and in the field.

"We feel that our job is an easy one because we have created an image for our promotion men and the disk jockeys that we have a very commercial product." Kaplan added, "I guess this is all summed up in the company slogan, 'The Big Ones Are On Cameo-Parkway.'"

## CONGRATULATIONS

*To the Cameo/  
Parkway Team.  
We are proud to be  
part of your team.*

## Fidelity

**Electric Company**

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Seattle, Washington

**Best  
Wishes  
For  
Continued  
Success**

**HAROLD N.  
LIEBERMAN**

**COMPANY**

257 Plymouth Ave. N.

MINNEAPOLIS, MINNESOTA



WE ARE HAPPY TO BE PART  
OF YOUR METEORIC RISE  
IN THE INDUSTRY!

*Al Rosenthal, Gen. mgr.*



THE BIG ONES ARE ON CAMEO/PARKWAY

# CHIPS DISTRIBUTING CO.

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THE BIG ONES ARE ON CAMEO/PARKWAY



Dave Appell joined the Cameo-Parkway family soon after its inception as an arranger. He recalls that he became an engineer and mixer via the trial and error method and as the company grew, his own sphere of operations expanded to include A & R activities. Dave is still a mixer, engineer, and arranger but much of his time and effort is spent in finding material for each of Cameo-Parkway's artists and collaborating with Bernie Lowe and Kal Mann on the selection of this material.

Since the company and the roster of artists grown so tremendously, Dave has had to "farm out" many of the arranging chores, and he is capably assisted in this department by Ray Straigis, who does arrangements on singles and rock and roll LP's, and Dave Stephens who handles arrange-

ments and A & R duties on LP's.

Dave Appell started his career as an arranger during the era of the big bands and has also been a performer. Although he no longer performs, his group "The Apple Jacks" are still recording for Cameo-Parkway.

"We started small, but with a lot of know how and a good measure of luck Cameo-Parkway made its mark in the industry and we have plenty of hope for the future." This was Dave's brief but comprehensive summation of Cameo-Parkway's success as a recording company.

Billy Jackson, an A & R man in the field of pop and rhythm and blues, Joe Tarsia as engineer and mixer, and Sam Casales as copyist complete an A & R staff that started six years ago as a one man staff department—Dave Appell.



HAPPY BIRTHDAY  
TO THE MOST  
FANTASTIC  
6 YEAR OLD  
IN RECORD HISTORY

## BEST RECORD DISTRIBUTORS, INC.

STEVE BRODY

JOE PINTER, mgr.

LEONARD SILVER

JOE MONTREAL, promotion

959 MAIN ST.

BUFFALO, NEW YORK

WE ARE EXTREMELY PROUD OF AN ASSOCIATION  
WHICH HAS ENABLED OUR COMPANY TO GROW  
WITH YOUR OUTSTANDING SUCCESS

**CONGRATULATIONS & BEST WISHES  
FOR CONTINUED SUCCESS!**

Henry Droz

# ARC DISTRIBUTING CORP.

13415 LYNDON AVENUE

DETROIT, MICHIGAN

(Phone: 272-4872)

**THE BIG ONES ARE ON CAMEO/PARKWAY**

# CONGRATULATIONS CAMEO/PARKWAY

## “Happy Big Sixth”

Your success and leadership in the record industry has been most fantastic in the short period of 6 years. May the next 100 be even greater and more successful in the record business.

### PAN AMERICAN RECORD SUPPLY CO. INC.

36 South Santa Fe. Drive  
Denver 23, Colorado

Joe Oxman  
(President)

Louis Oxman  
(General Mgr.)



Kal Mann and Bernie Lowe began as a writing team long before Cameo-Parkway came into being. One of Kal's earliest efforts with Bernie was the producing of an album called "Dizzy Dan," which featured Bernie on the piano. Since that time, Kal has written, or co-written most of the hit songs that have made Cameo-Parkway one of the most important independent diskeries in the business. "A hit song is the horse on which

an artist rides to success," said Kal, "and a great deal of thought and planning goes into each tune before it is recorded and released to the public." Kal's proclivity for finding and composing these tunes is just one of the basic ingredients in Cameo's recipe for success.

In addition to his duties as writer and A & R man, Kal Mann also astutely manages the careers of Chubby Checker and Dee Dee Sharp.

"WE ARE PROUD TO BE WITH YOU ON THE OCCASION OF YOUR

## “BIG SIXTH”

### CONGRATULATIONS

#### HUISH DISTRIBUTING COMPANY

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SALT LAKE CITY 15, UTAH  
Phone 486-7611

congratulations, BERNIE

music suppliers, inc.

THE BIG ONES ARE ON CAMEO/PARKWAY

DAVE  
EDELMAN  
Album  
Coordinator



WILLIAM  
BERGER  
Director of  
Production



Dave Edelman, who has a background as a performer and musician, is the coordinator for all album productions. On his shoulders rests the responsibility of supervising the production of every LP from idea to finished product. This includes all areas of approach, selection and production.

Although Cameo-Parkway is fairly new in the LP field, Edelman feels that it has become, and will continue to be a threat to its competitors as the company expands its roster of name artists and releases albums in the jazz, country and folk media and establishes a well-rounded catalogue.

This past year Cameo-Parkway gained acceptance in the LP markets with its "Big Band" series with Bernie Lowe, and the "Soul of Hawaii" album was very successful in an overcrowded field.

"Cameo-Parkway can and will continue to produce superior adult LP's and take its place among the major producers of albums," declares Dave.

Since 1947 Bill Berger has worked in the record business at the sales and distributor level, and came to Cameo-Parkway almost a year ago well qualified to handle the job of director of production. Bill watched the company grow while he was a salesman and was very happy to become a part of the Cameo-Parkway family.

In his present capacity, Bill handles all distributor orders, record production orders, shipping problems and plant inventories. He sometimes has to go out on a limb when deciding upon the quantity of records to be pressed but despite these little problems he feels he has a fine future with the company and that the company's expansion program will be of great benefit to all.

Bill also orders all the materials needed for record production.

*We are proud to be with you  
on the occasion of your*

## "BIG SIXTH" CONGRATULATIONS

### M. B. KRUPP DIST. INC.

309 S. Santa Fe St.  
El Paso, Texas

2519 No. 16th St.  
Phoenix, Arizona

HAPPY BIRTHDAY TO THE MOST FANTASTIC

5 YEAR OLD IN RECORD HISTORY

*Leon McLemore*

## MUSIC SALES CO.

1117 Union Memphis, Tenn.



THE BIG ONES ARE ON CAMEO/PARKWAY

## Congratulations

# CAMEO/PARKWAY

On the occasion of your

## "BIG SIXTH"

Your success and leadership in the record industry in the short period of five years is something we are proud to be part of.

# MALVERNE DISTRIBUTORS, INC.

AL HIRSH

547 W. 52nd St.

BILL SHOCKET

NEW YORK N. Y. (CO 5-1871)

THE BIG ONES ARE ON CAMEO/PARKWAY

# HAPPY 6th BIRTHDAY CAMEO/PARKWAY

*Bill Emerson*

## BIG STATE DISTRIBUTING

2200 Irving Blvd.  
Dallas, Texas

ROBERT  
RICHARDS  
Radio & TV  
Relations



On my last plane trip back from California to Philadelphia, I got to thinking about the almost-impossible job the airport dispatchers have. Juggling all the arrivals and departures, the weather conditions, the runway directions, etc. could drive a man crazy, I thought. And then it struck me. An airport dispatcher's job and mine are pretty similar. The things we work with are different . . . but I'll bet the headaches are the same!

Basically, I'm the guy who handles requests for appearances by our artists on radio, TV and at in-person events tied-in with the stations. I have to juggle these requests with the artists' recording dates, personal appearance tours and travel schedules. I suppose, at first glance, that appears to be fairly complicated. Well, it is.

One reason for the difficulty is that I have to be a diplomat as well as a guy who gets things done. After all, the deejays, program directors and other station executives are instrumental in making a record a hit. I'd like to be able to say "yes" to every request I get from them but that, of course, is impossible. So I have to schedule things to be as fair as possible to everybody. And then, I have to say "no" to some of the requests

. . . but my "no" has to be so carefully phrased it almost sounds like "yes." Sometimes I think I should be a member of the UN!

One of the complicating factors that will probably change my nickname from "Reds" to "Grey" is the extensive foreign tours some of our artists undertake. When Chubby Checker's doing theater appearances in New Zealand, for example, there's not much I can do about putting him on TV in Boston or getting him out to a record hop in Detroit.

But frustrations like these are just part of the job. In fact, I'm looking forward, if that's the right word, to a lot more frustrations when the film version of "Bye Bye Birdie" is released. Bobby Rydell plays the part of Hugo in the picture, and that's sure to put him in even greater demand than he is at the moment. I can foresee a lot of interesting problems coming up. I know I'll be getting some phone calls from disappointed broadcasting people, but I'm just as sure most of the people I deal with will be understanding and co-operative if I have to suggest another date or a different personality. After all, most of the people I work with have problems very much like mine. Maybe that's why we get along so well!

WE ARE PROUD TO HAVE BEEN A MEMBER OF THE CAMEO/PARKWAY TEAM DURING THE FIRST 6 YEARS; AND WE HOPE TO CONTINUE SERVING THE CAROLINAS WITH CAMEO/PARKWAY PRODUCT FOR MANY YEARS TO COME WITH EVEN GREATER SUCCESS.

## ARNOLD DISTRIBUTING CO.

*"Our Promotion Sells The Carolinas"*

2704 FREEDOM DRIVE — PHONE: 399-9741 — CHARLOTTE, N.C.

# CONGRATULATIONS

TO

# CAMEO - PARKWAY

ON THEIR

# "BIG SIXTH"

..... from all of us

BOB CHATTON  
VINCE COSGRAVE  
DON ZIMMERMANN  
BOB RUSHING  
JOHN MOSES

BUD HAYDEN  
JUDI JACOBSEN  
PEARL ANSELM  
BEVERLY ROBINSON  
GLADYS MARTIN

MARIO LLAMAS  
GIL OLIVERA  
WALTER BANKS  
ARTHUR GOINS  
WILLIE HINES

..... plus Hundreds of happy Northern California Dealers

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OAKLAND, CALIFORNIA

"WE REPRESENT THE BEST LABELS"



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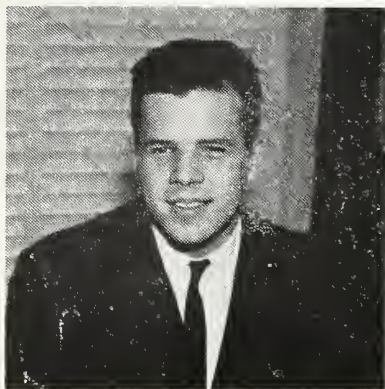
THE BIG ONES ARE ON CAMEO/PARKWAY



SAM  
CASALE  
Copyright  
Department



VINCE  
RYMANSKI  
Licensing Dept.  
Manager



Sam started his career with the Glenn Miller band as a band boy and worked with Oscar Dumont, Ralph Flanagan, Dave Stephens and also worked as a road manager for many of the big bands.

Since joining Cameo-Parkway as a regular about a year ago, he has handled copyrights, booked talent for recording sessions, hired musicians, prepared recording sessions estimates and costs, and been a general troubleshooter for the A & R department. A good portion of his time is spent as a copyist and making up lead sheets for outside use.

Vince Rymanski, a two-year man with Cameo-Parkway, effectively handles the complexities of the licensing department. This entails maintaining a close liaison with the music publishers and Cameo-Parkway, getting all the necessary information for label copy, placing and filling foreign distributor orders, and satisfying the requirements of the U.S. Customs Department by careful billing and invoicing.

Added to these duties are those of correspondence, stock inventories, shipping and purchasing. Vince handles all of these tasks capably and with apparent ease, and like his colleague feels that he has a great future with Cameo-Parkway.

MANY THANKS TO  
THE CAMEO/PARKWAY  
ORGANIZATION  
AND  
BEST WISHES FOR  
CONTINUED SUCCESS!

Joe Banashek

**A-1**

**RECORD DISTRIBUTORS**

**628 BARONNE ST.  
NEW ORLEANS, LOUISIANA  
(Tel. 524-7146)**

**HAPPY BIRTHDAY  
TO ONE OF THE  
MOST FANTASTIC  
COMPANIES  
IN  
RECORD HISTORY!**

*Jerry Winston  
& Staff*

**WENDY  
DISTRIBUTORS**

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MArket 3-5845

# HERE'S A TOAST FOR "6 SOLID YEARS" OF SUCCESS AND LEADERSHIP IN OUR INDUSTRY

*Milt Saltstone, Marvin McDermott, Vic Faraci  
& the Staff*



**M.S. DISTRIBUTING  
COMPANY**

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(312) WEBster 9-7571



THE BIG ONES ARE ON CAMEO/PARKWAY

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CONGRATULATIONS

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TU-7-7546

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ELgin 4-3027



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IT ALL STARTED FOR  
US WITH:

**"THE CLASS"**

CHUBBY CHECKER

**"KISSIN' TIME"**

BOBBY RYDELL

AND NOW

\$3,500,000.00

LATER IN PURCHASES  
AND STILL GROWING....

... Many Thanks

**TRINITY  
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BIG ED DI NALLO

JACK MANUS

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ARC DISTRIBUTING COMPANY  
13415 Lydon  
Detroit, Michigan

ARNOLD DISTRIBUTING  
COMPANY  
2407 Freedom Drive  
Charlotte, North Carolina

B & K RECORD DISTRIBUTORS  
129 Northwest 23rd  
Oklahoma City, Oklahoma

BEST RECORD DISTRIBUTORS  
959 Main Street  
Buffalo, New York

BIG STATE DISTRIBUTING  
COMPANY  
1337 Chemical Street  
Dallas, Texas

CHATTON DISTRIBUTING  
COMPANY  
2517 San Pablo Avenue  
Oakland, California

CHIPS DISTRIBUTING COMPANY  
808 North Broad Street  
Philadelphia, Pennsylvania

H. W. DAILY, INC.  
314 West 11th Street  
Houston, Texas

DELTA DISTRIBUTING COMPANY  
281 Broadway  
Albany, New York

DIXIE DISTRIBUTING COMPANY  
1235 Techwood Drive, NW  
Atlanta, Georgia

FIDELITY ELECTRIC COMPANY  
5301 Shilshole Avenue, NW  
Seattle, Washington

HUISH DISTRIBUTING COMPANY  
316 West Second  
Salt Lake City, Utah

M. B. KRUPP COMPANY  
309 S. Santa Fe Street  
El Paso, Texas

M. B. KRUPP COMPANY  
2519 North 16th Street  
Phoenix, Arizona

HAROLD N. LIEBERMAN  
DISTRIBUTING COMPANY  
257 Plymouth Avenue, North  
Minneapolis, Minnesota

M. S. DISTRIBUTING COMPANY  
1700 South Michigan Avenue  
Chicago, Illinois

MAIN LINE CLEVELAND, INC.  
1260 East 38th Street  
Cleveland, Ohio

MALVERNE DISTRIBUTING  
COMPANY  
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New York, New York

MARNEL OF MARYLAND, INC  
6 E. Mt. Royal Avenue  
Baltimore, Maryland

MICROPHONE MUSIC, INC.  
605 Coral Street  
Honolulu, Hawaii

MUSIC CITY RECORD  
DISTRIBUTORS  
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Nashville, Tennessee

MUSIC SALES COMPANY  
1117 Union Avenue  
Memphis, Tennessee

PAN AMERICAN DIST. CO.  
36 South Santa Fe Street  
Denver, Colorado

MUSIC SUPPLIERS, INC.  
263 Huntington Avenue  
Boston, Massachusetts

RECORD MERCHANDISING  
COMPANY, INC.  
2580 West Pico Boulevard  
Los Angeles, California

RECORD MERCHANDISERS  
1919 Washington Avenue  
St. Louis, Missouri

STANDARD DISTRIBUTING  
COMPANY  
1705 Fifth Avenue  
Pittsburgh, Pennsylvania

TONE DISTRIBUTING COMPANY  
495 SE 10th Street  
Hialeah, Florida

TRINITY RECORD DISTRIBUTORS  
477 Park Avenue  
E. Hartford, Connecticut

WENDY RECORD DISTRIBUTORS  
470 Halsey Street  
Newark, New Jersey

WE ARE HAPPY  
TO BE WITH YOU  
ON THIS HAPPY  
OCCASION.

MAIN LINE  
CLEVELAND,  
INC.

1260 East 38th Street  
Cleveland 14, Ohio

THE BIG ONES ARE ON CAMEO/PARKWAY

JOAN BYRNE  
Foreign Department



Joan Byrne, an attractive member of the distaff side of the Cameo-Parkway family, collaborates with Al Cohen in the handling of correspondence with foreign distributors of Cameo-Parkway Records. The analysis of artists contracts, royalties due, rates of exchange and matters of credit are also her responsibility.

OLLIE WEISMULLER  
Art Director



Ollie is an import from California who has worked in the artistic phase of the music and film industries for the past 25 years. He came to Cameo-Parkway just a month ago to produce album covers and display material. Ollie turns out about 15 record jackets a month—some he does himself, others are farmed out, but all are under his direct supervision.



BARBARA LESHNER—Secretary



VEL THORNTON—Secretary



JOE TARSIA—Chief Engineer



*We are proud to  
be with you on the  
occasion of your*

**“BIG  
SIXTH”**

**CONGRATULATIONS**

**DIXIE  
RECORDS  
DISTRIBUTING  
COMPANY**

1235 TECHWOOD DRIVE, N.W.  
ATLANTA, GEORGIA

**Congratulations  
On the First 6—  
Here's Hoping the  
Next 100 will be  
even greater!**



**A & I  
RECORD  
DISTRIBUTORS**

1000 Broadway,  
CINCINNATI, OHIO

*Ike  
Klayman*

***we are proud  
to be associated  
with the  
“BIGGEST”  
6 year old  
in the history of  
the record business  
happy birthday  
Cameo/Parkway***

STAN HOFFMAN

**MARNEL of Maryland, Inc.**

6 E. MOUNT ROYAL AVENUE • BALTIMORE 2, MARYLAND

**THE BIG ONES ARE ON CAMEO/PARKWAY**

## Does Good Job, Re-Hired



PHILADELPHIA—Bernie Lowe, topper of Cameo Records, is shown above at the recent re-inking ceremonies of label hit-maker Chubby Checker to an exclusive five year contract. During the past year the chanter racked up an impressive string of single hits including "The Twist," "Let's Twist Again," "The Fly," "Pony Time" and "Limbo Rock." Currently, he is represented on the charts with "Let's Limbo Some More."

*Congratulations on your Swinging 6th!  
Here's hoping the coming years will be  
even greater!*

Hutch Carlock

## MUSIC CITY RECORD DISTRIBUTORS

127 LAFAYETTE ST., NASHVILLE, TENN. (ALpine 5-7315)

# ALOHA!

## CAMEO/PARKWAY BIG 6TH

*We Are Proud To Have Grown With You!*

Ken Kaizawa

## MICROPHONE MUSIC. INC.

605 CORAL ST. HONOLULU, HAWAII

## C-P Growth: Shades Of Horatio Alger

PHILADELPHIA—If Horatio Alger were alive today—and in need of material for another of his "rags-to-riches" tales, he might do well to study the history of Cameo-Parkway Records, Inc. For, in just six brief years, it has progressed from the traditional "modest beginnings" to a position of major importance in the recording industry today.

Begun in 1956 as Bernard Lowe Enterprises, the company grew and prospered until, in 1961, the Lowe firm and Parkway Records, Inc. were merged.

A quick glance at the sales figures will show, far better than could words alone, the dramatic growth Cameo-Parkway has enjoyed. In 1958, for example, gross sales totaled approximately \$630,000. In 1962 that figure rose to \$8,900,000.

Is there a special secret to the phenomenal success the firm has achieved? Cameo-Parkway's president, Bernie Lowe, thinks there is. And he sums it up in a single word . . . "alertness." "Alertness to the constantly changing tastes of the record-buying public," Lowe relates, "has enabled us to be aware of every major trend in popular music in recent years. And, in this business, whoever gets there first, usually sells the most!"

Not content with its pre-eminent position in the teen-age market, Cameo-Parkway has been steadily expanding its catalog of records with more general appeal. An example is the record-

ing of "Broadway Originals," "Spanish Inferno," "Great Movie Themes" as well as a group of specialty albums featuring music of Italy, Hawaii and Germany. Also a group of Big Band albums, including one showcasing Bobby Rydell, and the first recording ever made of the pipe organ of the Philadelphia Academy of Music with William Whitehead at the console.

Another facet of Cameo-Parkway's expansion into the general market is its issuance of a series of folk-music recordings. Initial releases featured such groups as the 3 Young Men from Montana and The Swagmen, while the most recent folk releases feature two Cameo-Parkway folk-singing discoveries, Raun MacKinnon and Sunny Schwartz.

A further step forward in the firm's growth was the acquisition of the record pressing facilities of Silver Plastics, Inc. Now undergoing a major expansion of its facilities, Silver Plastics is supplying Cameo-Parkway's needs for finished records (see separate story).

As with any company that's come so far in so little time, Cameo-Parkway looks for even greater things in the future. "We're at work right now building a solid roster of artists that will make Cameo-Parkway a big factor in all phases of the recording business," is how president Lowe summed it up. "Cameo-Parkway has already come a long way in 6 years . . . and this is only the beginning!"

## C-P's District Reps



CLARK GEARTNER  
East Coast

MARY BROWDY  
Midwest

LEE LASEFF  
West Coast

## C-P's Distaff Staff



C-P secretary pool on the job.

# BEST WISHES FOR CONTINUED SUCCESS

Ben Herman — Esther Herman — Lee Levine

## STANDARD DISTRIBUTING CO.

1705 FIFTH AVE., PITTSBURGH, PA. (Tel. 281-8831)

**THE BIG ONES ARE ON CAMEO/PARKWAY**

WOW  
HOW  
YOU GROW  
BERNIE LOWE  
& CO. AT CAMEO



PARKWAY

MILT GELFAND AND **AUDIO MATRIX\*** SALUTE YOU

\* We make masters, mothers and stampers for Cameo Parkway and other record industry leaders.



THE BIG ONES ARE ON CAMEO/PARKWAY

*To: Bernie Lowe and Everyone at*

## **CAMEO/PARKWAY**

IT HAS BEEN OUR PLEASURE  
TO SERVE YOUR PRINTING NEEDS  
THROUGH 6 YEARS OF GROWTH AND SUCCESS.

*ALL THE BEST FOR THE FUTURE!*

Kev Devejian

**QUEENS LITHOGRAPHY CORP.**

L. I. C. 4, N. Y.

## C-P's Purchase Of Silver Plastics Further Step In Firm's Growth

SOUTH HAMPTON, PA.—Among the varied steps taken by Cameo-Parkway in its growth pattern over the past six years was the acquisition of its own pressing plant.

That operation is Silver Plastics, Inc., located in South Hampton, just four miles from the city limits of Philadelphia, C-P's homebase, which the label purchased from Harry Silverstein in July, 1962.

Silverstein, who was retained as president of the new C-P subsid, had formed the firm in April of that same year.

While Silver Plastics came into the C-P picture just after the twist rage had reached its peak, the firm, which presses only for C-P and its affiliated labels, is already familiar with the rush-rush entailed in pressing records for a hot sound.

The sound in question is the Limbo, and like the twist, its disk king is Chubby Checker.

"We recently worked at full capacity for 17 straight days," Silverstein notes, "turning out Limbo

singles and LP product by Checker." This involved, the exec adds, around-the-clock activity and three shifts of personnel.

The firm is also busy these days getting ready-for-market diskings of C-P's "The Best of Washington Humor" LP, a collection of "live" luff bits by Washington dignitaries, including President Kennedy, and the label's "All the Hits" series, which features best-selling singles by various artists on a single LP.

The entire Silver Plastics operation is contained in a single building, occupying 20,000 square feet of space. There are 22 presses, which Silverstein feels are as up-to-date as those in any record plant in America.

"We are convinced," Silverstein states, "that quality-wise we produce records as good as any made in this country."

Besides Silverstein, the exec lineup of Silver Plastics consists of Charles Straugham, secretary-treasurer; Ralph Tate, plant engineer, and Dan Lowenthal, vice-president.

### Making A Hit



PHILADELPHIA—Kal Mann of the A&R division and Dave Appell, director of A&R, are shown above in a familiar pose going over arrangements of a soon-to-be-cut Cameo/Parkway tune.



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**"Washington" LP Is Cameo's  
1st Try At Adult Humor**



C-P proxy Bernie Lowe presents first copy of "Washington" LP to Chet Huntley, famed newscaster who produced and narrated the album.

PHILADELPHIA — "The Best of Washington Humor," is Cameo's first plunge into the adult humor market.

It's the first professional platter appearance for most of the artists aboard — laugh-getters like John F. Kennedy, Adlai E. Stevenson, Barry Goldwater, Charles A. Halleck and Mortimer Caplin, to name a few.

President Kennedy himself is heard delivering a masterful parody of his stinging rebuke to Big Steel when the industry sought its last big price rise. He tells the National Press Club:

"The sudden and arbitrary action of the officers of this organization in increasing the price of dinner tickets by \$2.50 over last year constitutes a wholly unjustifiable defiance of the public interest . . ."

The success of the album is no surprise to Tai Trussell, the associate editor of Nation's Business who collected the tapes while gathering material for a book on capital punishment.

Trussell expected some knotty problems in getting releases from the assembled government brass. "The only thing that confused me," he said, after the album had hit the racks, "was that everything ran so damn smooth."

The services of radio-TV newscaster Chet Huntley were enlisted to tie the material together with a prologue and a brief intro of each witty Washingtonian, setting the framework in which the funny stuff came out.



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## Cameo Started With Gold Disk

PHILADELPHIA—The first record in Cameo's catalog, "Butterfly," by Charlie Gracie, was a million-seller.

Among the other million-sellers on the Cameo list are "Silhouettes" (The Rays), "Wild One" (Bobby Rydell), "Voltaire" (Bobby Rydell), "Mashed Potato Time" (Dee Dee Sharp), "The Wah-Watusi" (The Orlons), "Ride" (Dee Dee Sharp), "Don't Hang Up" (The Orlons).

Parkway's "million-mile" drive is paved with "The Twist," the all-time best-seller by Chubby Checker, "Pony Time" (Chubby Checker), "Let's Twist Again" (Chubby Checker), "Bristol Stomp" (The Dovells), "Slow Twist-in" (Chubby Checker), "Popeye" and "Limbo Rock" (Chubby Checker).

Full-fledged hits in the Cameo singles Hall of Fame include "Fabulous" (Charlie Gracie), "Back to School Again" (Timmie Rodgers), "You're the Greatest" (Billy Scott), "Shake a Hand" (Mike Pedicin Quartet), "Bad Motorcycle" (The Storey Sisters), "Dinner With Drac" (John Zacherle), "Over the Weekend" (The Playboys), "Mexican Hat Rock" (The Applejacks), "Rocka-Conga" (The Applejacks), "Kissin' Time" (Bobby Ry-

dell), "We Got Love" (Bobby Rydell), "Ding-a-Ling" and "Swingin' School" (Bobby Rydell), "Sway" (Bobby Rydell), "Good Time Baby" (Bobby Rydell), "That Old Black Magic" (Bobby Rydell), "The Fish" (Bobby Rydell), "I Wanna Thank You" (Bobby Rydell), "Jingle Bell Rock" (Bobby Rydell and Chubby Checker), "I've Got Bonnie" (Bobby Rydell), "Teach Me to Twist" (Bobby Rydell and Chubby Checker), "I'll Never Dance Again" (Bobby Rydell), "Gravy" (Dee Dee Sharp), "I'm the Girl from Wolverton Mountain" (Jo Ann Campbell), "The Cha Cha Cha" (Bobby Rydell), "Butterfly Baby" (Bobby Rydell), "South Street" (The Orlons), "The Bird" (Dee Dee Sharp).

Parkway hit singles: "The Class," "The Hucklebuck," "Dance the Mess Around," "The Fly," "Dancin' Party," "Let's Limbo Some More" and "Twenty Miles," all by Chubby Checker, and "Hully Gully Baby," by The Dovells.

Cameo hit albums: Bobby Rydell — "We Got Love," "Bobby Sings, Bobby Swings," "Bobby's Biggest Hits," "Chubby Checker and Bobby Rydell," "All the Hits," "Bobby Rydell's Biggest Hits, Volume II," "All the Hits, Volume II," "An Era Reborn."

Dee Dee Sharp—"It's Mashed Potato Time," "All the Hits," "Down to Earth," "All the Hits, Volume II."

Others—"The Wah-Watusi" (The Orlons), "Best of Washington Humor" (Chet Huntley), "An Era Reborn" (Helen O'Connell), "If the Big Bands Were Here Today" (Bernie Lowe Orchestra).

Parkway hit albums: Chubby Checker—"Twist with Chubby Checker," "For Twisters Only," "It's Pony Time," "Your Twist Party," "Chubby Checker Twistin' Round the World," "For Teen Twisters Only," "Don't Knock the Twist," "All the Hits for Your Dancin' Party," "Limbo Party," "Chubby Checker's Biggest Hits," "Let's Limbo Some More."

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**THE BIG ONES ARE ON CAMEO / PARKWAY**

# Parkway Gave The World The King Of The Twist

PHILADELPHIA—Chubby Checker's launching pad was Parkway Records.

The versatile young entertainer's first Parkway single, "The Class," hit pay dirt. His fourth Parkway single zoomed. It was "The Twist."

He had such subsequent smash singles as "Pony Time," "Bristol Stomp," "Slow Twistin'," "Limbo Rock" and "Let's Limbo Some More." There were hit albums, too. "Your Twist Party" was among the best-selling albums of all time.

But Chubby's not considered a "twist freak." His personal managers, Henry Colt and Kal Mann, feel he's "a great natural entertainer who is going to be around for a long time."

The son of a South Philadelphia stevedore, Chubby made his first public appearance at the age of 10 while working as an errand boy in a cut-up-chicken store near his home.

The man who ran the store was Henry Colt. Colt noted that Chubby's singing, as he busied himself around the store, held a magnetic attraction for the customers.

"I did a crazy thing," said Colt. "I bought a public address system and piped Chubby's singing out in the street. It certainly attracted a lot of attention."

When Chubby reached his mid-teens, Colt brought him around to Bernie Lowe, president of Cameo-Parkway Records Inc.

It wasn't long after that that Chubby got his name. He had been born Ernest Evans. Somebody walked into a studio where he was doing a takeoff on one of his heroes, Fats Domino. "You're just like a little Fats Domino," said the visitor. "Now, what would a little Fats Domino be? Why—a Chubby Checker!"

When the twist took off a second time—in October, 1961—Chubby became an international star.

He recently returned from a five-

week tour of Australia and the Far East. An astonished booking agent wrote Colt: "Chubby Checker's visit to New Zealand was the biggest smash sellout we have ever had in our experience . . . What more can I say than that we were SRO in every city, days, and in a couple of cases, weeks before Chubby arrived."

Chubby will be on the Ed Sullivan show March 24. He'll open New York's Freedomland April 13, and four days later goes into the Casino Royal in Washington. He opens at the Sands in Las Vegas on April 24.

His handlers say they have all but nailed down a TV variety series for the fall. It may be syndicated worldwide.

And there's more Chubby Checker coming on Parkway Records.

## Where There's A Will



WASHINGTON — Republican House of Representatives Minority Leader Charles A. Hallech of Indiana receives a copy of the "Best Of Washington Humor" LP presented to him by David Edelman, album coordinator for Cameo/Parkway Records. Behind them is a statue of Will Rogers.

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## Roundtable Discussion



New Approach to upcoming sales program is discussed by C-P's (l. to r.) Alan Cohen, Harry Chipetz, Herman Kaplan and Robert Richards.

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WISHES FOR YOUR CONTINUED  
SUCCESS.



**ARIOLA  
SONOPRESS GMBH**

*Kugleits*

MANAGING DIRECTOR

## C-P: How It All Began

The Cameo-Parkway Company began somewhat inauspiciously in the basement of Bernie Lowe's home six years ago when Lowe and Kal Mann produced "Butterfly" with Charlie Gracie. This hit single was only the first of many that have made Cameo-Parkway the third ranking singles company in the country.

Sparked by Lowe-Kal Mann, Dave Appell and Allan Cohen provided the drive, patience and ingenuity that have made Cameo-Parkway one of the leading independent recording companies.

"The success of Cameo-Parkway is due largely to the ability to anticipate the wants of the teen-age record buying public and then deliver the product first," remarked Bernie recently while reminiscing about the company's first six years. The labels' president was reluctant to take any singular credit for the company's success because he felt that it has been a team effort since the very beginning. Lowe also said the Cameo-Parkway story is one of creation—all of the artists and material were created by the com-

pany and then developed and promoted to present stature. Bobby Rydell, Cameo's first major artist, has gone on to become one of the most sought after artists in all phases of the business, and has been followed by others equally important such as Chubby Checker and DeeDee Sharp.

During Cameo-Parkway's short but progressive existence it has purchased only one big record made elsewhere which attests to its internal strength and imagination. Bernie Lowe has been the company's mentor in all phases of the business and the spirit of cooperation which prevails among his colleagues has been the major factor in the label's growth.

For the future, Cameo-Parkway plans to expand its image to reach the adult album buying public and continue turning out best-selling singles. The diskery will soon expand to additional quarters which will provide two more studios to produce the Cameo-Parkway sound.

**CONGRATULATIONS  
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ON YOUR  
6th ANNIVERSARY**



**FROM**



**THE BIG ONES ARE ON CAMEO/PARKWAY**



# PLATTER SPINNER PATTERN

WIL-St. Louis is currently running a contest which entertains its listeners, creates interest among civic leaders and fills a public service commitment. The "WIL-YMCA Mystery Voices" contest features voices of community leaders in St. Louis. Listeners who identify the voices, win prizes and membership reductions from the YMCA.

Last year the KNOW-Austin deejays basketball team raised over \$2,500 for various school organizations playing games against faculties. This year the spinners are well on their way to topping that mark. Station calculates so far the jockeys have played before 3,000 eager witnesses in 10 gyms. At the usual 30¢ a head that's just under \$1,000. The team is composed of program director Dick Laine, deejays Jim Horne, Bill Noble, Bill Thomas, Mac Hudson, Barry Silver, newsman John O'Brien, sales manager Harry Smith and salesmen John Amey and Ron Rogers.

The International Radio and Television Society will hold its second annual Collegiate Broadcasters Conference at the Park Sheraton in New York City on March 21-22. On March 23rd the Intercollegiate Broadcasting System will hold its twenty-fourth annual convention at New York University following the IRTS convention.

Reverse Switch: WHK-Cleveland's Ron Schaffer sends word of a new-styled record man. It seems that Herald Records' Bill Darnell sent Schaffer a wire apologizing for not sending him the new Concord releases. Darnell was afraid that the station would program the deck.

Jack Angel, who spins 'em on KEX-Portland, will escort a tour of KEX listeners to the Hawaiian Islands for seven days at Waikiki Beach, with departure date set for April 28th. The outlet has arranged with Northwest Orient Airlines to handle the transportation and reservations for Jack and guests. The tour will include round trip jet air transportation, hotel accommodations at the Reef Hotel, Tour of Mt. Tantalus, and a look at the famous Kodak hula show and the Polynesian show at the International Market. Total price for seven days and six nights is \$299.95, excluding meals.

The entire deejay staff of WJBK-Detroit has volunteered to conduct a mammoth "Sock Hop" on March 16, to benefit Detroit's Child Research Center. Marc Avery, Clark Reid, Robert E. Lee, Dave Shafer and Bob Edgington 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.

The spinners of KHJ-Hollywood face the cross-town KLAC deejays on March 13 in an exhibition charity basketball game for the Diabetes Association of Southern California. The contest will be played prior to the NBA clash between the Los Angeles Lakers and the St. Louis Hawks at the L. A. Sports Arena. Representing KHJ will be Bill Calder, Paul Compton, Mort Crowley, Bruce Hayes and Cal Milner. KLAC will line up Dick Whittington, Ray Briem, Stan Warwick, Jerry Warwick, Jerry Dexter and Red McIlvaine. . . KHJ air personality Paul Compton recently emceed the Bellflower YMCA fun night at Cerritos Junior College in Norwalk. More than a dozen top recording artists, TV stars and bands took part in the festivities which saw

Jim Backis entertain.

In order to help celebrate Joe Niagara's and Hy Litt's first year on WIBG-Philadelphia, Cameo-Parkway's Herman Kaplan recently arranged for model Marilyn Martin to present birthday cakes to the spinners at two different Quaker City record hops.

On a recent visit to Salt Lake, Lionel Hampton stopped off at the KALL studios to pay a visit to KALL deejay Paul Smith (11 A. M. to 2 P. M.). Listeners were treated to a discussion of progressive jazz plus some interesting chatter about Hamp's new album, "Bossa Nova Jazz."

WRCV and WRCV-TV-Philadelphia were among the top award recipients winning George Washington Honor Medals in the 14 annual Freedoms Foundation Award held last week at Valley, Pennsylvania. WRCV-TV was cited for the program "Old Independence" a 30-minute documentary detailing the origin and early history of the Liberty Bell and the recent renovation of this greatest of all American symbols of freedom and democracy.

Ralph Beaudin, prexy of WLS-Chicago, will be guest speaker at the Chicago chapter meeting of the American Women in Radio and Television on March 6.

Frosty Fowler, morning deejay on KING-Seattle, added a new twist to the familiar "kissable-lips" Valentines Day promo this year. For two weeks preceding Cupid's Day, Fowler prophesied femmie futures by analysis of lip prints. Ladies, young and old, sent their pucker-prints to "Swami" Fowler.

Local residents enthusiastically joined KEWI-Topeka in charity drive for the March Of Dimes that was unorthodox but effective. It all started with a broken shoelace on a Sunday afternoon. Deejay Phil Mitchell put it up for a trade to the best item offered by his listeners. Phil wound up with a wooden lamp which he traded the next day for an auto battery. Mitchell passed the battery to the station afternoon deejay, Bob Russell, who ran the ante even higher. At the end of the promo all items were auctioned off to the highest bidders with the proceeds going to the March Of Dimes.

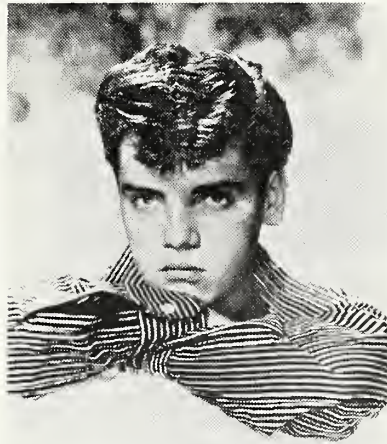
KFMB-TV-San Diego personality Bob Mills recently added a bit of spice to Tedd Roosevelt's now famous "old-fashioned" 50 mile walk by walking in one spot on the TV studio's constantly moving turntable in full view of live cameras. Starting at 11:30 PM on a Monday Bob, with the encouragement of two bands, many local entertainers and a studio crowded with well-wishing fans, turned on the turntable switch and began walking. With a 5-minute break each hour, Bob walked, danced, talked on his moving turntable, quitting at the end of 13 hours after walking 34 miles, not from exhaustion, nor blisters, but at the request of the station's program director, so that he could rest for his Monday-Friday 8-9 AM local live program, "Sunup."

#### VITAL STATISTICS:

Ken Gaughran exists his deejay-program director spot on WWCO-Waterbury to join the announcing staff of WVOX-New Rochelle. . . Scott Bishop given the green light as program director of WCKR-Miami. . . Glen Lewis is now spinning 'em on WDBJ. . . Dick Lawrence named program manager of WFLA-Tampa. . . Frank Barrow, formerly on WSRD-Durham, is now program director of KZAM-Seattle.

## BIOS FOR DEEJAYS

### Johnny Cymbal



Johnny Cymbal, who is currently riding the charts with "Mr. Bass Man" on Kapp was born in Ochiltree, Scotland on February 3, 1945.

In 1952, the Cymbal family moved to Ontario, Canada, where they stayed until 1960. When he was twelve, his father brought him his first guitar. It was soon after the family moved from Canada to the United States that Johnny answered an ad for guitar players. He also sang on this audition and tapes were made, which resulted in a recording contract. He made two records, but was neglecting his schooling. It was decided that the artist leave the music industry until he completed his schooling. Johnny graduated from high school in 1962 and few months later became a Kapp recording artist.

Johnny not only sings, but also plays guitar, piano and drums. His songwriting talent is evidenced in his current chart-rider. He writes songs with the help of either piano or guitar.

When he is not on the road Johnny spends a great deal of his free time horseback riding.

### Shepherd Sisters



The Shepherd Sisters, who are presently clicking with "Don't Mention My Name" on Atlantic, are one of the best arguments in favor of togetherness in the music world today. The girls, Mary Lou, Gayle and Judy, really are sisters and quickly inform their audiences of their devotion for each other.

The group is from Middletown, Ohio, the same town that produced the McGuire Sisters. In fact it was Carl Taylor, the same Ohio band-leader and manager who put the McGuires on the trail to stardom, who recognized the very special quality about the Shepherds and began preparing them for the same route.

Their first appearances were in small clubs at all types of local events where they were always asked to get up and sing. Word got around that a sensational group was available and they were booked for a U. S. O. European tour. When they returned to the States, they felt they were ready for New York and were immediately set for the Arthur Godfrey Show. Then followed a string of club dates around Gotham. Their first break came a few years ago when they cut their chart-riding "Alone." The rest is history.

DION	RUBY BABY	COLUMBIA
ELVIS PRESLEY	ONE BROKEN HEART FOR SALE	RCA
RAY CHARLES	CARRY THAT LOAD	ABC
BARBARA LYNN	DON'T BE CRUEL	JAMME
RICK NELSON	I GOT A WOMAN	DECCA
ANDY WILLIAMS	CAN'T GET USED TO LOSING YOU	COLUMBIA
STAN GETZ	MANHA de CARNIVAL	VERVE
TIMI YURO	JUST ABOUT TIME	LIBERTY
THEY REMIND ME TOO MUCH OF YOU	ELVIS PRESLEY	RCA
THE ORLONS	THEM TERRIBLE BOOTS	CAMEO
LITTLE RICHARD	CRYING IN THE CHAPEL	ATLANTIC
PATTI PAGE	JUST A SIMPLE MELODY	COLUMBIA
THE DRIFTERS	LET THE MUSIC PLAY	ATLANTIC
THE ABERBACH GROUP		
1619 Broadway, New York, N. Y.		

TAKE A LISTEN TO THE BLABBER MOUTH

JAMES DAVIS

"I'M GONNA TELL IT ON YOU"

DUKE #359

DUKE/PEACOCK RECORDS  
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The Belmonts  
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BREAKOUT IN MIAMI!  
TOP 40 IN PHILLY!

"DOIN' IT"

AL CASEY COMBO  
#956

STACY RECORDS

1918 So. Prairie, Chicago 16, Ill.



# 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

"YOUNG LOVERS" (2:29) [LeBill, Marbill BMI—Hildebrand, Jackson]  
"BA-HEY-BE" (2:08) [LeBill, Marbill BMI—Hildebrand, Jackson]  
PAUL & PAULA (Philips 40096)

Paul & Paula, 'unknowns' just a few months ago, should easily stay in the smash spotlight (as a result of their "Hey Paula" gold-disk'er) with this new Philips slice. This one's another first rate, teen beat-ballad romantic charmer, tabbed "Young Lovers," that the duo does in their big "Sing For Young Lovers" LP. The dandy stomper, "Ba-Hey-Be," (also from the package) can make this a back-to-back chart affair.

"MECCA" (2:18) [January BMI—Nader, Gluck]  
"TEARDROP BY TEARDROP" (2:18) [Sea-Lark Ent. BMI—Halley]  
GENE PITNEY (Musicor 1028)

Pitney can continue his chart-winning ways with either of his new portions. "Mecca" is an exciting, aptly exotic-flavored affair about a romance of a boy who lives on the west side of the street and a girl who resides on the east side (the direction of "Mecca"). "Teardrop" is a distinctive slow-beat number, and it's presented in a striking, unhurried manner. Powerful pairing.

"ON BROADWAY" (3:05) [Aldon BMI—Weil, Mann, Leiber, Stoller]  
"LET THE MUSIC PLAY" (2:34)  
[11th Floor, U.S. Songs ASCAP—Bacharach, David]  
THE DRIFTERS (Atlantic 2182)

The Drifters, who just added "Up On The Roof" to their big hit collection, should soon see this new Atlantic slice joining the ranks. It's a haunting, slow beat cha cha opus, titled "On Broadway," that sports a first rate Garry Sherman arrangement. More potent emotional beat-ballad stuff on the "Let The Music Play" side.

"SO IT WAS (SO IT IS) SO IT ALWAYS WILL BE" (1:53)  
[Leeds ASCAP—Altman]

"NANCY'S MINUET" (2:02) [Acuff-Rose BMI—Everly]  
EVERLY BROTHERS (Warner Bros. 5346)

The Everlys can take a two-sided ride towards chartsville with this new Warner Bros. stand. They're two heartfelt romancers, the soft, steady Latin beat "So It Always Will Be" and the harder beat cha cha-styled "Nancy's Minuet," that the duo delivers with teen-appealing finesse. Excellent instrumental support on both winners.

"MY FAVORITE SONG" (3:01) [Jack Gold ASCAP—Charlap, Gold]  
"PROMISE OF LOVE" (2:56) [Knollwood ASCAP—Sweeney, Charlap]  
SANDY STEWART (Colpix 681)

The lark, who's coming off the biggest deck of her career in "My Coloring Book," can keep up the hit pace with either end, or both, of her new Colpix coupling. One end's a superb soft shuffle beat-ballad revival of the pretty "My Favorite Song" while the other's a touching country-flavored ballad newcomer tabbed "Promise Of Love." Top quality choral-ork support on both halves.

"DON'T SAY NOTHIN' BAD (ABOUT MY BABY)" (2:43)  
[Aldon BMI—King, Goffin]

"SOFTLY IN THE NIGHT" (2:05) [Aldon BMI—King, Goffin]  
THE COOKIES (Dimension 1008)

The Cookies are already breaking loose with this follow-up to their Dimension hit bow, "Chains." Side's a funky, rock-a-shuffle blueser, labeled "Don't Say Nothin' Bad (About My Baby)," that the femmes serve up in ultra-commercial style. The jumpin' twist'er, "Softly In The Night," also has the click ingredients notched into every groove.

"INSULT TO INJURY" (2:17)

[Roosevelt BMI—Weiss, Edwards, Rogers, Tansey]

"JUST ABOUT THE TIME" (2:40) [Hill & Range BMI—Bunn, Taylor]  
TIMI YURO (Liberty 55532)

Liberty's strong femme voice puts Top 100 punch into an exciting, custom-made teen opus called "Insult To Injury." To complete the impressive picture, there's a powerhouse Bert Keyes-supplied ork-chorus backdrop aimed solidly at the teen trade. Flip is a bluesy sound in which the performer is heard against an unhurried blues-waltz sound.

"YOU WON'T BE SORRY" (2:07) "WHATEVER YOU WANT" (2:49)

[Famous ASCAP—Davis, Edwards] [BoBoB ASCAP—Gaudiom, Crewe]  
JERRY BUTLER (Vee Jay 486)

Butler never sounded better than he does on both ends of his new VeeJay coupling. They're the slow rock-a-cha-cha-styled "You Won't Be Sorry" and the up tempo Latinish beat "Whatever You Want" that Jerry decks out in emotion packed style. Grade "A" ork-choral show-cases on this twin chart threat.

"SURFIN' U.S.A." (2:25) [Arc BMI—Wilson]  
"SHUT DOWN" (1:50) [Sea Of Tunes BMI—Wilson]  
BEACH BOYS (Capitol 4932)

The fellas, who made a tremendous chart splash with the "Surfin' Safari" stand, can come thru once again with this newie. It's a pounding "Sweet Little Sixteen"-flavored rocker, labeled "Surfin' U.S.A.," that the Beach Boys belt out with coin-catching enthusiasm. Terrific instrumental showcase. More top rock-a-teen sounds on the powerful "Shut Down" pairing. Can be a double-header.

HARRY BETTS ORCH. (Ava 118)

(B) "THE MOST BEAUTIFUL GIRL IN THE WORLD" (2:45) [T. B. Harms, ASCAP—Rodgers, Hart] This is a breezy Bossa Nova-jazz reading of the great Rodgers & Hart waltzer from the score of "Jumbo," recently made into a big MGM flick. Date is from an album, "Bossa Nova Goes to the Movies," and figures to get lots of good-music jock spins.

(B) "THEME FROM 'CARNIVAL'" (Love Makes the World Go Round) (2:15) [Robbins ASCAP—Merrill] The hit B'way show hasn't been made into a flick yet, but it's top tune is included in the same LP.

DAVID ROSE ORCH. (MGM 13131)

(B+) "HOW THE WEST WAS WON" (2:17) [Robbins ASCAP—Newman, Darby] Brisk western-flavored tune refers to the new MGM-Cinerama production, and it's presented with exciting ork color, with guitars heading the display most of the time. Commercial big ork sound on a main-title from a major H'wood effort.

(B) "WHISTLE BAIT" (2:27) [Miller ASCAP—Stoll, Van Eps] Another pic, "The Courtship of Eddie's Father," also an MGM release, is the source of this frisky ditty.

ROGER ROGER ORCH. (Time 1063)

(B+) "DELILAH" (2:25) [Chappell ASCAP—Roger] The mystery and intrigue that surrounded the ancient Egyptian queen is admirably captured for commercial acceptance by the Roger ork. Exciting, offbeat deck, reportedly making noise in Australia, can move.

(B) "ROGER MAMBO" (2:16) [Chappell ASCAP—Roger] Mamboniks will appreciate Roger's authentic approach to the Latin step.

SONNY TIL & THE ORIOLES (Parker 219)

(B+) "I MISS YOU SO" (2:30) [Leeds ASCAP—Scott, Henderson, Robin] The old sentimental is surveyed with taste by the vet song crew. A pretty tune in an invitingly tender light.

(B) "HEY! LITTLE WOMAN" (2:20) [Marmaduke ASCAP—Til, Lowe, Robinson] Boys are heard topping a catchy blues date.

H. B. BARNUM (RCA Victor 8155)

(B+) "TAKE ME OUT TO THE BALL GAME" (2:29) [Jerry Vogel ASCAP—Von Tilzer, Norworth] Teeners get an infectious sign-of-spring via this reading of the baseball hymn by the talented rock performer and his combo backdrop. Fine happy-sounding session.

(B+) "COMING 'ROUND THE MOUNTAIN" (2:45) [Film & TV & Heidle BMI—Adapt. & Arr. Barnum] Joyful teen rewrite of the P.D.

THE STRANGERS (Liberty 55550)

(B) "MIND READER" (2:13) [Regent BMI—Wakley, Morrhouse] Intriguing mystery theme is performed ala chase-music in this guitar-led rock affair. A sound that might develop into something.

(B) "CARD SHARK" (2:02) [Saima BMI—Lesslie, Peters, Velline] Frisky blueser with an organ getting a good share of the billing.

SUSAN LYNNE (Duel 523)

(B+) "JUST A NUMBER" (2:14) [Aldon BMI—Koppelman, Rubin] A gal is naturally not happy over the fact that she's just a number in the little black book of a very popular boy. This theme gets a wistful vocal from the lark, who also has a narrative section. A full ork-chorus backs-up.

(B) "SUCH A SHORT TIME" (2:14) [Aldon BMI—Koppelman, Rubin] Another minor-key item has the chick in the storyline wondering whether she can really love a fella who she has known but a short time.

BOBBY BENNETT (Malibu 1220)

(B) "THERE'S NEVER BEEN A GIRL" (2:09) [B. F. Wood ASCAP—Spiro, Hiller, Hiller] A fella has finally found THE one in this sprightly rock stand by the warbler and his full ork backing. Agreeable entry.

(C+) "LOVE ME WITH ALL YOUR HEART (Quando Calienta El Sol)" (2:30) [Peer International BMI—Vaughn, Rigual, Rigual] English reading of an Italian ballad.

BARBARA GRINDSTAFF (Showcase 2500)

(B+) "WHERE THE RED ROSES GROW" (2:31) [Combine BMI—Tanner] New label is a new talent outlet (it's handled by Monument), and its initial offering is an appealing upbeat display by the lark of a folk-country ballad. Fine grow-on-you track.

(B) "HAVE MERCY (Mr. Lonely)" (2:16) Cedarwood BMI—Tillis] Subdued wistful from the artist.

IVAN BLOCK (Decca 31467)

(B) "SHE'S GOT LOVE (Good Enough For Me)" (2:20) [His BMI—Cohen, Moers] Warbler Block heads an affable romantic-rock dates, with his stint set against a sprightly rock-a-cha ork-chorus arrangement.

(B) "YOUR PHOTOGRAPH" (2:07) [His BMI—Cohen, Moers] Sometimes interesting melodic lines to this tale of a romance that has just ended.

THE DELLWOODS (Bigtop 3137)

(B+) "DON'T PUT ONIONS ON YOUR HAMBURGER" (2:46) [Ross Jungnickel & Norick ASCAP—Blagman, Bobrick] Laff cut is from the label's Mad Comics—inspired satirical LP series, with this one coming from the latest issue, "Fink Along with Mad." Sound is made to resemble some of the more recent outings by Dion.

(B) "HER MUSTACHE" (2:09) [Ross Jungnickel & Norick ASCAP—Blagman, Bobrick] More kidding from the album.

THE APPALACHIANS (ABC—Paramount 10419)

(B+) "BONY MORONI" (2:28) [Venice BMI—Williams] The old click is revived in a teen arrangement that includes guitar comments that are close to the infectious guitar comments on the smash "Walk Right In" deck.

(B) "IT TAKES A MAN" (2:09) [Champion BMI—Crutchfield] Sunny folk-hillbilly stand.



What else is there to say but . . .

# Thank you!



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*Earle Ford*

*Archie*

*Bob Roedel, Jr.*

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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

"PUFF" (3:20) [Pepamar ASCAP—Yarrow, Lipton]  
"PRETTY MARY" (1:54) [Pepamar ASCAP—Stookey, Mezzetti, Okun]  
PETER, PAUL & MARY (Warner Bros. 5348)

"Puff" is a charming folk tune, about a magic dragon, right-up-the-vocal-alley of the remarkably successful folksters. Besides their regular mature folk following, the singers can also add the kiddie trade to their fandom with this outing. Watch closely. Team poignantly expressed the lovely flip opus. Side's are from the crew's "Movin'" hit LP.

"LOVE IS A BALL" (2:15) [United Artists ASCAP—Legrand, Adler]  
"GATHER YOUR DREAMS" (2:58)  
[United Artists ASCAP—Legrand, Howard]  
BILLY ECKSTINE & DAMITA JO (Mercury 72106)

"LOVE IS A BALL" (2:29) [United Artists ASCAP—Legrand, Adler]  
"MILLIE'S THEME" (2:34) [United Artists ASCAP—Legrand]  
MICHEL LEGRAND (Philips 40098)

"LOVE IS A BALL" (1:46) [United Artists ASCAP—Legrand]  
"THEME FROM TARAS BULBA" (2:03)  
[United Artists ASCAP—David, Waxman]  
KENNY LITTLE (United Artists 573)

The title tune of the soon-due flick, "Love Is A Ball," finds three potent performances that should be all over the airwaves in the coming weeks. The Mercury stand teams up (for the first time) two pros, Damita Jo & Billy Eckstine in a sophisticated twist-like setting; Philips has co-cleffermaestro Michel Legrand in a happy string-filled romp and UA has Kenny Little (assisted by the Little People) in a contagious Dixieland outing. The Mercury coupler's a warm, beat-ballad lovely, Philips sports a swingin' shuffler and UA has a bright Dixie version of the big pic making the rounds.

"CAST YOUR FATE TO THE WINDS" (2:18)  
[Friendship BMI—Guaraldi, Werber]  
"THE GIST (RECAD BOSSA NOVA)" (2:17)  
[Ed. Mus. Drink Rytvoc ASCAP—Antonio, Ferreira]  
MEL TORME (Atlantic 2183)

Torme, who returned to the winner's circle with his vocal version on the Herbie Mann jazz click instrumental, "Comin' Home Baby," can duplicate that success with this ear-arresting vocal of the Vince Guaraldi hit, "Cast Your Fate To The Winds." Sock Marty Paich arrangement. Undercut's and inviting version of the big Brazilian opus.

"MOTHER, PLEASE!" (2:29) [Kalmann ASCAP—Mann, Appell]  
"WAITIN' FOR LOVE" (2:34) [Woodcrest BMI—Cordle, Leon]  
JO ANN CAMPBELL (Cameo 249)

The statement, "Mother, Please! (I'd Rather Do It Myself)," from the popular TV commercial makes a potent rock-a-rhythmic vehicle for Jo Ann Campbell to ride with to hit territory. The hoofin' teeners oughta go wild for this one. Lark goes real country on the easy-goin' coupler, "Waitin' For Love." Side can also step out.

"THE GUITAR PLAYER (Her & Him)" (2:27)  
[Acuff—Rose BMI—Loudermilk]  
"BAD NEWS" (2:58) [Acuff—Rose BMI—Loudermilk]  
JOHN D. LOUDERMILK (RCA Victor 8154)

The talented artist-writer has chart contender with "The Guitar Player," a strong Nashville-flavored tale with an interesting angle: a guitar player must play at an establishment in view of his gal and another guy. A strong, full-blown rock-a-string sound backs-up the performer. Eye closely. Flip is a Leadbelly-styled folk-blueser.

"MY HEART CAN'T TAKE IT NO MORE" (2:54) [Jobete BMI—Paul]  
"YOU BRING BACK MEMORIES" (2:32) [Jobete BMI—Robinson]  
SUPREMES (Motown 1040)

The Supremes, who copped a Top 100 chart berth with their waxing of "Let Me Go The Right Way," can do it again with this new Motown stand. It's a tearful, beat-ballad hip-swing, labeled "My Heart Can't Take It," that the femmes carve out with loads of feeling. Strong orchestral accompaniment on this hit-bound entry. The sock-rock cha cha twist'er on the flip also merits attention.

"I LOVE YOU BECAUSE" (2:40) [Fred Rose BMI—Payne]  
"MERRY-GO-ROUND" (2:22) [Eden BMI—Otis, Hendricks, Owens]  
AL MARTINO (Capitol 4930)

This change-of-pace effort for Al Martino can give the rich-toned artist his biggest chart effort in some time. It's a lovely, country-flavored ballad lilter, tabbed "I Love You Because," that Al and the Belford Hendricks ork-chorus deliver in ear-arresting manner. The enchanting ballad coupler, "Merry Go Round," makes for a superb companion piece. Fine two-sided programming piece.

HELEN O'CONNELL (Cameo 245)

(B) "THE SWEETEST SOUNDS" (2:15) [Williamson ASCAP—Rodgers] Cut is from a new LP by the lark called "An Era Reborn," meaning the swing-era when the thrush was at the peak of her career. Like band dates of old, there's a protracted ork opening and then she takes over on the fine Richard Rodgers tune from "No Strings." Solid good-music programming.

(B) "WITCHCRAFT" (2:35)  
[Edwin H. Morris ASCAP—Leigh, Coleman] Another classy date from the LP.

SONNY MARCELL (Inner-Glo 104)

(B) "NOTHING VENTURED, NOTHING GAINED" (2:04)  
[Inner-Glo BMI—Hopkins, Weismantel] Sonny Marcell turns in an appealing vocal stint on this country-styled philosophical shuffler.

(C+) "I'LL DO IT FOR YOU" (2:23) [Inner-Glo BMI—Evans, Hopkins] On this end Marcell multi-tracks an easy-going romantic sentiment.

JODY REYNOLDS (Smash 1810)

(B+) "DON'T JUMP" (2:10) [Little Darlin' & Hillary BMI—Cooper] As the title indicates, this is a teen "sickie" about a fella who tries to talk a flame he has evidently jilted out of ending her life. It's very well done by the songster and his backing, but it should run into tough sledding on the airwaves.

(B) "STORMY" (2:16) [Gregmark BMI—Hazelwood] Tuneful shuffle-beat item is named after a new girl in town.

BARBARA McNAIR (KC 112)

(B+) "A LITTLE BIRD TOLD ME" (2:55) [Bourne ASCAP—Brooks] The artist came through with good airplay on her last KC outing, "Cross Over The Bridge," and could also come-up with station success with this bright, gospel-type reading of the charming evergreen.

(B) "NOBODY RINGS MY BELL" (2:45) [Sweco BMI—Sherman, Wolf] Bluesy Rock-a-cha backing for the lark's vocal here.

MIKE REGAL (Kapp 506)

(B+) "IS IT TRUE WHAT THEY SAY ABOUT BARBARA?" (2:28) [Aldon BMI—Keller, Koppleman] Regal puts good Neil Sedaka-like feeling into the item, about a guy who wants his friend to tell him whether his gal is true or a Run-around Sue, and figures it's the latter when his friend does not respond to his question. Busy ork-chorus sound supports the mostly over-dubbed Regal display.

(B) "TOO YOUNG" (2:33) [Jefferson ASCAP—Dee, Lippman] Strictly teen-market survey of the oldie.

JEFF HUNTER (Camay 6000)

(B+) "MAN OF STONE" (2:25)  
[Original BMI—Sorenson, Lyle] Singer Hunter gives a good big-sounding ballad account of the dramatic romantic. He's backed by a full-blown ork-femme chorus arrangement. Well-worth teen attention. Diskery is handled by New York's Blast label.

(B) "I BELIEVE" (2:40) [Cromwell ASCAP—Drake, Shirl, Graham, Stillman] Hunter sings the old inspirational number against a soft, teen-directed stand by the ork-chorus.

THE CONTINENTALS

(Canadian-American 152)

(B+) "BOOGIE WOGGIE BOSSA NOVA" (2:21) [Sulky & Day BMI—Lawrence, Garson] Two sounds, almost a generation apart in popularity, get together in a lively rock-gear instrumental showing. Mort Garson arranged and conducted the crew.

(B) "BOSSA NOVA WALTZ" (2:05) [Sulky & Day ASCAP—Garson] The spread between the two styles is even greater here, but the overall sound is completely in today's disk groove.

EMILIO PERICOLI  
(Warner Bros. 5347)

(B+) "UNO PER TUTTE (One for All)" (2:45) [M. Witmark ASCAP—Renis, Mogol, Testa] Jaunty romantic tune is the winner of this year's San Remo fete, and Pericoli, who sang the tune at the contest, offers the item here in Italian. Artist recently clicked in the States with "Al Di La."

(B) "SULL' ACQUA (On The Water)" (2:40) [Bideri BIEM—Pagano, Maresca] Smooth Latinish-sounding affair. Lyrics are also done in Italian.

FRANK FONTAINE/LOU HOLTZ  
(Capitol 4929)

(B+) "THE SWEEPSTAKES WINNER" (2:22) — Fontaine, "Crazy Guggenheim" on the Jackie Gleason TV'er and a smash LP artist with "Songs I Sing on the Jackie Gleason Show" (ABC—Par), offers his famed routine about a sweepstakes winner named John L. C. Savony. Will be making many of those comic segments on radio stations.

(B) "THE MAHARAJAH" (2:31)  
—The late, great dialect comedian tells of a Maharajah who gets a dinner in Washington, D. C.

THE BLAZERS (Mundo 864)

(B) "GRASSHOPPER" (2:35)  
[Kama BMI—Antunes] The Blazers turn in an attention-getting instrumental on this raunchy, rock-a-twist entry. Can stir up territorial noise. Strong juke box item.

(B) "LITTLE BIT OF SLOP" (2:45) [Kama BMI—Antunes] More strong instrumental sounds on this driving rocker. Label's distributed nationally by Kama Prod. of New York Mills, N. Y.

SPIDER WEBB & THE INSECTS  
(Lugar 100)

(B+) "MAGGIE" (2:30) [Lugar BMI—Webb, Webb] Tune better known as "When You & I Were Young Maggie Blues" receives a busy, strip-beat blues-styled reading from the rock combo. Distrib for the label is CIRCA.

(B) "BIG NOISE FROM WINNETKA" (1:35) [Lugar ASCAP—Bauduc, Haggart, Rodin, Crosby] Percussions and base highlight this reading of the famed swing-era instrumental opus.

JOE HINTON (Back Beat 537)

(B+) "LOVE SICK BLUES" (2:23)  
Mills ASCAP—Williams] The Hank Williams oldie, a recent click for English songster Frank Ifield, can once again make the chart rounds. This time it's thump-a-beat cha cha version by Joe Hinton and chorus. Infectious outing that's worth the attention.

(B+) "YOU KNOW IT AIN'T RIGHT" (2:25) [Don BMI—Malone] This rock-a-shuffle blueser can also give Joe a pop-r&b chart berth.

# "How fast is fast from RCA Custom?"



## 11 A.M. PHONE CALL

(To reorder, a phone call to your salesman starts the wheels turning for fast, fast, fast delivery!)



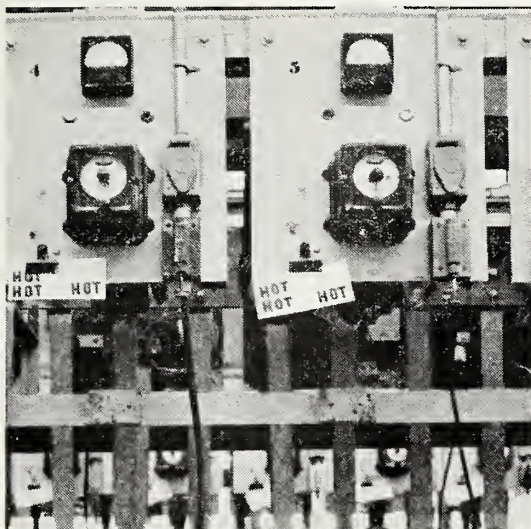
## 11:10 A.M. TELETYPE RECEIVED

(Open teletype at 3 factories, receives order—types it up—complete with invoice carbons.)



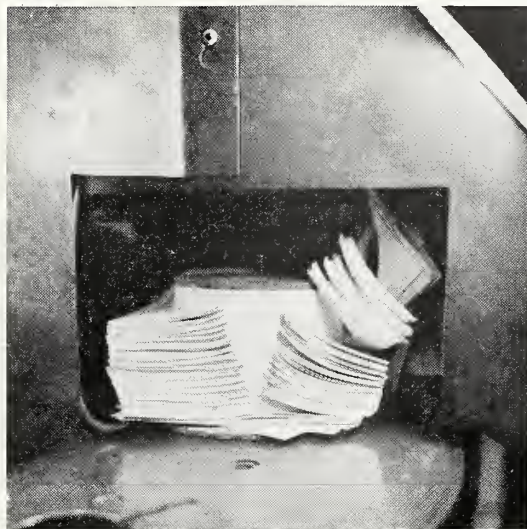
## 11:20 A.M. METAL MOLD TO PLANT

(Metal mold of your record is pulled from files.)  
Routing card stamped "hot!"



## 11:30 A.M. METAL MOLD PLATED

(Metal mold is plated with nickel, followed by copper to make metal stamper.)



## 11:30 A.M. LABEL PREPARED

(At same time, labels are printed. We keep your label plate ready to roll.)



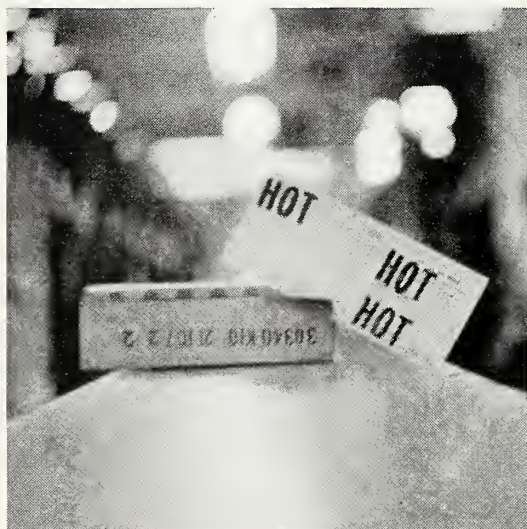
## 2:00 P.M. METAL STAMPER READY

(Electrolytic process completed. Zip! Metal mold and nickel stamper separated.)



## 2:30 P.M. RECORD ON PRESS

(Labels and stampers converge with plastic at press. Presto! A record in a matter of seconds.)



## 4:30 P.M. READY FOR SHIPPING

(Your record is inspected, packaged, boxed in shipping cartons and on its way.)



## NEXT DAY DELIVERY!

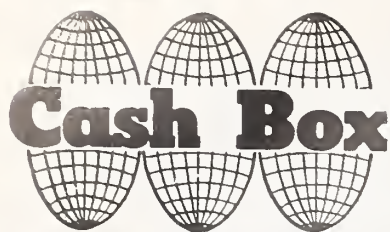
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# RECORD REVIEWS

• 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

"I AM" (2:08) [Painted Desert BMI—Kilgore]  
"WHEN IT RAINS THE BLUES ON YOU" (1:53)  
[Painted Desert BMI—Frizzell]  
MERLE KILGORE (Parkway 864)

Kilgore, who's had previous pop-country chart representation, can have his biggest dual-chart'er to date in his Parkway bow. It's most attractive, easy beat cha cha romantic lament, tagged "I Am," that Merle and a gal chorus put across with telling effect. Also keep an eye on the infectious shuffle-thumper, "When It Rains The Blues On You." It also has the chart goods.

"THAT LOW DOWN MOVE" (2:58) [Pandora BMI—Bridge, Toombs]  
"I'M GOIN' BACK TO THE HOUSE ON THE HILL" (3:00)  
[Pandora BMI—Toombs, Ballard]

HANK BALLARD & MIDNIGHTERS (King 5719)

Ballard & Co. can get back on the winning track with these two potent dual-chart, pop-r&b efforts. One side's a driving thumper dubbed "That Low Down Blues" while the other half's a shuffle-rock return to "That House On The Hill" (the tag of a previous click). Both ends sound like money-in-the-bank for all concerned.

## 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.

"PREACHERMAN" (2:04) [Tobi-Ann BMI—Russo, Astor]  
"TERESA" (2:10) [Tobi-Ann BMI—Russo, Astor]  
CHARLIE RUSSO (Diamond 131)

This one's already garnering loads of airplay. It's a spirited instrumental with sans lyric choral chants, tabbed "Preacherman," that Charlie Russo's ork-chorus serves up in a sort of "Walk Right In"-"I've Been Working On The Railroad" style. Bright handclapper with a strong chart outlook. The happy thumper on the lower lid also rates a close look (and listen).

"TEENAGE DREAM" (1:58) [LeBill BMI—Espy, Horn]  
"MY ANGEL EYES" (1:52) [LeBill BMI—Montgomery]  
THE RAMADAS (Philips 40097)

This one can be an important topic of teen conversation in the weeks to come. It's an extremely pretty beat-ballad softie, tabbed "Teenage Dream," that the Ramadas dish up in tempting style. Heavy deejay exposure, which it deserves, should send it on its merry chart way. Also worth eyeing is the jump'er on the other end.

"(TODAY I MET) THE BOY I'M GONNA MARRY" (2:30)  
[January BMI—Spector, Greenwich, Powers]  
"MY HEART BEAT A LITTLE FASTER" (4:40)  
[Mother Bertha BMI—Spector, Greenwich, Powers]  
DARLENE LOVE (Philles 111)

"(Today I Met) The Boy I'm Gonna Marry" looks like it'll provide Darlene Love with Top 100 chart status. Lark, who in reality is a femme member of the Bob B. Soxx-Blue Jeans combo, hands in a potent teen shuffle-ballad vocal effort on her first solo stand. Standout, steady beat ork and choral showcase. Backing's a long, slow moving emotional ballad.

"WHAT A GUY" (2:18) [Trinity BMI—Greenwich, Barry]  
"IT'S SO WONDERFUL" (2:20) [Trinity BMI—Barry, Greenwich]  
THE RAINDROPS (Jubilee 5444)

The Raindrops are a good bet to make the teeners sit up and take notice with their Jubilee bow, "What A Guy." It's a quick, steady beat stomper chock full of the vocal and instrumental tricks the kids love. Get with it! Ditto for this cha cha beat handclapper, tabbed "It's So Wonderful." There's a winning sound on both ends.

"OOPS THERE GOES ANOTHER TEAR" (2:20)  
[St. Louis BMI—Shuman, Pomus]  
"SUDDENLY WE'RE STRANGERS" (2:15)  
[St. Louis BMI—Pomus, Shuman]  
MARCI & THE MATES (Bigtop 3136)

This could be the big chart break for Marci & the Mates. It's an attention-getting "Save The Last Dance For Me"-like rock-a-string cha cha entry, tabbed "Oops There Goes Another Tear," that the fellas wax in striking teen style. Backing's another strong string-filled weeper. Stellar arrangements on both lids.

"MERRI-ANNE" (2:05) [Nujac BMI—Arr: Nujac Pub. Co.]  
"CONQUEST" (2:06) [Post ASCAP—Freeman]  
JON CISCO (Jamie 1245)

"Merri-Anne," a sparkling new adaptation of the famed calypso tune, can get off the ground in jet speed fashion. This new version's by Joe Cisco's instrumentalists, who turn in a thunderous, Duane Eddy-like growling sax, handclap and shout-filled performance. Exciting dance stuff. The captivating staggered beat "Conquest" can also see a chart victory.

IRENE REED (Verve 10286)

(B+) "MEDITATION" (2:28) [Duchess BMI—Jobin, Gimbel, Mendonca] Deejays are going to welcome this fine warble by the stylist on the lovely Bossa Nova tune, already getting Top 100 action via Pat Boone & Charlie Byrd outings. Belford Hendricks directs the solid full ork setting.

(B) "MY HEART SAID" (The Bossa Nova) (2:45) [Trio BMI—Weil, Mann, Leiber, Stoller] Good-natured BN ditty is not in "Meditation's" class.

CATERINA VALENTE (London International 10021)

(B+) "LA MALAGUENA" (3:02) [Peel Int'l BMI—Ramirez, Galindo] Talented European lark, who's been making a series of appearances on the Perry Como TV'er, does her usual fine vocalizing on the exotic ballad. Werner Muller directs a rich, swirling strings-led arrangement. Class good-music item.

(B) "ALWAYS TOGETHER" (2:40) [Ariston (SIAE) ASCAP—] Performer warbles a fine ballad against a rich Bossa Nova arrangement.

ELLA FITZGERALD (Verve 10288)

(B+) "BILL BAILEY, WON'T YOU PLEASE COME HOME" (2:23) [P.D.—] Ella dresses the ancient item with her own swing-updating dress, and that should please fans no end. Deck was cut "live" at the Crescendo, with the Paul Smith Trio backing the performer.

(B) "OL' MAN MOSE" (4:05) [Joy ASCAP—Armstrong, Randolph] Artist has to almost act her way through the old novelty, and proves a superb vocal comic.

FLO FAY (Lawn 206)

(B) "I'M THE RICHEST ONE OF ALL" (2:16) [Percom BMI—Friedhem] Lark's vocal style and material will remind teeners of the awhile-back success by Kathy Young, "A 1000 Stars." Young set will appreciate the sentimental true-love statement.

(B) "I PROMISE" (2:27) [Percom BMI—Friedhem] Somewhat similar soft-spoken affair.

HUGO MONTENEGRO ORCH./DON SEBESKY ORCH. (Time 1064)

(B+) "HOW THE WEST WAS WON" (2:05) [Robbins ASCAP—Newman] This is an interesting build-up arrangement, by the Montenegro ork, of the big-sounding theme from the big MGM-Cinerama flick. It was culled from an LP, "Themes from Great Films."

(B) "TO KILL A MOCKINGBIRD" (2:28) [Northern ASCAP—Bernstein] Harmonica is the top instrumental in this attractive reading of the inviting main-title of the pic adaptation of the best-selling novel.

SONNY EDWARDS (Cevetone 516)

(B) "SOAPY DUCK AND THE WIGGLE WOBBLE" (2:30) [Cvet BMI—Romano] Sonny Edwards comes up with a cute novelty item on which he asks a speeded-up duck voice to teach him how to do the teen dance.

(C+) "I LOVE YOU TENDERLY" (2:35) [Cvet, Wildon BMI—Vincent] This end finds Edwards in a teen beat-ballad pose.

EUGENE CHURCH (King 5715)

(B+) "TIME HAS BROUGHT ABOUT A CHANGE" (2:04) [Recordo BMI—Church] The vet r&b songster could have a quick noisemaker on his hands with this rousing, chorus-backed traditional blues lament. Eye the side for deejay acceptance.

(B) "SIXTEEN TONS" (2:40) [American BMI—Travis] On This end Church offers a top-flight reading of the while-back Tennessee Ernie Ford hit.

FOUR J'S (4 J 506)

(B+) "THE NURSERY" (2:00) [Lajesse BMI—Kennedy] The group unleashes their potent vocal talents full-blast on this high-powered, shufflin' blueser. Side boasts a fine teen-oriented beat and some attractive lyrics.

(B+) "WILL YOU BE MY LOVE" (2:21) [Lajesse BMI—Love, Gross] This time out the crew offers a danceable, medium-paced weeper all about a broken romance.

LESLIE SCOTT (Tobey 102)

(C+) "BROTHER" (2:30) [Tobey ASCAP—Tobias Bros.] This meaningful message, tied in with "Brotherhood Week," is sung with conviction by the deep, rich-toned Leslie Scott. The 'class' item, tho not an item for the teen market, should, nevertheless find a share of the airplay.

(C+) "IN GOD WE TRUST" (2:25) [Tobey ASCAP—H. Tobias, Sherman] More of the same fine inspirational material here.

THE NOMADS (Josie 905)

(B+) "TELL IT LIKE IT IS" (2:18) [Benell BMI—Burton, Redd] The Nomads may be roaming the Top 100 with this strong rhythmic display, which includes, besides their deft blend, a first-rate ork arrangement. Eye it.

(B) "RAINBOWS END" (2:05) [Benell BMI—Burton] More Bright rock doings from the team.

MABLE KING (Amy 874)

(B+) "WHEN WE GET THE WORD" (2:19) [Cherlo—Sitma BMI—Pemberton, Conyers] Joyful inspirational sound done-up in a gospel manner. Theme is read by the fine blues songstress against a happy, handclap display by the combo-chorus.

(B) "LOVE" (2:18) [Sitma BMI—King, Cita] The performer nicely handles the bluesy affectionate.

JACKIE O'NEAL (Capa 111)

(C+) "YOU BROKE MY HEART" (2:58) [Medico BMI—Wiggins] Upbeat rockin' for a so-so teen outing.

(C) "I CRY" (1:55) [Medico BMI—Wiggins] Not much to be said for this slow-beat date.

PAULO ALENCAR (Atco 6253)

(B+) "VERBO AMAR — BOSSA NOVA" (2:04) [Rio BMI—Martins] The Brazilian musician and his All-Stars neatly wrap-up, with a solid jazz feel, a delectable Bossa Nova tune. BN-jazz buffs will dig the sound.

(B) "ZIRIGIDOOM — BOSSA NOVA" (2:19) [Amazon ASCAP—Monsueto] This gay BN date includes vocal comments by femme & male voices.

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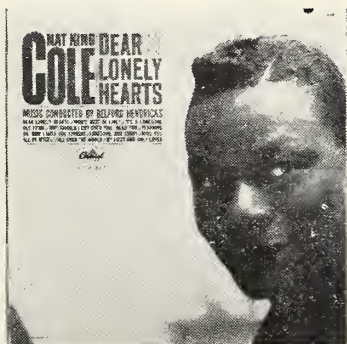
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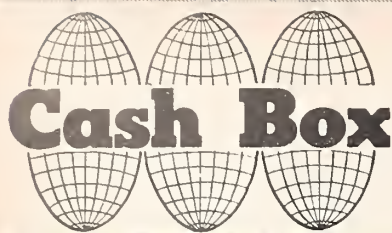
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# RECORD REVIEWS

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

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## Best Bets

### THE FIESTAS (Old Town 1134)

● "THE GYPSY CRIED" [Maureen BMI—Redd, Murray] The Fiestas are a cinch to create loads of noise with this new stand. It's a captivating cha cha beat ballad that the crew turns out in chart contending style. Keep close tabs on it. Could break thru in a big way.

(B+) "MAMA PUT THE LAW DOWN" [Maureen BMI—Redd, Fain, Hudson] This end's an enticing rock-a-cha-cha novelty that also has hit potential.

### THE LOCOMOTIONS (Gone 5142)

● "LITTLE EVA" (1:47) [Pacemaker & Nom BMI—Zober] If you switch titles you come up with Little Eva doing "The Locomotions," which, of course, is just about the right billing for the recent Dimension Records' hit, "Loco-Motion." This deck, however, is a contagious vocal-combo salute to a gal, not the artist, named Little Eva.

(B) "ADIOS MY LOVE" (3:00) [Pacemaker & Nom BMI—Herbert, Zober] Brisk rock-a-cha romantic blend. Interesting sound.

### TRUDY PITTS & MR. CARNEY (Coral 62347)

● "MEETIN' PLACE" (2:20) [Emorey BMI—Carney] There's some happy vocal byplay in the opener of this exciting organ spotlighted 'revival' type instrumental. High-steppin', handclappin' affair that really move out on the juke-up level.

(B+) "SWINGIN' BONNIE" (2:40) [Emorey BMI—Carr] "My Bonnie Lies Over The Ocean" gets a terrific shuffle-rock refitting here. Potent two-sider.

### JIMMY BEAUMONT (May 136)

● "GIVE HER MY BEST" (2:06) [Fredella ASCAP—Ledo, Ballard] Kids get a potent session from the songster and his ork-chorus stand, the likes of which are always strong chart contenders. Most effective instrumental sound comes from the organist. Keep close tabs on this cut.

(B) "I'LL ALWAYS BE IN LOVE WITH YOU" (2:15) [Shapiro, Bernstein ASCAP—Ruby, Green, Stept] Relaxed view of the sentimental oldie.

### C. L. & THE PICTURES (Dunes 2023)

● "I'M SORRY" (2:27) [Arc BMI—McDaniel] The group, having clicked on the territorial level in the past, can step into the national spotlight with this one. It's a dandy, "Sincerely"-styled beat-ballad weeper that the artists wax in a tailored-for-teen tastes manner. Can be a real big item.

(B) "THAT'S WHAT'S HAPPENING" (1:50) [S-P-R BMI—Doggett, Ashford] This end's a catchy up beat handclapper.

### DORSEY & JOHNNY BURNETTE (Reprise 20,153)

● "HEY SUE" (2:15) [Johnny Burnette & Doral BMI—Burnette, Osborne] The brother vocalists solidly team for a quick-paced rock-a-billy stint about a guy who's had enough from his unfaithful girlfriend and is moving on. Might bust loose.

(B+) "IT DON'T TAKE MUCH" (2:17) [Doral & Johnny Burnette BMI—Burnette, Osborne] More relaxed romantic in a country-rock vein.

### THE WAYFARERS (RCA Victor 8152)

● "TICONDEROGA" (2:21) [New World Folk Music ASCAP—Socher, Patton] Victor's new folk attraction tells of the famed battle of Ft. Ticonderoga during the American Revolution with lusty folk know-how. A spirited display that could prove to be yet another folkish click.

(B) "MONDAY MORNING" (3:22) [New World Folk Music ASCAP—Socher, The Wayfarers] Inviting folk-ballad styling by the boys, who have gained popularity on the west coast through their appearances at the Hungry i.

### MARTHA & THE VANDELLAS (Gordy 7014)

● "COME AND GET THESE MEMORIES" (2:25) [Jobete BMI—Holland, Dozier, Holland] Portion carries an interesting, busy bounce sound for the teen and blues trade. All concerned, including the song team and musicians, deliver the ditty in a solid manner. Worth eyeing.

(B) "JEALOUS LOVER" (2:35) [Jobete BMI—Holland, Dozier, Holland] Martha nicely handles a light upbeat blueser in a Mary Wells-type vein.

### KRIS JENSEN (Hickory 1203)

● "CUT ME DOWN (From Your Whipping Post)" (2:25) [Acuff-Rose BMI—Loudermilk] Jensen, recently on the charts with "Torture," might step out again with his solid reading of a strong Nashville-flavored tale of a romance gone awry. Keep close tabs on this cut.

(B) "POOR UNLUCKY ME" (2:12) [Acuff-Rose BMI—Sinks, Montgomery] There's Everly Bros.' sounding over-dubbing on this lively ballad cut.

### BOOKER T & THE MG'S (Stax 134)

● "HOME GROWN" (2:38) [East BMI—Jones, Cropper, Steinberg, Jackson] The original-sounding instrumental crew, a big Top 100 factor recently with "Green Onions," offer an intriguing, organ-led blueser that could, with enough airplay, land it another chart berth.

● "BIG TRAIN" (2:30) [East-Cotillion BMI—Jones, Cropper, Steinberg, Jackson] More distinctive blues stylings by the musicians. Vehicle is the old blues number.

### HANK LEVINE ORCH. (Dolton 71)

(B+) "ANYTHING, ANYWHERE" (2:30) [Roosevelt BMI—Bertie, Bones] Sprightly ditty is presented with good instrumental humor, especially by the trombone. A muted trumpet plays the catchy ditty more or less legit. Ray Ellis also cut the number for Victor.

(B) "MOON ON MY PILLOW" (2:00) [E. H. Morris ASCAP—Ellito, C&H Tobias] Fine-sounding sentimental band reading of a nice ballad tune.

### THE CAMPTOWN RACES (United States 1929)

(B+) "TROUBLE WITH A WOMAN" (2:22) [Breezy Willow & de Lory ASCAP—Van Winkle, Gray] Lory ASCAP—Van Winkle, Gray] Exciting blues-styled blend by the songsters and their ork backing on an infectious ditty. "Trouble With a Woman" could mean a chart stand by the crew. Label is a Hollywood outfit.

(B) "TONI" (2:38) [Oso & Alger ASCAP—Van Winkle] Off-beat spiritual-flavored entry.

### THE SYNCOPATES (Times Square 7)

(B) "PRAYING FOR A MIRACLE" [Wall BMI—Auglones, Dreamtones] Lead lass takes care of the number's wistful storyline while her lark companions make good busy-beat sounds in the backdrop. Diskery is based in New York.

(B) "YOUR TENDER LIPS" [Progressive BMI—Brisbon, Briggs] Somewhat less "crowded" teen-ballad blend here. Deck is one of the previously unreleased oldie portions from the diskery.

### BETTY CARTER (Atco 6254)

(B) "THE GOOD LIFE" (2:30) [Paris ASCAP—Distel, Reardon] Tune, one of the better ballads to come around in recent months, is affectionately styled by the fine songstress. Moody nature of the deck is in contrast to the more dramatic offerings of Sergio Franchi (Victor) and Kathy Keegan (Malibu).

(B) "NOTHING MORE TO LOOK FORWARD TO" (2:31) [Sahara ASCAP—Adler] A very attractive over-dubbed reading of the lovely song from Richard Adler's ill-fated musical, "Kwamina."

### RAMONA KING (Eden 5)

(B+) "WHAT ABOUT YOU" (2:19) [Sherman-DeVorzon BMI—Chandler] Deck is full of distinctive teen-market dramatic sounds. Lark's strong warble on the striking tune is supported by exciting ork statements. Can come through.

(B) "MIND READER" (2:16) [Briarcliff BMI—E&A Johnson] Infectious blueser about a gal who's happy to know that the guy is one step ahead of her when it comes to pleasing her.

### THE SUNSETS (Challenge 9186)

(B+) "C. C. CINDER" (2:05) [Roosevelt BMI—Feldman, Goldstein, Gottehrer] Solid rapid-fire, twistin' workout from the song team and its accompanying musicians. Kids won't be able to resist taking to the dancefloor when they hear this one.

(B) "THE CHUG-A-LUG" (2:10) [Number One BMI—Usher, Borchetta] This is a happy dance teeners do upon graduation.

### MILLIE VERNON (Colpix 677)

(B+) "THE WEATHERMAN (I Should Have Listened To)" (2:20) [Leeds ASCAP—Altman, Gimbel] Thrush caters strongly to the teen trade with this bright rock-a-string backed entry about a gal who's romantic situation parallels that of a rainy forecast by the weatherman the night before. A sound that could catch-on.

(B) "SOMEBODY TO LOVE" (2:07) [Concertone Songs ASCAP—Connor, Thomas] A romp outing for the kids. Opus is a hunk of good teen material.

### THE GALLIARDS (London 9541)

(B+) "KUMBAYA" (2:25) [Sanga BMI—Hays, Hellerman, Darling] Foreign folk songsters do a fine, authentic-sounding folk-field job on the lovely old tune. Very inviting pose, one that deserves pop spins.

(B) "SANTY ANNO" (2:00) [Mills ASCAP—Rosselson, MacGregor] Robust folk stand by the crew.

### EMILY EVANS (Jamie 1242)

(B+) "A CAKE & A CANDLE" (2:01) [Champion & Moss-Rose BMI—Anderson, Crutchfield] Lark tells a sad romantic tale with both vocal and narrative feeling, with her support a reliable Nashville-styled affair. Good-sounding session for the teeners.

(B) "JUST ANOTHER FOOL" (2:11) [Dandelion & Cape-Ann BMI—Fox, Evans] Faster-paced doings, but the lass in this storyline also has a tearful tale to relate.

### THE CRESCENTS (Hamilton 50033)

(B) "HEY THERE (I Want to Walk You Home)" (1:57) [Sun-Vine BMI—Sieg, Yost, Durden, Carroll, Purvis] Team's lead voice is a poignant teen-market factor in this solid lovey-dovey display. His teammates chant sympathetically. Inviting tune is not the standard from "Pajama Game." Diskery is the new Dot label.

(B) "WHEN YOU WISH UPON A STAR" (2:10) [Bourne ASCAP—Washington, Harline] Catchy teen rendition of the old favorite.

### FAUSTO PAPETTI (London International 10712)

(B) "WHAT NOW MY LOVE (El Maintenant)" (2:17) [Remick ASCAP—Becaud, Delanoe] Recent European hit, cut here by a number of firm's, is appealingly styled by the popular Italian saxist. A pretty tune in a solid mood setting.

(B) "A LITTLE GRAIN OF SAND" (2:27) [Shapiro, Bernstein ASCAP—Fidenco] Chacha reading of the big Italian hit of several seasons back.

### BOBBY JOHN (Sonny 111)

(B+) "LONELY SOLDIER" (2:45) [Placid-Curton BMI—Mayfield] Here's a top-flight chorus-backed r&b weeper essayed with poise and authority by Bobby John. The CIRCA-distributed deck is produced by Ike and Tina Turner. Could happen.

(B+) "THE BAD MAN" (2:20) [Placid BMI—Turner] The chanter opens his potent vocal guns full-blast on this rosiung, danceable low-down bleuser about a broken romance.

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# RECORD REVIEWS

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

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

## Best Bets

MARCY JO & EDDIE RAMBEAU (Swan 4136)

● "WHEN YOU WORE A TULIP" (2:09) [Leo Feist ASCAP—Mahoney, Wenrich] Vocal duo takes infectious teen-slanted advantage of the wonderful oldtimer. Pair's stint is accompanied by solid rock merry-makings from the combo. Might get somewhere.

(B+) "THOSE GOLDEN OLDIES" (3:05) [Claridge ASCAP—Slay, Binnick, Mammarella] Side adds-up to a medley of teen classics (e.g. "Silhouettes").

BEA ALDEN (Minaret 108)

● "SHINE ON LITTLE STAR" (2:21) [Chu-Fin, Window BMI—Hill, Thomas] The Starday-distributed label with this strong performance by newcomer Bea Alden. It's an echo-chambered country flavored cha cha beat weeper that can kick up a solid chart fuss. Stellar arrangement supplied by Cliff Parman.

(B) "TOO FAR ABOVE ME" (2:32) [Nash-Beau BMI—McPherson, Shucher] The crying towel effort here takes a pretty beat-ballad ride.

TOMMY ZANG (Hickory 1205)

● "WALL TO WALL LOVE" (2:21) [Acuff-Rose BMI—H. & J. Carter] Zang can have a solid pop hit on his hands with this strong cover of the recent Bob Gallion country smash. It's an inviting thumper that the chorus-backed songster knocks out in sparkling manner. Great instrumental support.

(B+) "I TAKE THE CHANCE" (2:36) [Acuff-Rose BMI—L. & C. Louvin] This touching ballad lilter's a fine pop version of Ernest Ashworth's country powerhouse. Standout two-sider.

LITTLE BONES (Prann 5001)

● "WHAT I SAY" (2:46) [Progressive BMI—Charles] Little Bones is a Chipmunk-like voice, described as the "World's Greatest Singing Cricket," who heads an infectious display of the great Ray Charles number. Ike & Tina Turner produced the session, which could prove a left-field novelty click. Circa, the national distrib, handles the label.

(B) "YA YA" (2:20) [Fast & Barish—Dorsey, Robinson] A happy blues sound here, too.

JAMIE COE (Bigtop 3139)

● "THE FOOL" (2:00) [Debra BMI—Ford, Hazlewood] This is a persuasive country-styled shuffle-beat reading of the onetime hit number. Work by singer Coe and his combo-chorus accompaniment could bring it back to the charts. Coe himself came thru sometime ago with "How Low Is Low" on the ABC-Par label.

(B) "I'VE GOT THAT FEELING AGAIN (The La La Song)" (2:28) [Vicki BMI—Coe] Fast-moving rock novelty with a Limbo feel.

PAUL DINO (Entre 101)

● "I LIKE YOUR STYLE" (2:21) [Pentagon & Bertucci BMI—Dino] A cheerful rock attitude is conveyed with solid upbeat rockin' by the songster and his gimmick-loaded combo-chorus companions. Deck is on a Jamie/Guyden-handled label. Could make it.

(B) "YOUR CANDY KISSES" (1:55) [Pentagon & Bertucini BMI—Dino] Very countryish cut whose opus is a reminder of "Roses Are Red."

HENRY LUMPKIN (Pageant 605)

● "I'M A WALKIN' (for J.F.K.)" [Woodcrest BMI—Jackson, Josephs] The Cameo-Parkway subsid has come up with a solid-sounding blueser based on a timely topic: the JFK-inspired take-a-long-walk fever that's sweeping the country. Teeners are gonna like this sound. Could happen.

(B) "MAKE A CHANGE" (2:20) [Kalmann ASCAP—Mann, Appell] A sprightly item in which a chorus advises a guy to drop his current flame for his own good.

VINNIE MONTE (Harmon 1013)

● "CAMERA" (2:27) [January BMI—Adams, Nader] There's an interesting click-click gimmick, representing the taking of a picture, in this standout, big-sounding rock-a-string romantic that brings vocalist Monte to the Harmon diskery. Strong showing.

(B) "IT'S THE END" (2:15) [Stemick BMI—Monte] Infectious medium-beat plaintive.

JACK RENO (Fono Graf 1243)

● "BLUE" (2:19) [—Lindsey] This is a good-sounding issue on the catchy country-type ditty, originally cut by Bill Lindsey, and now heard on the Dot label. Reno gets a bright full ork assist. A worthy cover deck.

(B) "NINE STITCHES" (2:00) [—Loden] Lively rock-a-billy novelty. Label is based in N.Y.

THE FOUR JEWELS (Checker 1039)

● "LOADED WITH GOODIES" (2:30) [Suffolk BMI—Lee] First-rate bluesy romantic for the teeners is invitingly essayed by the lead lass and her vocal teammates. A side that can develop into a click date.

(B) "DAPPER DAN" (1:45) [Arc BMI—Lee] This end is loaded with busy upbeat blues sounds.

JACKIE VERDELL (Peacock 1921)

● "HUSH" [Lily & Pogressive BMI—Hendricks, Young, Otis] The lark has a real commercial item in this rousing, chorus-backed, shufflin' lament with a contagious, repeating danceable riff. Could happen.

(B+) "WHY NOT GIVE ME A CHANCE" [Don BMI—Verdell] Fine, slow-moving, sentimental tradition-oriented r&b ballad rendered with authority by the lark.

DICK HOLLER (Comet 2152)

(B+) "DOUBLE SHOT (OF MY BABY'S LOVE)" (1:57) [Windseng BMI—Smith, Fritter] Dick Holler teams up with the Holidays on this rousing, high-powered, rhythmic affair all about the problems of a teen romance. Deejays should dig the side. Ember distributes the label.

(B+) "YEA-BOO" (2:00) Windseng BMI—Holler] Cute, gimmick ditty with a funny audience participation-styled introduction.

JAN PEERCE (United Artists 574)

(B) "M A R I A" (2:50) [Chappell ASCAP—Sondheim, Bernstein] The "West Side Story" favorite receives a strong big-ballad rendition from the famed Met tenor. Class warbling.

(B) "THE SWEETEST SOUNDS" (3:10) [Williamson ASCAP—Rodgers] Further fine vocal work by the artist. Tune is the lovely Richard Rodgers song from "No Strings," virtually guaranteed an evergreen status in the years to come.

### JAZZ

EDDIE DAVIS (Prestige 236B) "Sweet And Lovely"/ "I Only Have Eyes For You"

DAVE PIKE MARIMBA (Prestige 242A) "Jamaica Farewell"/"Limbo Rock"

DAVE PIKE (Prestige 244A) "As Long As He Needs Me"/ "Where Is Love"

LOREZ ALEXANDRIA (Argo 5432) "Mother Earth"/"Baltimore Oriole"

SONNY STITT (Argo 5433) "Rearin' Back—Pt. 1"/ "Rearin' Back—Pt. 2"

HERBIE HANCOCK (Blue Note 1863B) "Alone And I"/"Driftin' "

ART BLAKEY (Blue Note 1849A) "Life L'Ayo"/"Obirin African"

KENNY BURRELL (Prestige 238B) "Out Of This World"/ "Montuno Blues"

SONNY STITT (Prestige 239A) "Nother Fu'ther—Pt. 1"/ "Nother Fu'ther—Pt. 2"

ETTA JONES (Prestige 237A) "Nature Boy"/"Hi Lili Hi Lo"

SHIRLEY SCOTT (Prestige 235A) "Happy Talk"/"Jitterbug Waltz"

MAX ROACH & ORCHESTRA (Impulse 214) "Sunday Afternoon"/ "Lonesome Lover"

ROY HAYNES QUARTET (Impulse 213) "Fly Me To The Moon"/ "Snap Crackle"

JOHNNY GRIFFIN (Riverside 45476) "Grab This!—Pt. 1"/ "Grab This!—Pt. 2"

THE THREE SOUNDS (Verve 8513) "Blue Genes—Pt. 1"/ "Blue Genes—Pt. 2"

GOSPEL CHIMES (Savoy 4185) "It Will Be Glory"/ "It's Well With My Soul"

SWINDELL BROTHERS (Savoy 4184) "This Trouble Of Mine"/"Pay Day"

JAZZ (Continued)

LEO WRIGHT GROUP (Atlantic 5027) "A Felicidad (Happiness)"/ "The Wiggler"

SONNY STITT & HIS ORCHESTRA (Atlantic 5028) "Souls Valley"/"Poinciana"

SLIDE HAMPTON & HIS ORCHESTRA (Atlantic 5029) "Spanish Flier"/"Maria"

### POLKA

VERN MEISNER (Cuca J-1116) "Sneaky Pete Polka"/ "My Wife Has Gone And Left Me"

### GOSPEL

SONS OF JEHOVAH (Nashboro 763B) "You Gotta Live Right"/ "Judgment Day Is Coming"

MAGGIE INGRAM (Nashboro 762A) "The Only Way Home"/ "Got A Mind To Serve The Lord"

CHOSEN GOSPEL SINGERS (Nashboro 761B) "You'll Need The Lord"/ "Let Your Life Speak Out"

EDNA GALLMON COOKE (Nashboro 760A) "Let's Praise God"/ "Mother's Looking For Me"

DIXIE NIGHTENGALES (Nashboro 764B) "I'll Go With You" "I Would Not Be A Sinner"

CHARLES SKASE (Melbourne WG759) "I'd Rather Have Jesus"/ "How Great Thou Art"

MISSIONAIRES QUARTET (A B S JS-210) "When I Move"/ "I've Been With Jesus"

SINGING CRUSADERS (Nashboro 756B) "Lord I'm In Your Care"/ "Lord Somebody Touched Me"

HIGHTOWER BROTHERS (Nashboro 757A) "Saved By The Blood Of Jesus"/ "This Little Light Of Mine"

THE SKYLARKS (Nashboro 758A) "Fly Away"/"Someone To Care"

NATIONAL CLOUDS OF JOY (Nashboro 759A) "Want Jesus To Hold My Hand"/ "I Heard The Angels Singing"

THE VICTORY CORAL UNION (Gospel 1073) "I'll Be Ready"/ "The Blood Done Signed My Name"

SMITH SISTERS (Regent 215) "Let's Get In The Race"/ "V-I-C-T-O-R-Y"

BULLOCK BROTHERS (Regent 217) "Jesus Loves Me"/ "May The Lord Be With You"

GOSPEL EMERALD (Sharp 633) "Daniel"/"Blest Is He That Cometh"

GOSPEL MESSENGERS (Sharp 631) "Joy Like A River"/"His Love"

GREATER HARVEST BAPTIST CHURCH CHOIR (Sharp 632) "Without God"/ "What A Difference In My Life"

BIBLETONES (Gospel 1072) "I've Got It"/"You Know My Heart"



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c/w "FLYIN' SOUTH"

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# **8154**

c/w "BAD NEWS"

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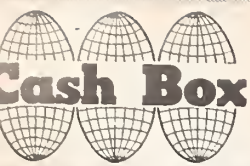
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# RECORD RAMBLINGS

## NEW YORK:

Decca maestro (and Coral A&R man) Henry "Brazen Brass" Jerome topping over the chart results on the "emissions" "My Foolish Heart." Henry just signed the Dolton Boys, who open at the Latin Casino in Merchantville, N. J. for 2 weeks, starting 3/21, to a Coral pact. Promo man Paul Jaulus adds; that Jackie Wilson, who's red hot with "Baby Workout" (Brunswick) will be at the top for a 3/7-19 gig; that Earl Grant, clicking with "Yes Sirree," is currently at the Crescendo in H'wood and that due to reaction on the recent Carol Burnette TV spec, Decca's releasing a single of "Nobody"—from the artist's "How They Stopped The Show" LP. . . . Bigtop's Sal Licata seems that the label's Rick & Lance'll appear at 3/2 U.N. All Mission Party at the Roosevelt Hotel. . . . Cosnat's Melny Cornell newsletters that the "windrops" "What A Guy" (Jubilee) is a definite hit and that there's been good action on Solomon Burke's "Words" (Atco) and the Mark-Fi "20 Original Hits" LP. . . . Personality prod. gal Frieda Gillis types that the m's real high on Tino's "Heidi" and "Wedding Bells Will Ring" (Pip). Daywin Music's Bob Crystal types from out Beverly Hills-way that the "p Chords" Columbia slice, "Here I Stand," is an absolute smash in San Francisco and starting to break in Seattle and Portland. Fellas recently did a KYA show in the Bay area. . . . Also from out Hollywood-way comes the news that Crystalette's Crystettes are getting heavy airplay in the East—especially in the Philly

mart on their new duo, "Just Think Of Me" and "Billy, My Billy." The youngsters (12, 15 & 17 years old) are set for up-coming stints on the "Tonight" and "Jimmy Dean Shows." . . . The Clancy Bros. & Tommy Makem are hitting the concert trail—climaxed over the St. Pat's Day weekend by back-to-back concerts—3/15-Donnelly Memorial in Boston, 3/16-Civic Opera House in Chi and 3/17-Carnegie Hall here. Fellas' new Columbia package's tagged "The Boys Won't Leave The Girls Alone." Mike Abbott, promo man at L.P. Sales, sends along word that the Riverside LP, "The First Cuban-At The U.N.," featuring Bobby Shields, has been getting tremendous action in Detroit—as a result of interest expressed by Larry Dixon. . . . Maestro-A&R director Henry "Brazen Brass" Jerome excited with the reaction to Stanley Paul's new Coral keyboard duo, "It's Magic" and "Danny Boy." . . . Stu Walker, former musical director at WINS, now doing indie record promotion and interested parties can reach him at PL 7-6300. . . . CIRCA's Mike Elliott types from the coast that Kim, of Kim & the Characters' "Sinbad Stomp," is Kim Fowley—the cleffer of "Nut Rocker" by B. Bumble and producer-publisher of Paul Revere's "Rocker" "Like Long Hair" clicks. . . . Bill Burrud, TV-traveller personality takes credit for selecting the tunes in Don Tiare's Dot package, "Strings Over The South Seas." Meanwhile South Pacific Airlines—featured in the LP's liner is using the set to promote tours to Tahiti and Samoa. . . . Atlantic's Lavern Baker heads up to the Gatineau

Country Club, in Hull, Quebec, for 4/4-17 stand and follows with a 5/1-21 gig at the Hideaway Club in L.A. Bob Kornheiser reports that Little Richard's making a sensational return to the pop scene with his "Crying In The Chapel" Atlantic bow and that Solomon Burke has an Atlantic double-header in "Words" and "Home In Your Heart." Bob adds that Ben E. King's back in the winner's circle with "How Can I Forget" (Atco). . . . Dick Allen items that St. Catherine of Sienna in Franklin Square had terrific turnouts for its first 2 record hops—emceed by L. I. deejay Joe Columbo. Parties interested in appearing at the hops can contact Dick at OR 9-5089. . . . Canadian-American's Mike Gruber on the road, to Philly-D. C. and Balt., in behalf of the 'new

lark's new version of "La Maleguena." . . . Correct tag of Lou Monte's new Reprise hit is "Pepino's Friend Pasqual (The Italian Pussy Cat)." . . . Al Hirsch, of Malverne distribs, infos that the "Washington Humor" Cameo package has been getting mention and play on David Susskind's "Open End" TV'er, NBC's "Monitor" program and the recent Robert Morley special. . . . Leeds Tommy Chianti expecting another big item in the Everly Bros. newest for Cadence, "So It Was . . . So It Is) So It Always Will Be." . . . Cub execs thrilled over the response to Ray Flemin's label bow, "Humpty Dumpty Heart." . . . Al Greiner notes that the Charters waxing of "My Little Girl" (Alva) has had excellent sales action in the Balt., Philly, Boston, Albany



JIMMY SMITH



DEMENSIONS



JACKIE WILSON

sound' "Bossa Nova Waltz" and "Boogie Woogie Bossa Nova" by the Continentals. . . . "T. J." Johnson notes that his Teen Life disk hops were big success in the L. I. and N. J. area. On hand were the Emotions, the Locomotions, the Dreamers, Ronnie Thompson, Billy Gallant, the Run-arounds, Jimmy Kelly and Lou Crystal. Blue Note prexy Al Lion quite enthused with the reaction to the new Jimmy Smith slice, "Back At The Chicken Shack." . . . London Records hosted a 2/26 cocktail party at the St. Regis for Caterina Valente. Label's Paul Robinson up to tell us that there's been terrific reception for the

and Savannah marts. . . . Harry Cutler has inked the Sherry Sisters, out with "Stay Away From Bobby" (Okeh), for a June appearance at B'klyn's Palm Shore Club. Gals are doing an April 7th date at the Bridgeport Auditorium. Mike Settle, folksinging recording artist and writer of "Settle Down" and "Sing Hallelujah" has been invited by Pearl Mesta to perform at her home in Washington, D.C., March 3rd. Mike will be singing many of his own compositions for the Junior Senators, several foreign ambassadors, Peace Corp. members and political students of Georgetown University.

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# RECORD RAMBLINGS

## CHICAGO:

Smash topper Charlie Fach was quick to advise that the label has purchased a powerful new master titled "I'm Movin' On" waxed by Matt Lucas. Side was produced in Memphis and originally released on the Renay label. Charlie's high hopes for it stem from the fact that the deck achieved hit status in Memphis after only two weeks play! . . . Bill Leaner and Jay DeBroux of United Record Dist. planned a citywide promotion tour last week for r&b favorites Chuck Jackson, The Shirelles, Tommy Hunt and Dionne Warwick who were appearing with the Regal Theater package here . . . Erwin Barg got the word that The Chantays' fast moving "Pipeline" deck has mounted just about every major chart in this area.

Nice to hear from London's Paul Robinson who called from New York with some mighty encouragin' reports on "Diamonds" by Jet Harris and Tony Meehan . . . John Muse tells us the Potter Dist. outfit is getting hotter by the minute as a result of increased activity hereabouts on singles "Watermelon Man" by Mongo Santamaria (Battle), "Baby Come Back Home" by Jeff Lane (Battle), "Ocean Waves" by the Lush (Loadstone) and Norma Jean's lush reading of "My Foolish Heart" (Riverside) . . . Peter Paul & Mary returned to Chi 3/1 for a concert in McCormick Place's Arie Crown Theater . . . Fred DeMann, who recently joined MGM-Verve as nat'l. promo mgr., was in town last week singing the praises of Connie Francis' latest click "Follow

The Boys," "Hello Walls" by Ben Colder (MGM), "Home In The Meadow" by Pat Thomas (Verve) and "Blue Genes" by the Three Sounds (Verve).

One-derful prexy George Leaner is pretty proud of the newest 5 Dutones effort "Shake A Tail Feather" which has caught on extremely well in these parts. Group proved a sensation performing it at Budland, popular dance palace here, and are slated for a 3/22 stint at the Regal . . . The Chi chapter of NARAS held its monthly meeting 2/19 at Pilot Productions in Evanston. Pete Wright, who was appointed publicity representative, advised that the chapter is enjoying steadily increasing ranks as a result of the continuing membership drive . . . We hear from Gordy of Radio Doctors in Milwaukee that The Chantays' "Pipeline" is spreadin' like wildfire out there . . . Polka maestro Li'l Wally headlined at the Aragon Ballroom's Polka Festival 2/22 . . . Ralph Ergas, Irv Brusso, Chuck Boyd, Gertrude Mix, all of RCA-Victor Dist., and Bob Krueger, RCA's district manager, heralded late opera tenor Enrico Caruso's 90th birthday with a power-packed promotion. At last report, they hit the top! . . . Here's a batch of potent material Barney Fields is working on: "The Good Life" by Kathy Keegan (Malibu), "Our Songs Of Love" by The Love Notes, "Sandra" by The Volumes (Jubilee) and "What A Guy" by The Raindrops (Jubilee) . . . Before departing for vacationland—in this case, Aspen Colorado—Summit's Bill McCloud made a quick tour of the local circuit with the latest Everly Bros. entry "Nancy's

Minuet," penned by Don Everly, and the new Richard Popcorn Wylie side "So Much Love In My Heart" (Epic). Have fun, Bill . . . Dave Brubeck is skedded for a one-nighter in Orchestra Hall 3/22 . . . With Liberty's Harvey Goldstein the biggies to watch are "She's New To You" by Molly Bee, "Slow Motion" by Henrietta & The Hairdoos, "The Bird's The Word" by The Rivingtons and the newly released Felix Slatkin package "Our Winter Love" . . . PROSIT! King Bock Beer was welcomed to Chi 2/25 at a gala shindig in the Germania Club hosted by Meister Brau and emceed by popular Sig Sakowicz, all decked out in a colorful Tyrolean cosume!

## HOLLYWOOD:

Paul Siegel, who found "Calcutta," for the USA, in from Germany for confabs with publishers and record companies. Dot Records will release his latest production, an instrumental by the Oederland Orchestra . . . Mike Sheppard, Pacific Record Sales predicts another smash on the Monogram label in the new Chris Montez outing, "Let's Do The Limbo." . . . Conductor-arranger Johnny Mann has been set as the musical director of the Danny Kaye Show which will play Chicago, Toronto and New York City. . . . Shelly Ames, daughter of actor Leon Ames is new girl Friday at the Mike Connor office. Shelly's



GEORGE GOBEL



CLANCY BROS.



RAY FLEMING

Pete Wright's concentrating on singles "Little Bird" by the Pete Jolly Trio (Ava), "Sheepskin Valley" by Claude King, "Sandy" by Dion, (Laurie), "All Over The World" by Nat Cole and the soundtrack from flicker "To Kill A Mockingbird" by Elmer Bernstein (Ava) . . . Folk singers Bud & Travis will be sharing the Mister Kellys bill with songstress Barbara McNair for the next three weeks . . . Dixieland great Muggsy Spanier has a new album coming out on Ava tagged "Columbia The Gem Of The Ocean" . . . The United Record Dist. folks anticipate plenty of action with the Marvettes' newie "Locking Up My Heart" (Tamla) and Maxine Brown's first effort on Wand tagged "Ask Me."

first promotion will be on the new Ketty Lester waxing, "Lullaby For Lovers" on Era.

Warner Bros. recording artists The Surfers have been set to headline at Duke Kahanamokus, Honolulu following current run of Martin Denny group. Their first LP for WB will be released this month. . . . The Olympics, now on the Tri-Disc label, could have another big dance record in "The Bounce." . . . Reaction to Pete Jolly's Ava single of "Little Bird" has prompted the label to record an album of the same title for immediate release. . . . Elektra Records artist, Jean Redpath currently at the Ashgrove.

(Continued on page 60)

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# RECORD RAMBLINGS

(Continued from page 58)

completed two weeks at The Playboy Club in Phoenix and set for The Losers Club, opening March 15 with the Joe Felix Trio. . . . Bob Stern, Pep Distributors, reports exciting Coast reaction to the Okeh waxing of "Stay Away From Bobby" by The Sherry Sisters—answer disk to current hit "Bobby's Girl." . . . The Paris Sisters wrap up their contract with Gregmark Records this week, and according to manager, Clancy Grass, are in the process of negotiating a contract with one of the major labels.

George Gobel and Patti Page will appear together for the second time in their careers at the Sands Hotel in Las Vegas, for two weeks beginning March 6. . . . Della Reese in L.A. for conferences with G.A.C. for her own TV special, and with R.C.A. to help promote her new single "Be My Love." . . . Councilwoman Rosalind Wyman presented a City Council resolution proclaiming Feb. 19 "Bobby Darin Heart Day." Darin is the American Heart Association's "King of Hearts." . . . Lee Young, ex-Nat King Cole drummer now helming Melic Records, has inked a new vocal group, The Girl Friends, debuting with an updated version of "I Want To Be Happy."

Carl Butler's "Don't Let Me Cross Over." LP-wise it's Steve's "Winners," the "New Cristy Minstrels In Person," and Robert Goulet's "Sincerely Yours." . . . Over at Chips the big new ones with Barry Abrams include Paul & Paula's "Young Lovers" and Teresa Brewer's "She'll Never, Never Love You (Like I Do)" (both Philips) and the Tams' "Shadows" (Arlen). . . . Saul Lampert tells us that his distrib is now handling Prestige, Moodsville, Swingsville, New Jazz and Tru Sound. Among the hot singles at Saul's place are James Gilreath's "Little Band Of Gold" (Joy), Charlie Russo's "Preacher-man" (Diamond), Ramsey Gordon's "Down In The Cellar" (Tahoe) and Carol Slade's "I Wanna Know Right Now" (Domino) . . . Warner Bros. promo-man-about-town Ronnie Singer sez that he's getting great reaction to the Everlys' "Nancy's Minuet," Dick & Deedee's "Young And In Love," Peter, Paul & Mary's "Puff" and Jerry Wallace's "Merry Go Round" (Challenge).

LAKE CHARLES, LA.—George Khoury, topper of the Khoury Record Shop and diskery, notes that his Chess-distributed master of "Got You On My Mind," by Cookie & the Cupcakes will follow in the footsteps of his other hit efforts—which include Phil Phillips' "Sea Of Love."



CRYSTALETTES



BEA ALDEN



HOOKS BROS.

Dan Gates KWAC dj in Bakersfield and wife Brenda, welcomed Michelle Marie weighing 7 lbs. 8 oz. on Feb. 8. . . . X. Cosse has joined the Cliff Arosen Agency. . . . Mike Borchetta reports hot action on "So Long Lucy" by Wayne Newton on Capitol. . . . The Irwin Zucker promo firm & Pep Dist. rented a 2 humped camel for special promotion on Colpix Records music from Lawrence of Arabia. The camel appeared on 4 local TV shows and made a 5 hour p.a. at Music City. . . . Famed playwright Richard Adler has been signed by Producer Martin Poll to write the lyrics for the "Love Is a Ball" theme, which was written by renowned French composer Michele LeGrande. . . . Jerry Hooks, Jr., 12 yrs. old, is already surprising the music field with such songs as "Love Me Jesus," which is now the theme song for KDAY. Jerry's brother Mikel, 11 yrs. old, has opened a publishing firm with B.M.I. with six songs already active on the charts at several stations. . . . Big Tiny Little opens at Harrah's Tahoe for three weeks beginning March 7.

CLEVELAND—Indie promo gal Betty Gardner buzzin' that three decks breaking big in the Cleveland-Pittsburgh-Detroit mart are Baby Washington's "That's How Heartaches Are Made," Jackie Shane's "Any Other Way" (both Sue) and Ricky & the Hallmarks' "Joannie Don't You Cry" (Amy). . . . Carmel Quinn in a one-week, starting 2/8, stand at the Chateau Madrid here.

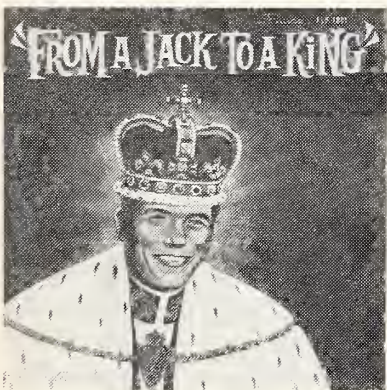
NASHVILLE—Herb Shucher sends along word that the Starday-distributed Minaret label has a powerful two-sided release in newcomer Bea Alden's Minaret debut, "Shine On Little Star" and "Too Far Above Me." Sides were arranged by Cliff Parman.

BOSTON—Edward M. Hurvitz, national promo mgr. for Periscope Records and the Periscope BMI pubbery, announces that they have signed Toni Santos as a staff writer and that Howard Landy & the Galaxies' "Betty" "Happiest Man In The World" duo is going great guns in the New England area. The outfit is still on the lookout for tapes, demos, dubs and leadsheets and can be reached at the 72 Washington St., Hyde Park 36, Mass. address.

SEATTLE—Jubilee's Bob Weymouth features three new originals from Grosvenor House Music (ASCAP) in his first Jubilee LP, "An Evening To Remember," which was recently released. The songs are three of his most requested nitery numbers and include his theme, "Lucky Born," composed by James Jones, inmate of Washington State Penitentiary, "Lazy Day" by Spokane Composer Lowell Denend and "After I Take My Siesta" a Mexican novelty by Seattleites Carlos Van Wald and Pancho Monzon-Aguirre. . . . Duke Niles notes that two red hot LP's at the Northwest Record Center are Frank Fontaine's ABC deck and Emilio Pericoli's WB outing.

### HERE AND THERE:

PHILADELPHIA—Heller distribs 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." . . . ABC's promo-man-about-town Matty "The Humdinger" Singer notes that there's been great reaction to the Perells' "What Are Boys Made Of" and Don Day Curtis' "Don't Sit Under The Apple Tree" adding that Lloyd Price has a real contender in his "Who's Sorry Now" and that Ray Charles has a double-barreled block-buster in his "Don't Set Me Free"—"Brightest Smile In Town" duo. . . . Ted Kellem's hit Columbia singles list includes Bill Pursell's "Our Winter Love," Steve Lawrence's "Don't Be Afraid, Little Darlin'" and



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# TOP 100 Albums

MONAURAL

MARCH 9, 1963

TOP 50  
STEREO

	Pas. Last Week		Pas. Last Week		Pas. Last Week
1		36		68	
SONGS I SING ON THE JACKIE GLEASON SHOW <i>Frank Fontaine (ABC Paramount ABC 442)</i>	2	SHIRELLES GREATEST HITS <i>(Scepter 507)</i>	27	SURFIN' SAFARI <i>Beach Boys (Capitol T 1808)</i>	56
2	1	37	49	69	67
MOVIN' <i>Peter, Paul &amp; Mary (Warner Bros. WB 1473)</i>		BEST SELLERS <i>Rick Nelson (Imperial LP 9218)</i>		I'VE GOT A WOMAN <i>Jimmy McGriff (Sue 1012)</i>	
3	3	38	30	70	68
WEST SIDE STORY <i>FHM Track (Columbia OL 5670)</i>		VIVA BOSSA NOVA <i>Laurindo Almeida (Capitol T 1759)</i>		MR. PRESIDENT <i>Original B'way Cast (Columbia KOL 5870)</i>	
4	4	39	44	71	69
MY SON THE CELEBRITY <i>Allan Sherman (Warner Bros. WB 1487)</i>		ROGER WILLIAMS COUNTRY STYLE <i>(Kapp KL 1305)</i>		CAMELOT <i>Original B'way Cast (Columbia KOL 5620)</i>	
5	5	40	42	72	84
JAZZ SAMBA <i>Stan Getz &amp; Charlie Byrd (Verve V 8432)</i>		ARRIVEDERCI ROMA <i>Jerry Vale (Columbia CL 1955)</i>		LOVE FOR SALE <i>Arthur Lyman (Hi Fi 1009)</i>	
6	6	41	39	73	47
MOON RIVER <i>Andy Williams (Columbia CL 1809)</i>		BIGGEST HITS <i>Chubby Checker (Parkway 7022)</i>		MODERN SOUNDS IN COUNTRY & WESTERN MUSIC VOL. II <i>Ray Charles (ABC Paramount ABC 435)</i>	
7	8	42	28	74	86
RICHARD CHAMBERLAIN SINGS <i>(MGM E 4088)</i>		MUSIC MAN <i>Filmtrack (Warner Bros. WB 1459)</i>		OUR MAN IN NEW ORLEANS <i>Al Hirt (RCA Victor LM 2607)</i>	
8	12	43	36	75	58
STEVE LAWRENCE WINNERS <i>(Columbia CL 1953)</i>		STOP THE WORLD I WANT TO GET OFF <i>Original B'way Cast (London AM 58001)</i>		PRESIDENT STRIKES BACK <i>Marc London (Kapp KL 1322)</i>	
9	10	44	65	76	61
FLY ME TO THE MOON <i>Joe Harnell (Kapp KL 1318)</i>		BOSSA NOVA U.S.A. <i>Dave Brubeck Quartet (Columbia CL 1998)</i>		RAMBLIN' ROSE <i>Nat "King" Cole (Capitol T 1793)</i>	
10	11	45	52	77	75
SINATRA-BASIE <i>(Reprise R 1008)</i>		CHAD MITCHELL TRIO IN ACTION <i>(Kapp KL 1313)</i>		LITTLE ME <i>Original B'way Cast (RCA Victor LOC 1078)</i>	
11	7	46	62	78	76
MY SON THE FOLK SINGER <i>Allan Sherman (Warner Bros. WB 1475)</i>		THEMES OF THE GREAT BANDS <i>Glen Gray (Capitol T 1812)</i>		HE'S A REBEL <i>Crystals (Philles PHLP 4001)</i>	
12	20	47	64	79	78
1962's GREATEST HITS <i>Billy Vaughn (Dot DLP 3497)</i>		ROY ORBISON'S GREATEST HITS <i>(Monument M 8000)</i>		OUR MAN IN NASHVILLE <i>Chet Atkins (RCA Victor LPM 2616)</i>	
13	9	48	31	80	—
PETER, PAUL & MARY <i>(Warner Bros. WB 1449)</i>		LIMBO PARTY <i>Chubby Checker (Parkway P 7002)</i>		YOU'RE THE REASON I'M LIVING <i>Bobby Darin (Capitol T 1866)</i>	
14	13	49	85	81	55
NEW FRONTIER <i>Kingston Trio (Capitol T 1809)</i>		I'M A WOMAN <i>Peggy Lee (Capitol T 1857)</i>		SHERRY <i>Four Seasons (VeeJay LP 1053)</i>	
15	16	50	35	82	88
SINCERELY YOURS <i>Robert Goulet (Columbia CL 1931)</i>		TELSTAR <i>Tornadas (London 3279)</i>		ORIGINAL HITS VOL. 7 <i>(Liberty LRP 3274)</i>	
16	24	51	54	83	87
WALK RIGHT IN <i>Rooftop Singers (Vanguard VRS 9123)</i>		OUR MAN IN BOSTON <i>Arthur Fiedler &amp; Boston Pop Orch. (RCA Victor LM 2599)</i>		LONELY BULL <i>Tijuana Brass (A&amp;M 101)</i>	
17	32	52	41	84	94
PAUL & PAULA SING FOR YOUNG LOVERS <i>(Phillips PHM 200)</i>		PEPINO THE ITALIAN MOUSE <i>Lou Monte (Reprise R 6058)</i>		JOSE JIMENEZ, OUR SECRET WEAPON <i>(Kapp KL 132)</i>	
18	17	53	66	85	—
GYPSY <i>Soundtrack (Warner Bros. WB 1486)</i>		BOSSA NOVA PELOS PASSAROS <i>Charlie Byrd (Riverside 436)</i>		MIDNIGHT SUN <i>Earl Grant (Decca DL 4338)</i>	
19	21	54	45	86	72
ALLEY CAT <i>Bent Fabric (Atco 33-148)</i>		MODERN ITALIAN HITS <i>Connie Francis (MGM E 4102)</i>		YOUNG MEN SI, OLD MEN NO <i>Moms Mabley (Chess 1477)</i>	
20	25	55	80	87	81
THE NEW CHRISTY MINSTRELS IN PERSON <i>(Columbia CL 1941)</i>		IT'S UP TO YOU <i>Rick Nelson (Imperial LP 9223)</i>		JUST TURN ME LOOSE <i>George Maharls (Epic LN 24037)</i>	
21	14	56	38	88	77
I LEFT MY HEART IN SAN FRANCISCO <i>Tony Bennett (Columbia CL 1869)</i>		BOBBY VEE'S GOLDEN HITS <i>(Liberty LRP 3245)</i>		NO STRINGS <i>Original Cast (Capitol O 1695)</i>	
22	19	57	60	89	98
VENTURES PLAY TELSTAR & LONELY BULL <i>(Dolton BRP 2019)</i>		RUSTY WARREN IN ORBIT <i>(Jubilee 2044)</i>		LOOP DE LOOP <i>Johnny Thunder (Diamond D 5001)</i>	
23	15	58	59	90	—
JOAN BAEZ IN CONCERT <i>(Vanguard VRS 9112)</i>		OUR MAN IN ITALY <i>Sergio Franchi (RCA Victor LM 2657)</i>		RUBY BABY <i>Dion (Columbia CL 2010)</i>	
24	40	59	48	91	99
LAWRENCE OF ARABIA <i>Filmtrack (Colpix CP 514)</i>		JUMBO <i>Filmtrack (Columbia OL 5060)</i>		MILLION SELLERS <i>Andy Williams (Cadence CLP 3061)</i>	
25	29	60	43	92	79
JAZZ IMPRESSIONS OF BLACK ORPHEUS <i>Vince Guaraldi Trio (Fantasy 3337)</i>		WARM & WILLING <i>Andy Williams (Columbia CL 1879)</i>		THE TWO SIDES OF THE SMOTHERS BROTHERS <i>(Mercury MG 20675)</i>	
26	46	61	51	93	83
HAPPY BEAT <i>Ray Conniff (Columbia CL 1949)</i>		MORE MORE MORE STRIPPER <i>David Rose &amp; Orch. (MGM E 4099)</i>		SURFER'S CHOICE <i>Dick Dale &amp; Deftones (Deitone LPM 1001)</i>	
27	18	62	53	94	71
THE FIRST FAMILY <i>Vaughn Meader &amp; Other Artists (Cadence CLP 3060)</i>		BIG BAND BOSSA NOVA <i>Stan Getz (Verve V 8494)</i>		DION SINGS HIS GREATEST HITS <i>(Laurie LLP 2013)</i>	
28	37	63	50	95	92
BIG GIRLS DON'T CRY <i>Four Seasons (VeeJay LP 1056)</i>		SOUND OF MUSIC <i>Original B'way Cast (Columbia KOL 5450)</i>		BAD BOSSA NOVA <i>Gene Ammons (Prestige PR 7257)</i>	
29	23	64	74	96	93
OLIVER <i>Original B'way Cast (RCA Victor LMOD 2004)</i>		SAMMY DAVIS JR. AT THE COCOANUT GROVE <i>(Reprise R 6063)</i>		RAPTURE <i>Johnny Mathis (Columbia CL 1915)</i>	
30	34	65	73	97	96
(DANCE) WITH THE GUITAR MAN <i>Duane Eddy (RCA Victor LPM 2648)</i>		NEIL SEDAKA SINGS HIS GREATEST HITS <i>(RCA Victor LPM 2627)</i>		LET'S GO <i>Rotuers (Warner Bros. WB 1490)</i>	
31	33	66	91	98	90
MEMORIES ARE MADE OF THIS <i>George Chakiris (Capitol T 1813)</i>		BIG BAND BOSSA NOVA <i>Enoch Light (Command RS 844)</i>		RELEASE ME <i>Little Esther Phillips (Lenox LX 227)</i>	
32	26	67	70	99	89
OUR MEN IN SAN FRANCISCO <i>Limeiters (RCA Victor LPM 2609)</i>		DEAR LONELY HEARTS <i>Nat Cole (Capitol T 1838)</i>		JOAN BAEZ VOL. 2 <i>(Vanguard VRS 9094)</i>	
33	57			100	82
ALL ALONE AM I <i>Brenda Lee (Decca DL 4370)</i>				SUGAR N' SPICE <i>Peggy Lee (Capitol T 1772)</i>	
34	22				
GIRLS, GIRLS, GIRLS <i>Elvis Presley (RCA Victor LPM 2621)</i>					
35	63				
OUR MAN IN HOLLYWOOD <i>Henry Mancini (RCA Victor LPM 2604)</i>					

	POS. LAST WEEK
1 WEST SIDE STORY <i>Film Track (Columbia OS-2070)</i>	2
2 SONGS I SING ON THE JACKIE GLEASON SHOW <i>Frank Fontaine (ABC Paramount ABCS 442)</i>	10
3 MOVIN' <i>Peter, Paul &amp; Mary (Warner Bros. WB 1473)</i>	3
4 JAZZ SAMBA <i>Stan Getz &amp; Charlie Byrd (Verve V6 8432)</i>	1
5 MOON RIVER <i>Andy Williams (Columbia CS 8609)</i>	4
6 FLY ME TO THE MOON <i>Joe Harnell (Kapp K5 3318)</i>	7
7 SINCERELY YOURS <i>Robert Goulet (Columbia CS 8731)</i>	6
8 SINATRA-BASIE <i>(Reprise R 91008)</i>	11
9 OLIVER! <i>B'way Cast (RCA Victor LSOD 2004)</i>	5
10 I LEFT MY HEART IN SAN FRANCISCO <i>Tony Bennett (Columbia CS 8669)</i>	8
11 1962's GREATEST HITS <i>Billy Vaughn (Dot DLP 25497)</i>	14
12 GYPSY <i>Soundtrack (Warner Bros. WS 1486)</i>	9
13 ALLEY CAT <i>Bent Fabric (Atco SD 33-148)</i>	19
14 MUSIC MAN <i>Original Filmtrack (Warner Brothers WS 1459)</i>	12
15 OUR MAN IN HOLLYWOOD <i>Henry Mancini (RCA Victor LSP 2604)</i>	22
16 NEW FRONTIER <i>Kingston Trio (Capitol ST 1809)</i>	18
17 BIG BAND BOSSA NOVA <i>Enoch Light (Command RS 844 SD)</i>	15
18 JAZZ IMPRESSIONS OF BLACK ORPHEUS <i>Vince Guaraldi (Fantasy 3337)</i>	17
19 RICHARD CHAMBERLAIN SINGS <i>(MGM SE 4088)</i>	21
20 GIRLS, GIRLS, GIRLS <i>Elvis Presley (RCA Victor LSP 2621)</i>	16
21 PETER, PAUL & MARY <i>Warner Bros. (Warner Bros. WS 1449)</i>	13
22 THE NEW CHRISTY MINSTRELS IN PERSON <i>(Columbia CS 8741)</i>	23
23 LAWRENCE OF ARABIA <i>Soundtrack (Colpix SCP 514)</i>	30
24 VENTURES PLAY TELSTAR & LONELY BULL <i>(Dolton BST 8019)</i>	20
25 VIVA BOSSA NOVA <i>Laurindo Almeida (Capitol ST 1759)</i>	24
26 THEMES OF THE GREAT BANDS <i>Glen Gray (Capitol ST 1812)</i>	25
27 BIG BAND BOSSA NOVA <i>Stan Getz (Verve V6 8494)</i>	26
28 ANOTHER TASTE OF HONEY <i>Martin Denny (Liberty LST 7277)</i>	38
29 ROGER WILLIAMS COUNTRY STYLE <i>(Kapp KS 3305)</i>	40
30 MUTINY ON THE BOUNTY <i>Soundtrack (MGM S 1 E 4)</i>	27
31 STOP THE WORLD I WANT TO GET OFF <i>Original B'way Cast (London 88001)</i>	28
32 JOAN BAEZ IN CONCERT <i>(Vanguard VSD 2122)</i>	32
33 THE SOUND OF MUSIC <i>B'way Cast (Columbia KOS-2020)</i>	29
34 STEVE LAWRENCE WINNERS <i>(Columbia CS 8736)</i>	47
35 CAMELOT <i>B'way Cast (Columbia KOS-3021)</i>	31
36 BIG BAND BOSSA NOVA <i>Quincy Jones (Mercury SR 60751)</i>	35
37 OUR MAN IN BOSTON <i>Arthur Fiedler (RCA Victor LSM 2599)</i>	50
38 HOEDOWN <i>Felix Slatkin (Liberty LSS 14024)</i>	41
39 MODERN SOUNDS IN COUNTRY & WESTERN MUSIC VOL II <i>Ray Charles (ABC Paramount ABCS 435)</i>	33
40 LONELY BULL <i>Tijuana Brass (A &amp; M 101)</i>	34
41 DO THE BOSSA NOVA <i>Herbie Mann (Atlantic SD 1397)</i>	45
42 WARM & WILLING <i>Andy Williams (Columbia CS 8679)</i>	39
43 DEAR LONELY HEARTS <i>Nat "King" Cole (Capitol ST 1838)</i>	36
44 TOSCANINI PLAYS LIGHT CLASSICS <i>(RCA Victor VSC 7001)</i>	41
45 RAPTURE <i>Johnny Mathis (Columbia CS 8715)</i>	43
46 JUMBO <i>Soundtrack (Columbia OS 2260)</i>	44
47 WALTZ TIME <i>Lawrence Welk (Dot DLP 25449)</i>	—
48 MY SON THE CELEBRITY <i>Allan Sherman (Warner Bros. WS 1475)</i>	48
49 MR. PRESIDENT <i>Original B'way Cast (Columbia KOS 2270)</i>	49
50 PEPINO THE ITALIAN MOUSE <i>Lou Monte (Reprise R9 6058)</i>	46

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# ALBUM REVIEWS

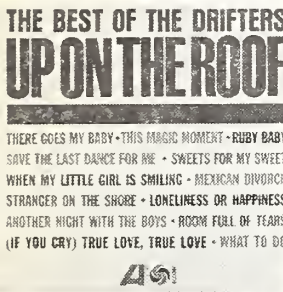
## POPULAR PICKS OF THE WEEK



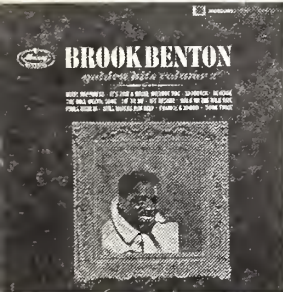
**"RUBY BABY"—Dion—Columbia CS8810**  
Dion, who recently premiered on Columbia with one of his biggest blockbusters to date, tags this first LP after the smash single. The chanter has put together a well-rounded program of standards and newies, two of which he penned with Noel Sherman. Watch the disk make it mast to hitsville with these ear-arresting Mersey-arranged, Dion-styled versions of "Ruby Baby," "Fever," "Will You Ever Come My Way" and "You Made Me Love You."



**"HAIL THE CONQUERING HERO"—Peter Nero—RCA Victor LSP2638**  
RCA Victor debuts its new sound series, Dynagroove, with a top-rung program of piano performances by best-selling 88'er Peter Nero. Dynagroove boasts more perfect tracking to achieve an epitome of sharpness and clarity in highs and lows. The pianist comes up with some bright and swinging renditions of such favorites as "What Kind Of Fool Am I," "Granada" and "Strange Music." Eye the disk for rapid acceptance.



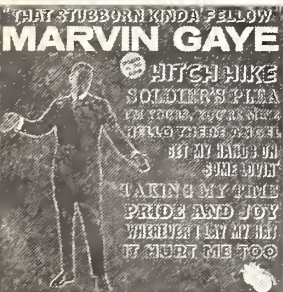
**"UP ON THE ROOF"—Drifters—Atlantic 8073**  
The Drifters tag this new Atlantic LP outing after their runaway best-selling single of "Up On The Roof," and offer thirteen other selections in their distinctive pop-blues style. In addition to their current biggie the crew turns in winning readings of such favorites as "There Goes My Baby," "Save The Last Dance For Me" and "When My Little Girl Is Smiling." All of the group's legion of fans should come out in droves for the package. Sure-fire chart item.



**"GOLDEN HITS—Vol II"—Brook Benton—Mercury SR60774**  
Brook Benton, who has been pulling a lot of coin with his blockbustin', "Hotel Happiness," essays the biggie on this platter of second-time-around hits. The warm-voiced chanter delivers all his best-sellers from the past year or so with the same infectious quality that made them big originally. Best bets here are "The Boll Weevil Song," "Walk On The Wild Side" and "Lie To Me." Benton fans should come out in droves for this one.



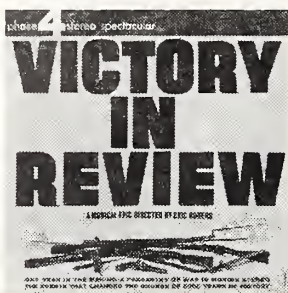
**"THE BEST OF THE BEATS"—Sandy Nelson—Imperial LP9224**  
Sandy Nelson, who has seen plenty of chart action over the past year, combines the popular beats of the past few years with best-selling tunes of the same era. The drummer becomes an effective exponent of such rhythms as the twist, the stomp, the popeye and the bossa nova on such biggies as "Don't Be Cruel," "Wiggle Wobble" and "Mother-In-Law." The teen dance crowd will find plenty of solid dancing and listening pleasure here.



**"THAT STUBBORN KINDA FELLOW"—Marvin Gaye—Tamla TM239**  
Marvin Gaye, who is currently riding the charts with his "Hitch Hike," tags this latest Tamla outing after an earlier biggie, "That Stubborn Kinda Fellow." The songster delivers these rhythm tunes with a hard-driving beat geared for teenage listening and dancing pleasure. The wailer also had a hand in penning most of the numbers here. Solid sides here are "Get Me Hand On Some Lovin'" and "It Hurt Me Too." The younger dance crowd should really dig the set.



**"JALOUSIE"—Arthur Fiedler/Boston Pops—RCA Victor LSC2661**  
Another Dynagroove entry from RCA Victor is showcased here by Arthur Fiedler and the Boston Pops playing a program of melodic light classics. The maestro, who is currently riding the charts with his "Our Man In Boston" issue makes a strong bid for similar success with this powerful platter of beautifully orchestrated versions of "Jalousie," "Le Cid," "Jamaican Rhumba" and "Aragonaise." Disk should make it to chartsville in no time flat.



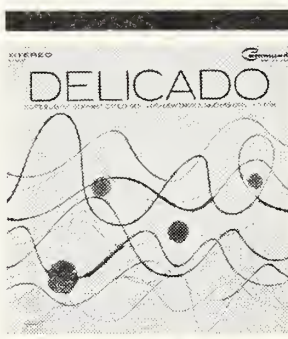
**"VICTORY IN REVIEW"—Eric Rogers—London SP44024**

Here is London's strong follow-up to its chart-riding LP, "Pass In Review," which was on the best-seller lists for more than a year. This stereo spectacular musically depicts history's greatest wars in a stirring and grandiose manner that is sure to carry the disk straight up the hitsville path. From the opening strains of the "Triumphal March From Aida" to the fading sounds of "When Johnny Comes Marching Home" there is a maximum of listening enjoyment. Kudos to director Eric Rogers for a top-flight musical experience.



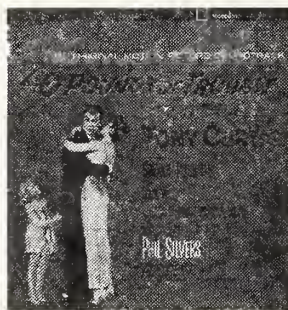
**"HIGH SOCIETY—COUNTRY STYLE"—Lester Lanin—Epic LN24042**

The vet society orkster offers proof-positive of his versatility with this delightful danceable session of popular country standards. Sammy Lowe has come up with a batch of swingin' commercial teen-oriented arrangements for the Lanin crew. The band and chorus shine on "San Antonio Rose," "Hey, Good Lookin'," and "It Makes No Difference Now." One of the best sets that Lanin has cut in quite a while.



**"DELICADO"—Lew Davies—Command RS-846SD**

The brilliance of the Command sound and the orchestra of Lew Davies join forces here to survey some warm and lilting melodies in top-rung fashion. Doc Severinsen, Urbie Green, Tony Mattola and Walt Levinsky are featured soloists here on such fine evergreens as "Alone Together," "The Way You Look Tonight" and "One For My Baby." On this session, the stereo qualities are softly and subtly fused to provide first-rate listening enjoyment. Plenty of sales potential here.



**"40 POUNDS OF TROUBLE"—Original Soundtrack—Mercury SR60784**

Mort Lindsey, who has created the musical backing for some of the best vocalists in the business, showcases a double-barrel talent on this original soundtrack disk from Mercury. The composer-conductor has come up with a delightfully entertaining score for the Universal flick that aptly demonstrates his craftsmanship in both areas. Good melody, subtle jazz overtones and a driving happy beat make for a superb scoring. The album could spark plenty of sales.



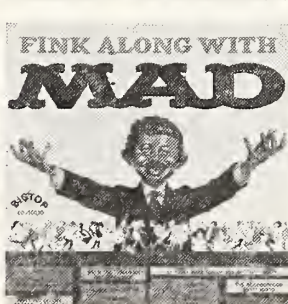
**"I WANT TO LEAVE YOU WITH THE WORDS OF OF A GREAT COMEDIAN"—Jackie Mason—Verve V15034**

Jackie Mason comes up with a laugh-laden second chapter to his first Verve outing ("I'm The Greatest Comedian In The World") which firmly established him as a recording artist. The luff-man aims his wit at such diverse topics as talent, the draft, mutual funds, foreign cars, doctors and Rock Hudson as he repeatedly elicits loads of deep-down laughter from his live audience. The comic has enlisted a huge following this past year and the disk looms as a choice comedy LP.



**"THE 1963 SOUND OF HANK BALLARD AND THE MIDNIGHTERS"—King 815**

Hank Ballard has earned many laurels in the past for his distinctive pop-r&b chanting and this King outing spotlighting the artist in a wide variety of new tempos, sounds and styles ranks as one of the best LP's to date. Ballard does not rely on vocal gimmicks but dishes up a host of potent items including "Dr. Lover," "Walkin' And Talkin'," and "Come On Baby Let's Shake" in a professional, straightforward style.



**"FINK ALONG WITH MAD"—Various Artists—Bigtop 1306**

Here's a yock-filled follow-up disk to Bigtop's first Mad session featuring the vocal talents of Jeanne Hayes, Mike Russo and the Dellwoods. Unlike some comedy LP's, this one boasts some extremely danceable teen-oriented melodies. The performers turn in top-flight singing jobs on a bevy of kookie items including "Let's Do The Fink," "When The Braces On Our Teeth Lock" and "I'll Never Make Fun Of Her Mustache Again."

**“OUR DAY WILL COME”...  
THE NEXT #1 SINGLE...  
NOW THE ALBUM...**

**OUR DAY WILL COME/Ruby and the Romantics**

OUR DAY WILL COME ♡ HEARTACHES ♡ I'M SORRY ♡ MY PRAYER ♡ THE END OF THE WORLD  
MOONLIGHT AND MUSIC ♡ DAY DREAMING ♡ STRANGER ON THE SHORE ♡ BY THE WAY  
I DON'T KNOW WHY (I JUST DO) ♡ LONELY PEOPLE DO FOOLISH THINGS ♡ (I'M AFRAID) THE MASQUERADE IS OVER



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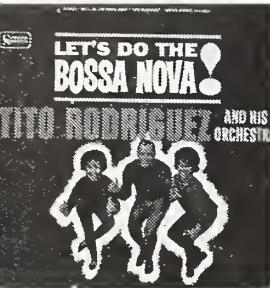
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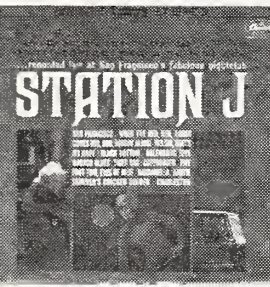
**"LENNY DEE DOWN SOUTH"—Decca DL 74365**

Lenny Dee's easy-going, seemingly impromptu organ technique has earned many kudos in the past but this new Decca release of Dixie-styled items is one of the most listenable sessions he ever cut. The performer's vast skill and intense application coupled with a distinctive keyboard approach is beautifully spotlighted on "Georgia On My Mind," "Moon Over Mississippi" and "When It's Sleepy Time Down South."



**"LET'S DO THE BOSSA NOVA"—Tito Rodriguez—United Artists UAS6262**

Tito Rodriguez serves up a tasty platter of bossa nova-styled Latin-American rhythm tunes on this new outing from United Artists. The orkster and his band give some authentic and pulsating readings of some Jobim and Gilberto penned tunes which include "Un Abraco No Bonfa," "Estoy En Tus Brazos So Em Teus Bracos" and "Un Pato O Pato." The Brazilian beat seems to be firmly entrenched in this country and this session from Rodriguez should spark plenty of interest.



**"STATION J"—Al White—Capitol ST 1832**

Orkster Al White re-creates some of the heart-stirring, swingin' dance sounds of the 20's on this top-flight pop-jazz session cut live at San Francisco's Station J. The band displays its closely-knit precise ensemble playing as they dish up straightforward renditions of such fine oldies as "Yes Sir, That's My Baby," "Tiger Rag" and "Five Foot Two, Eyes Of Blue." Plenty of entertainment here.



**"LOADS OF LOVE"—Shirley Horn—Mercury SR60761**

Shirley Horn, a newcomer to the LP scene, makes her debut on Mercury with this package of blues-flavored items. The thrush has a warm, lush tonal quality that serves her in good stead as she surveys these oldies and newies in winning vocal style. The LP, tagged after a "No Strings" entry, includes such other goodies as "My Future Just Passed" and "Ten Cents A Dance" and a first-rate version of "The Second Time Around." This new offering should win the lark a host of new fans.



**"GOOD TIME PIANO"—Jimmy Pruett—Capitol ST1822**

Here is a happy-go-lucky session of "bar room piano" music by Jimmy Pruett that sparkles with rhythm and melody on a host of evergreens in the truest sense. The country 88'er performs these oldies with an undeniable wit and charm and gets some extremely capable assistance from Joe Maphis on Banjo and Billy Strange on guitar. Lively sides here are "Five Foot Two, Eyes Of Blue," "A Shanty In Old Shantytown" and "Bye Bye Blackbird." Lots of mirthful listening to be had here.



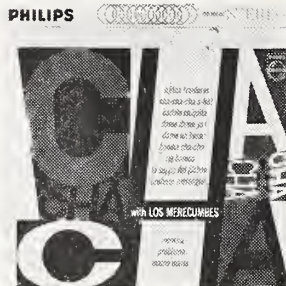
**"OUR MAN DOWN SOUTH"—Eddy Arnold—RCA Victor LSP2596**

Victor has been striking plenty of paydirt in recent weeks with its "Our Man—" series which currently represented on the charts with six LP's. This entry by Eddy Arnold makes a strong bid for similar success with the country chanter doing a dozen country-flavored pop and folk items in the ear-captivating style that has made him one of the best-sellers in the country field. Best bets here are "Moody River," "She Thinks I Still Care"—and "The Green Leaves Of Summer." The LP looms as a dual-market success.



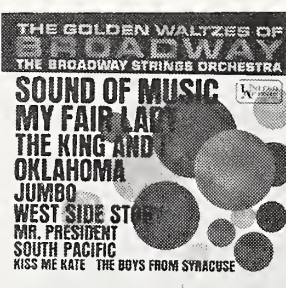
**"FOLK SONGS"—Jerry Butler — Vee Jay LP 1057**

Jerry Butler, who has already made a name for himself in blues vein, showcases his professional versatility by offering eleven impressive popular and little-known folk items on this top-flight Vee Jay LP. The chanter's deep, rich baritone voice carries him in good stead on "Frisco's Foggy Dew," "Eighteen Hammers" and "Who's Gonna Be Your Man." Disk has enough built-in success ingredients to reach the charts.



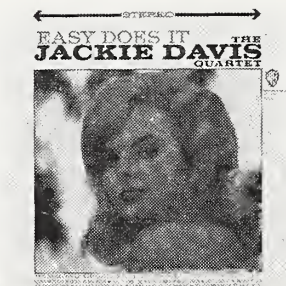
**"CHA CHA CHA WITH LOS MEREUCUMBES"—Philips PHS600-042**

Here is a first-rate package of cha chas by Los Mereumcumbes geared especially for dancing. This is a vibrant, driving session of instrumentals and group vocals by the ensemble that has an authoritative sound that is guaranteed to please dance buffs. The boys give some potent readings of "Cha Cha Cha A-He," "Bamba Cha Cha" and "La Suppa Del Pichon."



**"THE GOLDEN WALTZES OF BROADWAY"—Broadway Strings Orchestra—United Artists UAL 3253**

Vet arranger-conductor Claus Ogerman directs his musical attention at a delightful batch waltz favorites from Broadway on this impressive new United Artists outing. Ogerman, who did all the arrangements here, directs the Broadway Strings Orchestra on a warm danceable, listenable group of evergreens including "By Strauss," "Hello Young Lover" and a melodic Ogerman original tagged "Premiere." Pleasant late hours mood companion.



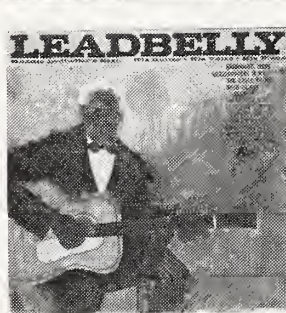
**"EASY DOES IT" — Jackie Davis Quartet — Warner Brothers WS1492**

Jackie Davis with his colleagues Barney Kessel (guitar), Earl Palmer (drums), and Joe Comfort (bass) team up to essay some pulsating and rhythmic versions of such jazz-flavored items as "Blues In The Night," "Night Train" and "Easy Does It." The electronic-organist displays a free-swinging keyboard style that serves him in good stead throughout the set.



**"THE BEGINNING"—Josh White—Mercury SR60724**

The vet folk-blues singer has acquired an impressive reputation through the years, and this new Mercury set of early White selections ranks as one of the artist's most satisfying dates in recent years. White backed by a small effective combo, the chanter unleashes his potent, wide-range vocal talents full-blast on such memorable items as "In The Evening," "Hoe Boys, Can't You Line 'Em" and "Sit Down Servant." Top-flight entertainment throughout.



**"LEADBELLY"—Huddie Ledbetter — Capitol T1821**

Although Leadbelly has been dead almost fourteen years his highly-personal blues style has been preserved for his legion of fans through his many recordings. This session, cut in Hollywood in 1944, features the great chanter-guitarist rendering an excellent sampling of some of his best songs. The artist displays his rich, deep potent voice on "Goodnight, Irene," "Rock Island Line" and a rare ragtime-styled piano reading of "The Eagle Rocks." A stunning achievement.



**"THE EASY RIDERS"—Epic LN24033**

The Easy Riders are a new pop-folk group and if this premiere LP outing is any indication the group has a bright future ahead of them. Although the trio does not have an ethnic sound they do have a refreshing, versatile style which is aptly suited to both ballads and uptempo items. While accompanying themselves on guitars the crew turns in winning renditions on "Man About Town," "Greenfields" and "Wabash Cannon Ball." A group to watch.



**"WILD WEEKEND"—Rockin' Rebels — Swan SLP509**

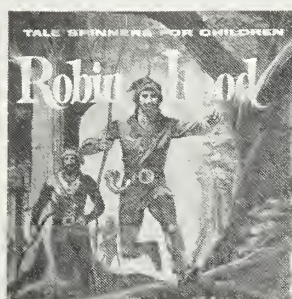
The Rockin' Rebels could cause quite a stir with this first-rate tersichorean package tailored for teen tastes. The group has a distinctive, high-powered, raunchy sound and the authority of a long-successful crew of pros. Some of the best tracks here include "The Stripper," "Whole Lotta Shakin' Goin' On" and "Sweet Little Sixteen." Deejays should find plenty of programable material here.



# GREETINGS TO NARM!

TAKE A LOOK AT THE  
HOTTEST SELLING  
KIDS LINE IN AMERICA

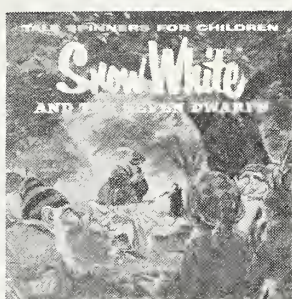
**99¢**  
RETAIL PRICE\*



ROBIN HOOD  
UAC 11001



WILLIAM TELL  
UAC 11002



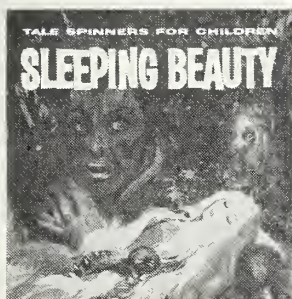
SNOW WHITE  
UAC 11003



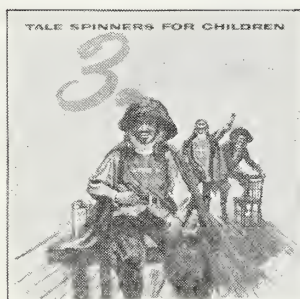
CINDERELLA  
UAC 11004



THE KNIGHTS OF THE ROUND TABLE  
UAC 11005



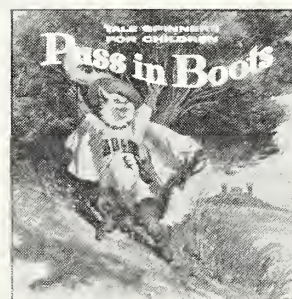
SLEEPING BEAUTY  
UAC 11006



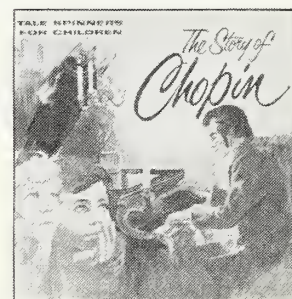
THE 3 MUSKETEERS  
UAC 11007



UGLY DUCKLING  
UAC 11008



PUSS IN BOOTS  
UAC 11009



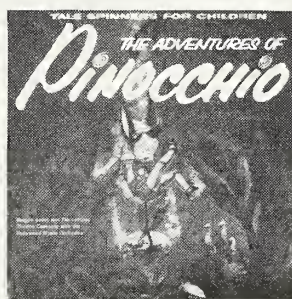
THE STORY OF CHOPIN  
UAC 11010



LITTLE RED RIDING HOOD  
UAC 11012



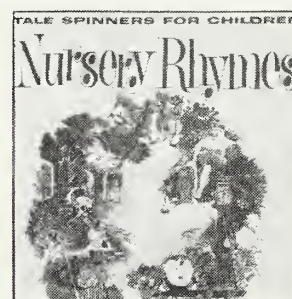
TREASURE ISLAND  
UAC 11013



PINOCCHIO  
UAC 11014



ROBINSON CRUSOE  
UAC 11015



NURSERY RHYMES  
UAC 11016



\* **SEE US AT THE UA BOOTH**

**WE HAVE SOME SPECIAL NEWS FOR YOU!**

UNITED ARTISTS RECORDS • 729 SEVENTH AVENUE • NEW YORK 19, NEW YORK



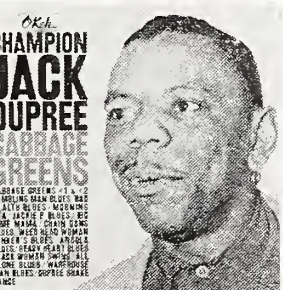
**"RAMBLIN' ROSE AND OTHER HITS"**—Living Voices—RCA Camden CAS748  
Ten of the most melodic best-sellers of recent months are delightfully and harmoniously delivered by the Living Voices on this excellent RCA Camden package. All of the tunes here saw plenty of chart action and this new version of them is sure to create some sales excitement. Best bets here are "I Left My Heart In San Francisco," "What Kind Of Fool Am I" and "Roses Are Red."



**"THE JOKER IS WILD"**—Archie Campbell—Starday SLP223  
Archie Campbell comes up with some sparkling country-flavored humor on this "Joker Is Wild" LP from Starday aptly subtitled "The Adult Delinquent Teaches Indoor Sports." The laughman pokes good-humored fun at a variety of institutions (marriage, etc.,) people (women) and places (the South) in a tongue-in-cheek manner guaranteed to invoke plenty of chuckles. Comedy LP's are hot items and this one could spark some sales for the gagster.



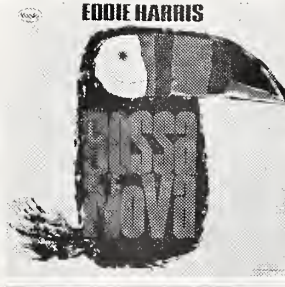
**"ORGAN HOLIDAY"**—Johnny Duffy—Liberty LRP3281  
The organ has always been one of the most versatile of musical instruments and Johnny Duffy on a fine theatre pipe organ paints enough interesting and exciting tonal pictures to please the most discerning record buyers. Duffy showcases a distinctive, swingin' style on "Cuban Love Song," "Come Back To Sorrento" and "It Happened In Monterey." Fine fare for either listening or dancing pleasure.



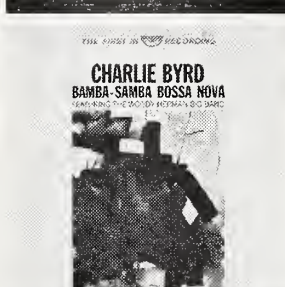
**"CABBAGE GREENS"**—Champion Jack Dupree—Okeh OKM12103  
Jazz and blues buffs should get excited about this excellent LP featuring sides cut in the 1940-41 period by Jack Dupree. The chanter's jazz-based singing style combines many diverse elements and his piano playing is the exciting barrelhouse style. The artist, backed by a small effective combo, turns in top-drawer readings of "Gambling Man Blues," "Black Woman Swing" and "Heavy Heart Blues." A collector's item.



**"NEW SOUNDS IN FOLK MUSIC"**—Rod McKuen—Horizon WP1612  
The multi-talented Rod McKuen takes a crack at folksong on this new Horizon outing and comes off amazingly well. The chanter has a fresh, un-stereotyped wide-range voice aptly suited to the folk idiom. While backed by a small combo and a chorus called the Keytones, McKuen dishes up top-drawer readings of "If I Had A Hammer," "Empty Pocket Blues" and "Got To Roam." Delightful listening throughout.



**"EDDIE HARRIS BOSSA NOVA"**—Vee Jay LP3034  
Although there has been a seemingly endless stream of bossa nova albums released in recent months, few if any of them, have been built around firm jazz lines. On this top-flight Vee Jay set tenor saxist Eddie Harris comes up with a lovely jazz excursion into the exciting harmonic constructions of six Brazilian melodies. Harris, backed by a crew of outstanding jazzmen, shines on "Lolita Marie," "Whispering Bossa Nova" and "Mima." Eye the LP for consumer acceptance.



**"BAMBA-SAMBA BOSSA NOVA"**—Charlie Byrd—Everest 5216  
Charlie Byrd unleashes his talents on the guitar along with some swinging backing by the Woody Herman Big Band on this Everest dinking. The versatile guitarist, who has become one of the country's foremost exponents of the bossa nova, plays some of his Brazilian-influenced compositions for this top-flight session of instrumentals. Although the LP is not completely bossa nova, the new beat is evidenced in the title tune and in the "Summer Sequence (Parts 1-4)." Plenty of enjoyable listening here.



**"SOUL COOKIN'"**—Thornel Schwartz, Bill Leslie—Argo LP704  
Ace jazz guitarist Thornel Schwartz teams up with Bill Leslie on tenor sax plus a small combo consisting of Lawrence Olds on organ, Jerome Thomas on drums and Donald Bailey on drums for this inventive, spontaneous Argo set. All of the artists skillfully blend their talents into one cohesive melodic unit on "Soul Cookin'," "Brazil" and "I'm Getting Sentimental Over You." Jazzophiles should come out in force for the album.

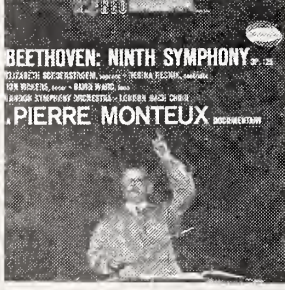


**"YEAR OF THE SHEEP"**—Ken McIntyre—United Artists 15015  
Ken McIntyre should be winning quite a few laurels in jazz circles if this bright United Artists date is any indication of his talents. The multi-talented artist, who plays the alto sax, the flute, penned most of the selections on the album. McIntyre is a sophisticated musician, deeply concerned with subtle melodic and rhythmic progressions. He wails in a distinctive, professional style on "Say What," "Arisin'" and "Someday." An impressive achievement.

## CLASSICAL PICKS OF THE WEEK



**"THE ART OF THE PRIMA DONNA VOL 1 & 2"**—Joan Sutherland—London OS25232/25233  
The magnificent soprano voice of Met star Joan Sutherland is featured here on a two-volume set of famous arias, each one celebrated by a notable soprano from the world of opera. With the Orchestra and Chorus of the Royal Opera House of Covent Garden, Miss Sutherland brilliantly delivers such greats as "The Mad Scene," "The Bell Song" and "Caro Nome." The soprano's wide range and vocal purity are clearly in evidence on this superb two-disk set from London. A potent classical offering.

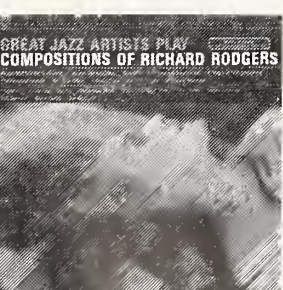


**BEETHOVEN: Ninth Symphony**, London Symphony, Pierre Monteaux, Conductor, & Various Artists—Westminster WST234  
Beethoven's major choral-symphonic opus is brilliantly executed by the celebrated French conductor and the London Symphony Orchestra with the London Bach Choir and the solo voices of Elizabeth Soederstroem, Regina Resnik, Jon Vickers, and David Ward. The attractive package includes biographical sketches of the artists and accompanying photos. Stereophiles and devotees of the classics will find this excellent production a welcome addition to their shelves.

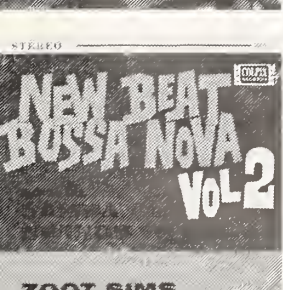


**"THE ORGAN OF THE PHILADELPHIA ACADEMY OF MUSIC VOL 2"**—Cameo C4020  
Cameo comes up with a potent Vol. 2 of its "The Organ of the Philadelphia Academy of Music" and again spotlighting the keyboard artistry of William Whitehead. The organist devotes one entire side of the disk to the music of Bach playing a series and five preludes and the other side to the compositions of John Cook ("Fanfare") and Jean Langlais ("Suite Medievale"). The artist has a wide range technique that is in keeping with the wide range Curtis instrument. The disk should have strong appeal for devotees of Bach and the classical organ.

## JAZZ PICKS OF THE WEEK



**"GREAT JAZZ ARTISTS PLAY COMPOSITIONS OF RICHARD RODGERS, COLE PORTER, JEROME KERN"**—Riverside RS93514, RS93515, RS93516  
Herbie Mann, George Shearing, Sonny Rollins, Milt Jackson and a host of other jazz luminaries unleash their instrumental talents on the compositions of Jerome Kern, Cole Porter and Richard Rodgers on this attractively packaged three-disk set from Riverside. The three-part jacket features an attractive cover girl. The artists give some first-rate jazz treatments to such fine oldies as "The Last Time I Saw Paris," "Love For Sale" and "The Sweetest Sounds." Jazzophiles should come out in strength for the set.



**"NEW BEAT BOSSA NOVA—Volume 2"**—Zoot Sims—Colpix SCP437  
Here's a worthy follow-up LP stanza to Zoot Sims' premiere bossa nova session. Manny Albam and Al Cohn have come up with some first-rate orchestrations of a delightful batch of evergreens and newies and Sims achieves an amazing lightness of expression as he goes through his musical paces. Both jazz and pop fans will dig the artist's compelling improvisations on "Instant Samba," "They Call The Wind Maria" and "Nature Boy." Plenty of potential here.

# TOPPIN' ALL CHARTS!

# "WIN DREAMS"

AVAILABLE IN EYE-TRACTIVE 4-COLOR SLEEVE

*c/w "Shahdaroba"*

**MONUMENT # 806**

*by*

## America's No. 1 Song Stylist

# ROY ORBISON

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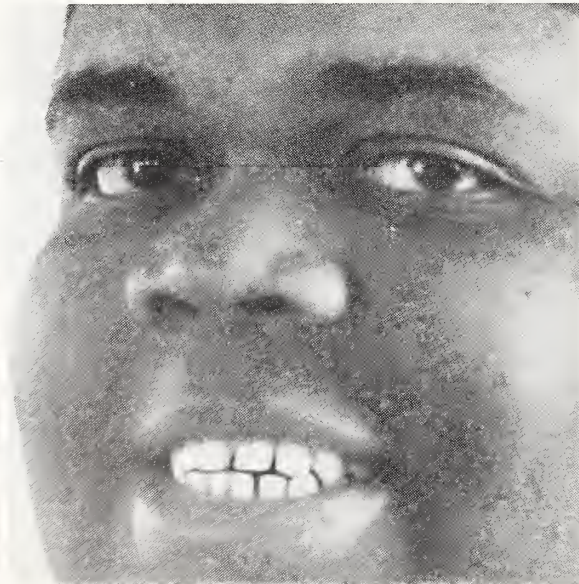


# LOOKING AHEAD

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 <b>DON'T WANNA THINK ABOUT PAULA</b><br>Dickey Lee (Smash 1808)                             | 13 <b>CASTAWAY</b><br>Hayley Mills (Vista 408)                                      | 26 <b>GONE WITH THE WIND</b><br>Duprees (Coed 576)                                     | 38 <b>SEAGRAMS</b><br>Vice-Roys (Bethlehem 3045)   |
| 2 <b>HELLO WALL #2</b><br>Ben Colder (MGM 13122)  | 14 <b>WHAT ARE BOYS MADE OF</b><br>Percells (ABC Paramount 10401)                   | 27 <b>TEENAGER'S DAD/CIGARETTES AND COFFEE BLUES</b><br>Marty Robbins (Columbia 42701) | 39 <b>GENTLEMAN JIM</b><br>Bert Kaempfert (Decca 31463)  |
| 3 <b>AMY</b><br>Paul Petersen (Colpix 676)  | 15 <b>LITTLE STAR</b><br>Bobby Callender (Roulette 4471)                            | 28 <b>WORDS</b><br>Solomon Burke (Atco 2180)   | 40 <b>DO ONTO OTHERS</b><br>Vernon Harrel (Beltone 2031)                                       |
| 4 <b>THEME FROM LAWRENCE OF ARABIA</b><br>Ferrante & Teicher (United Artists 563)             | 16 <b>I WILL FOLLOW YOU</b><br>Little Peggy March (RCA Victor 8139)                 | 29 <b>ANN MARIE/ACCENTUATE THE POSITIVE</b><br>Belmonts (Sabina 509)                   | 41 <b>MARCHING THRU MADRID/STRUTTIN' WITH MARIA</b><br>Herb Alpert's Tijuana Brass (A & M 706) |
| 5 <b>DON'T LET ME CROSS OVER</b><br>Carl Butler (Columbia 42593)<br>Adam Wade (Epic 9566)     | 17 <b>PARADISE</b><br>April Stevens & Nino Tempo (Atco 6248)                        | 30 <b>DEAR WASTE BASKET</b><br>Bobby Bare (RCA Victor 8146)                            | 42 <b>(LET'S DO THE) LIMBO</b><br>Chris Montez (Monogram 508)                                  |
| 6 <b>SAX FIFTH AVE.</b><br>Johnny Beecher (Warner Bros. 5341)<br>Jack Cole Quintet (Wall 553) | 18 <b>WHITE LEVIS</b><br>Majorettes (Troy 1000)                                     | 31 <b>PEANUTS</b><br>Four Seasons (VeeJay EP 1901)                                     | 43 <b>MATILDA</b><br>Rondells (Shalimar 104)   |
| 7 <b>OVER THE MOUNTAIN (ACROSS THE SEA)</b><br>Bobby Vinton (Epic 9577)                       | 19 <b>I'M NOT JIMMY</b><br>Ray Peterson (Dunes 2022)                                | 32 <b>LAUGH AND THE WORLD LAUGHS WITH YOU</b><br>Jack Scott (Capitol 4903)             | 44 <b>I WANNA BE YOUR LOVER</b><br>Dianne Edmond (Redcoat 63201)                               |
| 8 <b>LOCKIN' UP MY HEART</b><br>Marvelettes (Tamla 54077)                                     | 20 <b>JUST A SIMPLE MELODY/PRETTY BOY LONELY</b><br>Patti Page (Columbia 42671)     | 33 <b>BACK AT THE CHICKEN SHACK</b><br>Jimmy Smith (Blue Note 1877)                    | 45 <b>HERE I STAND</b><br>Rip Chords (Columbia 42687)  |
| 9 <b>SHIRLEY</b><br>Tony Orlando (Epic 9570)  | 21 <b>DON'T FENCE ME IN</b><br>George Maharis (Epic 9569)                           | 34 <b>BOSSA NOVA, U.S.A.</b><br>Dave Brubeck (Columbia 42625)                          | 46 <b>FACE IN THE CROWD</b><br>Jimmie Rodgers (Dot 16450)                                      |
| 10 <b>NEVER</b><br>Earls (Old Town 1113)  | 22 <b>THIS EMPTY PLACE</b><br>Dionne Warwick (Scepter 1247)                         | 35 <b>MEMORY LANE</b><br>Hippies (Parkway 863)   | 47 <b>DIARY OF OUR LOVE</b><br>Premeers (Herald 577)   |
| 11 <b>TORE UP</b><br>Harmonica Fats (Darcey 5000)   | 23 <b>L-O-V-E</b><br>Emotions (Kapp 513)  | 36 <b>I'M THE ONE WHO LOVES YOU</b><br>Impressions (ABC Paramount 10386)               | 48 <b>PRECHERMAN</b><br>Charlie Russo (Diamond 131)  |
| 12 <b>2,000 LB. BEE</b><br>Ventures (Dotlon 67)   | 24 <b>THE DOG</b><br>Rufus Thomas (Stax 130)  | 37 <b>YOU DON'T LOVE ME ANYMORE</b><br>Rick Nelson (Decca 31475)                       | 49 <b>THIS CHANGING WORLD</b><br>Dick Roman (Harmon 1012)                                      |
|   | 25 <b>SHE'LL NEVER, NEVER LOVE YOU (LIKE I DO)</b><br>Teresa Brewer (Philips 40095) |  | 50 <b>BURNING DESIRE</b><br>Wade Ray (Fabor 115)   |

# THINK PROFITS



RICHARD "POPCORN" WYLIE

"SO MUCH LOVE IN MY HEART" 5-9575

# THINK



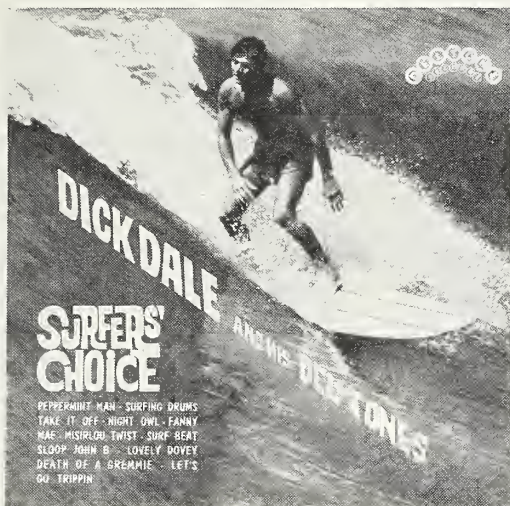
THE HALIFAX THREE "THE MAN WHO WOULDN'T SING ALONG WITH MITCH" 5-9572

# the dick dale phenomenon

**on november 1, 1962, "surfers' choice" was released. the album has sold 75,000 in southern california alone in 3 months! this is the story of this skyrocketing new star...**

The phenomenon must be seen to be believed. There has been nothing like it since frenzied teen-agers swooned noisily at the Paramount in New York as Frank Sinatra, curly haired and unsure of himself, breathed "All of Me" into the microphone.

Some compare the astonishing reaction to the legendary Presley explosion. But both comparisons are invalid; Dick Dale is something entirely new, entirely different. His style is unique. The only valid comparison between Dick Dale and early Sinatra or Presley is in the ferocious loyalty of his fans.



**HOW TO SELL 75,000 ALBUMS IN THREE MONTHS—IN SOUTHERN CALIFORNIA ALONE**  
It's seldom been done before. How did Dick Dale do it? Because he has a staggeringly loyal following among over 100,000 teen-agers in Southern California alone! He has been appearing with his band... The Del-Tones... in beach communities for three years. The 23 year old sensation first appeared at the famed Rendezvous Ballroom in Balboa in 1960. Until his arrival, the ballroom could look forward to only two or three hundred patrons on a weekend night. Dick Dale came in, and something amazing began. Crowds of teen-agers filled the huge ballroom. In only a few weeks, it hit capacity... 3500 to 4000 every weekend night... Thursday, Friday and Saturday. And in the winter months, normally a heavy dropoff period, attendance actually increased. This fantastic box office pull continued for the entire two year period of Dick Dale's booking at the Rendezvous. Then, in January of 1962, he moved to the Pasadena Civic Auditorium. There he broke every existing



record by drawing capacity crowds of over **three thousand every weekend night for the entire month of January!** (And in Balboa, box office at the Rendezvous plummeted from 4000 to 200.) The overflow crowds in Pasadena refused to be turned away, insisting upon dancing in the outer lobbies, on the steps, and in the streets outside the Pasadena Civic. At times, there were 3000 inside the house, and 4000 waiting outside! In staid, conservative Pasadena, the phenomenon was unbelievable. (Especially to Pasadena police. They never dreamed there were that many teen-agers in the area.)

In February of this year, Dick Dale appeared at a special benefit show at the Los Angeles Sports Arena, promoted by radio station KFWB. Such stars as Fabian, Molly Bee, Chris Montez and Henry Mancini each had spots on the program. So did Dick Dale, and the crowd of 15,000 kept him on for an hour to cap the show.

At present, Dick is appearing at the Harmony Park Ballroom in Anaheim, and his fantastic music packs the house to capacity every night he plays.

**IS DICK DALE A DJ CREATION? No.** His first single, "Let's Go Trippin'," wasn't released until September 1961, long after he was breaking attendance records. Dick Dale's tremendous success can be attributed only to his remarkable teen-age following.



**THE PIED PIPER OF BALBOA**—A Dick Dale audience, at first glance, might seem like any crowd of highly enthusiastic young people. But when you look closely, you notice an amazing difference. **They are actually well behaved!** The place is filled to capacity... but there are no fights, no rowdiness, nobody getting out of line. And here is the secret of Dick Dale's astonishing success. He is the acknowledged "leader" of the kids. They respect him because he speaks to them with an almost evangelical fervor... pointing out that in order to achieve the kind of respect they want from adults, they must give that kind of respect to others. There is nothing new about the speeches he makes from the bandstand. After all, it's really the Golden Rule in current jargon. The remarkable thing is that the kids listen to him... **and practice what he tells them!** So amazing is this effect that thousands of parents in the area are

applauding his efforts. Instead of objecting to their kids attending the dances where Dick Dale appears, they are urging their youngsters to go! If teen-agers could vote, Dick Dale might well be Governor of California.



**THE NEW SOUND OF DICK DALE: "King of the Stomp"** You have to hear this fantastic music to understand. You'll hear something unique. And an artist so versatile that he not only sings... but plays the guitar, trumpet, trombone, piano, organ, drums, and just about every other instrument you can name. He is completely self-taught, and most recently has been striving for proficiency on the saxophone.

(This drive for excellence and versatility is not confined to music and musical instruments alone. Dick is an accomplished horseman and archer, and he is, as the title of his album indicates, an excellent surfer.)

Dick Dale created the Stomp. Or rather, as he says, the driving, rhythmic beat of his sound did. The kids just moved with the music, and a new dance was born.

As Dick Dale is breaking Southern California wide open, he'll hit like a tidal wave in every town in the country. We are witnessing the explosive beginning of one of the giant attractions of the music business. We invite you to join us. Capitol is proud to present the amazing Dick Dale and his fabulous sound... in his smash first album, SURFERS' CHOICE, and in two great singles, MISIRLOU b/w EIGHT TILL MIDNIGHT, and PEPPERMINT MAN b/w SURF BEAT. Prepare for the tremendous excitement that comes along only once in a decade... the birth of a top recording star!

**CALL YOUR CRDC REPRESENTATIVE IMMEDIATELY, AND ORDER AS FOLLOWS:**  
Album Surfers' Choice . . . . . (D)T-1886  
Singles Misirlou . . . . . No. 4939  
Peppermint Man . . . . . No. 4940



**COLUMBIA** 



# 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 FEBRUARY 27TH)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
60%	Over The Mountain	Bobby Vinton	Epic	73%
34%	Don't Be Afraid Darlin'	Steve Lawrence	Columbia	58%
33%	I Don't Wanna Talk About Paula	Dickey Lee	Smash	33%
33%	A Little Band of Gold	James Gilreath	Joy	33%
28%	He's So Fine	Chiffons	Laurie	78%
27%	Amy	Paul Petersen	Colpix	44%
26%	Blue	Jack Reno	Fono-Graf	26%
25%	Dearer Than Life	Brook Benton	Mercury	25%
25%	This Empty Place	Dionne Warwick	Scepter	25%
24%	I'm Just A Country Boy	George McCurn	A & M	69%
23%	Follow The Boys	Connie Francis	M G M	55%
23%	Preacher Man	Charlie Russo	Diamond	46%
22%	Gone With The Wind	Duprees	Coed	22%
22%	South Street	Orlons	Cameo	91%
21%	I Got What I Wanted	Brook Benton	Mercury	21%
20%	Locking Up My Heart	Marvelettes	Tamla	20%
20%	Baby Workout	Jackie Wilson	Brunswick	42%
19%	Funny Man	Ray Stevens	Mercury	19%
19%	Yakety Sax	Boots Randolph	Monument	89%
18%	All Over The World	Nat "King" Cole	Capitol	58%
18%	Young And In Love	Dick & Dee Dee	Warner Bros.	18%
17%	Laughing Boy	Mary Wells	Motown	83%
17%	Sandy	Dion	Laurie	17%
16%	Out Of My Mind	Johnny Tillotson	Cadence	69%
15%	Never	Earls	Old Town	37%
15%	Heart	Kenny Chandler	Laurie	37%
14%	I Got A Woman	Rick Nelson	Decca	14%
14%	Pepino's Friend Pasqual	Lou Monte	Reprise	41%
13%	Wayward Wind	Frank Ifield	Vee Jay	13%
12%	I Can't Get Used To Losing You	Andy Williams	Columbia	12%
11%	Mr. Bass Man	Johnny Cymbal	Kapp	36%

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

	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
Da The Bird Dee Dee Sharp (Camea)	78%	Paradise April Stevens & Nina Tempo (Atca)	8%	Watermelon Man Manga Santamaria (Battle)	7%
Sun Arise Rolf Harris (Epic)	60%	All I Have Ta Da Is Dream Richard Chamberlain (MGM)	30%	The Rasy Dance Johnny Thunder (Diamond)	7%
Ann Marie Belmonts (Sabina)	9%	Bass Rumblers (Dot)	8%	I Know Better Flamingos (End)	7%
Here I Stand Rip Chards (Columbia)	9%	Linda Jan & Dean (Liberty)	27%	Arabia Delcas (Manument)	7%
Don't Say Nathin Bad Coookies (Dimensian)	57%	Pramise of Lave Sandy Stewart (Calpix)	8%	Lawrence of Arabia Ferrante & Teicher (U.A.)	26%

**"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

**"PRETTY BOY LONELY"**

PATTI PAGE  
4-42671

**"DON'T LET ME CROSS OVER"**

CARL BUTLER  
4-42593

# NEW FROM CRESCENDO!



## MORE OF THE BEST FROM CRESCENDO RECORDS



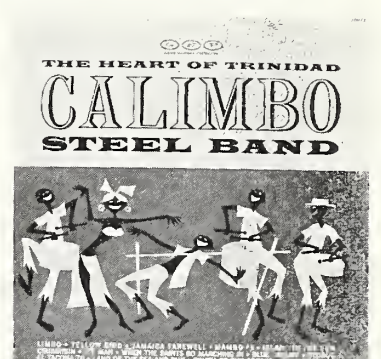
**SURE CRAZY** • Bob Vaught & The Renegades  
GNP 83



**LES BROWN JR.** • Wildest Drums Yet  
GNP 79



**LESSONS IN LOVE** – Helen Gurley Brown  
GNP 604



**THE HEART OF TRINIDAD** • Calimbo-Steel Band  
GNP 62

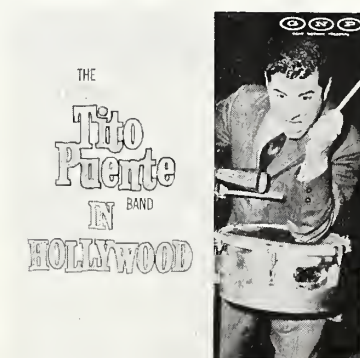
## THE BEST OF OUR LATIN RELEASES



**RENE TOUZET "GOES TO THE MOVIES"**  
GNP 81



**A TASTE OF CANO** • Eddie Cano, His Piano, Orchestra & Chorus  
GNP 77



**TITO PUENTE IN HOLLYWOOD** • Exciting Big Band  
GNP 70



**WORLD'S GREATEST LATIN BAND** • Machito and His Famous Orch., featuring Graciella  
GNP 72

## CONTACT YOUR NEAREST GNP CRESCENDO DISTRIBUTOR

**ATLANTA**  
DOT DISTRIBUTING CDRP.

**BALTIMORE**  
GENERAL DISTRIBUTING CO.

**BOSTON**  
MUTUAL DISTRIBUTING, INC.

**BUFFALO**  
DDT DISTRIBUTING CORP.

**CHICAGO**  
SUMMIT DISTRIBUTING, INC.

**CINCINNATI**  
DOT DISTRIBUTING CDRP.

**CLEVELAND**  
DOT DISTRIBUTING CORP.

**DALLAS**  
DOT DISTRIBUTING CDRP.

**DETROIT**  
MERIT MUSIC DISTRIBUTORS, INC.

**EAST HARTFORD**  
EASTERN RECDRD DISTRIBUTING CD.

**HOUSTON**  
DOT DISTRIBUTING CDRP.

**INDIANAPOLIS**  
HERMAN ENTERPRISES

**LOS ANGELES**  
CALIFORNIA RECORD DISTRIBUTORS

**MEMPHIS**  
DOT DISTRIBUTING CDRP.

**PITTSBURGH**  
FENWAY RECORD DISTRIBUTING CO.

**ST. LOUIS**  
NDRMAN DISTRIBUTING CO.

**SAN FRANCISCO**  
FIELD MUSIC SALES

**SEATTLE**  
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**CANADA**  
THE CDMPD CO., LTD.

**HONOLULU**  
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**PUERTO RICO**  
BALSEIRO RECORDS

**NASHVILLE**  
DOT DISTRIBUTING CORP.

**NEWARK**  
WENDY DISTRIBUTORS

**NEW ORLEANS**  
DOT DISTRIBUTING CORP.

**NEW YORK**  
ACTION RECORDS

**OKLAHOMA CITY**  
DOT DISTRIBUTING CORP.

**PHILADELPHIA**  
UNIVERSAL RECORD DISTRIBUTORS

**PHOENIX**  
DEMAIN RECORD COMPANY

**MIAMI**  
PAN AMERICAN DISTRIBUTING CORP.

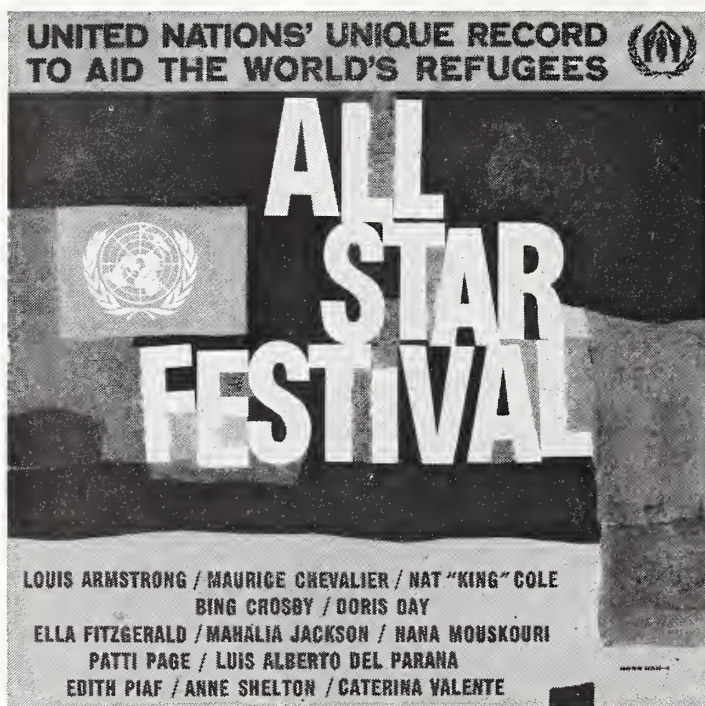
**MILWAUKEE**  
JOHN O'BRIEN DISTRIBUTING, INC.

**MINNEAPOLIS**  
SANDEL COMPANY, INC.

**15% DISCOUNT OFF NEW RELEASES & CATALOG**  
DATING FOR QUALIFIED ORDERS

**GNP CRESCENDO RECORDS**

8572 Sunset Blvd.  
Hollywood 69, California



❖  
LOUIS ARMSTRONG, MAURICE CHEVALIER, NAT KING  
COLE, BING CROSBY, DORIS DAY, ELLA FITZGERALD,  
MAHALIA JACKSON, PATTI PAGE, LOS PARAGAYOS,  
NANA MOUSKOURI, ANNE SHELTON, EDITH PIAF AND  
CATERINA VALENTE — ON ONE GREAT RECORD FOR  
ONE GREAT CAUSE: TO HELP REFUGEES OF THE WORLD



**ALL STAR FESTIVAL!** Never before has the entire record industry joined together in one effort—until the making of **ALL STAR FESTIVAL**. The reason? Seldom has there been a cause so great. So compelling, in fact, that it has attracted the talents of many of the world's leading artists. **ALL STAR FESTIVAL** has been produced to raise money for the refugees of the world. The millions who live on hope . . . who desperately need our help.

❖—————❖  
This unique album will be put on sale, simultaneously, all over the world. And it will be the first time that an entertainment record will carry the United Nations Seal. **ALL STAR FESTIVAL** has been produced by the Office of the United Nations High Commissioner for Refugees and issued in the United States under the auspices of the United States Committee for Refugees. Every time you sell one copy of **ALL STAR FESTIVAL**, you'll help these destitute refugees—people less fortunate than ourselves.

❖—————❖  
**ALL STAR FESTIVAL** is manufactured and distributed for the United Nations by Mercury Records Corporation along with Phillips and Smash.

**Col. Names Chapin Creative Veep,  
Leonard Burkat As Masterworks A&R Head**



SCHUYLER G. CHAPIN



LEONARD BURKAT

NEW YORK—Columbia Records has promoted Schuyler G. Chapin as veep of creative services, according to Godard Lieberson, president of the label.

Lieberson also announced that Chapin's previous post of director of Masterworks A&R had gone to Leonard Burkat, who joins Columbia after 16 years as music administrator of the Boston Symphony Orchestra and administrator of the Berkshire Music Center.

Chapin will be responsible to Lieberson for the "visual and literary image" of the label as produced by the creative services sections. Reporting directly to Chapin will be Robert Cato, creative director of art and design; Morris Baumstein, director of advertising and sales promotion, and the literary services dept. Public relations and information services will continue to report directly to Lieberson. Chapin joined Columbia in Oct.,

1959, as executive coordinator of Masterworks. Prior to coming to Columbia, he was on the staff of Columbia Artists Management, where he was associated in the management of many Columbia disk artists, including Robert Casadesus, Eileen Farrell, Zino Francescatti and Rudolf Serkin, among others. He was also associated with various divisions of the National Broadcasting Co.

In the Masterwork's dept.'s new organization, Burkat will direct a staff which includes John T. McClure, exec music director; producers James Fogelsson, Tom Frost, Paul Myers and Tom Shepard; associate producers Amada Frances and Elizabeth Lauer; special projects coordinator Charles Burr; coordinator Carita Bernsohn and Epic director Jane Friedmann.

Burkat, who has written many articles on music, will report directly to Lieberson.



**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.

- "FOLLOW THE BOYS"  
CONNIE FRANCIS ..... MGM 13127
- "BABY WORKOUT"  
JACKIE WILSON ..... Brunswick 55239
- "OUT OF MY MIND"  
JOHNNY TILLOTSON ..... Cadence 1434
- "I GOT WHAT I WANTED"  
"DEARER THAN LIFE"  
BROOK BENTON ..... Mercury 72099
- "I GOT A WOMAN"  
RICK NELSON ..... Decca 31475
- "DON'T BE AFRAID, LITTLE DARLIN' "  
STEVE LAWRENCE ..... Columbia 42699
- "ALL OVER THE WORLD"  
"NOTHING GOES UP"  
NAT KING COLE ..... Capitol 4919
- "PEPINO'S FRIEND PASQUAL"  
LOU MONTE ..... Reprise 20,146

*If you are reading  
someone else's copy of  
**Cash Box**  
why not mail this coupon  
today!*

**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 Classification Above!

(Check One)

- I AM A
- DEALER .....
- ONE STOP .....
- DISTRIB .....
- RACK JOBBER .....
- COIN FIRM .....
- OTHER .....

**Atlantic Sets Strong  
Promo On Silverstein LP**

NEW YORK—Atlantic Records—believing it may have a "First Family"—Allan Sherman sales bonanza LP—is doing strong promo work on its new Shel Silverstein LP, "Inside Folk Songs." Silverstein, a roving cartoonist for Playboy Magazine, offers satirical and hip points of view on folk-singing.

In order to obtain maximum exposure for the Silverstein material, Atlantic has simultaneously released a promotional EP pulled from the LP. The EP comes in a printed sleeve with full information about the related album and a picture of the album cover. Special mailings are rushing over 3,000 copies of the EP to disc jockeys and program directors.

Recognizing that Silverstein should have a strong following with college students, Atlantic is mailing the EP to program directors at college radio stations and to campus record shops.

Atlantic's publicity department is arranging for a series of TV and radio appearances for Silverstein, who expects to return to New York from Mexico early next month after completing an assignment there for Playboy Magazine.

Playboy's national publicity staff is promoting the album on its own and has assigned several people from their New York office to spread the word on the album. Playboy Magazine is largely responsible for discovering the talented Silverstein (in addition to appearing as a regular contributor to the magazine, he has been booked as a singer at the various Playboy Clubs).

**Epic Again Issues  
San Remo Winners Set**

NEW YORK—Epic Records has announced the release of "The Twelve Greatest Hits: 'San Remo Festival 1963,'" the third album in the label's series from Europe's important pop music festival.

The festival, which took place last month, has been for thirteen years the birthplace for such international hits as "Quando Quando Quando," "Volare," "Ciao Ciao Bambino," and "Al Di La."

The album was recorded in Italy by Dischi Ricordi, and it is being released in the United States and in Italy simultaneously. It includes the top songs of the festival, some of which already appear on Italian best seller charts.

Some of Italy's most promising young stars are heard on the album. The festival's winning song, "Uno Per Tutte," is performed by Gianni Sanjust and "Amor, Mon Amour, My Love" is performed by Joe Sentieri, who is also heard performing "Fermate Il Mondo," "Sull'Acqua" and "Quando Ci Si Vuol Bene (Come Noi)." "Occhi Neri A Cielo Blu" is performed by Lando Fiorini; "Ricorda" by Luisa Carpentieri; "Perche, Perche" and "Non Costa Niente" by Stelvia Cianti; "Non Sapevo" by Dino Pedretti; "La Ballata Del Pedone" by Giorgio Gaber and "Giovane, Giovane" by Christiano Metz.

# 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 rock 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.

## 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.

## 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.

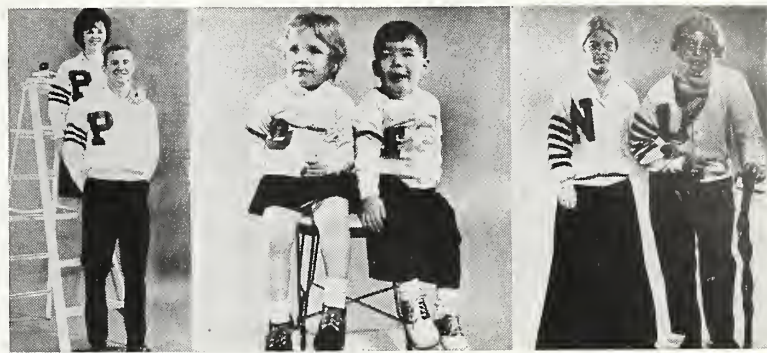
## SONODOR

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.

## Paul & Paula Spark "Going Steady" Sweaters



NEW YORK—"Going Steady Letter Sweaters" are making the high school and college campuses rounds, thanks to the Paul & Paula disking of "Hey, Paula," Philips Records reported last week.

## Col, A Gold Mine Of Gold LP's Awards Conniff Four Of Them

NEW YORK—Columbia Records has passed out another flock of gold disks representing RIAA-certified sales of over \$1 million for album product. Latest recipient is maestro Ray Conniff, who received four such awards from the label last week (28) at a special luncheon at the 21 Club, this city.

The gold decks were awarded to Conniff by Bill Gallagher, marketing veep. Conniff was also presented with a gold plaque commemorating his sale, in 1962 alone, of over 1 million disks outside of the U.S.

The label recently presented songwriter Johnny Mathis with eight gold disks for similar sales achievements.

Harvey Schein, vice president and general manager of the label's international dept., stated, in presenting the plaque to Conniff as the best-selling artist on the CBS label, that "Ray Conniff is the outstanding Columbia Records best-seller outside the United States, and most likely the most successful record seller of any American artist for any domestic recording company."

David Kapralik, director of A&R, East Coast, presiding at the luncheon, introduced the artist as well as Mr. Ernie Altschuler, who produces Conniff's recordings.

The four LP's for which the awards were presented were: "So Much In Love," "Concert In Rhythm," "S Marvelous," and "Memories Are Made Of This."

## Name Initial Winners In Liberty Sales Contest

HOLLYWOOD—The first set of winners in Liberty's "Follow The Leader" sales contest, devised by label's national sales manager Don Bohanan and open to all of the firm's distributors and its salesmen, has been announced.

Initial winners are Ron Rossler of Wendy Distributors, Newark, Bernie Polakoff of Pan American, Miami, Bill Cohen of Concord in Cleveland and Norman Larsen, C & C, Seattle. Next group of prizes will be awarded to salesmen achieving greatest increase over first period's sales.

Contest will run through June with a final goal of bringing every distributor and distributor salesman who meets their sales quota, to Hollywood for an all expense trip.

Launched by the team on its own campus, Howard Payne College, Brownwood, Tex., the sweaters, the label said, caught on when the artists began to wear them on tour. The sweaters it was pointed out, can't be bought, but have to be made by the kids themselves. So, Philips has prepared written instructions on how to make the G-S-L-S sweaters, and deejays and teen mags are being informed of the developments on the novelty apparel.

# PRESTIGE HAS THE BIG DEALS!

## GENE AMMONS

### "BAD BOSSA NOVA"

PRLP 7257  
(On All Charts)

## JACK McDUFF

### "SCREAMIN' "

PRLP 7259

## WILLIS JACKSON

### "BOSSA NOVA PLUS"

(I Left My Heart In San Francisco)  
PRLP 7260

## STAN GETZ

### "GETZ' GREATEST HITS"

PRLP 7256

## GENE AMMONS

### "SOUL SUMMIT"

PRLP 7234

## THELONIOUS MONK

### "WE SEE"

PRLP 7245

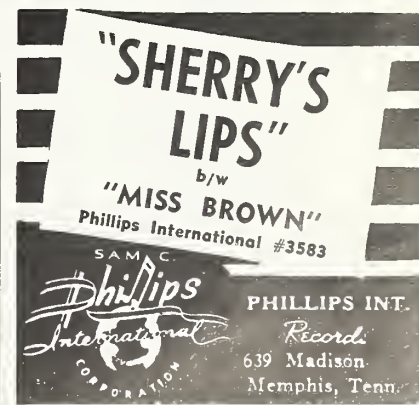
All Above LP's Available In Mono & Stereo  
And Available At 15% Discount.

AVAILABLE AT YOUR DISTRIBUTOR  
CONTACT US FOR NAME OF NEAREST DISTRIBUTOR

**PRESTIGE RECORDS, INC.**

203 So. Washington Ave.,

Bergenfield, N.J.



**BLUE NOTE**  
HAS THE HOTTEST  
*Jazz Singles*

NEW FOR MARCH

**LOU DONALDSON**  
**FUNKY**  
**MAMA**

BLUE NOTE 45x1868  
FROM HIS NEW ALBUM

**"THE NATURAL SOUL"**  
BLP 4108

**CHARLIE ROUSE**  
**BACK TO THE TROPICS/**

**VELHOS TEMPOS**  
BLUE NOTE 45x1881  
FROM THE ALBUM

**"BOSSA NOVA BACCHANAL"**  
BLP 4119

**IKE QUEBEC**  
**SHU SHU/**  
**LIEBESTRAUM**

BLUE NOTE 45x1875  
FROM THE ALBUM

**"SOUL SAMBA"**  
BLP 4114

GOING STRONG

**JIMMY SMITH**  
**BACK AT THE**  
**CHICKEN SHACK**

BLUE NOTE 45x1877  
FROM HIS NEW LP 4117

**HERBIE HANGOCK**  
**WATERMELON**  
**MAN**

BLUE NOTE 45x1862

FROM THE ALBUM

**"TAKIN' OFF"**  
BLP 4109

DJ's: Write for sample of new  
shortened version of this hit!

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

**Pitching A New Career**



**HOLLYWOOD**—Los Angeles Dodger ace hurler Don Drysdale (right) recently cut his first recording here under contract to Reprise Records with the help of label A&R exec, James Bowen, who produced the first deck. Drysdale took off season time to enter show biz, including being a part of the Milton Berle Show in Las Vegas.

**Motown Execs To Europe**  
**For Distrib And**  
**Exploitation Deals**

**DETROIT**—Berry Gordy, Jr., president of Motown Records Corporation, flew to Europe last week (1) on a swing through eight countries to arrange for overseas exploitation and distribution for the diskery's Motown, Tamla, Gordy, Melody and Workshop Jazz labels.

He will be accompanied by Mrs. Esther Edwards, vice president of the firm, and Barney Ales, Motown's vice president in charge of sales.

The trio will spend six weeks abroad, visiting Holland, France, Belgium, Italy, Germany, Norway, Sweden and England, where Motown's products are already distributed by Oriole Records, Ltd., on the Oriole (Motown Series) label. The company is one of the hottest producers in the recording industry, and a sharp upswing in popularity in Europe of Motown's discs, plus strong air plays on Radio Luxembourg, prompted the firm's management to make the trek abroad. Records by such Motown artists as Mary Wells, The Contours, Marvin Gaye, The Miracles, and The Marvelettes have reportedly been registering solid reaction overseas.

Gordy also plans, while overseas, to set up TV, theatre and night club engagements, as well as personal appearance promotion tours, for the artists.

The Motown execs will also explore possibilities offered in the music publishing business in Europe. Gordy, active in publishing through his Jobete Publishing Company, plans to arrange agreements, centered around European copyrights controlled by Jobete, with established publishers abroad. Plans call for setting up jointly-owned companies with overseas publishers.

In the publishing field, Jobete won five awards at the BMI dinner for tunes published last year, to give the firm a total of 10 awards in the past three years.

**Woolford Leaves Long-Hair**  
**Sales Post At Mercury**

**NEW YORK**—John R. Woolford, classical director at Mercury Records for the past four years, exited the post last week. The label has no plans as yet to fill his vacancy. Also associated with the Angel and Columbia labels over the last 10 years, Woolford previously served as manager of the Louisville and Baltimore symphony orks. His future association has not been announced.



**JUKE BOX OPS'**  
**RECORD GUIDE**

**ACTIVE with OPS**

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

**WHAT ARE BOYS MADE OF**  
Percells (ABC-Paramount 10401)  
**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)  
**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)  
**AMY**  
Paul Petersen (Colpix 676)  
**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)  
**GENTLEMAN JIM**  
Bert Kaempfert (Decca 31463)  
**YES SIREE**  
**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)  
**OVER THE MOUNTAIN**  
Bobby Vinton (Epic 9577)  
**DON'T FENCE ME IN**  
George Maharis (Epic 9569)  
**BURNING DESIRE**  
Wade Ray (Fabor 115)  
**STRIPPER SUGAR BLUES**  
Seymour (Heartbeat)

**BLUE**  
Bill Lindsey (Hillcrest 101)  
**THOSE EYES**  
Fats Domino (Imperial 5909)  
**RUSTY WARREN SINGS**  
(Jubilee EP-45-2049)  
**KNOCKERS UP (EP)**  
Rusty Warren (Jubilee JMG 2029)  
**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)  
**NEVER**  
Earls (Old Town 1133)  
**MEMORY LANE**  
Hippies (Parkway 863)  
**RED PEPPER**  
Roosevelt Fountain (Prince-Adams 447)  
**I WILL FOLLOW YOU**  
Little Peggy March (RCA Victor 8139)  
**CALL ME IRRESPONSIBLE**  
Frank Sinatra (Reprise 20,151)  
**ANN-MARIE/**  
**AC-CENT-TCHU-ATE THE POSITIVE**  
Belmonts (Sabina 509)  
**WISHIN' AND HOPIN'**  
Dionne Warwick (Scepter 1247)  
**DON'T WANT TO THINK**  
**ABOUT PAULA**  
Dickey Lee (Smash 1808)  
**LOCKING UP MY HEART**  
Marvelettes (Tamla 54077)  
**WHITE LEVIS**  
Majorettes (Troy 1000)  
**SAX FIFTH AVE**  
Jack Cole Quintet (Wall 553)  
**THEME FROM LAWRENCE OF ARABIA**  
Ferrante & Teicher (UA 563)  
**SAX FIFTH AVE.**  
Johnny Beecher (Warner Bros. 5341)

**NEW ADDITIONS to TOP 100**

- 72—I GOT WHAT I WANTED  
Brook Benton (Mercury 72099)
- 75—I GOT A WOMAN  
Rick Nelson (Decca 31475)
- 76—DON'T BE AFRAID, LITTLE  
DARLIN'  
Steve Lawrence (Columbia 42699)
- 78—ALL OVER THE WORLD  
Nat King Cole (Capitol 4919)
- 80—PEPINO'S FRIEND PASQUAL  
Lou Monte (Reprise 20,146)
- 87—YOUNG AND IN LOVE  
Dick & Dee Dee (Warner Bros. 5342)
- 90—DEARER THAN LIFE  
Brook Benton (Mercury 72099)
- 91—SUN ARISE  
Rolf Harris (Epic 9567)
- 93—GLOBETROTTER  
Tornadoes (London 9579)
- 95—SANDY  
Dion (Laurie 3153)
- 96—DON'T SAY NOTHIN' BAD  
(ABOUT MY BABY)  
Cookies (Dimension 1008)
- 97—HOW CAN I FORGET  
Jimmy Holliday (Everest 2022)  
Ben E. King (Atco 6256)
- 99—KILLER JOE  
Rocky Fellers (Scepter 1246)
- 100—I'M JUST A COUNTRY BOY  
George McCurn (A&M)
- 100—WATERMELON MAN  
Mango Santamaria (Blue Note 1862)

Shirley and Lee  
**"Hey, Little Boy"**  
and  
**"The Golden Rule"**  
#5922  
Imperial Records

Bobby Bare  
**"Dear Waste**  
**Basket"**  
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**FOR THE BEST ADVERTISING BUY . . .  
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NASHVILLE—Columbia Records has re-signed George Morgan to an exclusive recording contract. One of the leading country artists in the nation, Morgan has been associated with the label since 1948. His hits include "Candy Kisses," "Rainbow In My Heart" and "Please Don't Let Me Love You." Shown (left to right) in the above pic are Don Law, Columbia exec producer, Frank Jones, A & R Man, and the chanter.

### NARAS Panelists Discuss Recording Techniques At NYU Art Of Rec. Series

NEW YORK—The importance of a close working relationship between the record producer and the recording engineer was stressed time and again by moderator Dick Olmsted and panelists Tom Dowd and Howard Scott during the fourth in a series of nine sessions comprising "The Art of Recording" course presented by New York University in association with the New York Chapter of the National Academy of Recording Arts and Sciences (NARAS) on Tuesday (26) at the RCA Exhibition Hall.

With Olmsted, who heads his own studio, feeding leading questions, and with Dowd, chief engineer of Atlantic Records, and Scott, MGM records producer, fielding them deftly, the session kept up a lively pace. Dowd, using taped examples, showed the differences in sounds and balances that can emerge from the same 20 bar "take." Scott, acting the part of the producer, often tossed provocative questions at Dowd. At one point he brought out a guitar and, after strumming a few notes very softly, asked Dowd facetiously, how he could record the instrument so that it could be heard clearly above a group of 45 musicians and singers.

Great emphasis was placed on the difference between what an artist thinks he sounds like and what he really sounds like. Dowd pointed out that, for musicians, this can become quite a shock, inasmuch as the man has been blowing from behind his horn for years, never actually getting a chance to know what he sounds like to others until he hears himself on tape or record the first time. "The shock can be devastating," he added. "It could even cause a musician to change his style so completely that he loses everything he has worked for years to achieve."

Regarding their overall purposes, Scott pointed out that a & r men must be a catalyst as well as an artist's alter ego in the control room." Dowd noted that a good engineer must be "something of a musician," so that he can understand what an artist is trying to achieve. Both stressed the importance of the engineer being advised before a session of the "intent" of the producer as well as the physical requirements. Merely supplying basic instrumentation is not enough; the set-up and choice of mikes depends a great deal on exactly how these instruments and voices are to be employed. This is where the engineer's musical understanding again enters into the picture.

Other salient observations: From Dowd: echo should be used to reinforce sound without being the feature of the sound. Never add too much echo on your original tape. You can always add more later, but you can't take away what you have already put in.

From Scott: it is possible to enhance a performance through mike techniques, but you can't make something good out of anything that's no good in the first place.

From Dowd: it is better, much better, to get your balance well set on the original tape, rather than trying to rebalance during re-recording.

From Scott: as a & r men, we try to give the public what it wants, though we like to think we are educating it a little bit too.

From Dowd: it's important to record everything as cleanly and un-gimmicked at first. You can always dirty it up thereafter.

From Scott: same holds true for musical arrangements. The cleaner and more clearly defined the writing, the better it is for recording purposes.

From Dowd: (while playing a tape): the inner voices of some classical pieces are seldom well-heard in person. On records they can be clearly deline-

### Mercury Gets Exclusive Services Of Indie Team Of Madara, White, Boornazian

CHICAGO—Irving B. Green, president of the Mercury Records, has announced that John Madara, David White and Aran Boornazian, of MWB Productions, Inc., the successful A & R, composing-producing team, have been pacted to a contract as exclusive indie producers for the label. Negotiations for the signing were concluded after conferences were held in Philadelphia, between Green and the three producers, to lay the groundwork for the association.

According to Irwin H. Steinberg, executive vice president of Mercury, who announced the pact to all department heads of the Mercury organization at a special meeting in Chicago, attended by Madara, White and Boornazian, "the signing of MWB Productions to produce music for the teen-age market will provide Mercury with a strong teenage arm and is another step forward in Mercury's program to utilize the industry's top independent producers."

Steinberg further pointed out that the deal will permit the A & R team to introduce a new teen sound on the Mercury label, and disclosed Mercury will shortly launch five new artists already brought to the label by MWB Productions.

Following the signing of contracts, Madara, White and Boornazian spent a full day meeting with department heads of the firm. A meeting with Kenny S. Myers, vice president in charge of sales for the label, to discuss production and sales, was followed by conferences with Lucile Press, director of contracts and licenses, Morris Diamond, national promotion manager; Eddie Mascari, managing director of licensing and copywriting; Gwynne Black, release coordinator, Jim Ladwig, Art Director, and Eva Dolin, publicity director for the label.

Madara, White and Boornazian, have been successful as hit-makers for the past five years. The trio composed and produced such clicks as "At The Hop"—a three and a half million selling disk; and "Rock & Roll Is Here To Stay," all with Danny and The Juniors. The talented composing-producing team launched MWB Productions a year ago, and followed up with a succession of hits such as "The Fly" with Chubby Checker and "Pop, Pop, Pop Pie" with The Sherrys.

Madara, White and Boornazian, all in their twenties, are natives of Philadelphia. Until a year ago, White was a member of the Danny and The Juniors singing group, in addition to his indie producing activities.

Scheduled to be released shortly by Mercury are five platters produced by MWB, which will launch the strong teen-oriented label and the five new Mercury artists.

Although they will headquarter in Philadelphia, the Mercury A & R team will work closely with all Mercury department heads in Chicago, involving promotion and publicity of artists, in addition to their A & R and producing activities.

### Laine Inks—Rep Deal With UTM, Ltd.

NEW YORK—Vet warbler Frankie Laine has tied-up with UTM Artists, Ltd. for representation in all fields, according to Eddie Greene, UTM prexy.

Plans call for new singles and albums by the Columbia Records artist, stepped-up search for new material and increased TV, nitery, theatre and p.a. dates.

Pact was finalized last week in the Beverly Hills office of the talent booking agency by staffer Dan Cleary.

ated through proper use of mikes.

From Dowd: the closer the real sound of the artist to his recorded sound, the longer his career is likely to last.

Both: recording devices should be used as tools and aids, not as crutches.



## TOP 50 IN R&B LOCATIONS

		Pos	Last	Week
1	WALK LIKE A MAN 4 Seasons (VeeJay 485)			2
2	OUR DAY WILL COME Ruby & Romantics (Kapp 501)			7
3	YOU'VE REALLY GOT A HOLD ON ME Miracles (Tamla 54073)			1
4	MAMA DIDN'T LIE Jan Bradley (Chess 1845)			4
5	THAT'S THE WAY LOVE IS Bobby Bland (Duke 360)			5
6	SEND ME SOME LOVIN' Sam Cooke (RCA Victor 8129)			6
7	WILD WEEKEND Rockin' Rebels (Swan 4125)			10
8	TELL HIM I'M NOT HOME Chuck Jackson (Wand 132)			13
9	DON'T SET ME FREE Ray Charles (ABC-Paramount 10405)			17
10	LET'S TURKEY TROT Little Eva (Dimension 1006)			12
11	HITCH HIKE Marvin Gaye (Tamla 54075)			11
12	HEY PAULA Paul & Paula (Phillips 40084)			15
13	UP ON THE ROOF Drifters (Atlantic 2162)			3
14	WHY DO LOVERS BREAK EACH OTHER'S HEART Bob B. Soxx & Blue Jeans (Phillies 110)			18
15	SOUTH STREET Orions (Cameo 243)			20
16	LET'S LIMBO SOME MORE Chubby Checker (Parkway 862)			19
17	CALL ON ME Bobby Bland (Duke 360)			8
18	THE DOG Rufus Thomas (Stax 130)			14
19	HE'S SO FINE Chiffons (Laurie 3152)			34
20	RUBY BABY Dion (Columbia 42662)			25
21	JIVE SAMBA Cannonball Adderly (Riverside 4541)			22
22	WHAT WILL MY MARY SAY Johnny Mathis (Columbia 42666)			30
23	LAUGHING BOY Mary Wells (Motown 1039)			35
24	DO THE BIRD Dee Dee Sharp (Cameo 244)			27
25	MEDITATION (MEDITACAO) Charlie Byrd (Riverside 4544)			26
26	HE'S SURE THE BOY I LOVE Crystals (Phillies 109)			9
27	HOW CAN I FORGET Jimmy Holiday (Everest 2022) Ben E. King (Atco 6256)			38
28	BABY, BABY, BABY Sam Cooke (RCA Victor 8129)			23
29	ALL ABOUT MY GIRL Jimmy McGriff (Sue 777)			16
30	TWENTY MILES Chubby Checker (Parkway 862)			41
31	LOOP DE LOOP Johnny Thunder (Diamond 129)			21
32	CANST YOUR FATE TO THE WIND Vince Guaraldi (Fantasy 563)			28
33	BABY WORKOUT Jackie Wilson (Brunswick 55239)			49
34	I GOT WHAT I WANTED Brook Benton (Mercury 72099)			—
35	EOSS GUITAR Duane Eddy (RCA Victor 8130)			37
36	RED'S DREAM Louisiana Red (Roulette 4469)			39
37	TORE UP Harmonica Fats (Darcy 5000)			40
38	RAINBOW Gene Chandler (VeeJay 468)			44
39	DON'T MAKE ME OVER Dione Warwick (Scepter 1239)			24
40	WALK RIGHT IN Roof Top Singers (Vanguard 3017)			31
41	LET'S STOMP Bobby Comstock (Lawn 202)			33
42	ONE BROKEN HEART FOR SALE Elvis Presley (RCA Victor 8134)			46
43	BOSS Rumblers (Dot 16421)			43
44	DON'T BE CRUEL Barbara Lynn (Jamie 1244)			48
45	NOTHING GOES UP (WITHOUT COMING DOWN) Nat "King" Cole (Capitol 4919)			—
46	HELP ME Sonny Boy Williamson (Checker 1036)			—
47	DEARER THAN LIFE Brook Benton (Mercury 72099)			—
48	ALL OVER THE WORLD Nat "King" Cole (Capitol 4919)			—
49	LOCKIN' UP MY HEART Marvelettes (Tamla 54077)			—
50	WATERMELON MAN Mango Santamaria (Battle 45909)			—

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Barbara Lynn  
Jamie 1244  
Jamie/Guyden DISTRIBUTING CORP.  
Philadelphia 23, Pa.

# TOP 100 ARTISTS

(See top 100 titles and labels)

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

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.

## Getting Music Into Home Is Theme Of NAMM Meet

CHICAGO—"Move More Music from Store to Home" is the theme of this year's Music Industry Trade Show & Convention of the National Association of Music Merchants (NAMM), set for July 21-25 in Chicago's Palmer House.

Aggressive sales techniques and marketing ideas will be emphasized in show activities geared to help music merchants in their own businesses in the months following the show, pointed out William R. Gard, executive secretary of NAMM.

Displays and activities of exhibitors will also be keyed to the "Move More Music" theme.

"Indications are that 1963 can be the biggest year yet for the still-booming music business—but just how big it becomes will depend in large part on the aggressive salesmanship and enterprising merchandising of the nation's music merchants," said Gard.

The 1963 show is expected to see the biggest display of musical instruments and related musical merchandise ever assembled under one roof, with the nation's leading manufacturers and suppliers displaying their products. Last year 85 per cent of the nation's music merchants attended.

Gard noted that the music business had been growing at the steady rate of 5 per cent a year, and last year retail sales reached a record breaking \$600 million. He predicted that 1963 would be another record year—bringing "untold additional benefits to aggressive music merchants who are able to take full advantage of the vast opportunities in music today."

"In no field is aggressive salesmanship more important than in the music business," the NAMM executive secretary continued. "The typical music merchant is an independent businessman—and that means the growth possibilities of his independent business are directly tied to such factors as salesmanship and marketing."

"The Music Industry Trade Show and Convention will give such independent businessman a unique opportunity to study new marketing and merchandising ideas which might not be made available to each of them individually, as well as to gain greater insights into sales techniques."

## Strum Back At GAC

NEW YORK—Jess Strum has rejoined General Artists Corp. after a four month stint with the Congress label as head of its Wildcat subsid in Washington, D.C. Strum will join the one-niter dept. which handles teen attractions, packages, units and tours. Strum formerly managed singers Janie Grant, The Angels and James Ray.

## Golden Thanks



NEW YORK—At a recent brunch held at the Essex House here, Bob Booker and Earle Doud, writers and producers of the history-making Candence LP, "The First Family," presented a gold record to WINS deejay Stan Z. Burns for being the first radio personality to play the album. Standing (left to right) in the above photo are Booker, Doud and Burns.

## U.N. Disk-Cussion



NEW YORK—U Thant, left, secretary-general of the United Nations, is pictured chatting with Irwin H. Steinberg, Mercury Records executive veep, and Henry Brief of the RIAA, following the official presentation of the first "All Star Festival" album to U Thant. The ceremony was held Monday at the UN, with Yul Brynner making the presentation on behalf of the United Nations High Commissioner for Refugees. Retail sales of the album in the

United States will be handled through Mercury, Philips and Smash distributors.

## Mercury Issues "Ball" Track, Single

BEVERLY HILLS—Mercury Records has released the original soundtrack album of Michele LeGrand's "Love Is A Ball" score on Mar. 1 to coincide with the three-day world preview and party for the picture at the Dunes Hotel in Las Vegas.

In addition, a single recording of the title song by Billy Eckstein and Damita Jo was also released.

"Love Is A Ball" stars Glenn Ford, Hope Lange and Charles Boyer, who hosted the press party and preview in Las Vegas along with co-stars Ricardo Montalban and Telly Savalas. David Swift directed the UA release for producer Martin Poll.

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## Capitol's Push On Dale LP Adds Discount Deal

HOLLYWOOD—Adding impetus to its nationwide drive to establish Dick Dale's West Coast LP hits "Surfers' Choice," across the country, Capitol Records Distributing Corp. has revealed a special, one-hit sales program devoted entirely to the album.

CRDC is offering two free copies of "Surfers' Choice" for every 10 purchased at the regular price. The offer applies only on initial orders.

Initially available in mono only, "Surfers' Choice" has been electronically reprocessed in Capitol's exclusive two-channel Duophonic sound. Dealers may select free Duophonic disks for every 10 Duophonic purchased and two free mono for every ten mono or combination of mono and Duophonic.

Rushed into production last week, the LP will be available from coast to coast by this Wednesday. It has already sold some 75,000 copies in southern California alone. Capitol took over production and distribution of the Deltone label LP little more than a week ago following a heated scramble in the record industry to sign the successful Dale.

## Decca Opens Miami Distrib., Names Bert Jones Sales Head

NEW YORK—Decca Records has just opened its first distrib branch in the Miami area. Named to head the operation, at 2455 N.W. 77th Terrace, as sales manager is Bert Jones, a 12 year Decca distrib vet who had been resident sales rep in Birmingham since the consolidation of the Atlanta and Birmingham branches. Jones was also sales manager of the Birmingham branch from 1951-59.

## Epic Names John Mahan Eastern Promo Mgr.

NEW YORK—Epic Records has appointed John Mahan as east coast region promotion manager, according to an announcement from Len Levy, national sales manager.

Mahan will be responsible to Sol Rabinowitz, national promotion manager, for all promotion activities relating to Epic and its subsid, Okeh. Mahan will coordinate his activities with radio stations, distributors and key retailers in the east coast region.

Before joining Epic, Mahan worked for 14 years as an announcer, program director and music director for radio stations in the Philadelphia area. He is a graduate of the American Foundation of Dramatic Arts.

Mahan is the third promotion manager to have joined Epic in recent months. In Jan., Nick Albarano was named midwest region promotion manager and in Dec., 1962, Fred Frank was named southern region promotion manager. The increase in the size of Epic's promotion staff has been necessitated by the greater sales achieved by Epic in 1963, the label said.

## Decca Has Station Single On "Hope In Russia..." LP

NEW YORK—Prompted by radio station requests, Decca Records has culled a single, for radio stations only, from its "Hope in Russia & One Other Place" album, which features comic Bob Hope in a collection of monologues presented "live" at the American Embassy in Moscow in 1959 before an audience of Diplomatic Corps and Embassy personnel, and at "one other place," the Univ. of Notre Dame, when Hope accepted the annual Patriot's Award from the senior class of '62. Decca says that many outlets are scheduling the single as part of their regular play lists.

## Cutting "Victory"



NEW YORK—Arranger-conductor Eric Rogers is shown in the above pic during the waxing of London Records newly-released LP, "Victory In Review." The album offers a variety of interesting sounds denoting the special characteristics of many nations on parade.

## Italy's Bluebell Plans Promo For Diskings On Colpix

NEW YORK—Tony Casetta of Bluebell Edizioni Discografiche, Colpix' distributor in Italy, was in New York last week to visit Herb Homes, international director for Colpix, to discuss ideas that his firm has set up in connection with the release of several, new Colpix records and reviewed promotions that are currently in effect with disks that have already been issued.

For Teddy Randazzo's "Big Wide World" Casetta had Giulio Rapetti, who clefted "Al Di La" and "Quando, Quando" under the pen-name of Mogol, write an Italian version. Casetta and Rapetti had heard the song on a visit to the U. S. last fall. Randazzo approved of Rapetti's Italian lyric, which was written over night, and it was recorded. It was sent to dealers and deejays in Italy in late January. The platter was enclosed in a locked box, which was part of a huge display, showing a photo of Randazzo. All who received the disk were advised that the key to open the box would follow at a later date. Casetta has lined up a TV appearance for Randazzo to introduce "Big Wide World" in Italy, after which keys will be mailed.

"Goodbye Cruel World" by James Darren sold well in Italy, according to Casetta. This was also recorded in Italian. A small clown toy was given away with each copy sold. Dealers who bought 50 copies received a large clown to be used in window displays.

## New Angel LP's Deal On Ork Product

NEW YORK—Angel Records is releasing seven new albums this month, and is also bowing a special March sales program offering its instrumental catalog to dealers on a get-1-free-for-every-2 purchased basis.

Angel ads in High Fidelity, Hi Fi/Stereo Review and Cue will plug the program with the theme, "Angel Spring Stereo Bonus."

A collection of operatic arias by Franco Corelli, a leading tenor of the current Metropolitan Opera season, and the first outside-Russia recording of the Moscow Chamber Orchestra, highlight the label's March release.

Corelli, accompanied with orchestra conducted by Franco Ferraris, sings 11 selections, including three from his triumphs of the present season: "Andrea Chenier" and "Adriana Lecouvreur."

The Moscow Chamber Orchestra, whose British appearances last summer were its first outside the Soviet Union, plays Prokofiev's "Visions Fugitives," the first performance of Rudolph Barshai's transcription from the original piano score.

The Bath Festival Chamber Orchestra joined the Moscow ensemble for the second selection of the present LP, Tippett's "Concerto For Double String Orchestra." Both orchestras are under the baton of Rudolph Barshai.

In the March "Great Recordings of the Century" selection, Frida Leider, one of the great Wagnerian sopranos of the past, sings operatic scenes and arias from Gluck, Mozart, Beethoven, and Wagner. A highlight is her teaming with Lauritz Melchior in excerpts from Wagner's "Tristan and Isolde."

Bringing to six the number of authoritative Chopin recordings on Angel by Polish piano virtuoso Witold Malcuzyński is a new collection of 15 Mazurkas by Chopin.

Leading choral organizations of both America and Britain are also represented on the March release. The Roger Wagner Chorale sings a program combining Vivaldi's "Gloria" and Flor Peeters' "Entrata Festiva," with the chorale and the Paris Conservatoire Orchestra conducted by Roger Wagner. The Leeds Philharmonic Choir, conducted by Herbert Bardgett, performs a favorite choral work of Britain and America, Stainer's "The Crucifixion." Soloists are tenor Alexander Young, bass Donald Bell, with Eric Chadwick, organist.

The Choir of St. Hedwig's Cathedral in Berlin joins The Berlin Symphony Orchestra conducted by Karl Forster in a performance of Bruckner's "Mass No. 3 In F Minor." First-rank soloists include Pilar Lorengar, soprano; Christa Ludwig, alto; Josef Traxel, tenor; and Walter Berry, bass.

## Chico Hamilton Crew Signs With Reprise

HOLLYWOOD—The Reprise label's jazz roster build-up continues with the inking of The Chico Hamilton Quartet to the diskery.

Quartet has already cut its first Reprise LP, "A Different Journey," which is due for release this month.

Hamilton played with the bands of Duke Ellington, Count Basie and Lionel Hampton and helped form the original Gerry Mulligan Quartet and has accompanied such singers as Lena Horne, Sammy Davis and Billy Eckstine.

The pianist has also written flick music, including themes for "Sweet Smell of Success" and "Litho," a documentary effort.

Other members of his outfit are Fred Katz, cello; Buddy Collett, flute & sax; Jimmy Hall, guitar; and Carson Smith, bass.

## R&B SALES SIZZLERS!!

"I'M EVIL"

LIGHTNIN' SLIM  
Excello 2228

"I'M A KING BEE"

JIMMY ANDERSON  
Excello 2227

NEW SPIRITUALS

"MOTHER'S LOOKING FOR ME" b/w

"LET'S PRAISE GOD"  
EDNA GALLMON COOKE  
Nashboro 760

"LET YOUR LIFE SPEAK OUT" b/w

"YOU'LL NEED THE LORD"  
CHOSEN GOSPEL SINGERS  
Nashboro 761

"THE ONLY WAY HOME"  
b/w "A MIND TO SERVE THE LORD"

MAGGIE INGRAM & SILER STARS  
Nashboro 762

"YOU GOTTA LIVE RIGHT"  
b/w "JUDGEMENT DAY IS COMING"

SONS OF JEHOVAH  
Nashboro 763

"I WOULD NOT BE A SINNER" b/w "I'LL GO WITH YOU"

DIXIES NIGHTINGALES  
Nashboro 764

NASHBORO RECORD COMPANY  
177 3rd Ave., N. Nashville, Tenn.

CLAUDINE CLARK

"Walk Me Home From The Party"

b/w

Who Will You Hurt

C-1130

Chancellor  
Distributed by ABC-PARAMOUNT RECORDS, Inc.

## Arranging "Good Life" For Kathy



NEW YORK—Andrew Boyko, prexy of Malibu Records, recently worked out arrangements with conductors George Siravo and Al Caiola for Kathy Keegan's recently-released single of "Good Life." Shown (left to right) in the above shot are Siravo, Boyko, Caiola, Tommy Russell, the lark's manager and husband, Kathy Keegan and new chanter Bobby Bennett.



## Epic Bows Sampler LP By Szell & Cleveland Ork

NEW YORK—Epic Records has just marketed "Showpieces For The Virtuoso Orchestra," a sampler album featuring six well-known classical works performed by The Cleveland Orchestra, George Szell, Conductor. The suggested list price is \$1.98 for both mono and stereo versions.

The first sampler album to feature The Cleveland Orchestra, the new release comes at a time when the Orchestra and its conductor are enjoying major national publicity. Szell was the subject of a cover story in Time magazine on February 22nd, and Newsweek magazine reported extensively on the Orchestra in its Jan. 28 issue.

Epic has released the sampler as part of its observance of Szell's 50th anniversary as a conductor. The album contains excerpts from the following works: Capriccio Italien by Tchaikovsky; "The Hebrides" Overture by Mendelssohn; Infernal Dance of King Kastchei from "The Fire Bird" by Stravinsky; Don Juan by Richard Strauss; Love-Death from "Tristan and Isolde" by Wagner; and Perpetual Motion by Johann Strauss II.

Earlier this year, the label announced that every recording released in 1963, which features Szell, will display a special 50th anniversary emblem. In addition, a special browser box has been made available to dealers for use with the sampler album. Designed to carry ten albums, the browser box includes a header card with the following copy: "Limited Time Only. A Sound Value From The Dynamic Cleveland Orchestra, George Szell, Conductor."

The Cleveland Orchestra is currently on its eastern tour and has just completed its annual series of three Monday night concerts at Carnegie Hall in New York. Last week (28), Szell made the first in a series of 16 appearances at Lincoln Center as guest conductor with the New York Philharmonic.

## Okeh Expands "Hambone" To National Market

NEW YORK—The Okeh label is making its "Hambone" single available through the country. Deck was originally released several weeks ago in the New York and Newark areas only, due to its appearance on a popular New York kiddie TV'er featuring Sandy Becker, who is heard on the deck along with the Red Saunders ork. Len Levy, Epic-Okeh sales head, said that the label believed that the deck had appeal for all of today's disk market.

## Decca Issues Single Of Burnett's "Nobody"

NEW YORK—Carol Burnett sang "Nobody" on her TV special on Sunday, Feb. 24, and Decca Records has culled her version of the oldie from her LP, "Carol Burnett Remembers How They Stopped the Show."

## Music City Session



NASHVILLE—Barbara Grindstaff, a new lark on the new Monument subsid, Showcase, is shown above during her initial wax session. Standing at the left of the songstress is Fred Foster, topper of the label, while Jim Denny, prexy of the Cedarwood pubbery looks on from the right.

## Israeli Music Scene Expands; Foreign Artists P.A.'s, Disk Promo

HAIFA, ISRAEL—The pop music and entertainment field in general have been expanding lately in Israel. Pointing this up, a number of foreign artists are already appearing in the country or are due in a short while.

Nine members of the famed Compagnons de la Chanson are in Israel with a varied program of romantic songs and specialties, folk songs and satire. It is the group's third tour of the country. Israel will soon be visited by two famous European singles, Vico Toriani from Switzerland and Gilbert Becaus from France.

Disk-wise, American artists are getting increased promo efforts from at least one firm which represents certain American labels in Israel.

Firm is Hataklit Ltd., which distributes the Swan, Cadence, Imperial and Atlantic labels in Israel. Freddie Cannon (Swan), well-known by the teens in Israel, is being headlined as the "Month of March Artist," a campaign designed to increase his disk sales. "Operation Cannon" will include daily broadcasts on Kol Israel Broadcasting Station, ads in the local music and entertainment weekly and a 25% discount on his disks. Other artists due for such promo treatment in the months ahead include Johnny Tillotson (Cadence), Fats Domino (Imperial) and Ben E. King (Atlantic).

## Capitol's New Jazz Series Gets Howard Roberts

HOLLYWOOD—Howard Roberts, one of the top jazz guitarists on the West Coast, has been signed to an exclusive recording contract for Capitol Records, new "Dimensions in Jazz" series, it was announced last by Dave Cavanaugh, the label's director of album repertoire and creator of the jazz line.

Roberts first starring album for Capitol, titled "Color Him Funky," is set for release in April. The sessions, featuring Roberts backed by his own trio, were under the joint A&R supervision of Curly Walter and arranger-conductor Jack Marshall.

Roberts has appeared with his own group and as featured sideman with Buddy De Franco, Shorty Rogers, Pete and Conte Candoli, Lennie Niehaus, Buddy Collette, Paul Horn and Bud Shank.

He is the fifth new artist to be signed by Capitol for its "Dimensions" series, designated by a separate trade-mark and label. Announced previously were singer-pianist Jimmie Rowles, singer-trumpet man Jack Sheldon, guitarist John Gray, and organist Joe Bucci. First "Dimensions" packages by Bucci and Rowles were released this month. Cavanaugh is expected to name further jazz acquisitions next week.

## NARAS Members Start Vote For Grammy Winners

NEW YORK—Members of NARAS, the disk awards society, are now receiving their first ballots and list of disks eligible for this year's Grammy awards. Winners in the 39 different categories will be announced at simultaneous dinners held by the Academy's three chapters in New York, Los Angeles and Chicago on Wednesday, May 15. Deadline dates for the return of the ballots to the accounting firm of Haskins & Sells is Mar. 9. Immediately after these have been tabulated, another set of ballots, listing the leaders in each of the categories, will be mailed to all voting members of the Academy. Final winners will emerge from the second round of balloting.

## Out Of Semi-Retirement, Evans In On Hit Decks

NEW YORK — Arranger-conductor Marion Evans, back on the music scene after a two year hiatus, is becoming a hot property.

Evans went into semi-retirement to devote himself to other interests, but within the last six months has written the arrangements for some of the best-selling records today. These include Steve Lawrence's "Go Away Little Girl," which became the number one record in the country and has sold close to a million copies. He also arranged Lawrence's new hit album, "The Winners," as well as Eydie Gorme's "Blame It On The Bossa Nova" single and album.

Evans has signed to a personal management contract with GLG Productions by Ken Greengrass, who manages Lawrence and Gorme. Greengrass reports that he has received a number of offers from leading labels which are interested in signing Evans to record under his own name and to write for other talent on the labels.

Before going into retirement, Evans arranged the Four Coins' hit singles, "Shangri-La" and "The Warsaw Concerto."

## Starday Offers Mar. Deal On Bluegrass Albums

MEMPHIS—Starday Records is spotlighting its Bluegrass 5-string banjo albums in a Mar. sales plan. Under the deal, dealers can get two free Bluegrass albums for each 10 ordered from Starday distrib during the month.

Included are a Bluegrass sampler retailing at \$1.98, a double pocket 5-string banjo "Jamboree Spectacular" album that carries a \$5.98 list and a Bluegrass Hall of Fame album, listing at \$3.98. New products includes "Mylo Brown Meets the Lonesome Pine Fiddlers," "Fire on the Strings," 16 artists, "Might Close to Heaven" by Carl Story and "More Bluegrass by The Lonesome Pine Fiddlers."

Special sales order blanks for dealers are being furnished along with point-of-sale display material.

The Bluegrass sound has been getting lots of attention from folk buffs on both the campus and concert hall levels, and Starday can serve its new market with 36 Bluegrass albums.

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## Marching For Fitness



MIAMI—Two Miami radio stations recently endorsed President Kennedy's physical fitness program by conducting hikes for health. In the left pic WQAM's Charlie Murdock is shown leading some of the station's listeners on what started out to be a 56 mile march. In the right shot the WFUN deejays are shown walking through the streets of Miami in their own 50 mile health hike.

## Twist Lesson



**PALM SPRINGS** — Buddy Greco, whose latest album on Epic is "Soft And Gentle," and Mrs. Greco recently helped Arnold Palmer relax during a golf tournament in Palm Springs by teaching the famous golfer the twist.

## Capitol Names Import Sales Mgr.

**HOLLYWOOD**—Robert H. Reid has been appointed import sales manager of the international division of Capitol Records, it was announced last week by Gordon R. Fraser, director of the division.

Reid, who will be headquartered in Capitol's New York office, was formerly buyer at Sam Goody's and Record and Tape Sales, both in New York. A classical reviewer, he has authored notes for various imported albums. He has been associated with the import record field for 22 years.

## Scaife Exits Phillips Setup In Nashville

**NASHVILLE**—Cecil Scaife has left the Sam Phillips organization as veep in charge of Phillips' disk studio in Nashville and two BMI pubberies, Hilo and Knox. Scaife told Cash Box that he planned to start his own publishing and low-priced disk operations, both of which are still in the blueprint stages. He was associated with Phillips since 1958, having taken over the studio-pubbery post after a stint as sales manager for the Phillips and Sun labels.

## Ernie Altschuler To Marry

**NEW YORK**—Ernie Altschuler, Columbia Records' A&R man, marries Sydel Streiner this Fri. (8). Ceremony will be performed in New York in the chambers of N.Y. Supreme Court Judge Fred Backus.

## HEADING FOR THE TOP OF THE LP CHARTS



London RECORDS

## Watch For The New HARRY SIMEONE CHORALE

Album Release  
"SING WE NOW  
THE SONGS OF FAITH"

DJ's Write In For Sample Copy



## Coniff Sets 5th "Stereo" Concert Tour

**HOLLYWOOD**—Orchestra leader-arranger Ray Coniff, fresh from an 11 city promo tour for Columbia Records, has scheduled 12 cities for the fifth annual edition of his "Concert In Stereo" series.

The maestro, whose catalog of 16 best-selling albums has earned him a loyal following among stereo sound fans, features an 18-piece orchestra and mixed chorus of eight voices which are presented over a specially-designed sound system. Coniff's newest Columbia LP is "The Happy Beat" and presents the kind of music which is emphasized in each concert.

Each concert features the familiar brass-voice choir sound which has become the Coniff recording trademark. The specially-constructed sound system enables the concert audience to hear the presentation in the same setting as they normally hear it in their own living room via records. Speakers are hung over the performers in front of the stage and that is where the main source of sound comes from, rather than from the orchestra and chorus itself.

Th's fifth annual tour will take Coniff and his ensemble to California, Washington, Oregon, and Canada. The first concert is scheduled for March 14 at the Memorial Auditorium, Sacramento, Calif. The other dates are as follows:

March 15, War Memorial Opera House, San Francisco; March 16, Civic Auditorium, San Jose; March 17, Berkeley H.S. Community Theater, Berkeley; March 20, Temple Theater, Tacoma, Washington; March 21, Queen Elizabeth Theater, Vancouver, British Columbia; March 22, The Auditorium, Portland, Oregon; March 23-24, The Opera House, Seattle, Washington; March 25, Washington St. University, Pullman, Washington; March 29, Shrine Auditorium, Los Angeles; May 4, Los Angeles St. College.

Coniff just returned from Paris where he was honored guest at the CBS International Convention.

Coniff received two gold awards for being the most popular non-Spanish Orchestra in Spain for the years 1961 and 1962.

## Select Bows Discount On "Keeshka" Album

**NEW YORK**—Select Records, a subsidiary of the Joy label, has announced a 15% discount on the Matys Bros. LP, "Who Stole The Keeshka?," named after the group's current singles click.

## Savoy's 3 Sacred Singles Give Label Biggest Initial Orders Yet

**NEW YORK**—Three spiritual artists on the Savoy label have new singles whose total orders amount to the biggest initial order response in the label's history.

Word of this comes from the label's Freddie Mendelssohn, who has just returned from a road trek. The artists are James Cleveland, The Gospel Harmonettes and The Caravans.

## Oscar Song Nominees: Mancini & Mercer Vie Again With "Roses"

**NEW YORK**—Henry Mancini and Johnny Mercer can cop their second Academy Awards in a row in view of the five contenders just announced in the "Best Song" category.

The pair, who won last year with "Moon River," has had its "Days of Wine & Roses," from the flick of the same name, nominated for an Oscar. Song is published by M. Witmark.

In addition to "Best Song," one of the five nominees for "Best Motion Picture" is Warner Bros. adaptation of the B'way musical hit, "Music Man."

The four song other nominees are "Follow Me," from "Mutiny on the Bounty," written by Bronislau Kaper and Paul Francis Webster, published by Miller Music; "Second Chance," from "Two for the Seesaw," by Andre Previn and Dory Langdon, published by United Artists Music; "Tender is the Night," a main-title, by Sammy Fain & Paul Francis Webster, published by Miller; and "Walk on the Wildside," another main-title, by Elmer Bernstein & Mack David, published by Columbia Pictures Corp.

The two Miller Music nominees continues the record of The Big 3 (Robbins-Feist-Miller) of being represented in the "Best Song" race for 26 consecutive years (since 1936, two years after the founding of the Academy, a total of 42 Big 3 tunes have been nominated and five have won Oscars).

In the "Best Music Score" (substantially original) category, the following cleffers were nominated: Jerry Goldsmith for "Freud," Maurice Jarre for "Lawrence of Arabia," Bronislau Kaper for "Mutiny on the Bounty," Franz Waxman for "Tara Bulba" and Elmer Bernstein for "To Kill a Mockingbird."

## Blue Note Cuts Time On "Watermelon" Single

**NEW YORK**—Blue Note Records has edited down its version of "Watermelon Man" by Herbie Hancock from 5 minutes to 2:37, a move, the label said, that followed requests for a shorter version by radio programmers.

## Gettin' The News



**CHICAGO**—Kelly Gordon, new Mercury songster who is currently out with "I Can't Face The Day," stopped for an interview with Eva Dolin, the label's publicity director, during a recent Windy City visit.

## Melodies By Bernstein At H'wood Concert

**HOLLYWOOD** — Leonard Bernstein will be honored with an evening devoted exclusively to his music this Sat. (9) at the Los Angeles Philharmonic Auditorium.

Presented by S. Hurok, the program is titled "A Leonard Bernstein Gala" and will feature the Columbia Record's maestro's music for the opera, ballet and Broadway. A large orchestra with accompanying singers and dancers will perform musical highlights of Bernstein's career.

"Trouble In Tahiti," Bernstein's one-act opera about life in the American suburbs, will be the first feature, followed by the Bernstein-Jerome Robbins ballet "Fancy Free" being performed by the American Ballet Theater.

The third act will spotlight Bernstein's Broadway achievements: "West Side Story," "On The Town," "Wonderful Town" and "Candide."

Leonard Bernstein has been recording for Columbia since 1956 and has been the major conductor of the famed New York Philharmonic Orchestra since 1958. He is the first American-born and schooled conductor of this renowned orchestra.

## Labels On Heels Of U.S. Walkathon N.Y. Music Men Set Hike

**NEW YORK**—The idea was a natural for disk coverage.

President Kennedy would like to see all who can take a walkathon for physical fitness, and the music industry has been quick to take advantage of the heavy publicity on what has practically turned into a national fad.

Some of the initial decks on the subject include "I'm Walkin' for JFK" by Henry Lumpkin, issued on the Cameo-Parkway affiliate, Pageant Records; "The Fifty Mile Hike" by Stan Ross on the Del-Fi label; and, due for release shortly, "The Kennedy Walk" on the Spiral label.

In addition to disk issues, Veejay Records is sponsoring a music men's hike this Sunday (10) from the tip of Manhattan, at South Ferry, to Van Cortlandt Park in the Bronx, a 14 mile journey. According to Veejay promo man Fred Perri, all in the trade are invited to make the walkathon.

## Farewell Appearance



**CHICAGO**—Bill Dana recently dropped in WGN-Chicago's Jack Brickhouse just prior to the deejay's departure for Mexico. Dana hit three cities Boston, Detroit and Chicago last week with Moe Preskell, Kapp national promo director, on behalf of his new chart-riding LP, "Our Secret Weapon." Shown (left to right) in the above pic are Dana, an airlines hostess (who donated the sombreros), Brickhouse, Eddie Hubbard and Ray Coniff.

## Lasker Upped To Exec Veep At Del-Fi

HOLLYWOOD — Jay Lasker, who joined Del-Fi Records Inc. as national sales chief a month ago, has been upped to executive vice-president of the Hollywood-based waxery, according to President Bob Keene.

Lasker a 16-year veteran of the recording industry, previously served in executive posts for Decca and Kapp. Before joining Del-Fi, where he will formulate product ideas as well as direct national sales and promotion, he was president of Reprise Sales Company.

Lasker assumes new spot as Del-Fi hits its peak release schedule, with seven albums hitting national distribution simultaneously. February package, largest in the company's four-year history, includes Stan Ross' "My Son the Copy Cat," "Campus Pajama Party," "Best of the Oldies," "Surf Rider," Johnny Crawford's Greatest Hits, and two memorial albums for Ritchie Valens.

Solid response to the Ross LP prompted a rush singles release by Ross, and, for that matter, a rush creation of a suitable tune. Song is Ross' own "The Fifty Mile Hike," based on the current President Kennedy-inspired hike fad. Lyrics were set to the PD melodies of "Yellow Rose of Texas" and "The River Kwai March."

## Moodsville Series Salutes Top American Cleffers

BERGENFIELD, N. J. — An "American Composers Series" is a new offering from Moodsville Records, the affiliate of the Prestige label.

First issue is "Miles Davis & John Coltrane Play Richard Rodgers," the tracks of which were taken from previously marketed albums on Prestige.

Future sets, featuring tunes by Cole Porter, George Gershwin, Rodgers and Jerome Kern, have been planned. The Kern package will star Lucky Thompson, his first album since his return from Europe. Artists involved in the other three sets are The Modern Jazz Quartet, Sonny Rollins, Red Garland, Eddie Davis, Stan Getz, Coleman Hawkins, John Lewis, Milt Jackson, Kai Winding, J. J. Johnson, Shirley Scott, Gill Evans, Lem Winchester, Billy Taylor and Walt Dickerson.

Prestige is also represented with new product, including a re-issue of "Miles Davis/The Original Quintet" (John Coltrane, Red Garland, Paul Chambers, Philly Joe Jones), "Fire Down Below," bowing new trumpeter Ted Curson, and "J. J. Johnson/Looking Back," a reissue of sides cut between 1949-54 and featuring Kenny Dorham, Sonny Rollins, John Lewis, Leonard Gaskin, Max Roach, Kai Winding, Dick Katz, Peck Morris and Al Harewood.

## S&S Bows In L.A.

LOS ANGELES—Al Sherman has announced that S & S Music House will be the distributors in Southern California for MGM, Verve, AVA, Charter, Cub, Deutsche Grammophon, Charlie Parker and Vesuvius. Bernie Silverman and Tom Virzi will fill the branch manager and promotion manager slots.

## New N-K Label; Chairman

NEW YORK—There's a new label in the ever-expanding Nevins-Kirshner setup. New diskery tag is Chairman Records, the initial release of which, "Let's Go to the Movies" and "I Know, I Know, I Know" by The Cardigan Bros., will be distributed by London Records. Both sides were produced by Jack Keller for N-K. Chairman joins the Dimension and Motion labels in the N-K diskery stable.

## Decca Issues 6 More "Golden Favorites" LP's

NEW YORK—Decca Records is adding six LP's to its "Golden Favorites" series, a line that features an artist's top-selling hits or a collection of all-time standards.

The albums include "Lionel Hampton," "Russ Morgan," "The 'Original' Ink Spots," Jan Garber's "Golden Waltzes from the Blue Room," "Golden Hollywood Themes," sound track dates including "Picnic," "Around the World" and "Tammy," "Golden Popular Songs of Italy," Toni Arden.

To support the new albums, dealers are being offered a special incentive program on the entire "Golden Favorites" catalog. Decca is also supplying dealers with specially prepared mobile displays for in-store use, and Decca salesmen will have a complete litho book displaying all 34 covers in the series.

## Columbia Releases Masterworks Sampler

NEW YORK—Columbia Records has released "The Sound of Genius," a two-LP sampler which will showcase 18 best-selling Masterworks artists.

The album, including a free 16 page guide, "How to Build a Library of the World's Great Masterworks of Music," will be available at a special price of \$2.98 mono and \$3.98 stereo.

Deluxe packaging for album includes thumbnail sketches of the great Masterworks artists who appear in the album: Leonard Bernstein, E. Power Biggs, Alexander Brailowsky, The Budapest Quartet Pablo Casals, Robert Casadesu, Philippe Entremont, Eileen Farrell, Zino Francescatti, Glenn Gould, The Mormon Tabernacle Choir, Eugene Ormandy, Thomas Schippers, Rudolph Serkin, Isaac Stern, Igor Stravinsky, Richard Tucker and Bruno Walter.

Columbia has reported that a major advertising and promotion campaign has been created to support the new Masterworks sampler. Included are window and counter displays, header cards, brochures, window streamers, as well as an extensive national consumer advertising program.

Last year, Columbia Records Masterworks department enjoyed big sales success with a 2-record album titled "The Magnificent Sound of The Philadelphia Orchestra." The package, also specially priced, brought numerous requests from record dealers throughout the country for a sampler album which would showcase the Columbia Masterworks roster.

## New Command Artists: Haggart, Magnanti, Fox

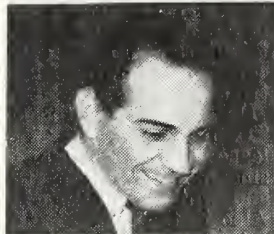
NEW YORK—Command Records has inked three vet attractions, instrumentalists Bob Haggart (bass), Charles Magnanti (accordion) and Virgil Fox (long-hair organist).

First LP by Haggart, the famed swing-era personality (with Bob Crosby's Bobcats), will be "Big Noise from Winnetka," named after one of his many compositions. Enoch Light, the label's managing director, said: "there appears to be great interest on the part of teenagers as well as adults in big band arrangements, including some which were outstandingly famous some years back." Haggart's album will combine new arrangements as well as recreations of some oldies. Haggart is currently the featured bass player on the Perry Como TV'er.

Magnanti's first LP, due in June, will feature the performer accompanied by his own ork.

Fox' debut for the label will be the first recording ever made utilizing the Philharmonic organ at Philharmonic Hall in New York's Lincoln Center. It will be issued later this month.

## Liberty Opens N. Y. Branch With Bernard Blocker As Mgr.



NEW YORK—Liberty Records last week formerly announced the opening of Liberty Records Distributing Co. of New York, which follows on the heels of its first factory owned branch in Chicago.

In making the announcement, Don Bohanan, sales topper, also named Bernard Block as manager of the branch, located at 524 West 43rd St. Block has spent the past six years with Cosnat Distributors in New York, where he was sales head.

Block also named Daniel Fortunato to handle Westchester sales, Sal Uterano to service Long Island and Queens and Frank Bisbano to the Brooklyn area.

As for the new branch's promo dept., Tommy LiPuma will direct promo activities. LiPuma was previously a Liberty promo man in Los Angeles.

Bohanan noted that Liberty would continue to utilize indie distributors in most areas, but emphasized that "an expanding catalog and a market as large as New York requires the concentrated coverage that only a company operation could deliver."

Calling the move a "step forward," Liberty prexy Al Bennett noted that the branch "will afford us the opportunity of servicing dealers more thoroughly in the fields of promotion, merchandising and advertising," in addition to other advantages.

In the top row of the above pic are Bernard Block, newly-appointed branch manager of LRDC of N. Y. and Don Bohanan, national sales manager of the label. In the bottom row are Tommy LiPuma, Gotham promo,

national promo director Bob Skaff, LiPuma and Bobby Vee, display a "Vee" symbol as LiPuma departs Liberty's Hollywood offices for his assignment at the new branch.

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## George Pincus Sets Extended Trek Abroad

NEW YORK—George Pincus, head of the Gil-Pincus pubbery catalogs, leaves for Europe this week (6) for an extended visit with his Ambassador Music Ltd. office in London, headed by his son, Lee Pincus. While on the continent, Pincus will visit his various affiliates in Germany, France and Scandinavia, where plans include acquiring foreign songs and masters from top European writers and publishers. Some of Gil-Pincus' previous acquisitions in the way of foreign material include "Calcutta," "I Will Live My Life for You" and "Popsy."

**WILD WEEKEND**

**THE ROCKIN' REBELS**

**TELSTAR ROCKIN' CRICKETS**

**HONKY TONK The STRIPPER**

**A New Star, A New Hit**

**IVAN BLOCK  
"YOUR  
PHOTOGRAPH"**

**DECCA 31467**

## Search Is On For Definition Of "Hi-Fi"

NEW YORK—Anybody got a good definition of "high fidelity." Well, the Federal Trade Commission, among other groups and individuals, is looking for a proper explanation of what is now a household word.

The FTC's view is that a standard definition of hifi is needed to protect consumers from phonos that are labeled hifi, but are nothing of the sort when it comes to playing records through their systems. With a standard definition, manufacturers who misuse the label would be subject to FTC action through its Fair Trade Practices Program.

Therefore, the FTC has invited the submission of candidates for an accepted definition of hifi. Already in FTC hands is a proposal from the Electronics Industries Association (EIA), which represents manufacturers of electronic home entertainment units.

The EIA's definition carries two specifications: "All notes from 100 cycles per second up to 8000 cps must be reproduced; the tones of the bottom range may be 3 decibels (db) weaker than the middle tones, and those at the top 6db weaker; power must be at least 5 watts for power output of packaged audio equipment for home use, and this can be split between the two channels in a stereo machine.

The matter of what constitutes hifi will be up for discussion at this week's (8) board meeting of the Magnetic Recording Industry Association (MRIA) at the Dunes Hotel in Las Vegas. The 14-man board, including Bill Gallagher, Columbia Records' marketing veep who is also president of MRIA, will discuss, among other things, a "total industry definition of the term high fidelity."

## C-P Extends LP Deal

NEW YORK—Cameo-Parkway Records has extended, to Mar. 31, its album deal whereby all LP's are available to dealers at a 12½% discount. In addition, there's 30-60-90 day delayed billing on 5 new releases only. Plan was originally set to expire Feb. 28.

## THE DRIFTERS "ON BROADWAY"

ATLANTIC 2182

## Chuck Jackson TELL HIM I'M NOT HOME

Wand 132

wand

## Motown Steps-Up LP Activities

DETROIT—Motown Records has accelerated its producing activities in the album field with several new releases on its Motown, Tamla and Workshop Jazz labels, according to Berry Gordy, Jr., president.

In connection with the stepped-up LP production, Phil Jones, album sales chief, and Al Klein, southwestern district sales manager, are off on a month-long visit to distributors in Seattle, San Francisco—where they'll also attend the NARM convention—Los Angeles, Phoenix, El Paso, Dallas, Houston, New Orleans and Atlanta. Jones also plans to visit distributors in other areas around the country, following his return to Detroit.

New Pop LP on the Motown label is "Two Lovers" by Mary Wells, released as a follow-up to the singer's smash hit single of the same name, and which is included in the album. Also in the album is the artist's newest single, "Laughing Boy," also a big single.

Also in the pop field is "That Stubborn Kinda Fellow" by Marvin Gaye, featuring his click single "Hitch Hike," nine-week resident of the charts.

Motown is placing heavier emphasis on its jazz output, with these new albums on the company's Workshop Jazz label: "Earl Washington All Star Jazz," "Introducing Paula Greer," "The Johnny Griffith Trio: Jazz," featuring Griffith on the ivories, bassist Vance Matlock and drummer Ben Appling; "Boss: Bossa Nova," a blending of jazz and Bossa Nova by the George Bohanon Quartet, with Bohanon on the trombone, Kirk Lightsey at the piano, Joe Messina on guitar, and Cecil McBee playing bass.

## Lengsfelder To Europe For Request Rep Pacts

NEW YORK—H. J. Lengsfelder, head of Request Records, has left on a short trip to Europe to conclude some important license agreements for the release of the label's international catalog abroad. Because of Lengsfelder's departure, the label and its affiliate, Family Records, will not be represented at this week's rack-jobber meet in San Francisco.

## Funny Place



NEWARK—The Park Record store here recently helped promote Cameo's "Best Of Washington Humor" LP with this eye-catching window display in the above pic.

## King Celebrates 20th Anny. With Big Country Music Sale

NEW YORK—King Records is celebrating its 20th anniversary, and, in commemoration of the event, the label has bowed a "Special Country & Western Jamboree Sale."

During March, King is offering to dealers, rack-jobbers, one-stops, chain stores, etc. the label's entire catalog of 124 C&W LP's, which include 87 on King and 37 on Audio Label, the label's low-priced line, on the basis of one free with each three LP's purchased.

## Handleman Distrib Firm Gets MGM Line In Detroit

NEW YORK—Border City Sales Co. of Detroit, an affiliate of Handleman Co., the large rack-jobber, has taken over the distribution of the MGM Records line in the Detroit area, Cash Box has learned. Border City, it was noted, has not been active of late, and was re-activated to handle MGM (distrib handles just MGM, not any of its affiliate labels). It was further learned that Border City anticipates the acquisition of other labels.

## Ambassador Moves Into Stereo Tape Field

NEW YORK—Ambassador Records, the low-priced diskery, has entered the pre-recorded tape field with the release of 15 instrumental stereo tapes (4 tracks at 7½ ips) retailing at \$3.98. Future releases will include vocals, novelties, etc.

## Lookout For Silverstein, Atlantic, Cosnat Note

NEW YORK—Atlantic Records and its New York distrib, Cosnat, are eying the label's new folk laff LP, "Inside Folksongs" by Shel Silverstein as contender for Allan Sherman-like sales (see earlier story in this issue). Len Sachs, LP sales head for the label, said late last week that the label had exhausted its initial order supply, while Cosnat's Elliot Blaine reported that the album was the biggest item he had come across in 17 years of disk business activities.

## Liberty's March Sales Drive

(Continued from page 6)

discount will be taken off the face of the invoice on the dealer's entire order of the new releases and Original Hits or Premier Series back catalog. A 100% exchange privilege will prevail through the duration of the program with merchandise exchangeable any time after August 1, 1963. A 100% guarantee-return-for-credit will apply on Premier Series product to those dealers who qualify in association with the terms of the special merchandiser. Dealers may consult their distrib for further information. Discount will not be allowed on the All-Time Hit singles in quantities of less than 100 nor are they exchangeable. Payments are skedded for ½ June 10, ½ July 10, 1963.

Included in the sale are these newcomers: "Rollin Along" by Grandpa Jones, "16 Country & Western Songs" by The York Bros., "As You Remember" by Charlie Moore & Bill Napier & The Dixie Boys, "It Was For You" by Bobby Grove, a sacred release.

Sydney Nathan, founder and principal owner of King, started the company in Cincinnati in 1943 and entered the field specializing in what was then called "Hillbilly" and as a secondary classification "Country & Western" music. He immediately drew his top name talent from the star roster of the famous WLW Mid-Western Hay Ride, which at that time was the granddaddy of all country music radio stations and one of the first 50,000 watt clear channel stations. In the early part of the 40's, Cincinnati was the mecca and hub, much as Nashville is today, for country artists and was the home for most. Nathan started King by signing such artists as Grandpa Jones, Cowboy Copas, The Delmore Brothers, The Carlisle Brothers, Homer & Jethro, Hank Penny, Hawkshaw Hawkins and many many others. King's success in the field was rapid and of the first ten records issued by King, six were considered hits—some of these were "Filipino Baby" by Cowboy Copas; "Rainbow At Midnight" by the Carlisle Brothers; "Old Rattler" by Grandpa Jones. Others of that era have become all-time country hits.

Hillbilly and country music hit a decline starting in the late 40's and early 50's, at which time Nathan moved his company strongly into the R&B field with the purchase of the DeLuxe Label from the Braun brothers, which gave King a running start with a strong roster of R&B stars. From this point on, King dropped its concentration on country music and it was not until 1958 when the company once again decided to move back into the country field, at which time they signed Don Reno & Red Smiley and The Tennessee Cut-Ups and also The Stanley Brothers and The Clinch Mountain Boys. Steadily increasing its concentration in country music, Nathan and Neely made a long term agreement with Bill McCall's Four Star Records to release and distribute the roster of Four Star artists.

Continuing its move to strengthen its position in the Country Field, King recently announced the signing of such new artists as Hawkshaw Hawkins, Lattie Moore and Jimmy Logsdon, who is not only a singer and writer but also a disk jockey appearing nightly on the clear channel Cincinnati station WCKY. Also signed and recorded was a new country artist from Michigan, Swanee Caldwell, whose first release is due within two weeks.

## One Stops Hold Meeting In Chi

(Continued from page 6)

both industries. Blundred listed four areas in which both groups could work together to achieve a common objective: helping the music operators. They were: 1. an annual meet at the same time & place; 2. notification by one-stops of good and bad record buying habits on the part of operators, with the information going to all operators through the MOA newsletter; 3. combined group experience to help phono manufacturers select the disks for their pre-pack programs; 4. the two associations can work on promoting attendance at MOA conventions.

Representatives of manufacturers were, Harry Chipetz, Cameo-Parkway; Bob Keels, Capitol; Bob Kruger, RCA; Ray Lawrence, Colpix; Bob Fead, Liberty; Murray Singer, Laurie; Sy Warner, London; Bud Katzel, Roulette.

Plans were made for the annual convention to be held during the summer.

# Victor Unveils "Dynagroove" Sound

(Continued from page 7)

The DYNAMIC STYLII CORRELATOR is an electronic "brain" which Victor says has made smoother tracking of the needle through every groove on a stereo Dynagroove disk possible. The company says it eliminates actions of playback needles which would tend to produce a distortion or a mixed sound quality. It re-forms the groove so that the combination of vertical and lateral movements of the stylus are true signal producing movements. Erratic or undesirable movements which would produce distortion are now eliminated. And at the same time, it enables a playback stylus to produce a signal which is exactly the sound on the master tape.

RCA also reports that Dynagroove has eliminated the age-old difficulty of inner groove distortion (the troublesome "inside track" area of an LP), which has so limited the perception of dynamic extremes. Through Dynagroove the company says it can now offer perfect presence from the beginning of the record to its end.

In the overall Dynagroove process, additional measures of record quality control are being exercised in all manufacturing steps. Lacquers and test pressings on each selection are reviewed at various listening levels on many different types of commercial equipment and under all conditions of home listening.

The initial Dynagroove pop LP's are: "Hail the Conquering Hero," Peter Nero, "Soundpower! Music to the Limits of Audibility," Marty Gold, "The Cascading Voices of The Hugo & Luigi Chorus," "New Thresholds in Sound," Sid Ramin Orch., "Supercussion — Dick Schory's Percussion Pops Orchestra." The Red Seals are: "Madame Butterfly," featuring Leontyne Price, Richard Tucker, Rosalind Elias and Philip Maero, with Erich Leinsdorf, "Jalousie & Other Favorites in the Latin Flavor," Boston Pops with Arthur Fiedler; Mahler's symphony no. 1 with Erich Leinsdorf conducting the Boston Symphony Orchestra; "This is My Country," Robert Shaw Chorale; and Ravel's Bolero with Charles Munch conducting The Boston Symphony Orchestra.

Victor will launch this month the largest and most extensive advertising and promotion campaign in record industry history to announce Dynagroove.

"The all-encompassing \$2,300,000 campaign, heightened by a joint promotion with the Buick Motor Division of General Motors, leaves no media of communication untouched in our effort to dramatically announce this remarkable accomplishment to the record-buying public," William I. Alexander, Victor director, advertising, promotion and publicity, said.

Dynagroove will be heralded by a national consumer two-page spread which presents, on one page, a challenge to compare the sound, and, on the other, outlines the important features of the new development, listing the first albums. The ad mentions a special Dynagroove record available at Buick dealers during their Spring drive.

This advertisement will appear in Time magazine—March 8, Saturday Review—March 16, Cue—March 23, The Reporter—March 29, and the April issues of Esquire, High Fidelity, Hi-Fi/Stereo Review, Playboy, and the Schwann Catalog.

"While this advertisement emphasizes the Dynagroove process itself," said Alexander, "our second series of ads is devoted to the particular artists and albums in the March release."

These are full page ads devoted to either a Red Seal or Popular album, with an additional column discussing the salient features of the Dynagroove process and listing all of the ten albums. Ads for the Red Seal product will appear in the Saturday Review—March 30 and April 13, New Yorker April 20 and 27, and the New York Times Magazine—April 7 and April 21. An ad showing all five Popular Dynagroove albums will appear in the May issue of Playboy magazine.

On network television, Victor will introduce the new Dynagroove sound

in 60-second, full-color commercials on the NBC-TV Walt Disney series, "The Wonderful World of Color," on March 10 and March 24. "This exposure will enable us to tell the Dynagroove story to over 90 million people," stated Alexander.

Victor's massive joint promotion with Buick (the first such promotion in Buick's history) is built around a special record which contains one selection from each of the initial ten Dynagroove recordings. Buick is offering this exclusive record through its 3,500 showrooms around the country, and will support it with an extensive consumer advertising campaign which includes 11 full page, four-color advertisements: Life magazine—March 15, 22, 29, April 5, 12, 19, and 26; Time magazine—March 15, 29, April 12; and Reader's Digest—April issue. The Buick Spring drive featuring the Dynagroove record will be launched in New York during the first two weeks of the campaign. All advertising after March 25 will be national.

Buick will also feature the record for 15 to 20 seconds of its 60-second commercials on the NBC-TV "Sing Along With Mitch" programs of March 15, 22, 29, April 5, 12, 19 and 26. Similar to the magazine advertising schedule, these commercials will be national after March 25.

An eight-week, weekend saturation radio campaign of 3,000 spots in 82 major markets will be launched by Buick for the record on March 10 over ABC, NBC, CBS, and Mutual. Fifteen to 20 seconds of each of the commercials will be devoted to the album.

In addition, a comprehensive local newspaper campaign by Buick will begin on March 10, utilizing 1,000-line ads. Subsequently, all Buick dealers will be serviced with co-op ads for further use.

Victor's music trade advertisements will be similar to its consumer ads, but will include point-of-sale information and other details of specific interest to record distributors and dealers.

The Victor point-of-sale material to the dealers contains a major window display, which features vertical panels that flop over and hold, thereby giving time to read the message on both sides. One side tells the Dynagroove "new sound" story, the other shows all ten albums in the March release.

Victor is also furnishing its dealers with a special 10-bin rack to present the ten albums, which has a dramatic permanent header announcing: "Dynagroove — The Magnificent New Sound Developed by RCA Victor."

Additional point-of-sale material includes a streamer with the Dynagroove sales message dramatically projected, and a pennant set which carries the Dynagroove theme, the ten March album covers and the famous "Little Nipper" symbol.

Victor has also prepared a special free four-page consumer booklet which completely explains the Dynagroove system and its new advances in sound.

Buick will be servicing point-of-sale kits to each of its 3,500 showrooms, which include two-color posters, pennant sets with album covers, 30" by 30" blowups of the album, and jumbo four-color post-cards featuring the cover, which can be sent by salesmen to customers announcing the record.

The diskery is making available Dynagroove ad mats for local dealer use—a 600-line ad which shows all ten March albums, two 280-line ads covering the ten albums, and, in addition, special Red Seal Dealer Development Program ad mats.

A singing commercial about Dynagroove recordings is also being made available to Victor distributors for local radio use. This commercial will get additional exposure as the musical background for the RCA Victor network TV commercial on "The Wonderful World of Color."

As part of the concentrated effort on all media by Victor, over 3,000 radio stations throughout the country are being sent packages of all ten March Dynagroove records with descriptive material.

The label is also preparing two

## Lieberson Raps Dynagroove

(Continued from page 7)

ing frequency characteristics. This is no more than to say that at all times, there are adjustments being made as to the response on the low end, and the response on the high end. It is as though an engineer were continuously fiddling with the tone control. This is something which our A&R men have never permitted in our recording studios. We want the dynamics and the shadings and the expressiveness supplied by our artists, not by our engineers, or by an electronic computer system.

"You will see from what I have said that I am in direct disagreement with the RCA Victor contention that what they are doing represents an 'evolution in the art of recording, which will benefit not only listeners everywhere but the entire recording and phonographic industry, and music itself.' I don't even pause to go into the question of electronic semantics, which because of the purely subjective nature of sound and its perception makes almost impossible any agreement of what we mean by such words as 'distortion', 'spectrum' or 'equalization'—words which are now nearly useless through the corruption of usage. But I will say that with this lack of agreement in meaning, flowery handouts on the beauty of sound acquired through electronic manipulations have about as much meaning now as the label on a patent medicine—and I would add that we are all of us guilty of exaggerating in expressing subjective feelings.

"The LP, which Columbia introduced nearly fifteen years ago, was a true evolution in the history and art of recording. The introduction of stereo, when it came, was a refinement in that evolution.

"With all due respect to RCA Victor, which is a great company, and its general manager, George Marek, who is a longtime friend and associate, I submit that Dynagroove is not a, I quote, 'technological breakthrough' or an 'evolution in the art of recording'."

During a question and answer period after his formal statement, Lieberson said that a recording company could base its operations along any one of three concepts: (1) To sell records purely from an advertising point of view; (2) to sell records from an engineering aspect; or (3) to sell records on the basis of artist and performance. When asked to which philosophy Columbia subscribed, Lieberson emphatically upheld the third principle.

Responding to a question as to whether Lieberson or his chief engineer had heard and made technical analyses of the Dynagroove process, both replied that they had not. They had, the execs admitted, based their opinions on Victor's Dynagroove press release.

half-hour radio programs on the history of sound, culminating with Dynagroove story. These programs will be run on a national basis and eventually will be available for local use.

In addition, the full March Dynagroove release is being sent to all stereo component manufacturers. A letter from George R. Marek, vice president and general manager of the label, plus background material on the Dynagroove system, will serve to introduce this evolutionary sound development to the component manufacturers.

## Wallich Music City To Add 4 Outlets, Clyde Wallichs Sells Interest In Rack Setup

HOLLYWOOD—A four-year expansion program designed to add four more Wallichs Music City disk dealerships is in the works. In another move, Clyde Wallichs, head of the firm, has sold his interest in Wallichs City Record Racks to other stockholders.

Wallichs becomes chairman of the board, while the following take on new posts: Doug Anderson, president; Glen Bakker, veep (he remains general manager); Stu Burnat, veep. Additional stockholders include George McConnell and Mery Oakner of Anderson-McConnell Advertising Agency, Music City's ad agency for the past 14 years. Wallichs's was also retained by MCRR for a four management pact.

The dealership now consists of three stores (in Hollywood, Downtown Los Angeles and Lakewood Center). Four new outlets will be opened in Los Angeles and Orange counties, with the first due to open in LA County in Aug.

## New Capitol LP's

(Continued from page 6)

A discount program, whereby CRDC customers will be offered one Kingston Trio LP at 62 cents for each one purchased at regular price, is another highlight of the campaign. The special price thus enables dealers to pass the "Dollar Days" offer on to the consumer.

In addition to national-magazine advertising, Capitol is pushing the Trio's 16-album catalog with ads in 100 leading college newspapers, and with radio spots and ads in metropolitan newspapers. Other marketing tools to be utilized include saturation radio and TV promotion, national-magazine and wire-service publicity, and a wealth of window-and-point-of-sale materials.

In all, some 15 different types of Kingston Trio in-store display materials will be available from CRDC branches and distributors. The sales aids range from a simple KT catalog supplement to a four-color, three-dimensional theme-setter window piece.

The Kingston Trio discount program, which runs from March 4 through April 30, also features deferred billing.

Included in the Trio albums is the group's 16th for Capitol, titled "Kingston Trio #16," which is being released concurrent with the launching of the campaign.

# "AMY"

Paul  
Petersen  
CP 676



Breaking out Nationally

## Conway Twitty

# "THE PICK UP"

MGM 13112



# CASH BOX TOP 100'S PUBLISHERS

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



# HOLLAND

A GYPSY CRIED	20	LAUGHING BOY	43
(Painted Desert—BMI)		(Jobete—BMI)	
ALICE IN WONDERLAND	24	LET'S LIMBO SOME MORE	22
(Aldon—BMI)		(Kalmann—ASCAP)	
ALL ABOUT MY GIRL	63	LET'S STOMP	65
(Saturn-Jell—BMI)		(Roosevelt—BMI)	
ALL I HAVE TO DO IS DREAM	35	LET'S TURKEY TROT	23
(Acuff-Rose—BMI)		(Aldon—BMI)	
*ALL OVER THE WORLD	78	LINDA	89
(Comet—ASCAP)		(Rytzoc—ASCAP)	
AS LONG AS SHE NEEDS ME	73	LITTLE TOWN FLIRT	15
(Hollis—BMI)		(Vicki McLaughlin—BMI)	
BABY, BABY, BABY	83	LOOP DE LOOP	50
(Kags—BMI)		(Tobi-Ann, Teddy Vann—BMI)	
BABY WORK OUT	56	LOVE FOR SALE	57
(Merrimac—BMI)		(Harms—ASCAP)	
BIG WIDE WORLD	71	LOVE MAKES THE WORLD GO ROUND	53
(South Mountain—BMI)		(Spanka—BMI)	
BLAME IT ON BOSSA NOVA	6	MAMA DIDN'T LIE	14
(Aldon—BMI)		(Curtom—BMI)	
BOSS	86	MEDITATION (MEDITACO)	70
(Downey—BMI)		(Duchess—BMI)	
BOSS GUITAR	30	MR. BASS MAN	36
(Linduane BMI)		(Jalo—BMI)	
BUTTERFLY BABY	27	MY COLORING BOOK	62
(Kalmann ASCAP)		(Sunbeam—BMI)	
CALL ON ME	31	MY FOOLISH HEART	88
(Lion—BMI)		(Joy—ASCAP)	
CAN'T GET USED TO LOSING YOU	54	NIGHT HAS A THOUSAND EYES	46
(Brenner—BMI)		(Blen, Mabs—ASCAP)	
CAST YOUR FATE TO THE WINDS	32	NOTHING GOES UP	81
(Friendship—BMI)		(Sweco—Eden—BMI)	
DAYS OF WINE AND ROSES	38	ONE BROKEN HEART FOR SALE	11
(Witmark & Sons—ASCAP)		(Elvis Presley—BMI)	
*DEARER THAN LIFE	90	OUR DAY WILL COME	7
(Northridge—ASCAP)		(Rosewood, Day, Hilliard—ASCAP)	
DO THE BIRD	48	OUR WINTER LOVE	19
(Galmann—ASCAP)		(Cramart—BMI)	
DON'T BE CRUEL	82	OUT OF MY MIND	61
(Shalimar, Elvis Presley)		(Ridge—BMI)	
DON'T MENTION MY NAME	92	*PEPINO'S FRIEND PASQUAL	80
(BoBob—ASCAP)		(Romance, Sal—BMI)	
*DON'T BE AFRAID, LITTLE DARLIN'	76	PIN A MEDAL ON JOEY	51
(Aldon—BMI)		(Grower BMI)	
*DON'T SAY NOTHIN' BAD (ABOUT MY BABY)	96	PIPE LINE	84
(Aldon—BMI)		(Downey—BMI)	
DON'T SET ME FREE	34	RAINBOW	85
(Tee Pee—ASCAP)		(Conrad, Curtom—BMI)	
END OF THE WORLD	9	RHYTHM OF RAIN	4
(Summit—ASCAP)		(Sherman-Devorzan—BMI)	
EVERYDAY I HAVE TO CRY	45	RIDIN' THE WIND	74
(Tiki—BMI)		(Ivy Ltd. ASCAP)	
FLY ME TO THE MOON	28	RUBY BABY	3
(Almanac—ASCAP)		(Tiger—BMI)	
FOLLOW THE BOYS	42	*SANDY	95
(Francon—ASCAP)		(Disal, Schwartz—ASCAP)	
FROM A JACK TO A KING	13	SEND ME SOME LOVIN'	29
(Dandelion Music)		(Venice—BMI)	
*GLOBETROTTER	93	SOUTH STREET	25
(Leeds—ASCAP)		(Kalmann ASCAP)	
GO AWAY LITTLE GIRL	40	*SUN ARISE	91
(Aldon—BMI)		(Ardsmore—ASCAP)	
GREENBACK DOLLAR	17	TELL HIM I'M NOT HOME	49
(Davon—BMI)		(Figure—BMI)	
HALF HEAVEN—HALF HEARTACHE	77	THAT'S ALL	60
(Arch—ASCAP)		(Travis—BMI)	
HE'S GOT THE POWER	94	THAT'S THE WAY LOVE IS	39
(Trio—BMI)		(Lion—BMI)	
HE'S SO FINE	26	TWENTY MILES	59
(Bright Tunes—BMI)		(Wyncote, Kalman—ASCAP)	
HE'S SURE THE BOY I LOVE	33	UP ON THE ROOF	41
(Aldon—BMI)		(Aldon—BMI)	
HI-LILI, HI-LO	67	WALK LIKE A MAN	1
(Robbins—ASCAP)		(Saturday, Gavandema—ASCAP)	
HITCH HIKE	47	WALK RIGHT IN	12
(Jobete—BMI)		(Ryerson—BMI)	
HEY PAULA	2	*WATERMELON MAN	100
(LeBill & Marbill—BMI)		(Aries—BMI)	
*HOW CAN I FORGET	97	WHAT DOES A GIRL DO	68
(Arrowhead—BMI)		(Ametrop BMI)	
IF MARY'S THERE	69	WHAT WILL MARY SAY	10
(Pogo—ASCAP)		(Eim Drive—ASCAP)	
*I GOT A WOMAN	75	WHO STOLE THE KEESHKA	64
(Progressive—BMI)		(Drury Lane—BMI)	
*I GOT WHAT I WANTED	72	WHY DO LOVERS BREAK EACH OTHER'S HEARTS	37
(Ben Day—BMI)		(January—BMI)	
*I'M JUST A COUNTRY BOY	100	WILD WEEKEND	8
(Folkways—BMI)		(Shantodd—BMI)	
I'M IN LOVE AGAIN	52	YAKETY SAX	58
(Travis—BMI)		(Tree—BMI)	
*KILLER JOE	99	YELLOW BANDANA	98
(Mellin, White Castle—BMI)		(Aldon—BMI)	
IN DREAMS	18	*YOUNG AND IN LOVE	87
(Acuff-Rose BMI)		(Hitmakers—ASCAP)	
IT'S UP TO YOU	66	YOUR USED TO BE	44
(4 Star Sales—BMI)		(Aldon—BMI)	
I WANNA BE AROUND	21	YOU'RE THE REASON I'M LIVING	5
(Commander—ASCAP)		(Adaris—BMI)	
JAVA	55	YOU REALLY GOT A HOLD ON ME	16
(Rush—BMI)		(Jobete—BMI)	
JIVE SAMBA	79		
(Artillery—BMI)			

Philips' well-known 'Modern Music Series,' that unique combination of modern music and modern paintings, has added the 21st album to its repertoire of contemporary composers, Otto Glastra van Loon of L.C. Phonogram informed Cash Box. "This is not the end of the series, but a milestone only, as the demand for this Modern Music Series is growing rapidly all over the world," he commented. The album offers five important vocal compositions by Luigi Dallapiccola, performed by soprano Elisabeth Söderström, baritone Frederick Fuller and an instrumental ensemble. The complete texts of the poems are printed on the album. The eye-catching cover is a painting by Afro.

"Malando Plays Famous Tangos" is the title of a special series of ten 45 rpm singles in attractive covers, priced one dollar apiece. The series include such beloved and well-played tangos as "Olé Guana," "Noche De Estrellas," "Adios Muchachos," "La Cumparsita," "A Media Luz" and "Blue Tango." A new Philips-series that will be a great ballroom favorite.

A Dutch version of "Bachelor Boy" was recorded by popular teenager-star and daughter of famous singer Willy Alberti, Willeke Alberti. Dutch title is "Nee Jongn, Ik Trouw Niet Met Jou" (I'm Not Going To Marry You, My Boy). Flip-side is a nice novelty, dedicated to "De Weerman," the popular instructor of the TV weather forecasting service in Holland, den Tonkelaar. Willeke begs him: Please Mr. Weatherman, bring us hot sun and warm breezes.

After the tremendous success of "Desafinado" as sung by Rita Reys, the Bossa Nova that really sold very well in Holland, the Dutch "Queen Of Jazz" (or "Miss Bossa Nova," as she was called by a leading morning paper) continues her Bossa Nova-style with "Meditation" and "Fly Me To The Moon" on a special Philips single release. Simultaneously, a second EP from her album "Jazz Pictures At An Exhibition" was brought out, with the Pim Jacobs Trio and drummer Kenny Clarke.

Tenor artist Johnny Griffin will tour Holland from March 4 to 10, to play in jazzclubs in Eindhoven, Haarlem, Tilburg, Zaandam, Alkmaar, Utrecht, Rotterdam and Amsterdam. Among the clubs are Amsterdam's famous nightclub "Sheherazade" and the newly founded "Greenwich Village." All clubs are promoting the new Griffin LP: "The Kerry Dancers" on Riverside, with pianist Barry Harris, bassist Ron Carter and drummer Ben Riley.

Bovema's His Master's Voice-label almost immediately launched Tony Renis "Uni Per Tutte" (flipside "Le Ciliege") after the number had been voted the no. 1 at the San Remo Songfestival 1963. Renis recently did a very fine job in Holland with such hits as "Quando, Quando" and "Amor, Amor."

The HMV-label also released Johnny Jordaan's latest single "Vergeet Me Niet" (Don't Forget Me), following up his recent LP with a string of popular Willy Derby-songs.

There will be another EP-recording on the Dutch market by the great Marlene Dietrich, containing her catching version of "Where Have All The Flowers Gone" (Sag Mir Wo Die Blumen Sind). Another favorite track will be "Lili Marlen."

Bovema's Columbia-label will soon release its LP-album "Paris Eternel," featuring successes from the '30 and '40-periods by Jean Sablon, Piaf, Chevalier, Mistinguett, Josephine Baker, Ray Ventura, Lucienne Boyer, and others. Also on the agenda is the soundtrack-recording of Cliff Richard's "Summer Holiday"-motion picture, which will be premiered in the course of April next. Imperial reported the intensive plugging of pop-and c&w singer Roy Vanling, whose initial single "Darling My Love"/"Lovers Paradise," featuring his own English versions of old Dutch folksongs, has just been released.

Basart is in full operation with the Dutch Eurovision entry "Speeldoos" which they control. Four records of this Eurovision song have been released already: Annie Palmen, who will introduce this song in London, on Philips, Sandy Fort on MMP, Ellen Craamer on Imperial and The Selvera's on Artone. Leeds Music Ltd. signed up the rights for England. Basart is very proud that they have the three topselling records "Katoetje" from the Wim Sonneveld TV-show, "Surabaya" (Imca Marina on Imperial, Anneke Grönloh on Philips, Camela Corren on Ariola and "Bachelor Boy" by Cliff Richard. The Spotlight Partners came out on C.N.R. label with two strong songs with the titles "Sentimental Tango" and "Goodbye Rosemary," of which Basart is the publisher. Basart, who has the sub publishing rights of the German hit "Gartenzwergmarch" got the first local recording by De Vrolijke Mijnwerkers on C.N.R. label. Les Editions Essex Holland (Basart N.V.) started the exploitation of the American hit song "Fly Me To The Moon." Dutch top-star Rita Reys made a vocal recording on Philips label.

Mazimba, the 22-year-old West Indian singer, signed contract with Delta Records. His first recording under Delta-label promises to be a big success. It is Henry Ross's "Bumba Bumba," coupled with "Pimisela." During a recent visit to Amsterdam Mr. Harry Goodman bought publishing rights of Bumba Bumba for the United States.

Swedish top-combo The Violents and singer Jerry Williams will visit Holland on their European-wide tour in March. Delta Records will sponsor a set of personal appearances in different parts of the country.

One year after its release "Una Noche" by the Spanish Trio Venus this Delta recording now rapidly climbs the bestsellers charts.

Continuing its success with the Cameo-Parkway line, John Vis of Artone has stated that Chubby Checker proves to have a strong Follow-up on "Limbo Rock" with "La Bamba." Both items have also been released as a part of a 10" LP "Limbo Party." Good radio exposure results in plenty of action for both the LP and singles. Bobby Rydell also has a good chance to make it here, with his etching of "Loop De Loop." Along with many others, this hit is featured on the LP also. Entitled "The Bobby Rydell Show," the set incidentally counts 10 songs still appearing on the current U.S. listing of bestsellers.

## Holland's Best Sellers

This week	Last week	
1.	(1)	Bachelor Boy/The Next Time (Cliff Richard/Columbia) (Les Ed. Int. Basart N. V./Amsterdam).
2.	(2)	Katoetje (Soloists Wim Sonneveld TV-Show/Philips) (Les. Ed. Int. Basart N. V./Amsterdam).
3.	(6)	Soerabaja (Imca Marina/Imperial, Anneke Grönloh/Philips, Camela Corren/Ariola) (Les Ed. Int. Basart/Amsterdam).
4.	(5)	Blume Von Tahiti (Gert Timmerman/Telefunken)
5.	(4)	Junge Komm Bald Wieder (Freddy/Polydor) (Editions Altona/Amsterdam).
6.	(3)	Limbo Rock (Chubby Checker/Cameo-Parkway) (Bens-Benelux/Brussels).
7.	(8)	Dance On (The Shadows/Columbia).
8.	(7)	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).

## Great Britain's Top Ten LP's

1. (1) Summer Holiday — Cliff Richard (Columbia)
2. (2) Girls Girls Girls — Elvis Presley (RCA)
3. (3) West Side Story—Sound track (CBS)
4. (5) I'll Remember You — Frank Ifield (Columbia)
5. (4) Out Of The Shadows—The Shadows (Columbia)
6. (6) Sinatra-Basie — Frank Sinatra Count Basie (Liberty)
7. (8) Bobby Vee Meets The Crickets — Bobby Vee (Liberty)
8. (9) Jazz Samba — Stan Getz, Charlie Byrd (Verve)
9. (—) That Was The Week That Was—TV Cast (Parlophone)
10. (—) Best Of Ball, Barber & Bilk—Kenny Ball Chris Barber Acker Bilk (Pye 'Golden Guinea')

## Great Britain's Top Ten EP's

1. (1) Kid Galahad—Elvis Presley (RCA)
2. (2) Sounds Of The Tornados—The Tornados (Decca)
3. (3) Frank Ifield Hits—Frank Ifield (Parlophone)
4. (4) The Boys—The Shadows (Columbia)
5. (5) Follow That Dream — Elvis Presley (RCA)
6. (6) Four Hits And A Mister —Acker Bilk (Columbia)
7. (9) Telstar — The Tornados (Decca)
8. (8) Black & White Minstrel Show No. 1 — George Mitchell (HMV)
9. (10) The Shadows To The Fore — The Shadows (Columbia)
10. (—) Billy Fury Hits — Billy Fury (Decca)

## Israel's Best Sellers

1. Return To Sender—Elvis Presley.
2. Bachelor Boy—Cliff Richard.
3. It's Up To You—Ricky Nelson.
4. Like I Do—Maureen Evans.
5. Comin' Home Baby—Mel Torme.
6. The Next Time—Cliff Richard.
7. Sheila—Tommy Roe.
8. Eso Beso—Paul Anka.
9. I'm Gonna' Be Warm This Winter —Connie Francis.
10. Cry My Heart Out — Helen Shapiro.
11. Because Of Love—Elvis Presley.
12. Up On The Roof—The Drifters.
13. Half Heaven — Half Heartache —Gene Pitney.
14. Fly Me To The Moon — Eydie Gorme.
15. Walk Right In — The Rooftop Singers.
16. Globetrotter—Bud Ashton.
17. Alice In Wonderland — Neil Sedaka.
18. Keep Away From Other Girls—Helen Shapiro.
19. Loop De Loop—Billy Wade.
20. If You Were A Rock and Roll Record—Freddy Cannon.

## South Africa's Best Sellers

1. Bachelor Boy (Cliff Richard).
2. Return To Sender (Elvis Presley).
3. The Next Time (Cliff Richard).
4. Summer Holiday (Cliff Richard).
5. Dancing Shoes (Cliff Richard).
6. Patches (Dickey Lee).
7. It'll Be Me (Cliff Richard).
8. Dance On (The Shadows).
9. Spanish Harlem (Jimmy Justice).
10. Locomotion (Little Eva).



**FAVORIET IN HOLLAND  
IS AMERIKAANSE MUZIEK**

*(American music is tops in Holland)*

**ET ÇA VA AUSSI  
POUR LA BELGIQUE!**

*(And that goes for Belgium too!)*

Yes, the low countries are certainly high on American music. Belgium, Holland and Luxembourg, which make up the Benelux group of territories, are one of the most densely populated areas of Europe. As the level of prosperity is high, they form an important record market. We know, we have been selling records there for many years.

The E.M.I. company in Belgium is **S.A. Gramophone N.V., Brussels,** and in Holland, E.M.I. work through

**N.V. Verkoop Maatschappij Bovema, of Heemstede,**

Bovema's up-to-date recording studio is pictured below, and their factory is busy turning out records for the ever increasing demand throughout the Benelux area. Many of them are American recordings.

*So goes the pattern of E.M.I.'s record business all over the world. That is why E.M.I. records are being pressed today in 40 different countries, and one record in every four sold throughout the world (outside the Communist bloc) is made by E.M.I.*



**EMI**

**THE GREATEST RECORDING ORGANISATION IN THE WORLD**



# ITALY

The conclusion of the San Remo Festival will be held in a tribunal hall, but this is not an unusual upshot of this pop contest. Also this year, as for "Nel Blu Dipinto Di Blu" (Volare) and "Romantica," the winning composition "Uno Per Tutte" penned by Tony Renis has been indicted for plagiarism by Frustaci, a senior composer who affirms that Renis' song is just a copy of his composition entitled "Noi Siamo Quelli Dello Sci Sci." The tune "Noi Siamo Quelli Dello Sci Sci" published by Leonardi, was penned by Frustaci for a musical show and became very popular fifteen years ago. It is easy to predict that as for the previous cases, the matter will be soon resolved.

The press is emphasizing the news, and also if measures are announced against "Uno Per Tutte," nothing has been determined by the Tribunal. The publishing group Ricordi held a press conference and presented to the journalists eight old songs that recall in their notes the melody of "Noi Siamo Quelli Dello Sci Sci."

The choice by the various juries that declared the winning compositions of the 13th Edition of the San Remo Festival, coincides this year with the preferences of the record buyers. A strong reaction on the market is therefore emphasizing the success of the winning songs, recordings of which reached top places on Italy's Best Sellers.

Cash Box had the pleasure to meet Mr. Minchin, general manager of EMI Italiana and he told us that the success of EMI's waxings of the San Remo winners is exceeding all expectations. Minchin stressed how lucky EMI was in this year's contest: two of their top artists gaining the first places: Tony Renis (coupled with Emilio Pericoli, Ricordi's artist) winning first prize with "Uno Per Tutte," and Pino Donaggio (along with Ri-Fi talent Cocki Mazzetti) at the third position singing "Giovane Giovane."

In this regard, the Festival was successful for Ri-Fi Records also. It gained second place with the new female voice Eugenia Foligatti (performing "Amor Mon Amour My Love" with Cetra's top artist Claudio Villa) and placed in third position, as reported, Cocki Mazzetti with her performance of Donaggio's "Giovane Giovane."

San Remo recordings are obtaining reaction in foregoing markets, too. Mr. Raymond, general manager of EMI of Switzerland, Mr. Batzem, export manager of Electrola (German EMI) and Mr. Maurer attorney of the firm Hug of Bale, paid a visit to EMI Italiana just to discuss problems of distribution in connection with the reactions obtained by EMI's cuttings of San Remo tunes in their markets.

Many radio stations are programming San Remo songs: for example Carenza of Canada broadcast on his Caszoni D'Italia program the entire San Remo Festival with both orchestras and all singers during a three hours transmission. He wrote to Cash Box that the San Remo records are requested on this market too.

RAI Radio Televisione Italiana, our sole broadcasting company, informed us that tapes containing recordings of all three evenings of the Festival have been forwarded to various European stations, too. Among them, Europe N. 1 in Paris, and Radio KOLN in Germany, which will do a special program devoted to the Festival.

Also announced by Ricordi, the release in the States of "Uno Per Tutte" (the winning composition) sung by Emilio Pericoli under the Warner Bros. label. The record has appeared on the German market, too, distributed by Austroton. Also a German recording of "Uno Per Tutte" has been announced by Electrola, performed by Vittorio, well known in Germany for his successful waxing of "Quando Calienta El Sol." Cash Box received this news directly from Mr. Budde of the Budde Music Pub. Group of Germany. We had the pleasure to meet Budde during our visit to Ricordi's offices. Budde came to Italy to be present at the San Remo Festival: he announced that both Ricordi's titles, "Uno Per Tutte" and "Ricorda" are published in Germany by his associated firm Dreiring Musikverlag, which represents the entire Ricordi light music catalog. Budde announced also the first German recording of another Ricordi hit, "Il Cielo In Una Stanza." This waxing was released in the German language by top songstress Mina on the Polydor label.

In this regard, Mr. Rapetti (general manager of Ricordi's Light Music Group) let us listen to a good cut of "Il Cielo In Una Stanza," released in Japan and sung in Italian by Japanese singer Yosio Aoyama, on the King label.

Another Ricordi hit, the well known "Quando Quando Quando," seems to be obtaining success in Russia, too, under the title "Korga Korga Korga." This news has been confirmed by the two Russian journalists present at the San Remo contest, as official representatives of both papers Pravda and Isvestia.

The Intervox Organization has purchased for subpublication in Germany, Austria and Switzerland two titles of the San Remo contest: "Non Costa Niente" and "Occhi Neri E Cielo Blu," according to Harpner and Busse. Both publishers were present at the contest in San Remo. They are members of Intervox Group.

CGD has announced the distribution in Italy of the French catalog Festival. The first records of this label will be released during March. On the other hand, Festival will represent the CGD catalog in France. Exchange of artists between Festival and CGD for personal TV appearances in Italy and France are also forecast.

Mr. Sugar, Messaggerie Musicali and CGD's owner, has purchased 50% share of C. A. Rossi's record firm, Juke Box. As a result of this, CGD has been entrusted with distribution of Juke Box catalog abroad. All requests of exploitation of Juke Box recordings in foreign countries, as well as all offers of foreign catalogs to be exploited in Italy, shall be addressed to Juke Box, c/o Compagnia Generale del Disco, Galleria del Corso 4, Milano. Among the most popular Juke Box artists are Luciano Tajoli and Jenny Luna.

A new contest has been held in Viareggio: the Festival of "Il Burlamacco D'Oro." Many popular artists have taken part in this contest, but the only song that we indicate as a sure shot is "Tu Che Sai Di Primavera" presented by Tony Dallara, (absent from the San Remo stage), and penned by himself along with Leoni. This composition is published by Messaggerie Musicali. We note that the song has been refused by the selection committee of San Remo.

A. Rossi of Ariston Publishing Group declared that two of the songs published by his group were successes in Viareggio: these are "Erzegovina," penned by Massara, and "Lui Di Lei" penned by Cepparello. The songs presented by Ariston this year are "L'Abitudine" and "Improvvisamente." Following our conversation with Rossi, he informed us that he is preparing special promotional campaign on Bossa Nova numbers. In this regard, he said that the Brazilian music is, in his opinion, the most beautiful music of the world. Ariston firm is distributing to the musicians a special record on which are the refrains of the compositions contained in orchestration booklets. This system of course will facilitate the musicians in the choice of their repertoire: first firm to adopt such means was the publishing house of RCA Italiana, when it started with its own publications.

## Italy's Best Sellers

This Wk	Last Wk	Weeks on Chart	
1.	1.	2.	Uno Per Tutte (One For All Girls): Tony Renis/VCM—Emilio Pericoli/Ricordi. Published by Ricordi
2.	2.	2.	Giovane Giovane (Young So Young): Pino Donaggio/VCM—Cocki Mazzetti/Ri-Fi. Published by Curci
3.	3.	5.	La Terza Luna (The Third Moon): Neil Sedaka/RCA. Published by RCA Italiana
4.	5.	10.	La Partita Di Pallone (The Football Match): Rita Pavone/RCA—Cocki Mazzetti/Ri-Fi. Published by Leonardi
5.	9.	11.	Chariot: Betty Curtis/CGD—Frank Pourcel/VCM—Petula Clark/Vogue. Published by Connelly
6.	8.	3.	Alla Mia Eta' (At My Age): Rita Pavone/RCA. Published by RCA Italiana
7.	7.	22.	Speedy Gonzales: Pat Boone/Decca. Published by Messaggerie Musicali
8.	—	16.	Preghero' (Stand by Me): Adriano Celentano/Clan. Published by Italian Yank/Aberbach
9.	10.	3.	Don't Play That Song: Peppino Di Capri/Carisch—Ben E. King/Saar. Published by Aberbach
10.	4.	2.	Amor Mon Amour My Love: Claudio Villa/Cetra—Eugenia Foligatti/Ri-Fi. Published by Southern
11.	6.	2.	Non Costa Niente (It Costs Nothing): Johnny Dorelli/CGD—Wilma De Angelis/Phonogram. Published by Mascotte
12.	—	13.	Addio Mondo Crudele (Good Bye Cruel World): Peppino Di Capri/Carisch. Published by Arianna
13.	—	1.	Baci (Things): Remo Germani/Saar
14.	—	6.	Il Ragazzo Col Ciuffo (The Boy With the Forelock): Little Tony/Durium. Published by Durium

## Top Ten LP's of February

This Month	Last Month	Months on Chart	
1.	—	1.	Alta Pressione (Various Artists/RCA)
2.	—	1.	Recentissime (Johnny Hallyday/Phonogram)
3.	1.	2.	Chega De Saudade (Joao Gilberto/Bluebell)
4.	2.	2.	O Amor A Sonrisa E A Flor (Joao Gilberto/Odeon)
5.	—	1.	West Side Story (Johnny Green/CBS)
6.	7.	2.	Peppino Di Capri (Peppino Di Capri/Carisch)
7.	—	1.	'S Continental (Ray Conniff/CBS)
8.	3.	2.	The Best Of Sinatra Vol 1 (Frank Sinatra/VCM)
9.	4.	2.	The Best Of Sinatra Vol 2 (Frank Sinatra/Reprise)
10.	—	1.	Mina (Mina/Italdisc)

Italian CBS: Two singles of Ray Conniff, "La Mer" and "The Continental," have just been released along with "Maria" and "Tonight" by Andy Williams, "I Left My Heart in San Francisco" by Tony Bennett. Also just released, the first CBS Italian record, "Un Vecchio Clarino" sung by Gianni Sainjust. The activity of Ricordi's staff is very strong on CBS exploitation. Until now they have published about one hundred albums, mono and stereo, of the CBS classical repertoire, and one hundred albums of light music. Promotional campaign on CBS releases was announced by Ricordi with first Italian release by Steve Lawrence, "Non Amarmi Così" (Go Away Little Girl), and on the Percy Faith disking of "Lawrence Of Arabia."

New releases were announced also under the Ricordi label: Ornella Vanoni has recorded the San Remo song "Ricorda," while Giorgio Gaber cut, from the same contest, "La Ballata Del Pedone." Ricordi's top artist waxed also his new composition "Porta Romana," with which he is hoping to repeat the success of his last composition, "Trani A Gogo." Ricordi's odds are strong on "Lacrime Di Una Tromba," a new tune just recorded by its new artist, Paolo Zavallone.

Ricordi's Emilio Pericoli will perform on the European TV screens the winning San Remo song "Uno Per Tutte" on the Eurovision Song Festival in which he takes part as Italian representative. After he will leave for the States where he partakes as star guest to the Jackie Gleason's TV Show and to the Ed Sullivan Show. He will perform also in the principal night clubs of the States, and his US program will end with a series of new recordings in the Warner Bros. Studios of Hollywood.

EMI Italiana has released a piano album that brings together some of the greatest artists of the century: Paderewski, Cortot, Backhaus and Rubinstein. The album is entitled "Pianisti Celebri" (Famous Pianists). Another big classical release of EMI is the celebrated Beethoven Pastorale executed by the Philharmonic Orchestra of Wien with the late conductor Bruno Walter.

EMI Italiana has just announced a new album in which Frank Sinatra presents twelve of his top dates such as "I Love Paris," "Sentimental Baby," "Chicago" etc.

Other EMI release is devoted to another strong artist of the EMI catalog: Nat "King" Cole; on his last single the "King" performs "Dear Lonely Hearts" and "Who's Next In Line?"

News from Ri-Fi: Pino Velona, export/import manager, has just announced contracts for distribution of its catalog in Spain and Portugal, with Belter, in Canada with Kosmos and Bravo Records, in the U.S., with Vesuvius Records, in Turkey with Melody and in South Africa with Radio Record Co.

We had the pleasure to meet Benito Vassura. As reported, he left some weeks ago his post at EMI Italiana. Now, he was very happy announcing the establishment of his own record firm, under the name Jaguar Records. First artist to be signed by the new company is Ricki Gianco who is getting popular with his recording of "Tu Vedrai." He is one of the most promising artists of the new "Vogue." He has just waxed his first record for the new firm: "Il Tramonto" b/w "A Mani Vuote," both titles penned by Gianco himself. Publisher is Leonardi. Gianco is also the composer of the great 1962 hit, "Sei Rimasta Solo."

Decca has informed us that the top Italian singer star Katyna Ranieri has recorded in Hamburg some new titles which will be released in Italy very soon owing to the good success in Italy of the first Ranieri recording for Decca, "Desafinado." The new titles Katyna will record in Italian are "Maria Escandalosa" and a new Bossa Nova, "Puntualità," composed by Riz Ortolani, Ranieri's husband, which will be also recorded in German, Spanish and English (lyrics by George David Weiss).

Decca has also announced the release of the latest Pat Boone recording (Dot), "Days of Wine and Roses" (main theme from the W.B. movie starring Jack Lemmon and Lee Remick) and Jobim's Bossa Nova "Meditação (Meditation)." The label in March will release in Italy the first record by Carlo, a sixteen years old Italian singer who is enjoying success in Holland, singing in Italian and in Dutch: it will couple two twists, "Selene," one of the latest Modugno songs, and "Pulecenella Twist." Also for March, Decca has announced a new single by Vico Torriani with the Italian version of "Pepino the Italian Mouse" (Peppino o' Suricillo) and "La tua piccola mano."





# BELGIUM

Canzonissima, the song contest of Flemish TV, has come to an end after two weeks and the song "Waarom?" (Why?) came out on top. The winner—a Flemish language song—is at the same time the Belgian entry for the Eurovision Songfestival, to take place in London on Saturday, March 23 next. Music was composed by Hans Flower, a well known Flemish composer, who has written an impressive number of hits before, while lyrics were done by talented Wim Brabants. The latter is the penname of Clem De Ridder. From the start "Waarom?" has been sung by Flemish crooner Jacques Raymond, who is participating with his number in London.

The rules of Canzonissima however stipulated that first concern was the song and that any one could go across the Channel to perform it. Jacques is 25 years old, married and father of a son of eighteen months and lives at Temse, a small town on the shores of the Scheldt River.

Raymond is responsible for a number of Flemish bestsellers, but he has recently done his first record in German, which proves that besides a well groomed voice, he also possesses linguistic abilities. The record in question features "In Diesem Augenblick" on one and "Sweet Florentine" on the other side and shows the Marshall record label.

The question now arising is: Will Jacques Raymond record the winning song? (Rights of "Waarom?" belong to World Music). Professionals claim it's a pity he has not had the occasion to cut an English language record so far, which would provide him with a real chance of success. It is rumored that his firm, Marshall-records, are busy at settling this matter. There is a problem however: What song would be put on the reverse of "Waarom?" Maybe one of Jacques Raymond's own compositions "Eens" (Once) will be chosen, for which he wrote both music and lyrics. This then is another facet of Jacques' multifield activities. Together with Will Tura—who works very hard, too—he is the top favorite of the Flemish community.

Recently a new name has appeared on the horizon: Ray Mondo, who has cut a future bestseller, the religious song "Gloria." Well, Ray Mondo turns out to be Jacques Raymond himself. He had to adopt this identity as "Gloria" was not done for Marshall Records but on the Moonglow label.

Loser in the Canzonissima game was lady crooner Lize Marke, who was generally considered as candidate number one for London with the success of "Luister Naar De Wind" (Listen To The Wind) and "Saksisch Porselein."

To round up our account of this hotly disputed song finale in Belgium, we are summing up the results:

Songs	Specialized	Public	Total
	Jury	Jury	
Waarom?	114	178	292
Luister Naar De Wind	169	120	289
Een Orgel Speelt	127	147	274
Saksisch Porselein	124	123	247
Zo Mooi	114	127	241
Con Amore	60	126	186

We may add there were two separate juries: one consisted of twenty professional people, the other of ordinary folk whose only contact with the world of music is through their radio or record player at home—when they have one.

Coming back to Jacques Raymond, this rising star has made his way to the top in a very short time, that is to say between 1959 and now. In 1959, Jacques (who was born October 13, 1937) won the "Ontdek de Ster" (Discover a New Star) contest on Flemish TV. His first steps in the world of music was with an orchestra in his hometown, Temse at a night club called The Marly Club. Afterwards he performed with the big formation of Willy Franck. He is now mostly with the excellent formation of Marcel Sterckx of Malines. But sometimes he has to be content with the "make do" ensembles he meets with in dancing halls where he is engaged.

Ardmore and Beechwood acquired rights for Benelux of two recent successes of German singer Conny Froboess "Du Bist Mir So Sympatisch" and "Hilly Billy Ding Dong Choo Choo" (Electrola). They have also got the rights on the Flemish version of "Loin" (originally recorded by Richard Anthony) and sung on Ronnex by Renato and called "Ver" (Far).

Minou Drouet, France's wonder child who started writing poetry when she was hardly knee-high, was present at the reception held in Brussels for the Los Machucambos Trio. Minou now sings for Barclay records and has performed two songs for Flemish TV, which was there to take some shots for its weekly news review. Minou mimed her songs while the records played. She was very popular with the people present. Los Machucambos had been at Martini's before.

Flemish top performer Will Tura (hit: "Eenzaam Zonder Jou") was involved in a minor traffic accident in Ostend (West Flanders) and had to lay off for a few days. He is already reported better.

At the press club in Brussels a reception took place to publicize a long playing record "All Star Festival" issued by UNICEF, for the benefit of children in need. "All Star Festival," launched on Feb. 26, reproducing the voices of 12-international singing stars, and sold to the profit of the world's refugees, sponsored by the High Commissioner of the world's refugees by the United Nations.

Among the artists are names like Bing Crosby, Louis Armstrong, Edith Piaf, Maurice Chevalier, Doris Day, Caterina Valente, Nana Mouskouri, Patti Page, Louis Alberto del Parana, Anne Shelton, Ella Fitzgerald and Mahalia Jackson, who all benevolently contributed their efforts to the success of this realization. The record is distributed by Philips, and costs 129 Belgian francs.

Polygram S.A. just released a new label on the Belgian market: Audio Fidelity and came out with 5 LP's among them "Satchmo Plays King Oliver," "Al Hirt Swingin' Dixie," "Louis and the Dukes of Dixieland" and "Lalo Schifrin's Bossa Nova." Specialty on this label: Sound effects, doctored for highest fidelity sound. The Rooftop Singers will maybe soon reach the top over here with their "Walk Right In" (Fontana). Another sensation was caused by the first Brigitte Bardot LP (Philips).

Polydor's bestsellers of the week are "All Alone Am I" by Brenda Lee, "Junge Komm Bald Wieder" by Freddy, "Kleine Blauwe Zwaluw" by Bob Benny, "I'm Gonna Be Warm This Winter" by Connie Francis, "Violino Tzigano" by the same, "Telstar" by Colette Deréal and Les Compagnons de la Chanson. Various well known Deutsche Grammophon artists have been in Brussels for classical recitals: Andor Folder, Lorin Maazel, Wilhelm Kempff, Svjatoslav Richter and Ernst Haefliger.

The titles of the first recording of The Violents (Sonet, but distributed here by Show Records) were "Moonlight Walk" and "Bruterlein Trink."



# AUSTRALIA

There have been some interesting and important administrative changes made in the structure of Australian Record Company. They were recently announced by William Smith, managing director of A.R.C. Ray Bull has been appointed to the position of national sales manager for singles. Ray, who has handled radio and artist promotion for ARC over the past four years, will continue to do so in his new capacity. Another change announced is that Ron Calcutt has been appointed as sales manager of the State of New South Wales. Ron, who joined ARC five years ago as a salesman, was New South Wales Sales Supervisor before the new promotion.

Chris Vaughan-Smith, boss of the Southern Music group in Australia, is delighted with the success of his copyright "Walk Right In," which is doing great business throughout the nation under the Philips label single by The Rooftop Singers. Southern also own the rights to the lovely new Johnny Mathis hit, "What Will Mary Say."

Festival Records has rush-released the newie by The Four Seasons, "Walk Like A Man," which is the subject of tremendous airplay and is sure to become another really big smash in this territory for the group. Festival has also issued the new Patsy Cline release, which couples "Leavin' On Your Mind" with "Tra Le La Le La Triangle."

RCA is out with the Duane Eddy cut of "Boss Guitar" and "The Desert Rat;" this should prove a strong follow-up to the twangy one's solid hit "Guitar Man."

Music publishers Boosey & Hawkes advise that restrictions on music from the film "Taras Bulba" is to be lifted on March 1. United Artists has the film set for Australian screening around mid-March the important title from the show is "The Wishing Star."

One of England's leading trad stars Mr. Acker Bilk is expected to tour Australia within the next couple of months. He will visit New Zealand before hitting this area.

By the time you read this, Vera Lynn will be in Australia for a concert season. It has been a long time since she has had a hit in Australia but she has countless fans among the older people and her concerts should do well.

W&G Records has struck a "hit Patch" at the moment. It has "From A Jack To A King" by Ned Miller; "Who Stole The Keeshka?" The Matys Bros; "Like I Do" by Maureen Evans; "Hava Nagila" by The Spotnicks; "I Thought I Heard You Calling My Name" by Max Falcon and "Little Band Of Gold" by James Gilreath. In addition, it also has several local singles on the move.

The Warner Bros local release of "Rhythm Of The Rain" by The Cascades should achieve good sales results—airplay is strong and it looks like a certain chart contender of the future. The record, which is on the WB label, is pressed and distributed here through the Australian Record Company.

The EMI people here are very happy about the present American reaction to the Rolf Harris release (Epic) of "Sun Arise." This could be a really big one for Rolf in the United States if reports filtering back are any indication.

Sven Libaek, A&R manager of Australian Record Company, has signed three new local artists to record on the CBS label in Australia. They are Margaret Day, Jerry J. Wilder and Judy Cannon. First records on the CBS banner can be expected from these artists during the next few months. CBS has just released a newie by a local instrumental group the Atlantics; initial single carries "Dark Eyes" and "Moon Man." The latter was written by the group's drummer, Peter Hood.

## Australia's Best Sellers

1. From A Jack To A King (Ned Miller—W&G) J. Albert & Son
2. Walk Right In (Rooftop Singers—Astor) Southern Music
3. Hey Paula (Paul & Paula—Philips)
4. The Boys (The Shadows—Columbia) Belinda Music
5. Tell Him (The Exciters—U/A) Robert Mellin
6. Blame It On The Bossa Nova (Eydie Gorme—CBS) Tu-Con Music
7. The Night Has A Thousand Eyes (Bobby Vee—Liberty) Belinda Music
8. Return To Sender (Elvis Presley—RCA) Belinda Music
9. \*Surfside (The Denver Men—HMV) Johnny Devlin Music
10. \*Come A Little Bit Closer (The Delltones—Leedon) Belinda Music
10. Half Heaven, Half Heartache (Gene Pitney—U/A) Belinda Music

\*Locally Produced Record.

## 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. Limbo Rock (Chubby Checker/Parkway)
6. All Alone Am I (Brenda Lee/Brunswick)
7. Crying In The Wind (Paul Anka/RCA)
8. Do You Love Me (The Contours/Oriole)
9. The Next Time (Cliff Richard/Columbia)
10. Karavan (The Jokers/Marshall)

### WALLOON

1. Sans-toi Mamie (Adamo/Pathé)
2. Tous Les Garçons Et Les Filles (Françoise Hardy/Vogue)
3. Coeur Blessé (Petula Clark/Vogue)
4. Non Monsieur (Los Machucambos/Decca)
5. Si Un Jour (Robert Cogi/Philips)
6. All Alone Am I (Brenda Lee/Brunswick)
7. l'Idole Des Jeunes (Johnny Halliday/Philips)
8. Do You Love Me (The Contours/Oriole)
9. Crying In The Wind (Paul Anka/RCA)
10. Limbo Rock (Chubby Checker/Parkway)



# GREAT BRITAIN

"A Song For Europe," the British heats to decide the song and artist to represent the U.K. in this year's Eurovision Song Contest were just staged by BBC TV. Singer Ronnie Carroll, last year's winner, once again gained an easy victory for himself and Philips with "Say Wonderful Things"—a lyrical ballad by EMI A and R Manager Norman Newell and Philip Green and published by EMI's publishing house Ardmore & Beechwood. 7 songs were presented—all ballads—and judged by 16 national juries each awarding three points for the first choice; two for the second and one for the third. The result was never in doubt as Carroll, maintaining an early lead, finally claimed 33 points out of a possible 48. Second with 20 points came Barry Barnet (HMV) with "If You Ever Leave Me" by Hal Shaper and Steve Race published by Robbins and in third place only 3 points behind "Pick The Petals" by Leslie Bricusse published by Essex.

"Say Wonderful Things" is the third successive win for Philips Records London which started in 1961 with "Are Your Sure" by The Allison's on Fontana coming second in the finals at Cannes and last year Ronnie Carroll's "Ring-A-Ding Girl" which took fourth place at Luxembourg, first place going to Philips France with "Un Premier Amour" by Isabelle Aubret.

In the past the submission of songs has been the responsibility of music publishers and record companies. Their reluctance to submit their best material and artists to the risk of defeat has resulted in rather sub-standard heats. In an effort to raise the standard, the BBC this year commissioned songs from seven top British composers, all with major hits to their credit. That only three of the songs received a double figure vote confirms that there is still plenty of room for improvement. However, congratulations to all responsible for "Say Wonderful Things" and Good Luck to Ronnie Carroll when he represents the U.K. in the Eurovision Song Contest in London on March 23.

Here for a three-week nation wide tour are Verve artists Ella Fitzgerald and Oscar Peterson. In celebration EMI issued an Ella Fitzgerald single "The Music Goes Round And Around" and an LP, "Rhythm Is My Business." Oscar Peterson also gets an album release "The Sounds Of The Trio" featuring Ray Brown (Bass) and Ed Thigpen (Drums).

Louis Benjamin, director and general manager of Pye Records, returned to London after a 10-day visit to America. As already reported arrangements were made to release the Colpix product on its own label here in the near future. Colpix has been distributed and released on the Pye label for the past four years. Benjamin also had area discussions with associate companies including Cameo-Parkway, Reprise, Joy and Somerset. Results of these talks will be announced later.

Fred Jackson of Tin Pan Alley Music very glad to have the Nana Mouskouri Luxembourg Eurovision entry "The One That Got Away" (English lyrics by Bunny Lewis) which will be issued by Philips after the Festival. Jackson is currently handling the American smash "Hey Paula." Three versions are available—the original American Paul and Paula (Philips); The Avons (Decca) and Elaine and Derik (Piccadilly).

Following the success of their trial concerts to promote their first entertainment disk "Songs Of Love, Lust and Loose Living" Transatlantic Records are embarking on a series of eight Sunday concerts commencing March 3rd. The concerts composed mainly of poetry and folk songs will feature artists such as The Tony Kinsey Quintet, Tony Britton, Isla Cameron, Robin Hall and Jimmy McGregor, Christopher Logue, Steve Benbow etc. The latest Transatlantic release is a jazz album which combines the talents of poet Christopher Logue, musician Tony Kinsey and singer Annie Ross.

"The End Of The World," which has climbed high in the American charts for Skeeter Davis in the States, has been covered here by Jackie Lee (Oriole) and Valerie Masters (HMV). Publisher is Compass Music, a subsidiary of Chappells.

"Fireball XL5" is the title of a very popular children's TV puppet series and Melodisc Records, hosted by Siggie Jackson, threw a party to launch the theme music "Zero G" by Barry Gray and His Spacemakers" which is published by David Toff Music. Melodisc is usually associated with rhythm and blues and folk music so the occasion was also a celebration of their first pop release for some time. The disk is issued in a coloured E.P. type sleeve. The flip "Fireball" from the same series has also been waxed by The FleeRekkers on Piccadilly.

Chief A and R Manager for Pye Records, Alan Freeman, left on March 2 for an extensive business-cum-pleasure trip. The business side will take him to New York, Los Angeles, Hollywood, and Philadelphia to meet up with Pye's associate companies in those territories and the pleasure begins with a holiday in Honolulu and a visit to Sydney.

Parlophone's album recording of "That Was The Week That Was" was given a champagne launching by EMI Records, aided by the personal appearance of the stars of the show David Frost, Millicent Martin, Lance Percival, Roy Kinnear, William Rushton, Kenneth Cope and David Kearney. This late night satirical show put on by the BBC has become one of the most talked about TV programmes with an estimated viewing audience of 10,000,000.

Cyril Gee of Mills Music asked us to point out that he has negotiated a deal with American publisher Ivan Mogull to handle the selling agency only and not an exclusive copyright deal as reported in this column of February 16th.

News from Lee Pincus of Ambassador Music is that "Taste Of Honey"—already made into a hit by Mr. Acker Bilk on Columbia—has been recorded by Nana Mouskouri for release in France on the Fontana label.

Lee also advises us that his father George Pincus, who heads up the Gil-Ambassador-Pincus publishing operation in New York, arrives here March 7th. Discussions will take place with the British writers, independent producers and publishers who export to Gil-Pincus through Ambassador Music. The latest Gil-Pincus British success is "Popsy" recorded by Ray Conniff on American Columbia.

Two albums from the Ronda catalog are issued by Ember Records International, "The Blues And Dixie" by Jack Teagarden and "Romance and Rose" by David Rose. Others include "Dancetime" by Earl Bostic and "100 Men And A Girl" by Peggy Stuart. In celebration of St. Patrick's Day (March 17th) Ember issues an E.P. "Irish Holiday" by the Inis Fail Ceile Band.

Quickies: Band leader Billy Cotton voted "Show Business Personality Of 1962" by Variety Club of Great Britain. . . . Jet Harris and Tony Meehan planning an album "Diamonds." . . . Maureen Evans and Oriole A and R Manager John Schroeder flew to Germany to record "Like I Do" for release on the Ariola label. . . . Composer MD Henry Mancini arrives March 4th. . . . Mark Wynter in New York 6th to 9th March plans meetings with Goffin and King songwriting team. Mark had great success with "Go Away Little Girl" here. Frank Sinatra's version of "My Kind Of Girl" (Matt Munro hit) released here on Reprise. . . . The Beatles next LP titled "Please Please Me" after their hit single on Parlophone. . . . Next Kenny Lynch single penned by Lennon and McCartney of The Beatles titled "Misery." . . . KPM Music have the next Four Seasons single "Walk Like A Man" (Stateside). . . .



# MEXICO

Sentimental Cuban singer Olga Guillot, who settled some time ago in México, left town to perform at the Hollywood Palladium, contracted by impresario Chico Sesma. While in L.A., Olga will visit Gramophone Music Company to arrange the rights of some songs she will record for Musart in the future.

All the artists of the Musart label organized a big salute to conductor, arranger and saxist Cuco Valtierra at the Terrazza Casino night club, where all of them performed for free to help this musician, who is very sick.

Mexican singer Queta Garay will fly to Japan to perform at the Copacabana night club of Tokyo City. Incidentally, this cabaret is owned by a Mexican.

Armando Manzanero, who used to work for Emmi Publishing, signed contract with the CBS label as an A&R man, taking the place of Luis Demetrio, who will be coordinator of this company. Salvador Arreguin takes charge of the international artistic director of CBS.

Supervising distributors of Latin America, David Crump, general manager of RCA, flew to those countries, starting in Puerto Rico.

Javier Solis, Mexican best seller, starts a tour through cities of the country starting a musical caravan in which Toña la Negra, Angélica María, Maria Eugenia San Martin and Jaime Fernandez will also perform. Solis' latest record is "Ay Cariño" (1st. place in the Mexican Song Festival).

In the Perry Como style, but adapted to Mexican taste, we saw the second new "Andy Russell's Music Kraft" show.

César Costa, one of the two most popular idols of the "new wave" (the other one is Enrique Guzmán), released his fourth LP on which he includes songs like "Tell Laura I Love Her," "Dance the Bossa Nova," "I Go Down the River," "Tears," "I'd Never Find Another You," "Lah di Dah," "Johnny Remember Me," "I'll Never Dance Again," "She's Just Another Girl," "Close to Cathy," "Fever" and "Mi única ilusión." All these recordings are accompanied by the Gustavo Pimentel orchestra.

Discos Universales is the name of a new musical company which will be promoted and coordinated by Guillermo Buerckle and handle the Deutsche Grammophon, Polydor, Philips, Fontana, Mercury (and later MGM) labels. Firm will also produce Mexican records with Mexican artists.

With the songs "Salón Cristal" and "Zacate Para El Caballo," CBS cut a new tropical orchestra conducted by Abel Ocampo, which has a typical style that may be popular very soon.

Musart Records started a strong promotion combined with Radio Mil station, giving prizes of one thousand pesos to the customers of this label and the listeners of the station. Big sales increase is reported.

Michael Stillman, director of Monitor Records, came to México to close a representation deal in this country with Mario Freidberg, Disco Importadora's manager.

Oscar Madrigal has his first LP on Gamma, after tremendous success with his version of "Things." In this album are songs like "Rumors," "Close to Cathy," "Jessica," "Sealed with a Kiss," "What Kind of Love is This," "Susie Darlin'," "Little Diane," "Go away Little Girl," "Hotel Happiness," "Only Love Me" and "Send Me The Pillow That You Dream On." Oscar is increasing in popularity each day and very soon will have his own TV show.

Leo Acosta, who used to be drummer with the Perez Prado orchestra, organized his own band in México and is now making records and appearing in theaters.

## Mexico's Best Sellers

1. El Ladron—Sonora Santanera (CBS). (MUMUSA).
2. Cosas (Things) Oscar Madrigal (Gamma).
3. Al Di La—Emilio Pericoli (Warner Bros).
4. Corre Sanson (Run, Samson, Run) Los Rebeldes del Rock (Orfeon). (BRAMBILA).
5. Ay Cariño—Marco Antonio Muñoz (RCA). Alberto Vázquez y Manolo Muñoz (Musart). (PHAM). Javier Solis (CBS).
7. La Mantequilla—Los Locos del Ritmo (CBS)
8. Ese Beso—Paul Anka (RCA). Alberto Cortéz (Gamma). Pablo Beltrán Ruiz (RCA). Jacobo (Peerless). (BRAMBILA).
9. Venus—Santo y Johnny (Gamma).
10. Canta Vida—Los Soberanos (Peerless). Enrique Guzman (CBS). Andy Russell (Orfeon).

## Great Britain's Best Sellers

This Week	Last Week	No. Weeks on chart	Title	Artist
1.	2.	6.	*The Wayward Wind	Frank Ifield (Parlophone) Lafleur
2.	3.	4.	Please Please Me	The Beatles (Parlophone) Dick James
3.	1.	6.	*Diamonds	Jet Harris & Tony Meehan (Decca) F. D. & Hunter
4.	10.	3.	The Night Has A Thousand Eyes	Bobby Vee (Liberty) Aberbach
5.	6.	4.	Loop De Loop	Frankie Vaughan (Philips) P. K. Music
6.	4.	5.	Little Town Flirt	Del Shannon (London) Vicky
7.	17.	2.	That's What Love Will Do	Joe Brown (Piccadilly) Good
8.	11.	3.	Sukiyaki	Kenny Ball (Pye) Belinda
9.	13.	5.	Island Of Dreams	The Springfields (Philips) Chappell
10.	14.	5.	All Alone Am I	Brenda Lee (Brunswick) Leeds
11.	18.	2.	*Summer Holiday	Cliff Richard (Columbia) Elstree
12.	15.	3.	Walk Right In	The Rooftop Singers (Fontana) Southern
13.	5.	11.	*Bachelor Boy	Cliff Richard (Columbia) Elstree
14.	7.	13.	*The Next Time	Cliff Richard (Columbia) Elstree
15.	20.	2.	Hava Nagila	The Spotnicks (Oriole) Leeds
16.	—	1.	Like I've Never Been Gone	Billy Fury (Decca) Shapiro Bernstein
17.	9.	12.	Like I Do	Maureen Evans (Oriole) Bourne
18.	—	1.	*Dancing Shoes	Cliff Richard (Columbia) Elstree
19.	8.	7.	*Globetrotter	The Tornados (Decca) Ivy
20.	12.	7.	*Don't You Think It's Time	Mike Berry (HMV) Meridian

## The Best in Britain... Bens



# CANADA

Allan Sherman was set for a concert appearance (2/24) in Montreal's Her Majesty's Theatre. His Warner Brothers albums continue to lead the best selling album lists throughout Canada. Also appearing in Montreal the same weekend was folk singer, Pete Seeger. He played a date for Sir George Williams University students (2/23).

Bill Smithers of Quality's Montreal Branch reports the debut of a new Quality manufactured label. Fontaine Records rushed out their first product (week of 2/18), a French Language version of the English smash, "Walk Right In." Title is "Viens Chez Moi" and was cut in Montreal by The Gallin Sisters. Enthusiastic response is expected at all levels to the new label and its first release as French Language markets of Canada become stronger and stronger from a commercial point of view. Hottest LP in the Quality branches coast to coast of late has been the Philips package, "Sing For Young Lovers" by Paul & Paula. Quality promo men are conducting contests with deejays in leading markets based on the ages of the two stars. Copies of the new LP are awarded as prizes.

Another action LP in numerous Canadian markets is the set by The Roof-top Singers. Released on the Encore banner in Canada from Vanguard in the U. S., the set is getting heavy air exposure, particularly a track entitled, "Tom Cat." Many in the trade are looking towards this track as a strong possibility for the new single by the Group.

Hottest single in a long time on the Hickory label, currently getting a lot of deejay attention—both pop and country—in the Montreal-Ottawa area is Bob Luman's latest, "Interstate Forty."

Young Canadian singer Doug Lycett, who created some regional action a year or so ago with a Quality outing entitled "Cindy Merindy," has the two strongest sides he has ever done currently under the Arc banner in Canada. Best of the two at this writing would seem to be a tune entitled, "After The Heartache." Both tunes cut on the session at the RCA Studios in Nashville, were written by Doug, himself. He has strong instrumental support on the two sides with such leading lights of the Nashville scene as Floyd Cramer, Boots Randolph and Grady Martin participating in the session. He's looking forward to an American release for his songs in the near future. They are well worthy of attention by American record firms, both strong commercial outings.

Quality's George Struth drops a line to say his firm has just closed a deal with Harry Finfer for Canadian distribution of his Arlen label. One of the strongest releases Quality has had in some time is the side originating with A&M in the U. S., "I'm Just A Country Boy" by George McCurn. It is getting air exposure on practically all Canadian stations from coast to coast, resulting in very strong early sales.

Billy Martin and his band wound up a two week stand in Granby, Quebec recently, moving into the Baril D'Huitre in Quebec City for a week on March 4. The following week sees the artist return to Montreal and the Chez Isidore Room. Billy reports that sales on his London LP, "Billy's Dance Party" are in good shape, both in Canada and the U.S.

Terry Gibbs just completed a two week, Town Tavern stand in Toronto. While in the city he did extensive promotional work on behalf of his current Mercury best selling LP, "Explosion." As a result of his and Quality's Stan Dorling's combined efforts, the package showed up well in recent area sales figures.

Torontonians looking forward to the debut release of pretty Lisa Carroll on Amy, early in March. The talented young lady just completed two very successful weeks at the Big Town's Le Cabaret. Two sides to be released first by Miss Carroll are entitled "Key Man" and "Diamonds—Pearls." A veteran of club dates in both the U.S. and this country and with a string of off-Broadway successes to her credit, Miss Carroll's record will be warmly received by her many friends in the trade, and her many Canadian fans.

Action reported in some areas on the newie by Ray Smith on Smash, "Those Four Precious Years" and "Room 503" is beginning to happen in several spots reports Quality's Stan Dorling. Ray just completed a two week stand at Toronto's Concord Tavern.

Johnny Maddox currently appearing at Toronto's Club 76, winding up a four week engagement at the Toronto nitery. Volumes 2, 3 and 4 of his Dot LP's "World's Greatest Piano Rolls" are meeting with warm receptions by broadcasters across the country.

Just out on MGM with a revival of "It's A Sin," Bill Henderson opened (2/18) at the Town in Toronto.

Stan Dorling is making a lot of station calls these days throughout Ontario with the MGM set by Richard Chamberlain in tow. Good reception from all types on air formats says Stan. In addition the Paul and Paula set and the Billy Vaughn, Dot package, "1962's Greatest Hits" are getting a lot of Dorling attention. Top plug singles currently at Quality's Ontario division are "South Street" The Orlons, "Butterfly Baby" by Bobby Rydell and the Yellow Bandana sound by Faron Young.

On the subject of "Yellow Bandana," CKOY-Ottawa's Ted Daigle enjoyed tremendous success with his contest asking for yellow bandanas from his listeners in return for copies of the Faron Young hit. His studio is now almost completely draped in ladies yellow head gear, offering up a very perfumy odor to the Noon to four CKOY segment, hosted daily by Ted.

Cash Box subscriber Barry Sweeney is an entertainment columnist and record reviewer attached to an R.C.A.F. service paper in Foymount, Ontario. Barry is asking for help from Canadian distributors in supplying him with promotional releases to write about in his widely read column. Send him material to P.O. Box 239, R.C.A.F. Foymount, Ontario.

A recent Cash Box visitor was Walt Greelis of McCay Distributors in Toronto. He had glowing reports on a London package entitled "Victory In Review," an addition to the famous Phase Four line of the company. The musical epic is directed by Eric Rogers and should be a prime documentary programming item with FM and AM broadcasters alike.

Walt reports great Toronto reaction to the most recent Atco outing by The Coasters, "P.T.A." seems to be one of the strongest commercial items out of McCay in some time. Also breaking throughout the Ontario territory is the Boots Randolph waxing of "Yakety Sax."

Don McKim, president of Phonodisc Ltd., has announced the appointment of Denis Lapointe as manager of the eastern division of the firm. Lapointe was previously associated with Capitol Records of Canada, laterly as national sales manager. Most recently he was national sales manager of Allied Records Corp., Montreal.

Johnny Nash opened at Ottawa's Rib Room (2/25). The Warner Bros. star made the rounds of Ottawa deejays and was warmly received, as usual, by area radio types.



# GERMANY

The "All Star Festival" record has been released by Philips Records in Germany. All profits from this LP which includes songs from top artists such as Bing Crosby, Louis Armstrong, Doris Day, Nana Mouskouri, Maurice Chevalier, Patti Page, Ella Fitzgerald, Edith Piaf, Nat Cole, Anne Sheldon, Luis Alberto, Mahalia Jackson and Caterina Valente, will go to the United Nations Refugee Fund.

Philips, which produced and will now distribute the record all over the world, is selling the LP here for \$2.50 (a regular LP costs \$4.50), expects to do a top selling job here, and the record should produce a tremendous income for the UNO Refugee's Fund. It's wonderful to see the record firms all over the world get together and cooperate in order to make such a project as this one possible. Needless to say, it will more than pay for itself not only for the good that the needy refugees will receive, but also in tremendous good-will generated toward the record industry in general. Curd Jurgens, who plays the part of "Mack The Knife" in the "3 Penny Opera" million dollar film recently produced here, has released a new single of "Mack The Knife" for Ariola Records here. The film starts on March 7 in Munich and should provoke tremendous reactions from the record buyers.

Peter Hinnen, who years ago was a smash success here as "Little Peter," the yodeling youngster from Switzerland, is now 21 and again a top star through his recording of "El Rancho Grande" in German. On March 22, he'll fly to New York for appearances on the Jack Paar show, and in April he'll be in the Olympia in Paris. The busy youngster will do his South American tour in May and return here for recordings. Peter's also an Ariola artist.

Peter Kraus and Gus Backus, now back from the U.S. where they turned out new English recordings for MGM, A&R man Gerhard Mendolsohn returned from the U.S. just in time to start action for the first Tony Dallara German recording, which is being afforded plenty of publicity by Polydor.

Peer Music chief Theo Seeger reports action on the firm's number one plug record "Amor, Mon Amour, My Love" with the first German waxing out on Columbia by Vittorio.

Hans Gerig reports that his music publishing house was right on top of things this season. At the recent Radio Luxemburg award for the top "Carnival" songs of 1963, the publisher took all 3 prizes and on the First of March, it took 2 of the top 3 places for its songs through audience participation for the top songs (pop) of the season. Radio Luxemburg's golden-silver and bronze "Lions" will be awarded to Freddy, Will Brandes, Sacha Distel all of Polydor and Joey Dee will also pick up a "Bronze Lion" for his "Ya Ya Twist."

At present, the hit parade is headed by Rex Gildo of Electrola with Billy Mo of Teldec and Lil Malmkvist of Ariola follow with their newest hits in that order.

Polydor recently had two top guests here. Pat Thomas, who has her first LP released here on MGM as well as her single of "Desifinado," was here and did a shot on the popular Chris Howland TVer. Brenda Lee also visited Hamburg to do German speaking records with her A&R man here, Bert Kaempfert.

Rolf Budde reports that Gerhard Wendland, who hit the top of the charts here with his German version of "Rambling Rose," will have his new waxing of the German version of "Dear Lonely Hearts" out in a few days.

In addition, the publishing house is hard at work pushing the 2 sides of the current Cliff Richard smash, "Bachelor Boy" and "The Next Time," "Dance On" by The Shadows, the Dickey Lee smash "I Saw Linda Yesterday," and the number one song from San Remo "Uno Per Tutte." The German recording of the song by Vittorio is already on the market. In addition, Rolf has top action German hits by John Buck, Rex Gildo, Horst Fischer and many others, not to mention the Gerd Boettcher top 10 favorite "Fuer Gaby Tu' Ich Alles" (see Best Sellers).

Pardon Our Slip: We thought that this was long ago corrected, but here goes. In our October 13 issue, there was a picture of Joe Giannini along with artist Henry Wright and arranger Augusto Martelli. The caption mentioned the new recording of "Abat Jour" and that the song was the "first domestic Italian number" that Joe had released. Of course, the number is the Italian version of the German song "Salome," which also enjoyed hitsville all over Europe under the title "Romeo" as sung by Petula Clark. The song is published by the Wiener Boheme Verlag in Munich-Vienna.

That's it for this week in Germany.

## Germany's Best Sellers

This Week	Last Week	No. Weeks In Charts	Title
1.	1.	11.	*Junge, Komm Bald Wieder (Son, Come Home Soon)—Freddy—Polydor—Sikorski/Esplanade
2.	3.	5.	Gauche Mexicano (Jalisco)—Renate & Werner Liesmann—Ariola—Melodie Der Welt
3.	2.	10.	*When Du Gehst (When You Go) — Connie Francis—MGM—Viktoria
4.	5.	3.	Let's Dance—Chris Montez—London—Melodie Der Welt
5.	8.	3.	Eso Beso—Paul Anka—RCA—Will Meisel
6.	4.	12.	*Fuer Gaby Tu' Ich Alles (I Do Everything For Gaby)—Gerd Boettcher—Decca—Rolf Budde
7.	—	1.	Casanova Baci—Petula Clark—Vogue—Montana
8.	6.	12.	*Die Letzte Rose Der Praerie (The Last Rose Of The Praerie)—Martin Lauer—Polydor—Hans Gerig
9.	10.	2.	*Ich Kauf Mir Lieber Einen Tirolerhut (I'd Rather Buy A Tirol Hat)—Billy Mo—Decca—Karlheinz Busse
10.	7.	17.	*Baby Twist—Will Brandes—Polydor—Hans Gerig *Original German Copyright

### CANADA (Continued)

Bobby Callender, currently clicking with "Little Star" on Roulette was a Montreal visitor (2/16 & 17). He did promotion for his hit with TV and Radio people and appeared in a Sunday night stage show in the Metropolis.

Hal Ross at Compo in Montreal is predicting great reaction to the latest by the Everly Bros. on Warners. Entitled "Nancy's Minuet," the side seems destined for a lengthy chart stand.

Compo's hottest single currently is the Decca debut of Rick Nelson. Tremendous deejay reaction has been noted to his initial outing, the Ray Charles hit of a while back, "I Got A Woman." That seems to be the action side at the moment, but they're not underestimating the ballad on the flip, "You Don't Love Me Anymore" could make Rick's debut a two-sider, reports Hal.



# JAPAN

Foreign film shows have been getting more exposure of late on Japanese TV, since this is the season when baseball and other field sports are off the air.

Cash Box has checked on these programs, in cooperation with Music Life, a leading Japanese music magazine, in order to obtain information as to which firms control the theme music of the programs.

### Signs of Key Stations:

- NHK.....Japan Broadcasting Corporation
- NTV.....Nippon Television Network Corporation
- FUJI.....Fuji Telecasting Co., Ltd.
- NET.....Nippon Educational Television Company
- TBS.....Tokyo Broadcasting System

This week, the names of the Sunday and Monday programs will be listed:

SUNDAY			
Key Station	Japanese Title	Original Title	Network
NHK	Makkoi Ojisan	Real McCoys	Full (45)
	Sekai no Sakasu	International Show Time	
TBS	Manga POPAI	Popeye	3
	Sanset 77	77 Sunset Strip	16
	Hikyo o Yuku	Expedition	8
FUJI	Manhattan Skyandaru	Roaring 20s	2
	Boku no Furikka	My Friend Flicka	4
	Shuga Futto	Sugarfoot	4
	Maikel Shen	Michael Shane	1
	Papa Daisuki	My Three Sons	8
NET	Camera Kobakku	A Man With A Camera	6
	Mirionea	Millionaire	2
NTV	Kitto Kahsun	Kit Carson	19
	Papa wa Nandemo Shitteiru	Father Knows Best	10
	Kaiketsu Zoro	20 PRO Series	8
MONDAY			
Key Station	Japanese Title	Original Title	Network
TBS	Buronko Shaian	The Cheyenne Show	17
FUJI	Ani yo Juo Tore	Annie Oakley	6
	Gan Sumoku	Gunsmoke	1
NET	Kenju Mushuku	Wanted: Dead Or Alive	6
	Mista Edo	Mr. Ed	1
	Antachiaburu	The Untouchables	4
	Gunisan wa Honjitsu Tabo	Hennessey	5

Bunichiro Sano, the newly appointed Chief of the Copyright Section of the Ministry of Education, attended the publishers' conference held recently in Tokyo and interchanged opinions in regard to the Japanese music-world scene. Nippon Victor is releasing new albums by artists who will visit Japan this spring. They include: "Sinatra Sings; Basic Plays" (Reprise), "Exciting Lionel Hampton" (Globe), "Hampton & The Old World" (Philips) and Chubby Checker's "Down to Earth" (Cameo).

## Japan's Best Sellers

### INTERNATIONAL:

This Week	Last Week	Title	Label
1.	(1)	The Longest Day—Mitch Miller (Columbia) EMP; Shigeru Katsumi (Toshiba)	EMP; Toshiba
2.	(4)	Lonely City—John Leyton (Angel) Toshiba	Toshiba
3.	(3)	Return To Sender—Elvis Presley (Victor) Aberbach; Three Fannies (Toshiba)	Victor; Aberbach; Toshiba
4.	(8)	Eso Beso—Paul Anka (Victor) Shinko; Michiyo Azusa (King); Takashi Fujiki (Teichiku)	Victor; King; Teichiku
5.	(2)	Sherry—Four Seasons (Vee Jay) Toshiba; Paradise King (Toshiba)	Vee Jay; Toshiba
6.	(5)	Knock On Your Door—Eddie Hodges (Cadence) Aberbach; Yuichi Sawa (Toshiba); Yukari Ito (King)	Cadence; Aberbach; Toshiba; King
7.	(6)	L'Eclipse—Coletto Tempia (Victor) Yamaha; Mari Sono (Polydor)	Victor; Yamaha; Polydor
8.	(—)	Bobby's Girl—Marcie Blane (London) Shinko	London; Shinko
9.	(10)	Like I Do—Nancy Sinatra (Reprise) Shinko; Benny Sisters (Toshiba); The Peanuts (King)	Reprise; Shinko; Benny Sisters; Toshiba; King
10.	(9)	I Can't Stop Loving You—Ray Charles (ABC-Paramount) (Tone); Takashi Shikauchi (King); Frank Akagi (Polydor)	ABC-Paramount; Tone; King; Polydor

### LOCAL:

This Week	Last Week	Title	Label
1.	(1)	Itsudemo Yumeo—Yukio Hashi (Victor)	Victor
2.	(2)	Kiriko no Tango—Frank Nagai (Victor)	Victor
3.	(—)	Anoko ni Shiawaseo—Hisahiko Iida (Columbia)	Columbia
4.	(—)	Hitoribotchi no Futari—Q. Sakamoto (Toshiba)	Toshiba
5.	(6)	Samui Asa—Sayuri Yoshinaga (Victor)	Victor
6.	(3)	Akashia no Amega Yamutoki—Sachiko Nishida (Polydor)	Polydor
7.	(9)	Koi wa Kamiyo no Mukashikara—Midori Hatakeyama (Columbia)	Columbia
8.	(—)	Yamagoya no Hoshi—Kiyohiko Matsunaga (Toshiba)	Toshiba
9.	(5)	Hoshikuzu-no Machi—Michiya Mihashi (King)	King
10.	(—)	Bokuno Hoshi—Q. Sakamoto (Toshiba)	Toshiba

### LP BEST SELLERS:

This Week	Last Week	Title	Label
1.	(2)	Ray Charles Story Vol. 1—Atlantic	Atlantic
2.	(3)	The Best of King Cole—Capitol	Capitol
3.	(1)	Ray Charles Sings Country & Western Vol. 1—ABC-Paramount	ABC-Paramount
4.	(—)	Mantovani Spectaculars—London	London
5.	(—)	Oriental Mood—Grammophon	Grammophon

## France's Best Sellers

- Tous Les Garçons Et Les Filles: F. Hardy. Recorded by: F. Hardy. Publisher: Alpha.
- L'Idole Des Jeunes: Lewis, Bernet. Recorded by: J. Hallyday. Publisher: Mills.
- Telstar: J. Meek. Recorded by: Tornados. Publishing firm: Plante.
- C'est à L'Amour Auquel Je Pense: Hardy, Samyn. Recorded by: F. Hardy. Publisher: Alpha.
- Forme Formidable: Plante, Aznavour. Recorded by: C. Aznavour. Publisher: French Music.



# FRANCE

Bad news in perspective, it seems that we are heading for a rise in the price of records in France. There are signs of this that can't be hidden and especially for a professional in the disk biz. This is very distressing and it seems that France is the country with the highest selling record price, or at least one of the countries. A decision of this kind will certainly not stimulate the record sales. In any case it would be better to try and find another solution other than raising the record prices. We understand the fiscal authorities are refusing to assimilate the record and books and refusing all the advantages that this offers. It is certainly true on the other hand that the large sums of money paid to stars after the inking of a contract is also the reason why record prices will be raised to try and conserve their revenues. We can always think of this.

Let's now pass over to professional news. Nicole Barclay has just announced the name of a new young English singer Tony Victor formerly on the London Decca label. She is going to give him his chance on the Bel Air label.

On the other hand, we have been informed that Charles Aznavour has just finished turning a short subject film entitled "Tamouré" with Salvador. Whilst on the subject of Henri Salvador let's say he has just given us a series of recordings and notably an outstanding title "Minnie Petite Souris" which could have a brilliant success. Another that we must mention is "Retour Au Porteur" which is the adaption of "Return To Sender" that was a great Presley success. Let's get back to Aznavour to mention that he is writing a song for Jean Sablon.

We had Fernandez A&R man with Barclay over the phone the other day and he pointed out that Barclay now assures the distribution of Colpix disks for France. If our memory has not failed us Ricordi was the former distributor. The first release of Colpix by Barclay will no doubt be the original sound tracks of the films "Lawrence of Arabia" and "War Lover." Barclay editions have sub-publishing rights. Eddy Marnay will pen the French lyrics for the main theme from the film "Lawrence Of Arabia."

Fernandez also announced the signing up of a young Spanish singer named Raffael, who has just grooved four titles destined for export to South America, and Germany. Principal title is "Llevan."

Arielle on the Barclay label, not to be confused with Sheila on the Philips label, has just cut the French version of "Bobby's Girl" which is to say "Je N'aime Que Bobby." Maisa the famous Bresilian songstress has just signed an exclusive contract with the Barclay record company. First session is the principal theme from the film "Repos Du Guerrier".

Jacques Brel just back from the States and Canada where he obtained a big success. He debuts at the Olympia Music Hall February 28th this will last for a month and in April he will appear at Bobino. But no news at present of a recording session in view during his appearances at these two Music Halls. We must however add to this that Brel does not have very many grooving sessions during the year and this is an advantage for Jacques.

News from Philips but not lawsuits this time, but to mention that Isabelle Audret will present to us a 10" disk, from which we find a title called "Il N'y A Plus D'abonné Au Numéro Demandé" by Salvador and Gainsbourg. We cannot predict whether this is going to be a hit or not but the title leaves us very thoughtful so we are going to think this over again. While talking about Gainsbourg must mention a song composed and interpreted by him called "La Javanaise" that we hear quite a lot on the radio which proves that the publisher is doing his work well. Still with Philips, Frank Fernandel, the son of the inimitable Fernandel, is trying his luck in the song biz. Philips is bringing out a 45 RPM E.P. of this singer, and at this time of writing, we have nothing to say.

Let's talk about Guy Beart this time to announce that he appears at the opening of the European on March 6th. This will be four years since this artist appeared on a Parisian stage. Let's wish him a nice return.

Salvador is taking his role very seriously as producer and has given a good chance to a young singer Jacky Moulriere. This artist appeared at the famous TV discorama program and gave us glimpse of his talent while he sang "A Deux Pas D'un Ange." This is an experience that must be followed up closely, for many reasons and the principle one in our opinion is to see in which manner Salvador the editor will act. We can bet a lot that he will finally fall in line like all his fellow A&R men and that the necessities of the biz will perhaps make him forget his advanced ideas that he exposed and in particular the article published in the Discographie Francaise.

Silvie Vartan has just grooved "Il Revient" a French version of "Say Mama" which is already released as a single by RCA. This was penned in French by Georges Aber and Eddie Vartan and published by Editions Barclay.

Definite French version of "A Taste Of Honey" (Editions Barclay) is now "Un Homme Est Venu" with French lyrics by Eddy Marnay and we already have a rendering of it by Nana Mouskouri on the Fontana label.

## Canzonissima Winner



BRUSSELS—Jacques Raymond (center) is the winning chanter in the big Belgian song contest Canzonissima, with the song "Waarom?" for which Hans Flower composed the lyrics and Wim Brabants wrote the lyrics. At the right is Robert Bylois, the artist's personal manager and director of Marshall Records, during a chat with Frans Romeyns of Cash Box. Raymond will participate in the Eurovision Songfestival in London on March 23rd.



# ARGENTINA

Enrique Lebendiger, Fermata Do Brasil's topper, has been visiting Buenos Aires. Lebendiger came to talk with Mauricio Brenner, manager of Argentina's Fermata, about new expansion plans of the diskery and development of the record divisions of both companies. Before Lebendiger's visit, Brenner spent a few days in Montevideo, Uruguay, to receive the "Discometro Mundial" awards given by disk jockey Alberto Maravi and the Uruguayan record chamber to Chubby Checker and Bobby Darin, considered "the best New Wave singer" and "most promising singer" of 1962 in Uruguay.

Jorge Goncalves, producer of the Antonio Prieto show and many other TV smashes in Argentina, has left his post at the Pueyrredon Propaganda advertising agency and started his own producing company, called Organizacion Jorge Goncalves. According to him, the new organization will "fully produce TV, radio and cinema programs" and will soon start shooting Argentine TV serials for local and foreign stations. Goncalves has already bought his own studios, located at Uruguay 158, Buenos Aires, and will reportedly have all the up to date facilities used in advertising and program producing. Goncalves will continue with the Prieto show, when it re-opens, next April.

The discussion regarding the publishing rights of the song "Esperanza," hasn't seemed to affect it too much, and it seems a good bet for the next weeks. Up to now, the tune has been printed and is sold on paper by two different publishers, Edami (belonging to the Southern chain) and Juilo Korn. The story of the tune is this one: Ramon Cabrera, Cuban composer, had made an exclusive arrangement with Southern Music for the publishing of all his works. When the Cuban revolution took place, the new government ordered to submit to it all the existing contracts for its inspection. According to Cabrera, Southern didn't do such a thing, and thus the composer considered himself free to give his new production, "Esperanza," to Hispania Publishers, of Spain. Southern considers that it still has the rights to the song, because of that arrangement, and there may be a delicate lawsuit, since there will be not only legal but also political matters involved.

Roberto Yanes has started his second international tour, this time including Puerto Rico, Santo Domingo and New York. Yanes is appearing at the El Condado night club in Puerto Rico. March 8, he will fly to Santo Domingo, and afterwards will visit New York. According to CBS, his diskery, the chanter will appear on TV. Before leaving Buenos Aires, Yanes finished the recording of a new LP, with two tunes cut under the musical direction of Jose Carli: "Quedemonos Aqui" and "Cuesta Abajo." Besides, CBS will release a new Compact 33 by him, with four tangos cut with the Astor Piazzolla orchestra.

Los Cinco Latinos have also completed a new album, with orchestra directed by Lucio Milena. The record will contain several standards in new arrangements, like "El Relicario," "Bahia" and "El Beso." The group has renewed its contract with CBS.

Fermata Publishers at work with a new Italian tune, "Partido di Pallone," currently in the Italian charts. The Spanish lyrics have been already done, and the song has been waxed by Monica Lander, for Odeon Pops. Besides, Fermata is also promoting "Lovesick Blues," the Frank Ifield hit, and the second part of "Speedy Gonzales," "Tia Juana Ball," which will be titled "Corre Tia Juana."

News from Philips: On the Polydor label, the diskery is releasing "Mariachi en Percusion," an LP cut in Mexico by Los Charrros de Ameca de Roman Palomar, a new LP by German singer Freddy, a new single by Hugo Blanco ("La Cinta Verde" and "Limbo Rock") and the first Polydor recording made in Buenos Aires: "Los Claudios." There is also a new LP by Edmundo Rivero, another one by the Tamba Trio ("Bossa Nova 2000"), and new singles by Los Fronterizos, Carlos Geomar, and Tres para el Folklore. There is also a new three album set, titled "Embrujo," and composed with tunes by several artists like Andre Malando, Roy Baxter, Los Abriles and others.

Julio Korn Publishers continuing its work with "La Novia de Enero," the Chilean hit. Up to now there are three versions in the market (Los Cuatro Hermanos Silva, Hugo Marcel and Bienvenido Cardenas), and JK expects some more soon. It is said that Chilean artist Rosamel Araya will also cut it, and include it in his next album.

The news at Odeon are new singles by Ambar La Fox ("Me voy Con Mama"), Los Fernandos ("Un Primer Amor"), Los Tucu Tucu ("Ay Niña"), Carlos Mendez ("Play Madison"), Ginamaria Hidalgo ("Non, je ne regrette rien"), Frank Ifield ("Lovesick Blues") and Danielo: "Se Rimasta Sola," sung in Spanish. There are also 45 EPs by Peppino de Capri, with "Goodbye Cruel World," the new chart rider, folk songstress Ramona Galaza, the Duo Dinamico and Mexican chanter Manolo Muñoz.

## Argentina's Best Sellers

1. **Limbo Rock** (Kallman-Rosarita-Fermata) Chubby Checker (Fermata); Jackie (CBS); Juan Ramon, Los Primos (Disc Jockey); Nicky Jones (RCA); Hugo Blanco (Polydor); Lito Escarso (Music Hall); Duo Dinamico (Odeon Pops)
2. **Dame Felicidad** (Free Me) (Painted Desert-Korn) Enrique Guzman (CBS); Siro San Roman (Music Hall); Raul Lavie (RCA); Dany Martin (Philips); Los Siete de Oro (Odeon Pops)
3. **Return To Sender** (Fermata) Elvis Presley (RCA); Juan Ramon (Disc Jockey) Los Silver Stars (CBS)
4. **Et Manteinant** (Smart) Gilbert Becaud, Gelu, Lucho Gatica (Odeon); Los Cinco Latinos (CBS); Los Abriles (Philips); Raul Lavie (RCA)
5. **Next Door To An Angel** (Aldon-Fermata) Neil Sedaka (RCA); Juan Ramon (Disc Jockey)
6. **Ese Beso** (Spanka-Fermata) Paul Anka (RCA); Monica Lander (Odeon Pops) Juan Ramon (Disc Jockey)
7. **Adios Mundo Cruel** (Goodbye Cruel World) Enrique Guzman (CBS); Peppino de Capri (Odeon Pops)
8. **Ok Al Madison** (Fermata) Duo Dinamico (Odeon Pops)
9. **La Pecosita** (Edami) Los Pick Up (Music Hall); Los Jet (Opus)
10. **Speedy Gonzales** (Budd-Fermata) Pat Boone (Music Hall); Jackie (CBS); Juan Ramon (Disc Jockey); Peppino de Capri, Manolo Muñoz (Odeon Pops); Ellio Sangiusto (Disc Jockey); David Dante (RCA)
11. **Media Novia** (Korn) Palito Ortega (RCA)
12. **El Pecador** (Campei-Fermata) Los Panchos (CBS); Antonio Prieto (RCA); Lucho Gatica (Odeon); Los Nocturnos (Music Hall); Los Abriles (Philips) Lucho Gatica (Odeon); Los Nocturnos (Music Hall); Los Abriles (Philips)
13. **Baby Elephant Walk** (Neumann) Lawrence Welk (Music Hall); Henry Mancini (RCA); Cat (Philips)—Barber
14. **Bienvenido Amor** (Korn) Palito Ortega (RCA); Los Gin Fizz (CBS); Los Pick Up (Music Hall); Dany Martin (Philips)
15. **Perdoname** Duo Dinamico (Odeon Pops); Los Nocturnos (Music Hall)



# BRAZIL

Music development are at a minimum at this time due to the Carnival season, which sees many folks taking holidays outside of the big cities, and others going to the "Folia" (Fiesta).

### BOSSA NOVA NEWS:

The Jet Black's—Brazilian ensemble which appeared last year with enormous success, playing twist and other rhythms of the kind is entering the Bossa Nova field. The group will be reinforced with a couple of new musicians and expects to cut its first BN single shortly after the Carnival.

AUDIO-FIDELITY will release in March a REPRISE album already released in the United States called "The Hi-Los Happen To Bossa Nova" with arrangements by Chuck Sagle. We've heard the album and we think it's one of the best LP's made in U.S.A. of our Brazilian music. Undoubtedly, it's going to be a hit.

Audio Fidelity also released two more Reprise albums: "Sinatra and Swingin' Brass" with Frank Sinatra and Heal Hefti's Orchestra and "More Worlds, Other Sounds" featuring Esquivel, his piano and his orchestra. Also under the Audio-Fidelity label is a double-compact with a new vocal ensemble called "Os Bossais" formed by two Bossa Nova larks: Claudette Soares and Alayde Costa and two musicians and singers: Pedrinho Matar and Mathias. The group is completed by the drums of Chumbinho.

A group of Brazilian composers, musicians and singers of our Bossa Nova are organizing a new record company which will record only songs of this style. The new label will be called Elenco. Among the artists interested in the project are Sylvia Telles, Aloysio De Oliveira, Antonio Carlos Jobim, Vinicius De Moraes and many others.

Timi Yuro, songstress of Liberty Records, represented in Brazil by RCA, will have an LP released very soon here. It will be titled "Hurt." Her first single waxed in Brazil with Johnnie Ray, "I Believe," had a warm welcome by our public and as far as we can predict, Timi has a great chance of becoming one of the favorites of our music lovers.

Several American artists received the Chico Viola prize in 1962, an award to the most popular records of the year. Among them: Ray Ellis, Ray Charles, Ray Conniff, Chubby Checker, Bobby Darin, Paul Anka and Billy Vaughan.

## Brazil's Best Sellers

- |   |  |
|---|--|
| 1. <b>Filme Triste</b> —(Sad Movies) — Trio Esperanca (Odeon); Yeda Maria (RCA); Demetrius — (Continental); Sue Thompson (Copacabana)                             | 8. <b>*Tem Bobo Pra Tudo</b> —Alcides Gerardi—(CBS)  |
| 2. <b>I Can't Stop Loving You</b> —Ray Charles—(Polydor); Paulo Marquez (Chantecler); Carlos Gonzaga (RCA); Roy Orbison (London); Coro & Conjunto Gold Star (RGE) | 9. <b>*Ave Maria Dos Namorados</b> — Anisio Silva—(Odeon); Cauby Peixoto (RCA); Martha Mendonça—(Chantecler)   |
| 3. <b>*Volta Por Cima</b> —Noite Ilustrada (Philips); Fortinho (Philips) (Published by Cembra)  | 10. <b>Amorzinho Querido</b> —Idalina de Oliveira (Chantecler); Poly (Continental); Miranda (Chantecler)   |
| 4. <b>Hava Nagila</b> —Chubby Checker — (Parkway-Fermata); Aliza Kashi (Mocambo)  | 11. <b>Limbo Rock</b> —Chubby Checker—(Parkway-Fermata)  |
| 5. <b>Luz E Sombra</b> —Carlos José — (Continental); Fernando Torres (RGE)  | 12. <b>*Contradizendo</b> —Carlos Nobre — (RCA) (Published by Euterpe)   |
| 6. <b>Confissao</b> —Clovis Candal—(Copacabana); Leny Caldeira (Philips) Rosita Gonzalez—(Philips)  | 13. <b>Boletera</b> —Bienvenido Granda — (RGE)   |
| 7. <b>*Samba Em Preludio</b> —Ana Lucia & Geraldo Vandrê—(Audio-Fidelity)   | 14. <b>*E Voce Nao Dizia Nada</b> —Gilberto Alves—(Copacabana)   |
|   | 15. <b>Et Manteinant</b> —Gilbert Becaud (Odeon); Alda Perdigo (Philips); Wilson Miranda (Chantecler); Agnaldo Rayol (Copacabana); Pery Ribeiro (Odeon); Franck Pourcel (Odeon); Coro e Conjunto Gold Star (RGE) |

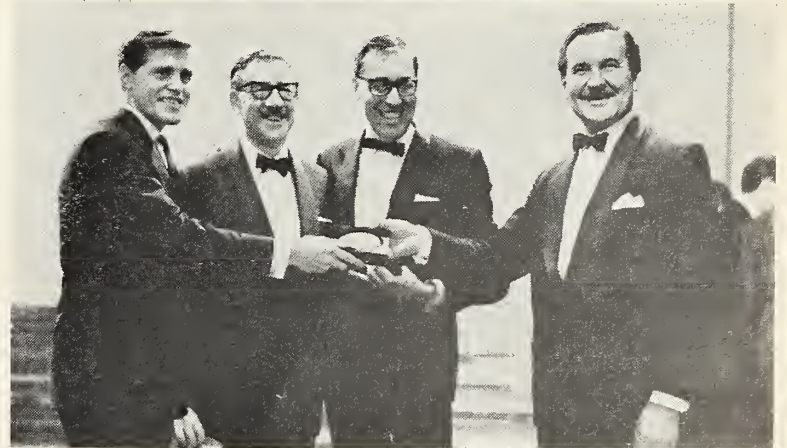
\*Brazilian Music

## Brazil's Top Ten LP's

- |   |  |
|---|--|
| 1. <b>I Can't Stop Loving You</b> —Ray Charles—(Polydor)                | 6. <b>Nico Fidenco</b> —Nico Fidenco — (RCA)                                   |
| 2. <b>'S Voice</b> —Ray Conniff Singers—(CBS)                           | 7. <b>*Carnaval RCA 63</b> —Various Artists—(RCA)                              |
| 3. <b>Twistin' Round The World</b> — Chubby Checker — (Parkway-Fermata) | 8. <b>'S Continental</b> —Ray Conniff — (CBS)                                  |
| 4. <b>The Jet Black's Again</b> —The Jet Black's—(Chantecler)           | 9. <b>Dancing In Wonderland</b> —Bert Kaempfert—(Polydor)                      |
| 5. <b>*Noite Ilustrada</b> —Noite Ilustrada —(Philips)                  | 10. <b>Romanticos De Cuba No Cinema No. 2</b> —Romanticos de Cuba — (Musidisc) |

\*Brazilian Music

## Winner Of "A Song"



LONDON—Ronnie Carroll (extreme left) winner of "A Song For Europe" is pictured above receiving his award from Tom Sloan, head of BBC-TV light entertainment. Also in the pic are Philip Green (left) and Norman Newell writers of "Say Wonderful Things."



# COUNTRY ROUND UP

**A Growing Trend:** Just received word that XERB-San Diego has switched over to a country format during the day and reaction has been gratifying all up and down the west coast. With 50,000 watts beamed up the coast, the outlet receives mail daily from the Mexican border to the Canadian border and even hears regularly from listeners in Alaska. "Buck" Wayne Johnston, production manager, requests all records and promotional material be sent to him at Box 1190, San Diego, California.

Jack Roberts of Seattle, Washington has set Lefty Frizzell for a series of one nighters. The trek takes the chanter throughout Washington, Oregon and Idaho.

Walt Breeland sends along word that Willie Nelson, having completed his initial and very successful appearance at the Golden Nugget in Las Vegas, is currently playing the Texas-Oklahoma nightspot circuit. Jimmy Day, the very able steel guitarist is now residing in Fort Worth and accompanies Nelson on his various show dates. Deejays still needing copies of Nelson's new Liberty click, "Half A Man," can have same pronto by writing on their station letterhead to Breeland at 8618 Anacortes St., Houston 17, Texas.

Bill Mack, one of the nation's top country music personalities has moved to 50,000 watt KCUL-Fort Worth as program director. Bill will be working with Lawton Williams, another top ten country music man. Williams is assistant manager of the

outlet. Mack was formerly with KENS-San Antonio until the station changed its format to popular music.

The Leroy Van Dyke Show has just concluded a very successful four week booking at the Mint in Las Vegas. The Las Vegas engagement was part of a sixty day tour set for the chanter by his manager Joe Wright.

Howard Vokes, topper of Vokes Music Publishing Company in New Kensington, Pa., is very excited over the foreign action on his firm's catalog. Over 30 of his tunes have already been released outside the United States. Starday Music represents the Vokes firm outside Of America.

The Jim Denny Artist Bureau recently booked a big show into Baltimore and Norfolk. The package consisted of Hank Snow, Don Gibson, Grandpa Jones, George Morgan, Red Sovine, Billy Walker and Del Wood.

Sunny Lee Daniels is doing a lot of radio and TV work in and around the Columbus area and is getting good action on her first Carroll release of "Judge Of Hearts." Jocks who want a copy should drop her a line at 80 South Warren Ave., Columbus 4, Ohio.

Chris Mack, program director on WFNC-Fayetteville, North Carolina, is now programming a new country called "Country Weekend." It is the only country show in the vast Fort Bragg-Fayetteville area. The outlet is 10,000 watts and listening area covers parts of North and South Carolina and Virginia. Mack is hard at work building up country music in these parts and invites all artists to send in bios, releases, photos, etc.

Jim Reeves and the Blue Boys took a flying trip north this past weekend, where they played to turn-a-way crowds in Madison, St. Louis, and Davenport. In between personal appearance dates, Jim will be back at the RCA studios in Nashville to cut two albums.

Negotiations are under way at Hubert Long Talent office for return appearance of the Ferlin Husky show 1965 at the Fat Stock Show in San Antonio, Texas. Husky, currently riding high on the crest of popularity with his Capitol platter, "You Hurt Me." The chanter will plane to Hawaii, Okinawa and Japan for two weeks in each country, beginning the middle of March.

A top-flight country package consisting of George Morgan, Duke of Paducah, Connie Hall, Red Sovine and the Gadabouts will play the big North Dakota Winter Show on March 6th, which is held at Valley City, North Dakota.

Stew Carnall has joined Cliffie Stone Associates in Hollywood. He will work with Charlie Williams in all areas of management and promotion. The firm has recently set Marty Robbins, George Jones, Sheb Wooley, Marion Worth, Mac Wiseman and Claude Gray for a country music spectacular in Sacramento, California on March 28th.

Ray Price and the Cherokee Cowboys recently left the Music City on an extended tour which will take them through the Lone Star State and California.

Jim and Jesse's new Epic single, "Uncle Will Played The Fiddle" and "The Voice Of My Darling," is available to deejays. Copies can be had by writing on station letterhead, to the boys at Box 425, Prattville, Alabama.



# COUNTRY REVIEWS

B+ very good    C+ fair  
B good            C mediocre



"FLYIN' SOUTH" (2:02) [Coldwater BMI—Walker]  
"BEHIND THE FOOTLIGHTS" (2:20) [Marizona BMI—Emerson]  
HANK LOCKLIN (RCA Victor 8156)

Hank Locklin could have one of his biggest chart items in quite a while with this first-rate Victor newie labeled "Flyin' South." The tune is real fast-moving barrelhouse-styled ditty all about the benefits of a life in Dixie. The songster gives the number his expected professional delivery. Plenty of potential. On "Behind The Footlights" Locklin offers a tender, chorus-backed sentimental weeper all about the heartbreak of real country singer. Also merits a close look.

"HALF LAUGHING, HALF CRYING" (2:05) [Cedarwood BMI—Tillis]  
"DON'T TELL MAMA" (3:01) [Cedarwood BMI—Tillis]  
MEL TILLIS (Decca 31474)

The tunesmith-chanter who is currently hitting with a chart-riding teaming up with Webb Pierce tagged "How Come Your Dog Don't Bite Nobody," should quickly move up the hitsville path with this new item called "Half Laughing, Half Crying." The tune is a pleasing, chorus-backed easy-on-the-ears lament with an appealing warm country flavor. Eye it. On the flip, "Don't Tell Mama," Tillis dishes up a top-flight, slow-moving tradition-oriented weeper.

"POOR BOY" (2:28) [Glo-Mac & Metric BMI—Crofford]  
"TOUCH OF THE MASTER'S HAND" (2:35)  
[Tex Ritter ASCAP—Welch, Ritter, Allsup]  
RALPH EMERY (Liberty 55546)

The WSM spinner who hit a while back with "Top Cat," can duplicate that success with this first-class recitation tagged "Poor Boy." The side is a warm-hearted affair about some of the problems of growing up essayed with poise and artistry by Emery. The deejay's rich, baritone voice carries him in good stead on the flip, "Touch Of The Master's Hand," a schmaltzy recitation about professionals.

"HOW TO SUCCEED WITH GIRLS  
(WITHOUT HALF-WAY TRYING)" (2:25)  
[Starday & Red River BMI—Bond]  
"DON'T MENTION HER NAME" (2:10)  
[Starday & Red River BMI—Bond]  
JOHNNY BOND (Starday 618)

Johnny Bond seems sure to reach the charts with this catchy Starday bow tagged "How To Succeed With Girls (Without Half-Way Trying)." The tune is a rousing recitation 'n' song affair with good advice on how to treat the gals. Deck should move quickly. On the other end, "Don't Mention Her Name," the songster comes up with a top-flight medium-paced bluegrass-flavored traditional lament.

"YOUR MOTHER'S PRAYER" (2:43) [Hit-Way BMI—Miller]  
"ONCE AGAIN" (2:00) [Le Jean & Bowie BMI—Nelson, Garrison]  
BUDDY CAGLE (Capitol 4923)

Buddy Cagle can zoom up the charts in no time flat with this ultra-commercial "Mama Sang A Song"-styled affair from Capitol. The top side, "Your Mother's Prayer," is top-drawer, low-key, chorus-backed item with a potent religious undercurrent. Deejays should come out in droves for the side. "Once Again" is clever, uptempo teen-angled happy blueser.

Merle Kilgore's Parkway debut has that two-market pop-country hit sound. (See Pop Reviews.)

JOAN AUBURN (Exclusive 2249)

(B+) "THE LITTLE BLACK BOOK" (2:21) [Stephonic BMI—Feith] Newcomer Joan Auburn could jump into the national limelight with this first-rate, chorus-backed happy ditty with a catchy, melodic beat. The lark sells the tune with the authority of a long-successful pro.

(B) "CRACKED HEART" (2:41) [Stephonic BMI—Feith] Listenable, medium-paced bluegrass-styled tear-jerker.

TIM WHITSETT (9105)

(B+) "MASH-VILLE" (2:20) [Gulfway BMI—Whitsett, Hodo] Here's a potent swingin' instrumental which should bring out tens in droves. The melody is a multi-dance repeating riff with a flunky blues feel. Watch it.

(B) "SWEET JELLY" (2:10) [Gulfway BMI—Whitsett] This side's an old-time blueser with some effective chanting by Whitsett.

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

WOOPI! We're so excited about Barney Carl's "Mr. G. & Mr. K." THAT GIBSON GIRL Two New Artists—Two New Sounds Soon to be Released on NUGGET RECORDS Phone: 859-5385 Route #1 Goodlettsville, Tennessee

OOPS! Got A Hit DON'T DESTROY ME B/W ROCK OF GIBRALTAR By Lawton Williams RCA-Victor 47-8142



# COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
<b>1</b> DON'T LET ME CROSS OVER	1	<b>26</b> FADED LOVE	18
Carl Butler (Columbia 42593)		Leon McAuliff (Cimarron 4057)	
<b>2</b> I TAKE A CHANCE	2	<b>27</b> SING A LITTLE SONG OF HEARTACHE	22
Ernest Ashworth (Hickory)		Rose Maddox (Capitol 4845)	
<b>3</b> IS THIS ME	5	<b>28</b> BUSTED	36
Jim Reeves (RCA Victor 8127)		Johnny Cash (Columbia 42665)	
<b>4</b> THE END OF THE WORLD	3	<b>29</b> I WANNA GO HOME	23
Skeeter Davis (RCA Victor 8098)		Billy Grammer (Decca 31449)	
<b>5</b> KNOCK AGAIN, TRUE LOVE	6	<b>30</b> HALF A MAN	38
Claude Gray (Mercury 72063)		Willie Nelson (Liberty 55532)	
<b>6</b> ALL GROWN UP	8	<b>31</b> A STRANGER WAS HERE	25
Johnny Horton (Columbia 42653)		Darrell McCall (Phillips 40079)	
<b>7</b> FROM A JACK TO A KING	4	<b>32</b> HELLO WALL #2	40
Ned Miller (Fabor 114)		Ben Colder (MGM 13122)	
<b>8</b> NOT WHAT I HAD IN MIND	15	<b>33</b> WALK RIGHT IN	27
George Jones (United Artists 528)		Rooftop Singers (Vanguard 35017)	
<b>9</b> SAWMILL	12	<b>34</b> PRETTY BROWN EYES	43
Webb Pierce (Decca 31451)		Carl Belew (RCA Victor 8132)	
<b>10</b> THE BALLAD OF JED CLAMPETT	7	<b>35</b> HOW COME YOUR DOG DON'T BITE NOBODY	29
Lester Flatt & Earl Scruggs (Columbia 42606)		Webb Pierce & Mel Tillis (Decca 31445)	
<b>11</b> STILL	15	<b>36</b> I'VE GOTTA SHOW YOU	42
Bill Anderson (Decca 31458)		Skeets McDonald (Columbia 42655)	
<b>12</b> T FOR TEXAS	9	<b>37</b> LEAVIN' ON YOUR MIND	31
Grandpa Jones (Monument 801)		Patsy Cline (Decca 31455)	
<b>13</b> MISSING ANGEL	17	<b>38</b> FORBIDDEN LOVERS	45
Jim Reeves (RCA Victor 8127)		Lefty Frizzell (Columbia 42676)	
<b>14</b> I SAW ME	19	<b>39</b> SHAKE ME I RATTLE (SQUEEZE ME I CRY)	33
George Jones (United Artists 528)		Marion Worth (Columbia 42640)	
<b>15</b> SECOND HAND ROSE	11	<b>40</b> IN THIS VERY SAME ROOM	34
Roy Drusky (Decca 31443)		George Hamilton IV (RCA Victor 8118)	
<b>16</b> I'VE ENJOYED AS MUCH AS I CAN STAND	13	<b>41</b> YOU'RE FOR ME	35
Porter Wagoner (RCA Victor 8105)		Buck Owens (Capitol 4872)	
<b>17</b> WALK ME TO THE DOOR	20	<b>42</b> SHEEPSKIN VALLEY	—
Ray Price (Columbia 42658)		Claude King (Columbia 42688)	
<b>18</b> CAN'T HANG UP THE PHONE	21	<b>43</b> INTERSTATE FORTY	48
Stonewall Jackson (Columbia 42628)		Bob Luman (Hickory 1201)	
<b>19</b> IF I COULD COME BACK	24	<b>44</b> ROLL MUDDY RIVER	—
Webb Pierce (Decca 31451)		Wilburn Bros. (Decca 31464)	
<b>20</b> YOU TOOK HER OFF MY HANDS	16	<b>45</b> HIS AND HERS	47
Ray Price (Columbia 42658)		Tony Douglas (VeeJay 481)	
<b>21</b> YOU HURT ME	30	<b>46</b> LONESOME 7-7203	—
Ferlin Husky (Capitol 4908)		Hawkshaw Hawkins (King 5712)	
<b>22</b> COLD AND LONELY	26	<b>47</b> IF YOU WANT ME TO	37
Kitty Wells (Decca 31457)		George Hamilton IV (RCA Victor 8118)	
<b>23</b> RUBY ANN	14	<b>48</b> DOES HE MEAN THAT MUCH TO YOU	44
Marty Robbins (Columbia 42614)		Eddy Arnold (RCA 8102)	
<b>24</b> THE YELLOW BANDANA	38	<b>49</b> HOSPITALITY BLUES	—
Faron Young (Mercury 72085)		Arthur Smith (Starday 615)	
<b>25</b> LONELY TEARDROPS	32	<b>50</b> WALL TO WALL LOVE	46
Rose Maddox (Capitol 4905)		Bob Gallion (Hickory 1181)	



Forecast:

# HOT\*



## KITTY WELLS

Torrid Single

# COLD AND LONELY

(Is The Forecast For Tonight)

DECCA 31457

- \* Temperature Started To Rise In The South
- \* Got Hotter in KANSAS CITY, OMAHA & LINCOLN (NEB.) and MINNEAPOLIS
- \* Forecast: SMOOTH SELLING THROUGHOUT THE NATION





The  
College  
Trained  
Serviceman

One of the most forward-thinking programs within the vending industry went into effect two weeks ago when the Los Angeles Trade-Technical College began courses for students seeking an education in vending machine service and repair. In two years time, the industry should have—what is hoped to be—the beginning of a regular source of supply from which to draw valuable service technicians, trained at the professional level.

This sensible idea stemmed from the increasing need for trained servicemen. It was put into working order by two vending machine industry execs—Tom Young, former head of his own west coast firm and NAMA's west coast manager Sid Kallick. The two energetic enthusiasts worked with the California Automatic Vendors Association, the local Department of Employment, the Board of Education, and the College. The results have paid off with a two-year course of study in depth, an accelerated course which takes one full year, and an evening course of study for those already in the business. Young, and another vending exec, Don Fisher, former Oakland cigarette company owner, have been retained as full-time instructors.

The primary course is for high school grads offering 2000 hours of instruction. Graduates receive an Associate in Arts Degree. A second course offers similar curriculum but is compressed into a 12-month period. Young will instruct the two-year students, Fisher the accelerated, and other instructors have been retained to supervise the evening enrollment. Accelerated or evening students receive a Certificate of Proficiency upon completion. NAMA-CAVA committees will then place the grads with California vending firms.

The Los Angeles Board of Education has budgeted \$10,000 for the program. Vending machine manufacturers have contributed \$50,000 in equipment. A second evening course and another college program elsewhere in the nation is already being planned. Pennsylvania is busy at work with the State Employment Department on plans for a school in the Philadelphia district. NAMA's Tom Hungerford looks for a sprinkling of service schools such as this throughout the country. The continuing growth of automatic vending accentuates the needs for skilled technicians.

As for the curriculum, students will learn refrigeration, circuitry, controls, plumbing, heating methods, coin handling, beverage and food vending, parts and inventory control and public health and sanitation. The course runs the complete route. Graduates will be valuable men to their employers and the industry will set itself on a sounder base knowing that a source of supply for servicemen exists.

It would indeed be a sorry day if the vending industry found itself stopped cold in its tracks not too many years from now because of the absolute lack of skilled service personnel available. This could easily be the case if nothing was done about the near critical situation which exists in some areas. Individuals like Young and Kallick, and associations like CAVA and NAMA, have taken appropriate steps to see that this never happens.



# MOA Convention To Be Held Sept. 4, 5, 6, In Chicago

## Blundred Asks One-Stops To Cooperate With MOA To Achieve Better Record Buying Habits



ROBERT H. BLUNDRED

CHICAGO—As part of MOA's broad program to enhance membership participation, widen its current function as a service to operators, and generally strengthen its position as National Association for the Coin Machine Industry, Managing Director Bob Blundred spoke before the Record One-Stop Association here last week and told the listeners that MOA and ROSA could make beautiful music together.

One-Stoppers sat in the Lake Erie Room of the Sheraton-Chicago Hotel and heard Blundred suggest that ROSA join MOA insofar as annual convention dates are concerned in order that both organizations air their problems before interested parties (each other) in order to arrive at solutions instead of unfounded accusations. "I've heard music ops accuse you people of serving up deadwood records just to unload them. On the other hand I've heard one-stop operators tell me that ops are lazy, they don't keep written location request records and have no idea of music preference on the route," said Blundred in addressing the record men.

Blundred suggested that from round table meetings, panels or forums conducted during a combined convention perhaps buying habits could be changed with one-stoppers

selling more records and ops getting more of the music which makes the most money in machines.

Blundred advised ROSA that they are in a position to advise MOA of buying habits, trends et al, and this information could be inserted into a regular MOA newsletter.

Blundred, a professional association leader, also offered assistance to ROSA in organizing and stimulating interest in the annual meetings.

The MOA exec also stated that phonograph manufacturers currently supplying distributors and operators with packed goods could use ROSA-MOA help to determine which disks are to be selected for the pre-pack programs.

"I visualize the possibility of a joint committee established between the two associations in order to work out the details of the suggested areas of cooperation mentioned here tonight, and to develop other such areas," said Blundred.

Blundred offered professional advice to ROSA in closing, stating that the association would be wise to combine its views with that of allied industries in order to do the best possible job for everyone, and to develop a written set of trade practices in order to achieve respect from the members and the public.

Blundred had earlier sat with MOA President Harry Snodgrass and NAMA's Tom Hungerford at which time agreement was made to hold the annual MOA Convention in September. (See separate story elsewhere.)

## Music-Games Show To Precede NAMA Convention Date; Look For Increased Attendance, Exhibits

CHICAGO—One of the most important questions concerning the coin machine industry was answered last week when MOA President Harry Snodgrass informed the industry that the MOA Annual Convention will be held in Chicago's Morrison Hotel on September 4, 5 and 6. The decision came on the heels of a closed meeting between MOA and NAMA officials at which time it was decided that the music-games exhibitors could stand a better chance of a good attendance if the show ran on the three days preceding the annual NAMA Convention which drew some 8000 conventioners two years ago when it was staged in McCormick Place here. The site for this year's NAMA Convention will be the same—the dates are September 7, 8, 9 and 10, immediately following the coin show.

The 1962 MOA Convention was held in Chicago in May and failed to show much improvement over the dismal Convention held the previous year in Miami when MOA had reached its all-time low in attendance, exhibitors, and interest.

Following the Chicago show last year, Ed Ratajack resigned as Managing Director and later, George Miller advised that he would step down as President. Three phonograph manufacturers continued to stay away from the show and the outcome was one of pessimism.

However, in the short time that followed, MOA officials worked to put the national association back on its feet in order to prevent the demise of



J. HARRY SNODGRASS

an annual convention. This has apparently been accomplished.

MOA officials six months ago appointed Bob Blundred as Managing Director. Later in the year Harry Snodgrass was elected President. By-laws were changed to admit games firms and operators, only members of the industry would hold official positions in the future, and steps were taken to strengthen membership with Blundred and Snodgrass conducting an all-out program which entailed thousands of miles on the road visiting with industry people.

In addition to capitalizing on the vending show crowd which is expected to bring additional coin ops to the MOA show, the spring date was considered a bad one for this industry anyway for several reasons. September is a better time to introduce new equipment; vacation plans have been fulfilled and do not hamper Convention visits out of town; generally speaking most distributors and ops would prefer the early fall date.

Many operators of music today have already entered the automatic merchandise business. In the past new vending ops at the NAMA show have generally been the "pure" vending operator of food solely. Now that the music op is in cigarettes, candy and in some areas food and drink, the combined dates which run from September 4th through September 10th offer many operators an opportunity to attend both shows and still spend as little as three or four days in the Windy City, some of which will be weekend days.

The next MOA Board Meeting will discuss details of the show, exhibits, programs, panels, discussions and events. It will be held in Chicago April 6.

An elated Snodgrass was asked the progress of plans to have increased exhibitor space at the show come September and he replied: "I am most gratified with the support and cooperation MOA is receiving from all facets of the automatic phonograph business and other industries allied with automatic phonographs. With this type of support, the growth and success now being experienced by MOA is assured."

## Ralph Sheffield Dead At 49

CHICAGO—Ralph D. Sheffield, veteran coin machine manufacturing executive, and general sales manager during the past four years at Midway Manufacturing Company died in his home on Friday, February 22, as a result of a fatal heart attack. He had been under strict medical supervision for several years for hypertension. He was 49.

Sheffield's long career in the coin machine business, chiefly in the manu-



RALPH SHEFFIELD

facture and sales of coin-operated amusement games, carried him through management positions in such prominent firms as Empire Coin Machine Exchange, the former Genco Manufacturing Company, and United Manufacturing Company prior to his appointment as general sales manager of Midway Manufacturing Company. Henry Ross and Marcine Wolverton head the Midway firm.

Sheffield is survived by his widow, Ruth Sheffield, who assisted him in his work at Midway; a son, Roger; and his father, Glen Sheffield, of Ravenna, Ohio. Funeral services were held last Monday (1:30 p.m.), February 25, at the Haben Funeral Home, in Skokie, Illinois. Interment was in Akron, Ohio.

Masonic Order services were conducted last Sunday, February 24, un-

## FRANTZ TERMINATES FACTORY DIRECT SALES

### Seeks Distribution In General Markets

CHICAGO—John F. Frantz, president of J. F. Frantz Manufacturing Company, longtime manufacturer of coin-operated amusement games and coin scales in this area, announced this past week that he is revamping his sales organization to aim directly at one source—the nation's coin machine distributors.

He explained that his move in this direction is timely, since it is stimulated by the availability among distributors of the Frantz "Little Leaguer—Double Header" coin-operated baseball game—a competitive 2-player amusement game.

"This is the time of the year generally when operators think seriously about placing baseball type amusement games in their locations," Frantz said. "In this regard, we feel it fitting and appropriate that we project this new distributive thinking

now, when we can expect the best possible exposure for this arrangement."

He further explained that Dave Browdy, who was previously connected with J. F. Frantz Mfg. Co. in a sales capacity, is "no longer a member of our organization in any capacity—and that, of course, includes sales."

Frantz declared that he invites the nation's distributors to contact him to inquire as to costs per unit, and other pertinent information regarding "Little Leaguer—Double Header" 2-player, or any other amusement games currently in production. Also available are: "U. S. Marshal," "Save Our Business," and "Kicker & Catcher." Frantz also offers a line of scales, which he says are much in demand now that the people in this country are "diet conscious."

# WHY THE SEEBURG LP CONSOLE IS A 2-YEAR MODEL

*Again leading the industry, Seeburg re-affirms its basic policy: Expanding income for the operator.*

*No additional basic changes in design or operation of the LP Console will be introduced before 1965 or later. Because only Seeburg is offering the operator, the location, and the public the kind and type of music and equipment they need and want.*

More favorable commissions for the operator. This has always been—as it is today—basic Seeburg policy. Every piece of Seeburg equipment is designed with that policy in mind.

Seeburg gave the operator that opportunity in 1948 with the introduction of the now-famous Model M-100A, the pioneering 100-selection phonograph. The M-100A was a radically new and revolutionary piece of equipment. It provided the operator with a “tool” for obtaining better commission arrangements from locations. It created location demand—a demand long missing from the industry. The M-100A provided the operator with a further opportunity to make more money by providing a phonograph that *locations* really wanted.

**The Seeburg LP Console is providing the same kind of opportunity to operators today.**

It has been 15 years since a really *new* coin-phonograph was introduced. And it is again a *Seeburg* introduction. The LP Console has proved itself—in locations, with operators—in even less time than it took the M-100A.

Along with the Stereo Console, it has demonstrated its ability to generate much more profitable

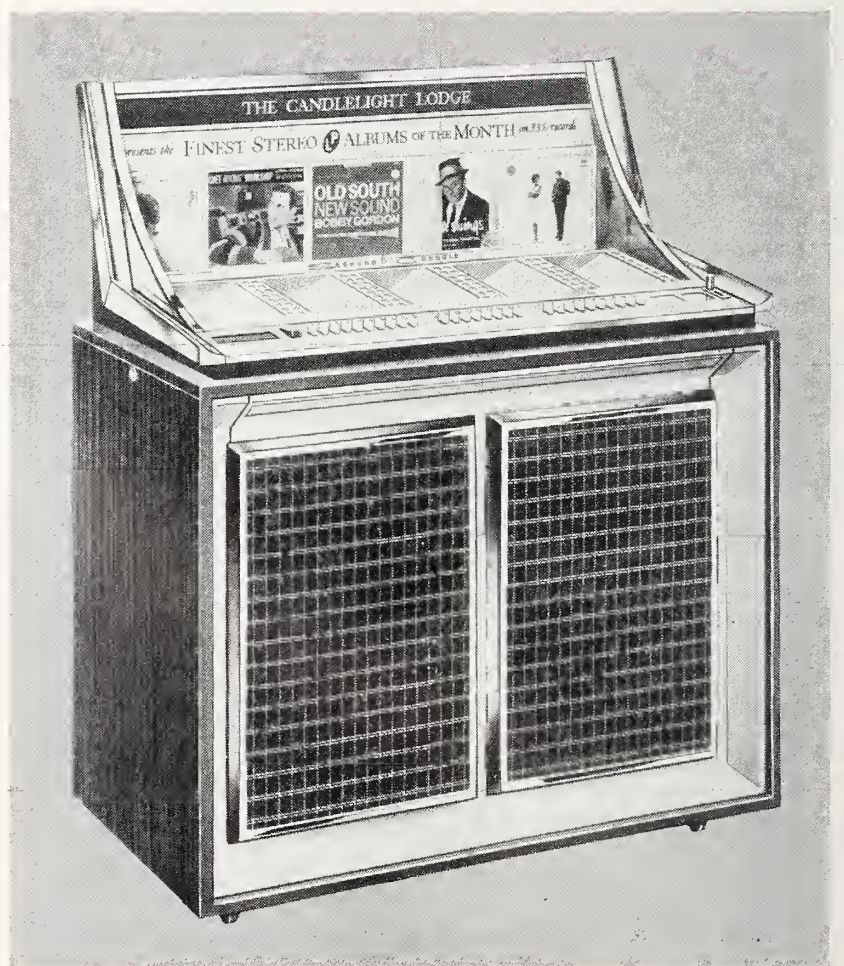
play... to hold spending customers longer in locations... and to deliver with absolute accuracy of count a greater net profit on the operator's investment.

The M-100A revolutionized the music-operating business in 1948. The LP Console is revolutionizing the music-operating business today.

There are other parallels between Seeburg's advancements in 1948 and in 1963. Both came at a time of declining operator profits. Both came at a time when the industry as a whole was doing little more than copy the past.

#### **Renewing Public Enthusiasm**

And the result of Seeburg's bold innovation today is a happy repetition of what happened in 1948. In one step, programming possibilities of the coin phonograph were expanded and widened as never before. This, in turn, has given the public—far more knowledgeable about music than it was even 15 years ago—an opportunity to renew its enthusiasm for coin-phonograph entertainment.



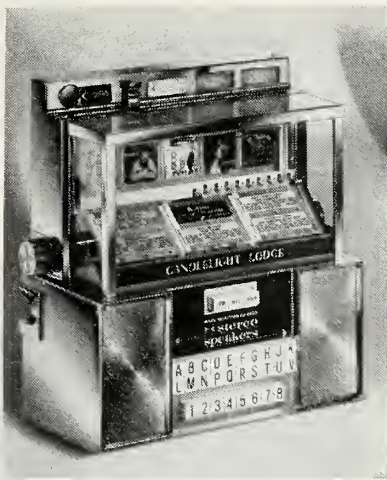
**THE LP CONSOLE:** "Highest money-making potential in the most every-day location...welcome in the finest place of business, too."

*More important, the LP Console is a major breakthrough for the operator...for the location...as well as for the public. By giving the public the kind and type of album music the public has proved it wants by buying this music for home play, the LP Console has broken the barrier to more satisfactory net profits for the operator:*

- It gives the operator the means to make the most favorable **commission arrangements.**
- It gives the operator—and the location—the opportunity to

**enjoy more play, more profitably through half-dollar play for a single 6-tune album selection.**

In a nutshell, that is why the Seeburg LP Console was conceived, developed, and introduced. Seeburg did not radically restyle its phonograph, create a whole new concept of true album programming, or develop the Income Totalizer just to introduce a phonograph in keeping with the fresh design found today in auto-



**STEREO CONSOLETTA:** "Totally new in concept and design...created to generate significantly greater income."

mobiles, furniture, and everything else the public is buying and using.

### More Favorable Commissions

Nor did Seeburg just want to be different. The sole reason for the LP Console is to give the operator a better moneymaker and the first opportunity in 15 years to make much more favorable commission arrangements with his most desirable locations.

This is plain and simple economics.

*It is, in fact, the reason behind every innovation, every improvement, every operating feature, every programming feature that Seeburg has introduced since the end of World War II.*

In 1948 Seeburg announced that the M-100A presented operators with a golden opportunity that comes only once in about 15 years. Seeburg today is making that same challenging announcement with the introduction of the LP Console.

Seeburg has repeatedly led the industry out of the past into the present—and often when it seemed that the industry preferred to look backward to an easy past instead of forward into the realities of stiff competition for the public's entertainment money.

And there is stiff competition today—even for the public's time. The old music operating business was built in the days when there was no television, no FM radio, no home stereo, many fewer automobiles, and a lot less entertainment of all kinds.

### The Proof: Imitation

Has Seeburg been leading in the right direction? Competitors have often cried "No." But what has actually happened?

**One by one, Seeburg's carefully planned advancements and innovations have been openly copied. And they are copied because they are right.**

Our competitors, even if they did not plow back their own profits into devising more profitable phonographs for their operators, have been smart enough to know a good thing when they saw it.

For example, see what we have today: There were loud laughs at Seeburg's inventive "Artist of the Week" program when it was launched. Yet today it is openly imitated.

*Current competitive phonographs also copy other original Seeburg features: styling, personalization, directional*

*stereo. All are frank imitations adopted a year or more after Seeburg introduced them.*

For still another example, the industry has not forgotten the jeers that went up when Seeburg announced automatic intermix of 45 and 33 $\frac{1}{3}$ , and warned the industry that the 33 $\frac{1}{3}$  record was the coming thing. One manufacturer went so far as to tell the world that the 33 $\frac{1}{3}$  single was "dead."

Yet today, the 33 $\frac{1}{3}$  record, in album form, accounts for 85 per cent of all records sold, and the 33 $\frac{1}{3}$  single is the sole medium for bringing best selling album music to the coin-phonograph. And, of course, all new models of competitive coin-phonographs are now built to handle the "dead" 33 $\frac{1}{3}$ 's.

### Answering A Real Need

It would have been easy for Seeburg to rest on the oars and let the industry take its time in catching up. But the harsh fact is that our world is moving faster than our industry. As a whole, coin-phonograph entertainment has not kept up with the changing times. Total programming has not responded to the swiftly changing tastes of the public. Until the LP Console, in fact, there has not been a truly new coin phonograph in 15 years.

The LP Console embodies two remarkable advancements. First, it brings to the location—for the first time—true album programming, the same music the public the world over is buying for home play. Second, the new Income Totalizer in the LP Console makes possible—again, for the first time—truly businesslike arrangements between operator and location. Any possible question over money is eliminated. And this is something in which the most exacting accountants can have complete confidence.

There are two more features of the LP Console that have strong impact everywhere. The original new styling, for one. Here is a design that has the highest money-making potential in the most everyday location. In the corner tavern—or the hamburger drive-in. But at the same time, and we believe this is important, the LP Console has the style to be welcomed in the finest places of business, too. It gives a new dimension to music operating, and greatly enlarges the kind and number of potential new locations.

The advantages of Seeburg's new pull-out "packaged" electronics make sense to both operators and location management. This reduces down-time, due to any electronic malfunction, to a few minutes. The phonograph stays in the location and does not lose earning hours or days.

### Breakthrough In Programming

*But whatever else a coin music system offers the operator and the location, it is the variety and quality of the music that does—or does not—pull those coins out of pockets and into the cash box.*

It was to get the industry on the main track that we introduced our "Artist of the Week" plan three years ago—to step up the quality of programming as well as the quality of reproduction. We knew, though, we had to go further. We

were still not fully in step with the public and its changing taste. So early in 1962 Seeburg and the record manufacturers mutually agreed on the need for true album recordings for coin-phonograph play.

You know the result—the Seeburg "Little LP" record, equal to one full side of a 12-inch album recording and designed for 50-cent play. The "Little LPs" are true album recordings in 33 $\frac{1}{3}$  stereo, and they make available for coin-phonograph play, for the first time, many popular artists not found today on singles.

We also published a special operator's catalog of these albums. The first edition, which went through two printings, has now been revised, enlarged, and issued in a second edition. There are now 247 stereo albums available on 31 labels including all the major manufacturers. Since the Little LP was introduced, Seeburg and Seeburg distributors have invested more than a half-million dollars in this record program, and we are constantly increasing that investment.

### Profitable 50-Cent Play

The Little LP was designed for 50-cent play. But even more, it is designed, first, to provide stereo album music that is really worth 50

values that will result in greater earning power for each phonograph. We have a proved record of doing that—building the very best—leading with innovations—looking always to the future earning power of our phonographs.

**We know this way is best, because it is the one way that pays off—immediately and in the future. It is the reason why older Seeburg models continue to command the highest re-sale prices. It is the one way which protects the operator's investment.**

### What About The DS-160?

One question remains: We are still asked if the LP Console is to be the only Seeburg model available in the next two years. For those operators who feel they must have an old-style conventional phonograph for certain locations, the DS-160 will continue to be available.

*We do not recommend it. And you must admit that Seeburg's foresight and record for predicting what's to come have repeatedly been right on the nose. The old-style phonograph will fade out. Time is passing it by.*

Altogether, the Seeburg program is built on a bold up-dating of the phonograph itself and on a new wide-screen concept of music for public entertainment—music



**LITTLE LP OPERATOR'S CATALOG:** "Seeburg and Seeburg distributors have invested more than a half-million dollars in this record program... to provide 50-cent play that is really profitable to the operator."

cents to the customer, and second, to provide 50-cent play that is really profitable to the operator. The two, of course, go together. If the music isn't worth the money, the half dollars won't get into the machine.

There were two ways that Seeburg could have gone. One was simply to build a cheaper phonograph and let programming take care of itself. This might gain an operator some short-term profit. But to build a cheaper machine, we would have to take values out of it—and this means re-sale values as well as original values. Doing that would be against the whole trend in our economy, in which greater values are being built into everything.

We have rejected that way of going because it has no future.

The second way, and one Seeburg believes in, is to build in more

that meets the rising popular taste of America, and the world, today.

It is a program—whatever its side benefits—designed primarily to make more money, more take-home money, for the operator. The prosperous operator is the backbone of our industry. Every innovation, every advancement made by Seeburg is aimed at that one fundamental fact. A sick operator—and that means a sick industry—cannot profitably entertain anyone. A healthy operator, making a healthy and growing profit, will let our industry grow and keep pace with the rest of our economy. The LP Console affords the means to let our industry do just that.

**Because we are so firmly convinced of this, we plan to continue with the LP Console at least until 1965 or longer.**

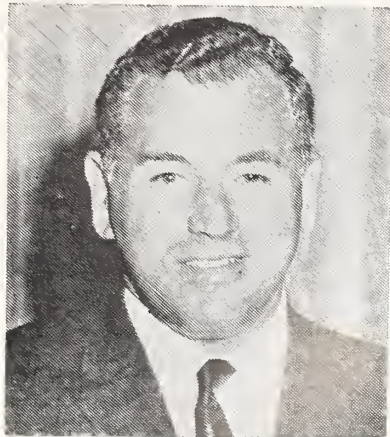


THE SEEBURG SALES CORPORATION • CHICAGO 22

# VENDING NEWS

The Vending Machine Industry's Only Newsweekly

## Seeburg Net For 1st Qtr. Up 108%



DELBERT W. COLEMAN

CHICAGO—Stockholders of The Seeburg Corporation were told at their



### New Licorice Pack:

New Licorice Pack: The latest item from the Switzer Licorice Company, is the new 5-oz. cello bag of bites (in either cherry red or old-fashioned black licorice). According to Switzer's management, the Company had a number of requests for a bag that would retail for 25¢ and was compact enough for vend and theater sales. After a limited test and unusual acceptance, the new bag item has now become a regular production item.

The profit margin on the 5-oz. bag is exceedingly good. The bags are packed 60 to the case. Case cost: \$6.60 delivered.

Switzer bites are also available in 8-oz. bags and 4-5 lb. bulk bags—both licorice and cherry red.

annual meeting here last week that the company's sales and earnings in the three months ended January 31, 1963, established new first quarter records for the company.

Sales amounted to \$12,523,258, a gain of 6.8 percent over the \$11,728,923 volume of the corresponding period a year ago. Profits increased at a much greater rate. Net income for the quarter was \$472,850, equal to 25 cents per share, a gain of 108 percent over earnings in 1962 of \$222,530, equal to 12 cents per share. There was also a special tax credit of \$150,000 a year ago. Per share earnings in both years are based on the 1,891,454 shares of common stock presently outstanding.

Delbert W. Coleman, chairman, told shareholders that a new 258,000-square foot Seeburg plant under construction at Hartford, Conn., is scheduled to be in operation in April.

He also displayed and demonstrated production models of new Seeburg vending equipment and prototypes of machines expected to be in production before year end.

## Univ. Match Installs New Postal Machines

ST. LOUIS—The Post Office Department introduced on a trial basis vending machines designed to sell books of stamps, coils of stamps, and packets of stamped envelopes and postal cards. Five machines have been put in use in St. Louis area post offices.

The machines, made by the Unimatchco Merchandiser Division of Universal Match Corporation, St. Louis, are the first ever used by the Post Office Department to vend an assortment of postal items in quantities. Some of the units will accept and make change for paper currency as well as coins.

Within the next six weeks, 15 more of the experimental machines will be placed in service in the Los Angeles, Dallas and Boston metropolitan areas. Five will be installed in each area.

The Post Office Department said the purpose of the tests, which will continue for about nine months, is to obtain the public's reaction and to learn how such machines can best fit in with the Department's continuing program of increasing customer service.

The units, which will sell items at the same price as at post office windows, are intended primarily for rush periods and for hours when the windows are closed, the Department said.

Two of the coin-and-currency machines and three of the coin-only units will be tested in each area. The coin-only model will accept coins up to \$1.25 in a single transaction. The other will take \$1 and \$5 bills as well as coins up to \$9, returning exact change.

Postal items, in the desired quantities, are placed in wedge-shaped compartments on nine circular shelves, arranged one above the other. The shelves and the items are readily visible to the customer through a glass window.

A coin-only and a coin-and-currency model have undergone extensive tests by the Department's Postal Laboratory.

The machines combine a Wittenborg, Inc., U.S.A., vending machine,

## Rowe AC Names Runyon For New Jersey To Distribute Full-Line

CHICAGO—The appointment of Runyon Sales Company, Route 22 and Fadam Road, Springfield, N. J., as a full line distributor for Rowe AC Services was announced last week by Jack Harper, Rowe President.

Harper said that "It is with a great deal of pleasure that we announce the appointment of Runyon as a full line distributor. The company has been a valued distributor of Rowe-AMI phonographs for 18 years." Runyon will sell the vending line in the State Of New Jersey.

Runyon also distributes Rowe music and cigarette machines in the states of New York and Connecticut through Runyon Sales Co., New York City, and Runyon Sales Co., Hartford.

The New Jersey operation is headed by Barney Sugarman and Abe Green. Bill Hendrix, formerly Rowe District Sales Manager, has joined the Runyon staff in Springfield as Vice President



BARNEY SUGARMAN

for vending. He will represent the entire Rowe line to all of his customers in the area.

## Continental Satisfies Tax Lien, Re-Opens Plant Assumes Normal Operations Following Re-Finance

WESTBURY, N. Y. — Continental Vending Machine Corporation was reported to have satisfied a Federal tax lien of \$287,488 on Thursday evening, February 28, following seizure of the plant by Federal tax agents on Tuesday. A report stated that Continental had obtained funds from several banks and financial institutions and rearranged financing with them. This program will reportedly furnish the company with sufficient working capital to continue normal operations.

Trading in the firm's stock which is listed on the American Stock Exchange and debentures was held up and the stock was not allowed to open following the move by revenue agents. At press time Friday the stock was not being traded. The Exchange said trading would continue "pending a clarification of certain financial facts." On the basis of the company's report on Monday, Feb. 25 of a loss in fiscal 1962 of \$867,031 on sales of \$22,916,905, the Exchange said it desired a statement outlining the Company's full financial position. In fiscal 1961, Continental Vending Machine Corp. earned 1,249,147, or 31 cents per share, on sales of \$29,217,025.

Its common stock closed Tuesday at \$2.50, off 12½ cents, for a new low. The stock traded as high as \$11.87 in 1962-63, when the low for this period was \$3.50.

and currency and coin handling mechanisms developed by National Rejectors, Inc. Both firms are subsidiaries of Universal Match. Besides making the machines, the Unimatchco Merchandiser Division will supervise the field tests.

Machines are being tested in the St. Louis area as follows: Main St. Louis Post Office, 1720 Market Street, and Central Station, Eighth and Olive streets, coin-and-currency units. Hazelwood, St. Charles and Wentzville Post Offices, coin-only models.

The liens were placed against Continental and Continental-APCO, a subsidiary. An IRS spokesman said that the liens represented withholding tax taken from employer salaries but not forwarded to the Government in late 1962 and 1963.

## Late News

TEXAS—A state court of civil appeals backed a lower court decision excusing sales of less than 25¢ from the 2% sales tax. Vending machine ops brought the suit.

PUERTO RICO — Commonwealth Theatres of Puerto Rico, Inc. reported a 39% increase in January vending and concession sales. The company operates one of the Island's largest theatre circuits and island-wide vending business. Increase was attributed to opening of new 1200 drive-in theatre and general placement of new locations.

OMAHA—S. Mfg. Co. reports a new snack vendor in production—Martelle Vendor—with versatile shelf allowing varying size products.

CHICAGO—Canteen Chairman Patrick O'Malley told shareholders last week that write-offs are a thing of the past for the company. Canteen in 1962 wrote off \$11 million for obsolete equipment and faster depreciation. Advised shareholders that Canteen will not be content with its present share of present vending market.

NEW YORK —R. Carl Chandler, Std. Packaging Corp. Chairman, using double page advertisements in business publications promoting vending machines as modern means of retailing. Standard makes the Stancraft greeting card vendor.

NEW YORK—Canada Dry Corp. reported \$1.5 million increase in sales for quarter ended Dec. 1962.

LYNCHBURG, VA.—GE has named Richard Gifford head of two-way radio business here. Firm sells vending and coin machine industries communications system.

**VENDORS—COMPLETELY SHOPPED**

<b>CIGARETTE—used</b>	<b>HOT COFFEE</b>
Continental 20 .. \$185	Apco Coffee Shoppe Jr. .. \$295
Dogrenier Champion 11 .. 125	Apco Coffee Shoppe Sr. .... 350
Eastern Elec. 22 .. 125	Avenco .. 150
Seeburg 22 .. 175	Hebel .. 150
National 9 M .. 95	Bally 583-8 sel. .. 350
National 9 ML .. 125	Bert Mills Hot Choc. .... 65
National 111 .. 165	Hot Spa 5 sel. 1000 cop .. 425
Rowe Ambassador 14 .. 125	I.V.I. 6 sel. 500 cup .. 275
Rowe 20-700 .. 225	Stoner 500 .. 265
Smokeshop V-18 .. 165	
U-Select-It .. 75	
Lehigh 12 .. 125	
<b>CANDY</b>	<b>SANDWICH</b>
Dogrenier 8 col. .. 185	National 5 sel. 100 cap. .... 300
Stoner 8 col. .... 110	Rowe 5 sel. 75 cap. .... 225
Stoner 8 col. .... 145	Stoner 5 sel. 75 cap. .... 225
U-Select 74 cap. .. 65	
U-Select 2 col. 188 cap. .... 150	
Shipman 6 col. .. 95	
Northwestern Sw. 16 .. 195	
100 Victor Toppers .. \$6.50	
100 Advance 1¢ Ballgum .. 4.50	
<b>COLD DRINKS</b>	<b>Miscellaneous</b>
Apco Sodashoppe 3 D .. T.M. 350	Darlonatic 510 milk 4 sel. .. 295
Cole Spa .. T.M. 1000 4D .. 550	Froitt-O-Matic .. 475
Lyons 2F 1400 cup .. 250	Gold Medal Pop-Corn .. 225
Rowe Lyons L-1000 .. 475	Hebel 3 sel. Ice Cream .... 185
<b>HOT DRINKS</b>	Hebel 5 sel. Ice Cream .... 225
Hot Spa. 5 sel. .. 395	Keeney Pop-Corn .. 225
Hebel .. 150	Vendo Pre-Select Ice Cream .. 395
Avenco .. 150	Vendo Post-Select Ice Cream .. 450
	Vendo Pre-Select Milk .. 395
	Vendo Post-Select Milk .. 450
	Welch Grape Juice .. 150
	Ball Point Vendors .. 15
	Gold Medal Pop-corn, new .. 325

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## MONEY Meet Covers Wide Range Of Topics

NEW YORK—Members and non-members alike attended a meeting of the Music Operators of New York Inc. here last Tuesday evening, Feb. 26, at Phil Gluckstern's Restaurant and some of the most vital subjects concerning the coin machine operator in this area—and in some instances across the nation—were discussed.

About eighty persons attended the dinner-meet and although many local operators were notable in their absence, MONY officials were delighted to see an influx of non-members arrive at the meeting. MONY is conducting a membership drive and at least one dozen firms have been added to the roster in the past month.

President Al Denver, in addressing the coinmen, urged MOA membership as well as local membership in order to lend strength to the perennial battle with ASCAP and BMI, in the form of another Celler Bill designed to make music operators pay royalties on records. He also covered the current Lerner Bill which is presently sitting in Albany awaiting support from other areas of the legislature. The Lerner Bill is written to tax gross receipts from juke boxes at the rate of 10%. What with Governor Rockefeller using

similar taxation measures with bars and grills in a proposed tax drive this month, the bill takes on greater importance. MONY officials have studied the bill and are "watching it."

Attorney Matthew Bradenburg, representing MONY, before the Attorney General's office, reported that legal steps are being taken to modify the consent decree by which MONY abides. Purpose of the modification is said to be to permit operators to benefit from a central credit source, a vital necessity in this era of coin machine operating.

Attorney Teddy Blatt, who formerly represented games operators in this City, but now represents all members of MONY, since the association accepted games ops among the membership last December, stated that relations with the License Commissioner in NYC are cordial and that progress is being made toward a more advantageous relationship between operator and location owner. Many locations have been discomfited because of the strict license dept. rules necessitating fingerprinting and recording measures once a machine is installed. This is necessary even though the location owner has already gone on record with this information upon filing for the original liquor license.

A good showing was in attendance from upstate New York with members of the NYSCMOA and the NYS Guild appearing. NYS Association Attorney Lou Werner discussed the current pool table situation which prohibits operators from placing both types of pool tables—six pocket and bumper—in locations unless pool parlor laws are adhered to, a prohibitive ruling. Legislation is currently being written and submitted in Albany which would allow not only the bumper variety but also the six-pocket table in all types locations. Werner discussed conversations with upstate locations and operators in these locations.

The meeting was attended by representatives of all distributors in New York City, associations in and around the metropolitan area, and by local member and non-member operators.

## 22 'Little LP' Albums

CHICAGO—Seeburg has announced an additional list of 10 new "Little LP" albums. This brings to 22 the total number of albums to be added to the second edition of the "Little LP" Catalog in the last two weeks. King Records is the latest label to become a part of the Seeburg "Little LP" program. Albums included in the list are:

ARTHUR (GUITAR) SMITH, Arthur (Guitar) Smith & Voices, ABC Paramount; RUSS CARLYLE, The Dancing Style of Russ Carlyle, ABC Paramount; LOU PROHUT, Another Round of Polkas, ABC Paramount; JOAO GILBERTO, Brazil's Brilliant Joao Gilberto, Capitol; CHICO HAMILTON, Passin' Thru the New Amazing Chico Hamilton Quintet, Impulse; JOHN COLTRANE, Ballads, Impulse; ZOOT SIMS, Down Home, Bethlehem; FREDDY KING, Let's Hide Away and Dance Away, King; LITTLE WILLIE JOHN, At A Recording Session, King; and BOBBY DARIN, Oh! Look At Me Now! Capitol.

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## SFC Financial Raises Dividend for Eighth Consecutive Year

NEW YORK — Directors of SFC Financial Corporation today voted to increase the cash dividend on the common stock to an annual rate of 60 cents per share, Theodore H. Silbert, president, announced. This is an increase from the previous annual rate of 56 cents per share, and will mark the eighth consecutive year of dividend increases.

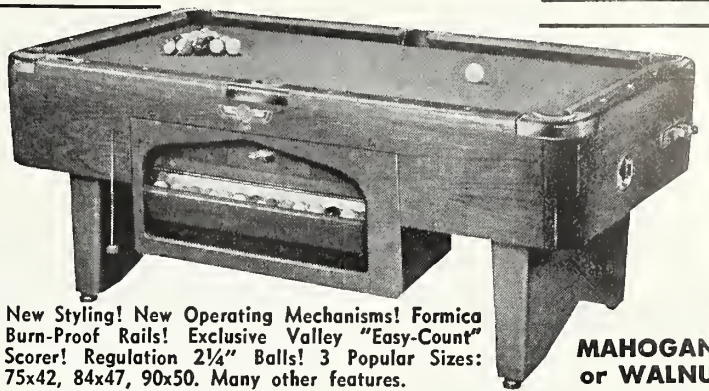
The Buyers Read



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at a realistic price:

- 9 Rudd-Melikian  
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Brew-A-Cup model 500 powdered

Your choice:

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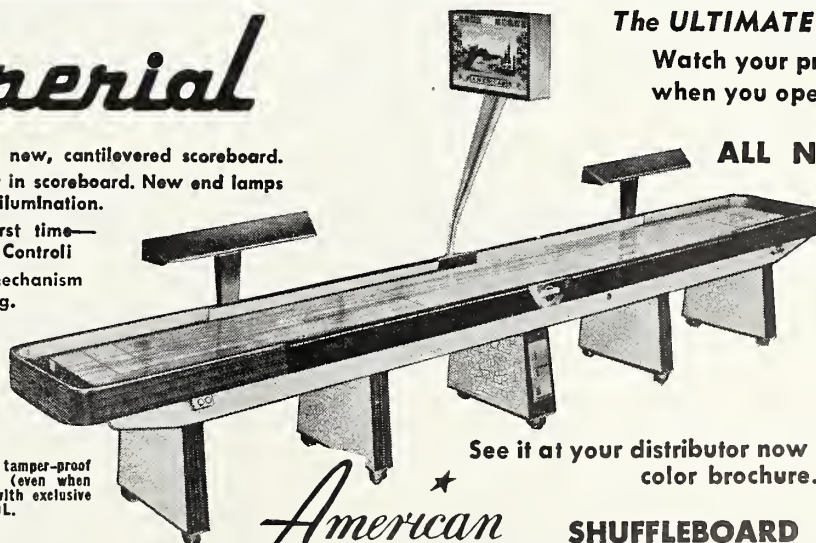
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Featuring: Totally new, cantilevered scoreboard.  
New built-in light in scoreboard. New end lamps  
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New! For the first time—  
Horse-Collar Play Control!  
New! Drop coin mechanism  
built into center leg.



The **ULTIMATE** in shuffleboards  
Watch your profits soar  
when you operate the

**ALL NEW IMPERIAL!**

See it at your distributor now or write for free  
color brochure.

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SHUFFLEBOARD COMPANY

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# New Wico Pin Hood Conversion

CHICAGO—Milt Wierzer and Ed Ruber, of Wico Corporation, manufacturers of parts and components for

the coin machine industry, announced the availability last week of a wooden pin hood conversion unit for replacement on United's coin-operated big ball bowling alleys.

This unit, according to Ruber, will work on the following listed bowler models: "Hi Score," "De Luxe," "Jumbo," "Royal," "Bonus," "Play-time," "Duplex Simplex Advance," "League," "Handicap," "Team Mate," "Falcon" and "Savoy."

Wico's new wooden pin hood conversion replacement unit comes to the operator complete with a decorative front panel—illustrated with yellow figures on a brown background. Finished with chrome trim.

It is made with heavy duty 1/2 inch wood, sturdily reinforced. The external side of the hood is inpainted (because colors vary with each bowler). Optional paint can be supplied with easy-to-use 16 ounce cans of splatter paint. The unit is also supplied with sockets and wiring for lighting on the underside of the pin hood.

## United Execs In NYC

NEW YORK—United Manufacturing Company execs Herb Oettinger and Glenn Johnson planed into NYC to visit with top distrib Irving Holzman last week to confer on plans for a new game. The visitors left Friday, met with President Lyn Durant in Chicago, and then Durant flew into International Airport on Sunday. Holzman and the United head spent three days together discussing production plans after which Durant returned to Chicago to resume engineering and promotion programs on the new amusement machine. Holzman will fly to Chicago Tuesday, March 5.



# California Clippings

Activity along coin machine row has remained very steady the past few weeks, with both distributors & operators continuing to maintain an optimistic outlook for the months ahead... The new Celebrity single cup dry ingredient coffee vendor arrived, and is on display at R. F. Jones & Co. Ralph Phipps conducted another Rowe vending school at the Jones Co. with 42 in attendance. Chuck Klein said some of the operators requested an additional class to take up refrigeration exclusively. The complete line of Celebrity vending was on display at the exhibit held by the National Industrial Relations Association, in San Diego at the Astronautics Corp. Ed. Wilkes informed the new Bally "Spinner" game has been creating a great deal of excitement with its strong play-appeal. Woody Matthews is visiting Rowe AC Services in Chicago, and Don Edwards returned from a trip to San Diego.

At California Music Co. Jerry Barish was happy to announce that Buddy Robinson is planning to be married in June to Nancy Brydon of Chicago. Gabe Orland, Barney Smith and Lee Walker are in Cabo San Lucas enjoying some fishing for a few days... George Muraoka reports they can't keep pool tables stocked at Simon Distributing Co. as the demand has been great the past few weeks. Sonny Lomberg returned from a successful trip to the mountain areas, calling on customers... More and more operators are becoming interested in the Champion "Fast Draw Gun" at American Coin Machine. This very competitive game is continuing to stimulate sales and moving out into added territories... The shop at Duarte International Sales Co. worked overtime this week to prepare export orders for shipment to Australia and Manila... Gary Sinclair, regional sales manager, in town and spending a week at the local Wurlitzer Factory Branch. Gary and Clayton Ballard will be in San Diego for a few days calling on op's... Mahalo Records prexy, Lewis Amiel, from Hawaii, stopped at the Leuenhagen "record bar" to show Mary and the gals his Hawaiian singles, now available for juke boxes. Clyde Jackson of Columbia was also in reporting "Our Winter Love" by Bill Pursell is climbing the charts... At AMCO Music & Vending, Inc. Bill Happel informed they received samples of the new Chicago Coin "Sun Valley," which is enjoyed a good reception from the operators. Dave Yates, manager of Amco's one-stop, said their stock of the "Artist of the Week" package has been very popular, and had to be replenished this week. Dave added, the one-stop has continued to progress and business is getting better each week.

Ray Miller, pres. of the Vending Mart in San Francisco, paid a visit at Paul Laymon, Inc. Jim Wilkins informs the new compact Bally "Spinner" has pleased everyone and is getting a tremendous response. Sales action has been unusually good the past few weeks on both the wall and floor models of the Rock-Ola phonographs... At C. A. Robinson & Co. Hank Tronick reports United's new "Caravelle" Shuffle Alley arrived and the new readout feature, is creating a great deal of excitement. Hank went on to say, based on the huge success of last years Midway "Deluxe Baseball," orders are already accumulating for the 1963 model, which they are anxiously looking forward to receiving. The death of Ralph Sheffield, Midway head, came as a shock to coast coinmen.

Some of the visiting operators seen on Pico Blvd. this week were: Harry Dunsing, Balboa; Tab Simonson, Bakersfield; Bill Bradley, Covina; Tom Henderson, Arcadia; Ray Brandenburg, La Habra; Charles Koski, Long Beach; Walt Hemple, San Francisco and Al Anderson, Shafter.

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EVERYWHERE

OPERATE  
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- \$30 for a full year (outside United States)
- \$45 for a full year (Airmail outside U.S.)

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- AMUSEMENT GAMES
- CIGARETTES
- VENDING MACHINES
- OTHER

NAME .....

FIRM .....

ADDRESS .....

CITY ..... ZONE ..... STATE .....

Be Sure To Check Business Classifications Above!



# Midwest Musings

Mr. & Mrs. Bob Aherin, LaMoore, No. Dak. in the cities for a few days, Bob visiting a few distributors and Mrs. Aherin doing some shopping...

Forrest Dahl, Fergus Falls, Minn. in the cities for the day and picking up his record and parts orders... Art Skram, Mason City, Iowa, in the cities for the day making the rounds... Mr. & Mrs. Ike Sundem, Montvideo, Minn. in the cities for the day... Mr. & Mrs. Art Berg, Fairmont, Minn. returned home last week after spending a month visiting their children and grandchildren in California.

Mark Coughlan had a very pleasant three week vacation in California visiting his daughter and son and their families... Gene Clennon made a quick one day trip to the cities to watch the Golden Gloves fight last Monday nite... The Kingston Trio at the Minneapolis Auditorium Friday, Feb. 22... Vince Jorgenson, Mason City, Iowa is basking in the sunshine in Honolulu...

Mr. & Mrs. Lawrence Sanford, Dodge Center, Minn. in the cities for the day day picking up records and parts for the route... Joe Perkins, Mpls. operator had a coronary attack last week. Mrs. Perkins reports that Joe is resting comfortably and is getting along just fine and will have to remain in the hospital a few weeks...

Happy birthday to Kelly Dwyer one year old last Friday. Kelly is the daughter of Mr. & Mrs. Larry Dwyer, Rochester, Minn... Gordon Runnberg, Moose Lake, Minn. in the cities for the day picking up parts and records for the route. Also in town from Winona were Frank Phillips and Lloyd Williamson.

## Happy Birthday This Week To:

Robt. G. Buckley, N.O. La. . . . Wm. H. Richardson Sr. Columbia, S.C. . . . Clinton Pierce, Brodhead, Wisc. . . . Jerome Augustin Distel, Portsmouth, Ohio . . . Geo. J. Kozy, Franklin Park, Ill. . . . Ron W. Rood, Orlando, Fla. . . . C. A. (Shorty) Culp, Tulsa, Okla. . . . Jack Swartz, Brookline, Mass. . . . Marvin Jacobs, Detroit, Mich. . . . Harold M. Rudman, Cambridge, Mass. . . . August Van Brackel, Defiance, Ohio . . . Jos. Bradish, Freeland, Pa. . . . Chas. J. Breitenstein, Chgo, Ill. . . . Wilfred Fritz, Fargo, N.D. . . . Leo Willens, N.Y. . . . Maurice B. Leschin, L. I. N.Y. . . . Al S. Douglas, Miami, Fla. . . . C. P. Warren, Norfolk, Va. . . . Harry Witsen, Phila, Pa. . . . Mack F. Phillips, Garber, Okla. . . . Robt. F. Lonsway, Warren Ohio. . . . Wesley Knudsen, Provo, Utah. . . . Douglas W. Johnson, Sioux City, Ia. . . . Harry D. Moseley, Richmond, Va. . . . Ralph R. Hensley, Bloomington, Ind. . . . Francis Green Miller, Irvine, Ky. . . . Richard Zimmerman, Cleveland . . . Meredith B. Turner, Chgo, Ill.

# MONEY MACHINE



Some people call it a jukebox. Others call it a phonograph. If you want to get fancy, you can call it a music system, coin-operated.

Call the Rowe AMi coin-operated phonograph what you will, its first and last name is MONEY-MAKER.

That's because Rowe has *all* the features you need to make money in any location—and none of the features that limit play.

For example: Three-in-One (200, 160 or 100 selec-

tions) programming; self-contained Stereo Round;\* full-width personalization panel; Top Talent Tune display that needs no "double" titles; light, color, motion—salesmanship, in other words; easy-to-read, easy-to-select titles; jumbo keyboard.

And, most important, a realistic price.

Your Rowe AMi Distributor can make it mighty easy for you to get your hands on these money-makers right now. See him soon for the full story.

\*Pat. pend.



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## Eastern Flashes

Big meeting last week at Phil Gluckstern's Restaurant in the heart of downtown New York City. Too bad too many of the town's ops didn't take the trouble to come out. They would have gotten the facts on about a half-dozen subjects of vital importance to them. Instead, about 80 individuals showed up for the dinner-meeting with a good turnout from upstate and Westchester coming in to hear the words of wisdom. Al Denver conducted the meeting before the audience of distributors and operators, and Teddy Blatt, Lou Werner, Matty Brandenburg and Mike Mulqueen addressed the coinmen. Good sign: many non-member operators attended. This, plus the recent increase in membership rolls stemming from the acceptance of games operators, could spur larger MONY membership all around.

Jack Wilson drove down to attend the MONY meet after conferring with NYS Guild officials on the progress of the pool table action via the attorney general's office. . . . Lou Werner briefed ops on the Lerner Bill advising that it is receiving careful watching by all concerned. . . . 'Pie' Haley came into town for the first time in some time (at least as far as we know) and joined the upstate group at their table. . . . Millie McCarthy was notable in her absence. It was rumored that she had been caught in a squeeze between two meetings, simultaneously, which isn't hard to understand in Millie's case. We're just surprised she hadn't planned at least four(!)

Carl Pavesi attended along with Attorney Malcolm Wein from Westchester. . . . Seymour Pollak looking healthy and wealthy after a vacation in Miami Beach. . . . Nat Bensky was there but we didn't see Harold Rosenberg. . . . Jack Wilson won the U.S. Bond raffle. . . . Teddy Blatt has some ideas on how to go about achieving the relaxation of the present rigid laws which are enforced by the License Dept. which knocks down so many games submitted. . . .

Al Denver pushed MOA membership hard and urged ops to get behind the drive for increased numbers in order to combat the Celler Bill and other legislation. . . . Informal conversation before and after the meeting centered on Gov. Rockefeller's proposed taxation of gross receipts of bars and grills which could lead to gross receipts of many other businesses and you know who is the usual sitting target.

No word from upstate at press time but the legislation expected to be submitted which would okay all types of pool tables was evidently receiving as much effort and attention as could be given. . . . Distributors turned out in force for the meet: Murray Kaye and Mike Calland from Atlantic; Morris Rood, Perry Lowngrub, Irv Kempner and Nate Sugerman, from Runyon; Harold Kaufman and Allie Goldberg, from Musical Distributors; Harry Koepfel from Albert Simon; and Abe Ipsky from Lipsky Distributors, all attended. A fine showing. . . . Irv Holzman was tied up with United exec Lynn Durant discussing some new ideas until the wee hours of the morn. Couldn't break away for the meet. . . . Shugy stayed in Jersey sending his four NYC men to attend. Barney returned from Chicago over the weekend with Myron, clinching a factory deal for representation overseas (Benelux) having completed negotiations with Rowe AC to handle the full-line vending throughout the State of NJ.

Mike Munves had to get home early and missed the meeting. Mike told us that the lobbies of the Florida hotels are jammed with reservations, and they're turning 'em away. . . . Al Simon at the Thunderbird with his family for a stay in the sunny climes. . . . Seeburg's Jack Gordon down in Miami Beach with Mrs. Gordon. His first vacation in five years and he goes and loses at the Hialeah Track (but only petty cash money). Jack decided to take off for a quick vacation what with the snowy frigid temps in Chi and in Manhasset, NY where he continues to live (on weekends).

Seeburg's first quarter showed a 6.8% gain over sales, 108% over profits, more than twice the earnings per share (25¢), and Del Coleman says things are going to get even better(!).

Looks like the MOA Convention is set for Sept. 4, 5 and 6. Many coinmen will probably stay over a day or two to catch the NAMA Vending show which follows immediately in Chicago Sept. 7, 8, 9 and 10. Those interested would be wise to make it a point to attend both Conventions. You can learn a lot at each one. . . . Aspet Varten, Mondial exec, expects to go to Europe in June. The Englewood, N. J. squire, will conduct some business while in Paris and will probably in Italy. Mondial represents Gottlieb in Europe. . . . Oldtimer Pat McCann, west coast service man, in town and looking for an opening. You can reach him at JU 6-7782.

Canio Trotta on the avenue, had Abe Lipsky turn out a custom-made juke for a spot which insisted on specific colors and styling. When Abe got through the machine looked just the way he wanted it to, pink all over! Ted Seidel is busy introducing sellers to buyers and vice-versa. Two routes, small ones, changed hands last week.

Truman Woodworth, Director of Service, at Disneyland, visited Mike and Joe Munves last week and continued to place orders for arcade and amusement machines with the veteran firm for the giant amusement park in Anaheim, Calif. . . . Herb Oettinger and Glenn Johnson, United execs, in earlier to visit with Irv Holzman. After returning home to Chi they asked Lyn Durant to fly into NYC and that he did.

Bert Betti delighted with the continued acceptance of the Fischer pool table line. He is shipping as fast as he can get 'em from McHenry, Illinois plant. . . . Hank Grant and his son Bruce were real buddies on board the Holland-America liner 'Ryndam' last week. The return trip to Anterp was Hank's upteenth. Bruce has only made the trip four times, one for each of his tender years. . . . Just an item: there are 10,318 horse rooms in England. All licensed. . . . John Bilotta promoting the Tape-Athon background music unit in the upstate area. . . . A. D. Palmer has the flu. . . . Advised that Irv Sandler is building a new plant. . . . and so it goes, as men, machines and money make this coinmachine business go round and round.

VENDING	
ROWE L-1000, 4 Flavor	\$595
ROWE RV-750 (Fresh Brew)	445
DUGRENIER K-12 Cig. (Man.)	140
SEEBURG E-2 Cig.	195
CORSAIR (30-Col.) Cig.	165
VENDO ICE CREAM #210, P.S.	395
VENDO MILK #210, P.S.	395
STONER CANDY, Mod. 160, G/M	175
NATIONAL CANDY, 10 Col. Slant	265

MUSIC	
A.M.I. CONTINENTAL 2-200 (50c)	\$745
A.M.I. I-200M (50c)	350
A.M.I. I-200E (50c)	395
ROCK-OLA 144B	245
ROCK-OLA 1455	245
UNITED UPA-100	175
WURLITZER 2510 Stereo (50c)	595

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FAST ACTION — FAST PROFITS!**

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Gottlieb LIBERTY BELLE 4/p	\$465
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Gottlieb SEVEN SEAS	175
Midway SHOOTING GALLERY	\$175
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Genco STATE FAIR Gun	175
United NIAGARA S.A.	150

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### An Elm Tree Remains (Through The Roof!)

## New Sandler Building Ready June 1st

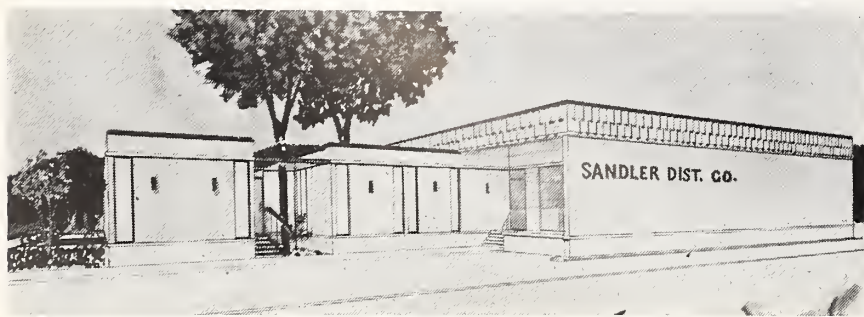
MINNEAPOLIS—According to Irv Sandler, the aggressive President of Sandler Distributing Company, Minneapolis, the time to expand is when business is good and "business is good today." Heeding his creed, Irv Sandler last week broke ground for a new building. The artist's conception of this unusual creation describes it better than we can. (Picture).

The new Minneapolis headquarters of Sandler Distributing Company will double the space it now occupies and furnish facilities necessary to handle the increased business they're enjoying through the sale of Wurlitzer 'Model 2700' Phonographs. The new quarters will have an air conditioned showroom and the most modern service facilities. It will be headed by Bob Crosby who has been with Sandler

Distributing for the past seventeen years.

The new Sandler building features a dramatic entrance with doors leading into the showroom and service areas to the right and the office section to the left. A beautiful elm tree now growing on the site will remain in position giving the appearance of growing right through the roof of the new structure.

Irving Sandler has also announced a new unusual one-stop record service which promises to become the talk of the music industry. A hospitality room located off the showroom floor will be a place where the operator can refresh himself with food and drink while making his purchases. The new headquarters will be ready about June 1st.



ARTIST'S DRAWING OF SANDLER PLANT: New building will house one-stop with food and drink while you shop.





# Chicago Chatter

The sudden shock of the death of a good friend struck coinbiz again last week when the news of Ralph Sheffield's demise was reported. Ralph, a coin machine veteran of many years—who was widely known all over this country and overseas, died in his home last Friday, Feb. 22, in the presence of his lovely wife, Ruth, who is also quite prominent in coinbiz. Also at home at the time was Ralph's son, Roger Sheffield. Ralph, 49, general sales manager at Midway Mfg., covered himself with a sweet gentility, dignity, and a certain indefinable friendliness that made you feel he was always so happy to see you or to hear from you. Hank Ross and Marcine Wolverton, heads of Midway Mfg. Co., were stunned by the tragic news of Ralph's sudden death. A lot of friends will miss Ralph Sheffield.

Joe Kline and Sam Kolber are bursting with joy over the full page spread (write-up) First Coin Machine Exchange received last week in the American Exporter about the growth of First's export biz throughout the world . . .

Prosperity is contagious at Bally Mfg., especially since the intro recently of "Table Hockey" and the more recent "Spinner" coin-operated amusement games. Happiest smiles are being projected by Bill O'Donnell, Herb Jones, Ray Moloney and Don Moloney.

While Rock-Ola Mfg. prexy Dave Rockola is enjoying a well earned vacation, executive vice prez Edward G. Doris is busy as blazes due to very heavy production in the huge plant on Rock-Ola's "Rhapsody" and "Capri" coin-operated phonos, and the popular Rock-Ola "IVI" line of vending machines. Vice prexy Frank Doyle is currently on the West Coast on behalf of the "IVI" line. Les Rieck just returned to the home base after a whirlwind biz trip.

Tisn't necessary to ask what's new at Chicago Dynamic Industries, according to Mort Secore, ChiCoin's busy sales chief. Mort is elated over the continued, ever growing sales of Chicago Coin's 2-player "All Star" baseball game.

A very sad coinman this week was Gil Kitt, owner of Empire Coin. Gil was visibly crushed by the sudden, tragic death of his old friend, Ralph Sheffield. Ralph worked with Gil at Empire Coin many years ago, when the firm was in its comparative infancy. . . . Genial (huh!!) Joe Robbins and his lovely Marian are making preparations for their tour on the European Continent. They depart about March 15. Joe, Jack Burns, Bill Herbord and Bill Milner are very excited about the new Williams coin-op. baseball game which is due to be released soon. They expect heavy operator interest—and sales.

While Nate Gottlieb and his lovely wife are cruising in the Caribbean, and Dave and Dorothy Gottlieb are sunning merrily along in Miami Beach Alvin Gottlieb and Judd Weinberg are keeping tabs on the terrific action D. Gottlieb & Co. is enjoying with the "Gaucho" 4-player. Judd assures us it is really breaking sales records in a big way . . . Bob Blundred, managing director of M.O.A., man-in-motion, addressed the record One Stop Assn. (R.O.S.A.) meeting in the Sheraton-Chicago Hotel, last Thursday, Feb. 21, welcoming the group headed by Irv Perlman, of Philly, to Chi. Bob addressed the group in behalf of the Music Operators of America.

Prexy Roy McGinnis, of J. H. Keeney & Co., is back in his office after a lengthy, miserable bout with the 'flu' bug. During Roy's absence Dick Tennes and Clayton Nemeroff were snowed under (in more ways than one!). Visitors last week at the Keeney plant were Maury Sykes and Joe Barranco, both of Baltimore, Md.

It's nice to see Irv Ovitz back in his office at World Wide Distribs after the very unhappy chore he had due to the tragic death of his sister and brother-in-law, Mr. & Mrs. Max D. Kelinson, in the airlines crash near Miami. Irv is glad to be back. He advised that Sales of Seeburg's "LP Console" coin-op phono are exceptional. There's also heavy action with the Seeburg vending line and Chicago Coin amusement games. Nate Feinstein was on the go this week, calling on the trade out of town. Fred Skor and Howie Freer were so busy they scarcely had the time to go to lunch.

That mean ol' 'flu' bug has been very active of late in many areas. It wreaked havoc last week at Rowe AC Services. However after a spot-check this week we noticed that most everyone was on hand. We counted such healthy specimens (ah-choo!) as prexy Jack Harper, exec veepee Dean McMurdie (who still looks a bit green), vice presidents Fred Pollak (obviously impervious to illness—we hope!) and Tom Sams (who'll debate the 'healthy' point). Don Lundy's health is another subject. He's sporting something around his neck that resembles a 'horse-collar' to ease a slipped disc. Meanwhile, Phil Glover rolls merrily along in the pink of condition. Tom's secretary, Nancy Connor, was forced to sit out the flu battle at home—and not at all pleased.

We observed plenty of action at Atlas Music Co. t'other day. Paul Huebsch info'd that Bill Phillips and Chuck Harper were out of the city calling on the trade. Eddie Ginsburg is delighted over the way his organization is shaping up at Atlas Music. Paul sez heaviest sales of late are on the Rowe cigarette machines and Bally "Spinner" amusement games, as well as Rowe-AMI phonos.

Sales are maintaining a high level at United Mfg., according to Bill DeSelm, on the "Sabre" big ball bowlers and "Caravelle" shuffle alley bowlers . . . Stanly Jarocki infos that he and Bill Adair are practically holding down the fort at Seeburg this week, what with Tom Herrick in Milwaukee on biz, and Jack C. Gordon out-of-town.

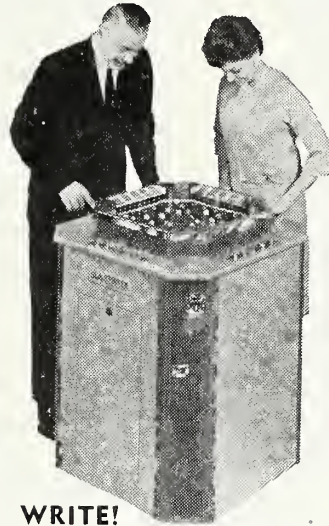
Johnny Frantz really 'threw us' last week when he announced his new direct to distributors sales operation. Johnny is heralding the big, new baseball season with his "Little Leaguer-Double Header" 2-player amusement game. He says it's a "real slugger in the 'sales league'!"

We're surprised that Sam Stern and Art Weinand didn't pass each other along the way last week. While Art, busy-as-a-bee vice prexy at Williams Electronic Mfg. Corp., was jetting in from a West Coast trip Sam, Williams president, was departing for a well deserved rest in the southern climes.

## NEW & USED! BEST IN TOWN!

CALL MELROSE 4-8468 FOR QUICK DEAL!

### BALLY SPINNER! DIME-A-MINUTE POWER



WRITE!

**ROCK-OLA**  
Rhapsody, Model 408, 160-Sel.

WRITE

Capri, Model 404, 100-Sel.

WRITE

COMPLETE LINE OF BALLY NEW  
AND REFINISHED KIDDIE RIDES

### USED EQUIPMENT MUSIC—BOWLERS—5 BALL

#### Rock-Ola Phonographs

Model 1497 (Empress), 200 Selection	\$825.00
Model 1496 (Empress), 120 Selection	725.00
Model 1493 (Princess) 100 Selection	645.00
Model 1495, 200 Selection	775.00
Model 1488, 120 Selection	645.00
Model 1455, 200 Selection	195.00
Model 1468, 120 Selection	400.00

#### Seeburg Phonographs

Seeburg-B	\$125.00
Seeburg-V-200	175.00

#### Bowlers

Chicago Coin Royal Crown Bowler	Write
Chicago Coin Gold Crown Bowler	\$845.00
Chicago Coin Continental Bowlers 13 1/2'	745.00
Chicago Coin Twin Bowler	295.00
Bally Bowlers	595.00
Bally Monarch	265.00
Bally Club Deluxe	195.00

#### 5 Ball

Chicago Coin Big Hit	Write
Bally Hockey Game	Write
Bally Bank a Ball	\$295.00
Williams Viking	295.00
Williams Space Ship	245.00
Williams Shortstop Baseball	195.00
Williams World Series '62	445.00
Gottlieb Double Action	245.00
Midway Target Gallery	300.00
Chi Coin Variety Roll Down	395.00
Auto-Test	575.00

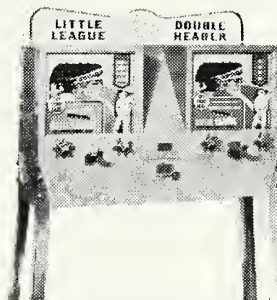
## CALDERON DISTRIBUTING CO.

433 N. Alabama St.

Indianapolis, Indiana

Phone: Melrose 4-8468

### LITTLE LEAGUER—DOUBLE HEADER A 2-PLAYER SOCKO!



A #1 HIT EVERYWHERE!  
A COMPETITIVE BASEBALL GAME

G geared For BIG PROFITS!

J. F. FRANTZ MFG. CO.

1940 W. Lake St., Chicago 12, Ill.

## WORLD'S LARGEST INVENTORY FOR SALE

Send for  
Complete Lists  
ARCADE—GAMES  
BINGOS—RIDES  
MUSIC, etc.

DAVID ROSEN

Exclusive AMI Dist. Ea Pa.  
855 N. BROAD STREET, PHILA. 23, PA  
PHONE — CENTER 2-2903

## DIAMOND HAS GAMES, MUSIC, ARCADE, WALLBOXES—CALL!

(4)—Six Game Alleys	\$450.00 each
(1)—Red Pin Alley	220.00
(1)—Double Feature Alley	225.00
(10)—Hebel Coffee & Chocolate 4100 Vendor	110.00 each
(1)—Playland Gun	350.00
(1)—Titan Gun	295.00
(1)—Pirate Gun	175.00
(2)—State Fair Guns	125.00 each
(2)—Silver Bullets Pistols	45.00 each
(2)—Mauser Pistols	30.00 each
(1)—Midway Shooting Gallery	200.00
(1)—Big Hit (Like New)	400.00
(3)—'57 Deluxe Baseballs	175.00 each
(1)—Kewpie Doll	175.00
(1)—Darts	195.00
(1)—Lightning Ball	175.00
(5)—1¢ Challengers	19.00 each
(1)—Tungo Gripper	95.00
(1)—Standard Metal Typewriter	110.00
(1)—AMI Lyric Phonograph	465.00
(1)—AMI J-120 Phonograph	400.00
(1)—Seeburg 201 Phonograph	395.00
(2)—2000 Wurlitzer Phonographs	175.00 each
(2)—1700 Wurlitzer Phonographs	165.00 each
(2)—AMI G-120 Phonograph	195.00 each
(1)—1650 Wurlitzer Phonograph	105.00
(24)—Seeburg 3WI Gray Cover Wall Box Bingos and Uprights (Virginia only-call or write)	28.00 each

Factory Distributors For  
Wurlitzer — Valley  
Chicago Coin — American Shuffleboard

## Diamond Coin Machine Exchange, Inc.

609 WOODIS AVE.  
Norfolk, Virginia  
Telephone: 625-1716



# NEW 4-PLAYER MAGIC! ALL NEW GAUCHO

- NEW** EXTRA BALL FEATURE
- NEW** COIN RETURN
- NEW** PLAYBOARD AUTO-CLAMP
- NEW** DOUBLE-SIZE CASH BOX
- NEW** FRONT DOOR STYLING
- NEW** MAXIMUM SECURITY DOOR LOCK

SEE YOUR DISTRIBUTOR! SEE THE MAGIC OF THESE PLAY-MAKING, PROFIT-MAKING FEATURES:

- Extra ball feature made by hitting Roto-Star
- Making rollovers advances Roto-Target value
- Hitting Roto-Target scores indicated value; re-sets target values
- Bulls-eye targets turn pop bumpers on and off
- 4-places to spin Roto-Targets
- Stainless cabinet trim ■ All the deluxe Gottlieb features

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!



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It's Always Profitable to Operate Gottlieb Games!

**PHONO RESTYLING KITS**

- Gives Phonos new Look!
- Easy to Install!

Kits for Seeburg B, C, G & W, R & J. \$39.95 ea.

Kits for Wurlitzer 1700, 1800, 1900, 2000, 2100, 2104 \$36.95 ea.

Kit for Seeburg V & VL. \$79.95 ea.

**WICO**

"World's Largest Distributor of Coin Machine Parts & Supplies"

2901-13 N. Pulaski Rd., Chicago 41, Ill.

## Jack Gordon's Luck Stays In Chicago

MIAMI BEACH—Jack Gordon, Executive Vice-President of The Seeburg Corporation, would be the first to admit that at least a little bit of luck enters into the success of a product. Therefore, Gordon would be considered lucky, to a certain degree, being responsible for some of the text which appeared in Seeburg's annual report issued last October and again in the firm's first quarter report out last week (108% profit increase). Enjoying his first vacation in 5 years Jack and his wife visited Hialeah Race Track last week and alas he was without luck. But what difference does it make when you're on vacation(!)

## "As Compulsive As Pretzel Nibbling"! Si Redd Wires Ops On New Bally 'Spinner'



W. S. (Si) REDD

BOSTON—Si Redd, president of Redd Distributing Company, Brighton (Boston), Massachusetts, says the play appeal of Bally "Spinner" is as compulsive as pretzel nibbling. "I got the idea," Redd explained, "watching players on location going back to the game time and time again. I decided to send a telegram to operators in my territory, saying "Customers can't stay away from 'Spinner' any more than they can keep their hands out of the pretzels. If you want a winner, come in see 'Spinner'." The result was quite a caravan of operators on the wintry New England roads, and more orders than I can fill for a week the way Bill O'Donnell (Bally general sales manager) is rationing shipments of this surprise sensation."

If we know Redd as we think we do, there won't be a location in New England without a bowl of pretzels and a "Spinner" to go with it.

It's New—  
It's Different—  
It's Legal—  
It's Profitable

# Championship FAST DRAW



**1 or 2 can play!**

- One Player draws and fires against speed indicator
- Two Players draw and fire against each other for competitive scoring
- When red "DRAW" lite flashes on, players draw and fire. Championship Fast Draw Scores Each Player's Hits.
- Adjustable Gun Stands
- Realistic "Royalite" Holsters
- LOCATION TESTED
- TROUBLE-FREE OPERATION

See it at your local distributor, or write:

**SOUTHLAND Engineering, Inc.**

1657 Euclid St., Santa Monica, Calif.  
Telephone: EXbrook 3-3724

**10 shots for 10¢**



**MUSIC MACHINES**

**AMI**  
 D-40, '51, 40 Sel.  
 D-80, '51, 80 Sel.  
 E-40, '53, 60 Sel.  
 E-80, '53, 80 Sel.  
 E-120, '53, 120 Sel.  
 F-80, '54, 80 Sel.  
 F-120, '54, 120 Sel.  
 G-80, '55, 120 Sel.  
 G-120, '55, 120 Sel.  
 G200, '56, 200 Sel.  
 H-120, '57, 120 Sel.  
 H-200, '57, 200 Sel.  
 I-100M, '58, 100 Sel.  
 I-200M, '58, 200 Sel.  
 I200E, '58, 200 Sel.  
 J200K, '59, 200 Sel.  
 J200M, '59, 200 Sel.  
 J-120, '59, 120 Sel.  
 K200, '60, 200 Sel.  
 K120, '60, 120 Sel.  
 Continental, '60, 200 Sel.  
 Lyric, '60, 100 Sel.  
 Continental 2, '61, 200 Sel.  
 Continental 2, '61, 100 Sel.

**ROCK-OLA**  
 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.

**PINGAMES**

**BALLY**  
 Acapulco (5/61)  
 Barrel-O-Fun (9/60)  
 Barrel-O-Fun '61 (4/61)  
 Barrel-O-Fun '62 (11/61)  
 Ballerina (6/59)  
 Beach Beauty (11/56)  
 Beach Time (9/58)  
 Beauty Contest (1/60)  
 Big Show (9/56)  
 Broadway (12/55)  
 Can-Can (10/61)  
 Carnival (11/57)  
 Carnival Queen (11/58)  
 Circus (8/57)  
 Circus Queen (2/61)  
 County Fair (10/59)  
 Crossroads (1/56)  
 Cypress Gardens (6/58)  
 Double Header (7/56)  
 Funspot '62 (11/62)  
 Flying Circus 2P (6/61)  
 Golden Gate (6/62)  
 Key West (12/56)  
 Laguna Beach (3/60)  
 Lido (2/62)  
 Lite-A-Line (2/61)  
 Lotta-Fun (9/59)  
 Miami Beach (9/54)  
 Miss America (2/58)  
 Night Club (4/56)  
 Parade (6/56)  
 Queens (Bch., Is., Trop.) (3/60)  
 Roller Derby (6/60)  
 Sea Island (2/59)  
 Shoot-A-Line (6/62)  
 Show Time (3/57)  
 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)  
 Music Man 4P (8/60)  
 Naples 2P (9/57)  
 Nags 1P (3/60)  
 Reno 1P (10/59)  
 Rocket 1P (11/59)  
 Satellite 1P (7/58)  
 Sea Wolf 1P (7/59)  
 Serenade 2P (5/60)  
 Space Ship 2P (12/61)  
 Starfire (1/57)  
 Steeplechase 1P (11/57)  
 10 Strike 2P (1/58)  
 3-D 1P (11/58)  
 Tic-Tac-Toe 1P (1/59)  
 Top Hat (10/58)  
 Trade Winds 3-5 Bl. (6/62)  
 Turf Champ (8/58)  
 Twenty-One 1P (2/60)  
 Valiant 2P (8/62)  
 Vagabond (10/62)  
 Viking 2P (10/61)  
 Black Jack 1P (1/60)

**SHUFFLES and BOWLERS**

**BALLY Shuffles**  
 ABC Bowler (7/55)  
 Congress (7/55)  
 Jumbo Bowler (9/55)  
 King Pin Bowler (9/55)  
 ABC Spr. Del. Bowler (9/57)  
 All-Star Bowling (12/57)  
 All-Star Deluxe (2/58)  
 Lucky Shuffle (9/58)  
 Star Shuffle (10/58)  
 Speed Bowler (11/58)  
 Club Bowler (2/59)  
 Club Deluxe (5/59)  
 Monarch Bowler (11/59)  
 Official Jumbo (3/60)  
 Jumbo Deluxe (9/60)  
**Ball Bowlers**  
 ABC Bowl. Lane (1/57)  
 ABC Tournament Bowler (6/57)  
 ABC Champion Bowler (10/57)  
 Strike Bowler (11/57)  
 Trophy Bowler (4/58)  
 Lucky Alley (8/58)  
 Pan American (6/59)  
 Challenger (9/59)  
 Super Shuffle (12/61)

**CHICAGO COIN Shuffles**  
 Triple Strike (2/55)  
 Arrow (2/55)  
 Cr. Cross Targette (1/55)  
 Bonus Score (4/55)  
 Hollywood (5/55)  
 Blinker (8/55)  
 Score-A-Line (9/55)  
 Bowling Team (10/55)  
 Rocket Shuffle (3/58)  
 Explorer Shuffle (6/58)  
 Rebound Shuffle (12/58)  
 Championship (11/58)  
 Double Feature (12/58)  
 Red Pin (2/59)  
 Bowl Master (8/59)  
 4-Game Shuffle (11/59)  
 Bull's Eye Drop Ball (12/59)  
 6-Game Shuffle (6/60)  
 Triple Gold Pin Pro (2/61)  
 Starlite (5/62)  
**Ball Bowlers**  
 Bowling League (2/57)  
 Ski Bowl 6 Plyr (11/57)  
 Classic Bowling Lg. (7/57)  
 TV Bowling Lg. (11/57)  
 Luck Strike (1/58)  
 TV (with rollovers)  
 Player's Choice (9/58)  
 Twin Bowler (10/58)  
 King Bowler (3/59)  
 Queen Bowler (9/59)  
 Duke Bowler (8/60)  
 Duchess Bowler (8/60)  
 Princess (4/61)  
 Gold Crown (3/62)

**SHUFFLES and BOWLERS**

**UNITED Shuffles**  
 Clipper (5/55)  
 5th Inning (6/55)  
 Capitol (6/55)  
 Super Bonus (9/55)  
 DeLuxe model  
 Top Notch (10/55)  
 Regulation (11/55)  
 6-Star (10/57)  
 Midget Bowling Alley (3/58)  
 Shooting Stars (4/58)  
 Eagle (5/58)  
 Atlas (8/58)  
 Cyclone (10/58)  
 Niagara (11/58)  
 Dual (1/59)  
 Zenith (6/59)  
 Flash (6/59)  
 3-Way (9/59)  
 4-Way (12/59)  
 Big Bonus (2/60)  
 Sunny (5/60)  
 Sure Fire (10/60)  
 Line-Up (1/61)  
 5-Way (5/61)  
 Avalon (4/62)  
 Silver (6/62)  
 Shuffle Baseball (6/62)  
 Action (7/62)  
 Embassy (9/62)  
 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 Buckeroo (4/59)  
 K Del. Big Tent (5/59)  
 K Big 3 (5/59)  
 K Touchdown (9/59)  
 K Big Dipper (10/59)  
 K Twin Big Tent  
 K Twin Cross Diamond (1/60)  
 K Red Arrow (4/60)  
 Sweet Shawnee '60  
 Black Dragon '60  
 K Twin Red Arrow (5/60)  
 K Flashback (6/61)

**ARCADE**

ABT 6 Gun Rifle Range  
 Air Football  
 Air Hockey  
 Auto Photo Model 9  
 Amer. Shuff. Situation (5/61)  
 B Undersea Raider  
 B Derby Gun (2/60)  
 B Bulls Eye Shooting Gallery (9/55)  
 B Big Inning (5/58)  
 B Heavy Hitter (4/59)  
 B Ball Park (4/60)  
 B Sharpshooter (2/61)  
 B Golf Champ (8/58)  
 B Bat. Practice (8/59)  
 B Skill Roll (B 3/58)  
 B Moon Raider (7/59)  
 B Target (10/59)  
 B Spook Gun (9/58)  
 B Skill Parade (1/59)  
 B Skill Score (6/60)  
 B Skill Derby (10/60)  
 B Del. Skill Parade (4/59)  
 Capitol Midget Movies  
 CC Bullseye Baseball  
 CC Basketball Champ  
 CC 4-Player Derby  
 CC Goalee  
 CC Midget Skee  
 Super model  
 CC Big League (5/55)  
 CC Twin Hockey (5/56)  
 CC Shoot The Clown  
 CC Stm. Shovel (5/56)  
 CC Batter Up (4/58)  
 CC Criss Cross  
 Hockey (10/58)  
 CC Croquet (8/58)  
 CC Playland Rifle  
 Gallery (8/59)  
 CC Pony Express (4/60)  
 CC Ray Gun (10/60)  
 CC Wild West (5/61)  
 CC Long Range Rifle  
 Gallery (1/62)  
 Ex Gun Patrol  
 Ex Jet Gun  
 Ex Space Gun  
 Ex Pony Express  
 Ex Six Shooter  
 Ex Shooting Gal. (6/51)  
 Ex Star Shtg. Gal. (9/51)  
 Ex Sportland Shooting  
 Gallery (11/54)  
 Ex "500" Shooting  
 Gallery (3/55)  
 Ex Treasure Cove  
 Shooting Gal. (6/55)  
 Ex Jungle Hunt (3/57)  
 Ex Ringer Ball (11/56)  
 Ex Pop Gun (9/57)  
 Ge Lucky Seven  
 Ge Sky Gunner  
 Ge Night Fighter  
 Ge 2-Player Basketball  
 Ge Rifle Gal. (6/54)  
 Ge Big Top Rifle  
 Gallery (6/54)  
 Super model (12/55)  
 Ge Gun Club  
 Ge Wild West Gun (2/55)  
 Ge Sky Rocket Rifle  
 Gallery (5/55)  
 Ge Championship  
 Baseball (9/55)  
 Ge Quarterback (10/55)  
 Ge Hi Fly Baseball (5/56)  
 Ge State Fair Rifle Gal. (6/56)  
 Ge Davy Crockett (10/56)  
 Ge Circus Rifle (3/57)  
 Ge Motorama (10/57)  
 Ge Gypsy Grandma (5/57)  
 Ge Fun Fair (3/58)  
 Ge Space Age Gun (6/58)  
 Jungle Joe  
 Ke Air Raider  
 Ke Sub Gun  
 Ke Sportland  
 DeLuxe model  
 Ke Ranger (3/55)  
 Ke League Leader (4/58)  
 Ke Sportland  
 Ke Two-Gun Fun (3/62)  
 Mid Red Ball (5/59)  
 Mid Joker Ball (11/59)  
 Midway Basooka (10/60)  
 Midway Shooting  
 Gallery (2/60)

**ARCADE**

Del. Model (5/61)  
 Midway Del. Baseball (5/62)  
 Mid. Target Gallery (7/62)  
 Mills Panorama Peek (11/54)  
 Munves Bike Race (5/58)  
 Munv. Sat. Trkr. (5/59)  
 Mu Atomic Bomber  
 Mu Ace Bomber  
 Mu Dr. Mobile  
 Mu Fly Saucers  
 Muto Lord's Prayer  
 Mu Photo (Pre-War)  
 Mu Photo (DeLuxe)  
 Mu Silver Gloves  
 Mu Sky Fighter  
 Munves Squirts (11/57)  
 Muto Voice-O-Graph  
 Pre-War Model  
 Post-War Model  
 Mu K. O. Champ  
 Mu Drive Yourself  
 Mu Bang-O-Rama (4/57)  
 Philadelphia Toboggan  
 Skee Alley  
 Scientific Pitch 'Em  
 Seeburg Bear Gun  
 Seeburg Coon Hunt  
 Set Shot Basketball  
 Telequiz  
 Un Jungle Gun  
 Un Carn. Gun (10/54)  
 Un Bonus Baseball (3/62)  
 Un Bonus Gun (1/55)  
 Un Star Slugger (7/55)  
 Un Spr. Slugger (4/56)  
 Un Pirate Gun (10/56)  
 UN Yankee BB (3/59)  
 Un Sky Raider (10/58)  
 Wm. Del. BB (4/53)  
 Wm. Major Leaguer  
 Wm. Big Lg. BB (2/54)  
 Wm. Jet Fighter (10/54)  
 Wm. Safari (2/54)  
 Wm. Polar Hunt (3/55)  
 Wm. Sidewalk Eng (4/55)  
 Wm. King of Swat (5/55)  
 Wm. 4-Bagger (4/56)  
 Wm. Crane (10/56)  
 Wm. Peppy Clown (12/56)  
 Wm. 1957 Baseball  
 Wm. 10-Strike (12/57)  
 Wm. Ten Pins (12/57)  
 Wm. Shortstop (4/58)  
 Wm. Pinchhitter (4/59)  
 Wm. Vanguard (10/58)  
 Wm. Hercules (2/59)  
 Wm. Crusader (6/59)  
 Wm. Titan (8/59)  
 Wm. Del. Bat. Champ (5/61)  
 Extra Inning (5/62)  
 World Series (5/62)  
 Road Racer (5/62)  
 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 Mustang  
 Exhibit Sea Skates  
 Exhibit Space Patrol  
 Scientific Television  
 Scientific Boat Ride  
 Texas Merry-Go-Round  
 Exhibit Rudolph The  
 Reindeer

# CLASSIFIED ADVERTISING SECTION

# CLASSIFIED ADVERTISING SECTION

## CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$5.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for following issue pending receipt of your check or cash.

**NOTICE—\$67 Classified Advertisers.** (Outside USA add \$52 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 20c per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 Noon, of preceding week to appear in the following week's issue.

## Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

## WANT

**WANT—Philadelphia Toboggan (Skee Balls)** quote quantity, price, condition and serial # in first letter. DAVE LOWY-M.J.L. OPERATING CORP., 602 TENTH AVENUE, N.Y.C. 36 (Tel. LT 1-1033).

**WANT—Used 45 RPM Records.** All types, as they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO., INC., 14 EAST 21st ST., BALTIMORE 18, MD.

**WANT—Attention: Distributors and record shops.** There's Gold on your shelf. Want 45 rpm records up to 10 years old. Highest prices paid anywhere. Up to 43¢ each—our choice. BIG JOHN RECORDS, 687 WASHINGTON ST., BOSTON, MASS. (Tel. 338-7426).

**WANT—45 RPM Records, new or used.** No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

**WANT—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—78 R.P.M. "Down Home" blues records.** Both pre and post-war issues. Many or few. HENRY VESTINE, 901 HARTZELL ST., PACIFIC PALISADES, CALIF.

**WANT—Used 45 RPM Records.** Right off the route. All types, no sorting or picking. No quantity too large or small. Highest prices paid. KING SALES, 129 FRANCIS ST., EVERETT, MASS. (Tel. DU 7-4140).

**WANT—Cut-out Singles, I2" Long Play, and Kiddie Records, we will purchase your entire cut-out or overproduction inventory on a contractual basis.** Ben Jacobs—Dan Wancio. NATIONAL BAG-O-TUNES INC., 15 ALABAMA AVENUE, ISLAND PARK, L.I., N.Y. (Tel. 516-TU 9-9300).

**WANT—To buy in quantity for resale—National 111 and 113 Cigarette machines.** For Sale or trade—Deluxe Big Tents; County Falls; 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—Are regular buyers late bingos, Gottlieb 2-4 players, Seeburg B-C V-200, Bowlings, unshopped, complete, working, packed original cartons.** We pay dollars, cash in advance. Quote price FOB nearest seaport. MAX LOBO, MEIR, 23, ANTWERP, BELGIUM (Tel. 33.81.33).

**WANT—used 45 rpm records.** All types, as they run right off the route. No sorting or picking. We pay highest prices and the freight. Standing order available for regular shippers. J & D SALES, 1 VIDEETTA ST., W. PEABODY, MASS. (Tel. JE 2-0737).

**WANT—Need Gottlieb Pingames and Seeburg Phonographs (V-200's and more recent models).** Quote prices F.O.B. nearest seaport. VERHEDA P.V.B.A. KRONENBURG-STRAAT, ANTWERP-BELGIUM. CABLE ADDRESS: VERHEDA.

**WANT—45 RPM Records, new or used.** LP's also considered. We pick up any quantity you have on hand and pay highest cash prices. Write information to: EARL KUHN'S DIST. CO., 4580 SNEAD, SANTA CLARA, CALIFORNIA. CHerry 1-0087.

**WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1958 and up.** Interested in all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPRL, 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. (Cable address: HOBEL-EUROPE-BRUSSELS).

**WANT—Juke Box Operators For a steady year round outlet for your used records Manufacturers' For your overruns and surplus LP's & 45s.** Call or write, EASTERN RECORD SALES & DIST. INC., 751 10th AVE., N. Y. 19, N. Y. (Tel. CI 5-9469).

**WANT—Your used or surplus 45 rpm records, also new surplus LP's.** We buy all year 'round and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DIST. INC., 725 BRANCH AVE., PROVIDENCE, R.I. (Tel. UNion 1-7500, JACKson 1-5121).

**WANT—Panorams and Panoram parts.** United Triple Plays Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEmlock 1-1750).

**WANT—New or Used records not over 8 months old.** We pay 15¢ to 18¢ and can use 150 of a no. MELODY RECORDS, 849 DUNDEE AVE., BARRINGTON, ILL. (Tel. 381-6858).

**WANT—Any age used 45 RPM records.** Tell us what you have. We pay all freight from anywhere. We pay highest prices. Try us and profit. Don't wait! Write us today! MUSIC SERVICE CO., 424 E. Broad St., Richmond 19, Va.

**WANT—Jacques Palmer has an office in Antwerp buyer of Seeburg, Wurlitzer and AMI Music, pins, bingos, shuffles, bowlers, guns, arcade equipment.** Cash on the line. Contact PALMER at BELINTRACO, 31 SOMERS STRAAT, ANTWERP, BELGIUM.

**WANT—Close out over-run return hit 45 RPM records.** Contact immediately for quick transaction. BILL ISAACS, ISLAND RECORD SERVICE, 223-07 HEMSTEAD AVE., QUEENS VILLAGE, N.Y. (Tel. HO 4-7770).

**WANT—Buy larger quantities of Seeburg V-200-KD200- and all other models of Seeburg Music.** Also all Wurl. models. Please send complete list of your inventory with prices. CLEVELAND COIN MACHINE EXCHANGE, INC., 2029 PROSPECT, CLEVELAND, OHIO. (Tel. TO 1-6715).

**WANT—Laguna beach backglass; Classic bowling league backglass.** ATLAS DIST., 1024 COMMONWEALTH AVE., BOSTON 15, MASS. (Tel. RE 4-1384).

**WANT—Experienced salesman to sell top vending line in State of Florida.** Salary-expenses. Call collect. MR. TARAN, ME 5-2531, TARAN DIST. CO., 3401 N.W. 36th STREET, MIAMI, FLA.

**WANT—Blues, rhythm and blues, jazz used 45's.** No quantity too small. We pay top prices and freight. Age of records makes no difference. Write first, giving approximate amount on hand. RECORD MART, 2222 ELM, DALLAS 1, TEXAS.

**WANT—Seeburg Phonographs M100B and C; V200; KD 200; Crane; Teleguz T.G.A. 60 RUE VAN SCHOOR, BRUSSELS 3, BELGIUM.** Cable address JEUMATE BRUSSELS.

## 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 BJB 120 @ \$575; G 80 and 120's @ \$225; JB1 120 @ \$495; Rock-Ola 1455 @ \$275; 1418 @ \$245; 1465 @ \$365.00. Prices F. O. B. Detroit, Michigan. All equipment complete and operating—crated for export. See us for best buys on used vending equipment. MARTIN AND SNYDER CO., 12727 W. WARREN AVE., DEARBORN, MICHIGAN. (Tel. LUzon 2-2300).**

**FOR SALE—Pokerino nearly new with drop chute and knock off.** Also have some older Pokerino games with push chutes. If you need parts for your Pokerino we have them. Write, JAMES TRAVIS, P.O. BOX 206, MILLVILLE, N.J.

**FOR SALE—United phonographs Model UPB, UPC.** Tip-top condition. UNITED EAST COAST CORP., 585 TENTH AVE., NEW YORK 36, N.Y. (Tel. PE 6-6680).

**FOR SALE—If it's Panoram Parts you want, Phil Gould has 'em.** PHIL GOULD, 224 MARKET ST., NEWARK, N.J. (Tel. Market 4-3297).

**FOR SALE—New and Used Coin Machines, shopped and ready for location.** Also routes for sale. AUTOMATIC MUSIC CO., 1214 W. ARCHER ST., TULSA, OKLAHOMA. (Tel. LU 4-4775).

**FOR SALE—Used Rock-Ola's, Wurlitzer's, AMI's Seeburg's Phonographs; Also used Gott. & Pin Games.** Write for list. BIRD MUSIC DIST. INC., 124-126 POYNTZ, MANHATTAN, KANS.

**FOR SALE—Mills "Peek" Panarama, completely reconditioned, guaranteed A-1 shape, \$395; F.O.B. Louisville, Ky. Term one third (1/3) cash, balance, sight draft. FUNCENTER, 419 W. BROADWAY, LOUISVILLE, KY.**

**FOR SALE—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—Small route of jukes, cigarette, bowlers, amusement machines, near Cape Canaveral, plenty of room for expansion, other business forces sale.** BISHOP AMUSEMENT, P.O. Box 252, GRANT, FLA.

**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, CHICAGO. STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

**FOR SALE—Auto-Photo Studios, Model 9 \$995; Model II \$1,995; ABT Shooting Gallery (like new); Kiddie Rides, Arcade Equipment.** Write for list and prices. ADVANCE DISTRIBUTING CO., 5644 DEL-MAR BLVD., ST. LOUIS 1, MISSOURI. (Tel. Parkview 7-1373).

**FOR SALE—100,000 new 45 rpm 6 months to 1 year old, \$10 per 100, \$95 per 1000; Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M.** RAY-MAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. OLYmpia 8-4012).

**FOR SALE—6 Pocket Pool Tables, excellent shape \$150; 14' Bowlers \$195; Blinkers \$185; Skee Balls \$125; Bowlette 14' \$175; Rebound Shuffles \$49.50.** Write or wire today. PURVEYOR DISTRIBUTING CO., 4322 NORTH WESTERN AVE., CHICAGO 18, ILL. (Tel. Juniper 8-1814).

**FOR SALE—Rock-Ola 1438 with one wallbox and receiver \$189.50 complete; Hole-in-One-Golf \$595; Bally Targets \$119.50; Sandy Horse \$375; St. Bernard Dog \$225; Mills 8 col. Candy 10¢ \$100; Many others, write or phone. GRECO BROS., AMUSE., CO. INC., 1288 BROADWAY, ALBANY, N.Y. (Tel. HObart 5-0226).**

**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. DUinirk 3-8735).

**FOR SALE—Attention! We are the trade's largest suppliers of Pool Table supplies—slates, cues, balls, cloth, etc.** Best quality, lowest prices, write or phone for our new catalog. EASTERN NOVELTY DISTRIBUTORS, 3726 TONNELE AVE., NORTH BERGEN, N. J. (Tel. 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 P.O.B. 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)**

# CLASSIFIED ADVERTISING SECTION

**FOR SALE—Wholesale Wurl. Models 2200, 2400, 2410, 2504, 2510, 2500, 2600, 2610, Completely shopped, original crates, ready for shipment. No reasonable offer refused. Phone or write. UNITED DIST., INC., 902 WEST SECOND, WICHITA 3, KANSAS. (Tel. AM 4-6111)**

**FOR SALE—Regulation Shuffle Alleys \$150.; Bulls Eye Drop Ball \$75.; Guns, Five Balls, Old Shuffles, Drink Machines, Cigarette Vendors. Write or call CENTRAL DISTRIBUTORS, INC., 2315 OLIVE ST., ST. LOUIS, MO.**

**FOR SALE—Congress ABC Super Deluxe; Gold Medals; Bally Bank Ball; Heavy Hitter; Big Inning; Wms. Official Baseball; Targets; United Cyclone; also late Wms. Pins. 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—25 novelty 5-ball games. 1957 and older but in A-1 condition. No reasonable offer will be turned down. 2 Bally Beauty Contests (new); Ten Strike (new); Bally Bank Balls. Wall-Boxes: AMI W120; Wurlitzer 200 model 5250; Bowlers. NOBRO NOVELTY, 142 DORE ST., SAN FRANCISCO, CALIF. (Tel. MA 1-5438).**

**FOR SALE—Routes: Tusko Elephant like new \$425; Skill Scores like new \$45; Wms. Reserve \$225; Upright Mercury Grips \$50; Colonial Maple Wurlitzer \$85; Banding Machine with 100 lbs 3/8" strapping \$65; CLOER DIST. CO., 1613 MAIN, JOPLIN, MO. (Tel. MA 4-7621)**

**FOR SALE—Big Time, Gay Time \$90; Broadway \$125; N. Club \$135; Beach Time \$245; Carnival Queen \$275; Sea Island \$365; Balserina \$435; County Fair \$500; Buckley Truck 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. Pln 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. BLUEMOUND ROAD, MILWAUKEE 13, WISC.**

**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 Belles \$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; NEW ORLEANS NOVELTY CO., 1055 DRYADES STREET, NEW ORLEANS, LA. (Tel. 529-7321)**

**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—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¢/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 1438 \$115; AMI F-120 \$165; AMIG—120 \$195; Pin Games, United League B/A, 13', \$425; BETSON ENTERPRISES, 3726 TONNELE AVE., NORTH BERGEN, N.J. (Union 3-8574).**

**FOR SALE—Rock-Ola 1455 \$245; 1435A, \$75; 1438, \$150; Seeburg 100 Wall Box, \$35; Also large supply of Uprights and Gott: 5 Balls. HALLGREN DIST., INC., 1626 3rd AVENUE, MOLINE, ILL.**

**FOR SALE—2 See: C (A-1 plastics) \$135; 1-AMI JAI 200 \$475; 1-K200 \$595; All clean. WESTERN DIST., 1226 S. W. 16th AVE., PORTLAND 5, ORE.**

**FOR SALE—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 pingames. 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; Chocoin; Pro. S.A. \$475; Six Game S.A. \$395; Midway Skeefun \$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., 1425 NO. BROAD ST., PHILADELPHIA, PA.**

# 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.**  
Spinner ..... \$515.00  
Table Hockey (2 Plyr) (2/63) ..... 425.00  
Bucky Bronco Kiddie Horse ..... 915.00  
Big 7 Shuffle ..... 1,045.00  
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. GOTTILB & 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, 113x63 .....  
Deluxe Satellite, 77x45 .....  
Deluxe Klub Pool .....  
Regular 56x40 .....  
Jumbo 76x43 .....

### 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.) Phono.  
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. ....  
1568 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, liquid soup, 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-AMI L-200 Phonograph with Automix, Stereo-Round (Plays 33-1/3-45 stereo or monaural records, intermixed.) Has three-in-one convertibility, 200 selections, 160 selections, or 100 selections.

HAC-200 Hideaway, 200 Sel. Sel. Mon  
HEB-200 Hideaway, 200 Sel. Selective Stereo  
CDA Stepper, 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 cup 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 unit., accommodating oven, can opener, ketchup, mustard, salt, pepper, etc., modular.

### THE SEEBURG CORP.

LPC-1—Stereo LP Console, 160 Selection Phono.  
LPC-1R—Stereo LP Console, 160 Selection Phono., remote control.

All LP Consoles have the following standard equipment: Personalized, Album of the Month Feature, Plays 33-1/3 and 45 RPM records intermixed, Album Pricing and universal pricing system, Half Dollar, Income Totalizer.

HLPC-1—Stereo LP, 160 Selection, Hideaway Plays 33-1/3 and 45 RPM records intermixed, Album pricing and universal pricing system, Income totalizer.

DS160H—Directional Stereo, 160 Selection Phono. With Artist of the Week Feature, Universal Pricing, Plays 33-1/3 and 45 RPM records intermixed, Half Dollar, Remote Control optional.

SC-1—Stereo Console, 160 Selection. Includes the following features: Personalized, Album of the Month, Album and single pricing, Pushbutton volume control, Remote selection, Twin stereo speakers, Remote income totalizer.

3W100—Wall-O-Matic 100, Single Pricing  
TW1—Twin stereo wall speaker, 8 inch  
TC1—Twin stereo corner speakers, 8 inch  
TR1—Twin stereo recessed speakers, 8 inch  
EBWC1-12—Extended bass corner/wall speaker, 12 inch

PRVC-2—Powered remote volume control  
CC-2—Coin counter

**BACKGROUND MUSIC**  
BMS-2—Background Music unit, 1000 selection

BMC-1—Background Music Compact  
BMCA-1—Companion Audio  
**CIGARETTE VENDOR**

4E3—Modular unit, 825 pack capacity.  
4E3M—Modular (less match unit) 825 pack capacity  
4E4—Free Standing, Personalized, 825 pack capacity

4E4M—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.**  
Big Deal (1-Plyr) (2/62)  
Tom-Tom 2 Plyr. (1/63)  
Mardi Gras 4-Plyr. (11/62)  
Voice-O-Graph .....

**THE WURLITZER COMPANY**  
2600 Stereo-Mono., 200-sel. phono.  
2610 Stereo-Mono., 100-sel. phono.

Wall Boxes  
5250 WB 200-sel. 10-25-50¢  
5207 DB 104-sel.  
5200 WB 100-sel. 10-25-50¢

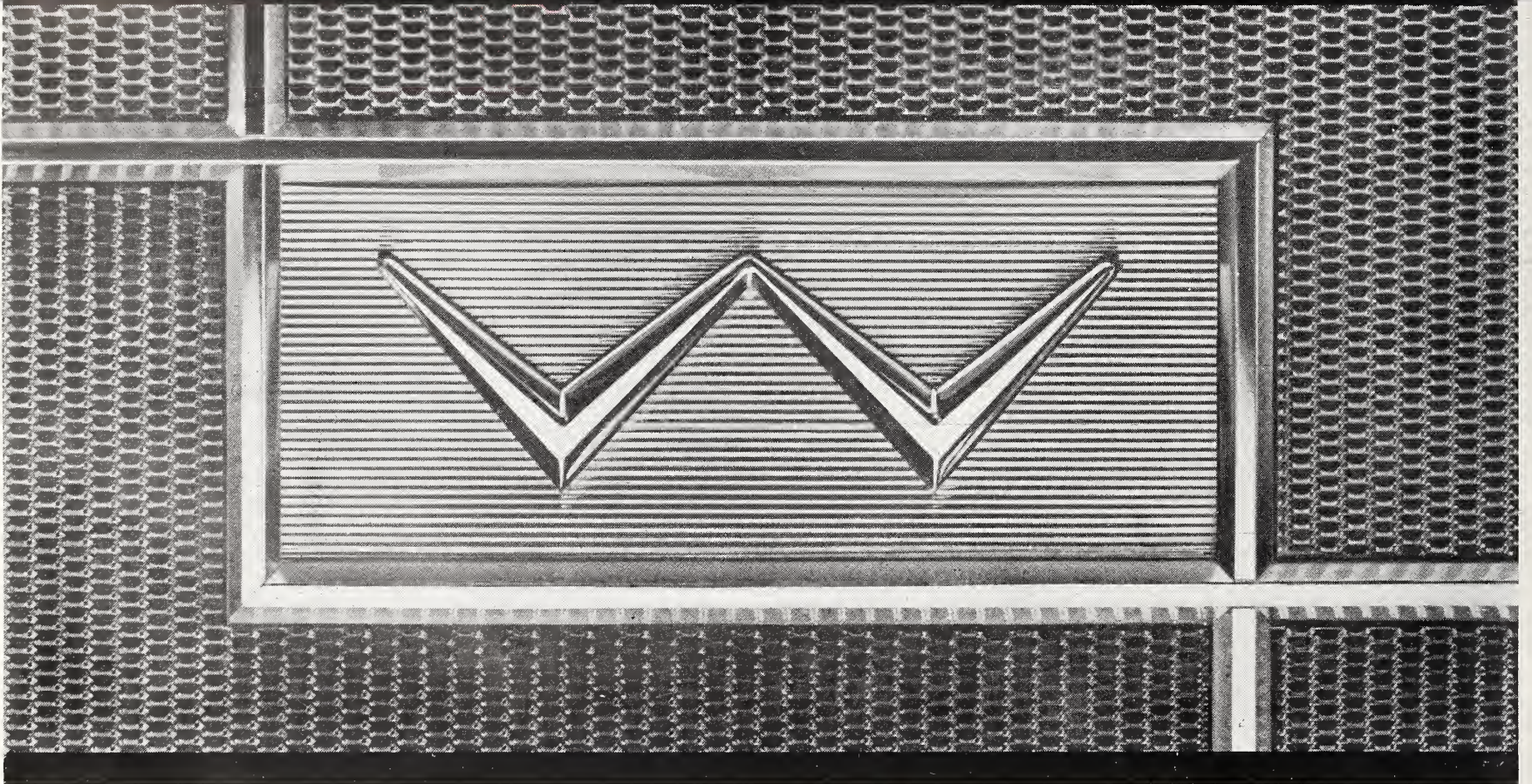
Speakers  
5119 High Fidelity Ceiling Spkr.—12" Cone  
5122 Stereo Convertible Console Spkr.  
5123 Stereo Wall Spkr.—12" Coaxial  
5124 Stereo Corner Spkr.—8" Extended Range

5125 Stereo Extender Spkr. (Packed in Pairs)  
5126 Stereo Directional Spkr. (Packed in Pairs)  
Hideaway Phonographs  
2617 Stereo-Mono. 200-sel.  
2611 Stereo-Mono. 100-sel.

# W

*...as in winner*

(Webster Dictionary Definition: One who wins  
... a breadwinner; any profit or gain.)



## EARNINGS

*prove Wurlitzer has it*

The fabulous Wurlitzer 2700 is now "on location" in all parts of the country. Everywhere the story is the same. For beauty, for stereophonic sound, for a real solid array of meaningful features that pay off in the cash box, WURLITZER HAS THE WINNER.

Test a Wurlitzer 2700 with the Ten Top Tunes feature anywhere on your route. You'll share the opinion of all Wurlitzer operators . . . this is the Greatest Money-Maker of Them All!

YOUR WURLITZER DISTRIBUTOR CAN PROVE IT

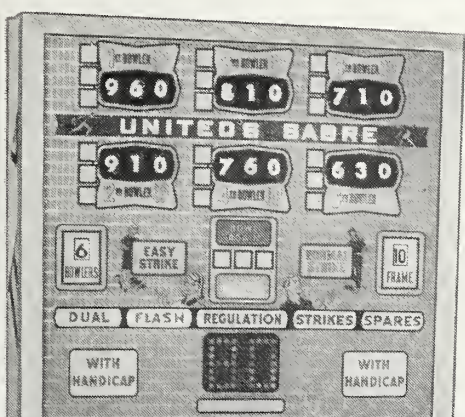
# WURLITZER 2700

200 AND 100 SELECTIONS

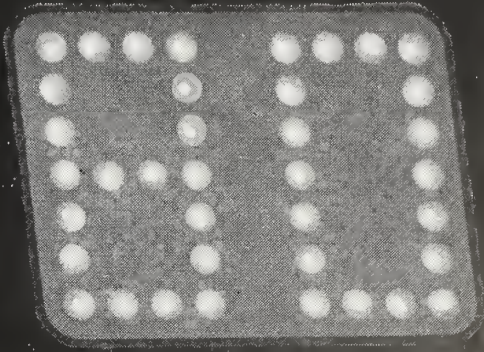
THE WURLITZER COMPANY/NORTH TONAWANDA, N. Y.

*107 Years of Musical Experience*

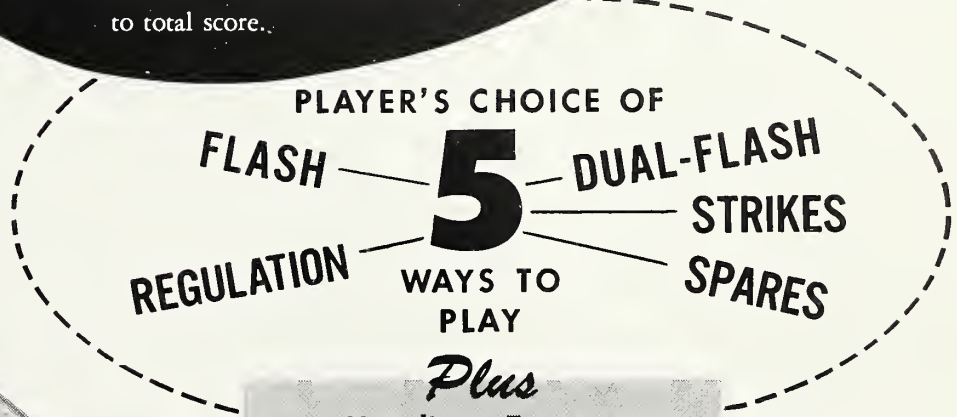
# UNITED'S SABRE BOWLING ALLEY



## New READ-OUT Feature



Instantly indicates each player's frame score as it is made in CHANGING LIGHTS in Magic Square ... then transfers to total score.



Plus  
 Handicap Feature  
**EASY STRIKE OR NORMAL STRIKE**

1 to 6 Can Play

DIME COIN MECHANISM  
 2 for 25c COIN MECHANISM  
 OPTIONAL AT EXTRA COST

HIGHEST  
 RESALE  
 VALUE

Available in  
 13 FT. and 16 FT.  
 Standard Lengths  
 \*  
 4 FT. and 8 FT. Sections  
 are available to  
 increase lengths as desired

Designed by the  
 ORIGINATOR  
 of Coin-Operated  
**SHUFFLE ALLEYS**  
 and  
**BOWLING ALLEYS**

CHROME  
 RAIL

13 Ft. Shipping Weight (Crated) 740 lbs.  
 16 Ft. Shipping Weight (Crated) 775 lbs.

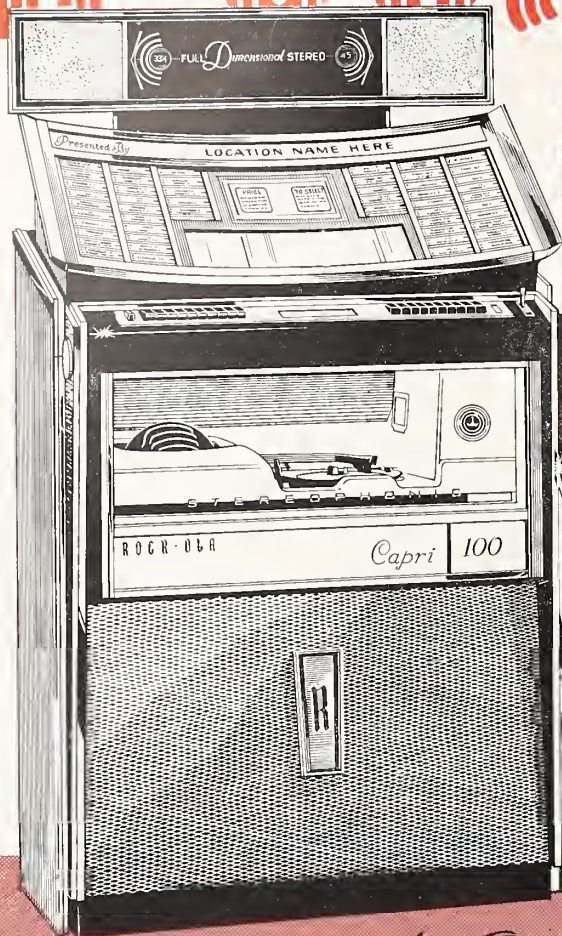
SEE YOUR UNITED DISTRIBUTOR TODAY!

# ROCK-OLA

**BIG STYLE!  
BIG DESIGN!  
BIG APPEAL!**

The Capri 100 is enhanced with beautiful brilliant colors and gleaming metal appointments. This plus Rock-Ola's NEW Exclusive FULL DIMENSIONAL STEREO Sound makes the Capri 100 the most wanted phonograph.

MODEL 404



ROCK-OLA

## Capri 100

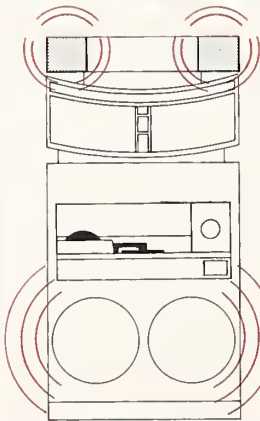
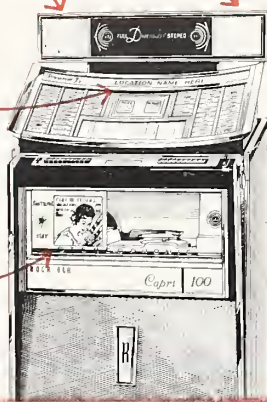
with Full Dimensional Stereo  
MODEL 404 DELUXE  
STEREO-MONAUURAL PHONOGRAPH

PRE-ANGLED 2 1/2" TWEETERS ON BOTH SIDES

LOCATION PERSONALIZATION

Supply of easily inserted letters, numbers, etc. are included to enable you to provide your locations with personalized phonographs.

FEATURED STAR DISPLAY PANEL  
For model 404 Capri 100 Selection Phonograph



NEW ROCK-OLA EXCLUSIVE

FULL DIMENSIONAL STEREO

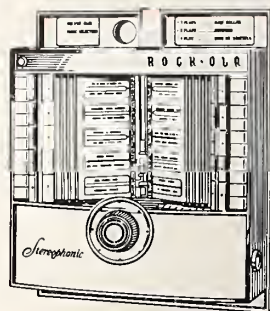
TRUE FULL DIMENSIONAL STEREO SOUND

is delivered right at the phonograph by combining perfect factory pre-angled stereo cone tweeters... with the main unit speakers. Achieving a sound that immediately captures the patrons attention—thus assuring complete location satisfaction and maximum earnings.

NEW ROCK-OLA WALL BOX

- Entire mechanism removable for fast efficient servicing!
- Extra large cash box.
- Deep recessed 50¢ coin chute.
- Completely sealed hinged front door.
- Revolutionary new selection system.
- High styled design.
- Accumulator permits multiple coin deposits.
- Rugged construction.

Model 1558 (160 selections) Wall Box  
Model 1564 (100 selections) Wall Box



### SEE THE BIG 3 FOR '63



RHAPSODY 160



CAPRI 100



CAPRI 100

With Full Dimensional Stereo  
Model 408 DeLuxe Stereo  
Monaural Phonograph

With Full Dimensional Stereo  
Model 404 DeLuxe Stereo  
Monaural Phonograph

Model 404 DeLuxe Stereo  
Monaural Phonograph

LOOK TO ROCK-OLA FOR  
ADVANCED PRODUCTS FOR PROFITS

Rock-Ola Manufacturing Corporation  
800 North Kedzie Avenue  
Chicago 51, Illinois

