

February 3, 1962

BILLBOARD MUSIC WEEK

Music-Phonograph Merchandising • Radio-Tv Programming • Coin Machine Op

PAGE ONE RECORDS



★ NATIONAL BREAKOUTS

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|-------------|----------------------------------------------------------------------------------------------------------------------------------------|
| MONO LP's | TWISTIN' IN HIGH SOCIETY, Lester Lanin Ork, Epic |
| STEREO LP's | LET THERE BE DRUMS, Sandy Nelson, Imperial
PETE FOUNTAIN—AL HIRT—BOURBON STREET, Coral
ELLA IN HOLLYWOOD, Ella Fitzgerald, Verve |
| SINGLES | HER ROYAL MAJESTY, James Darren, Colpix
TWISTIN' THE NIGHT AWAY, Sam Cooke, RCA Victor |

★ NEW ACTION LP's

Albums getting initial dealer action in major markets and have not yet hit BMW's Top LP Chart.

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|---------------------------------------------------------|-------------------------------------------------------------------------------|
| MONOPHONIC | AROUND THE WORLD WITH THE CHIPMUNKS, David Seville and the Chipmunks, Liberty |
| TWIST WITH STEVE ALAIMO, Checker | CLAY COLE'S BLASTS FROM THE PAST, Various Artists, Blast |
| HORN A PLENTY, Al Hirt, RCA Victor | PLEASE MR. POSTMAN, Marvlettes, Tamla |
| ARTHUR MURRAY'S MUSIC FOR DANCING THE TWIST, RCA Victor | CONNIE FRANCIS SINGS FOLK SONG FAVORITES, MGM |
| VERSATILE BURL IVES, Decca | |
| HEY, LET'S TWIST, Sound Track, Roulette | STEREOPHONIC |
| LOVER'S PORTFOLIO, Jackie Gleason Ork, Capitol | GOLDEN PIANO HITS, Ferrante and Teicher, United Artists |
| THE LETTERMEN, Capitol | EXCITEMENT INCORPORATED, Ray Martin Ork, RCA Victor |
| SOMETHING WONDERFUL, Ray Charles Singers, Command | SONGS OF PRAISE, Mantovani, London |
| MIDNIGHT SPECIAL, Jimmy Smith, Blue Note | BOUQUET, Percy Faith Ork, Columbia |
| DOWN TO EARTH, Jonathan Winters, Verve | KEAN, Original Cast, Columbia |
| ALAN FREED'S MEMORY LANE, Various Artists, End | |

★ LOCAL SINGLES BREAKOUTS

These new records, not yet on BMW's Hot 100, have been reported getting strong sales action by dealers in major market (s) listed in parenthesis.

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| WALKING CANE . . . Billy Duke, 20th Fox 296 (Russ Will, ASCAP) (Milwaukee) | ECHO IN THE NIGHT . . . Bert Kaempfert, Decca 31350 (Valencia, ASCAP) (Milwaukee) |
| CHECK MR. POP EYE . . . Eddy Bo, Ric 987 (Ron, BMI) (New Orleans) | I'M GONNA PUT SOME HURT ON YOU . . . Raymond Lewis, Instant 3242 (Tunekel, BMI) (New Orleans) |
| LOVE LETTERS . . . Kitty Lester, Era 3068 (Famous, ASCAP) (Los Angeles) | PICTURES IN THE FIRE . . . Pat Boone, Dot 16312 (Spoone, ASCAP) (Chicago) |
| ALONG CAME LINDA . . . Tommy Boyce, RCA Victor 7975 (Calboy, BMI) (Boston) | AFTER YOU'VE GONE . . . Frankie Avalon, Chancellor 1101 (Mayfair, ASCAP) (Milwaukee) |
| POP EYE JOE . . . Ernie K-Doe, Minit 641 (Minit, BMI) (New Orleans) | POP-EYE . . . Huey Smith, Ace 649 (Ace, BMI) (Milwaukee) |
| IMAGINATION . . . Quotations, Verve 10245 (ABC, ASCAP) (Baltimore) | WHITE ROSE OF ATHENS . . . David Carroll, Mercury 71917 (Schaeffer's, BMI) (Boston, Milwaukee) |
| JOEY BABE . . . Anita and the So & So's, RCA Victor 7974 (Tree, BMI) (Milwaukee) | |

Boston Sees New 'Rose' & 'Linda' Grow

BOSTON—This city is making a strong comeback as a breakout town as it continues week after week to register breakouts. This week it accounted for two: Mercury's "White Rose of Athens," by David Carroll and RCA Victor's "Along Came Linda" by Tommy Boyce. Kapp's "Midnight in Moscow" registered strong sales and jumped into the national chart at No. 79.

Exposure on deejay shows sent the younger element rushing to the dealers. Retailers, who had been deploring the negligible sales of singles in the past, were actually beginning to see some excitement in the recent activity in the singles market.

Twist records, which had shown terrific action in the last month, appeared to have about run their course and were only mild.

Ray Lewis' 'Hurt on You' Strong in N. O.

NEW ORLEANS—One of the strongest singles breaking last week in this market was "I'm Gonna Put Some Hurt on You" by Raymond Lewis on Instant. At least four dealers listed the disk among their best sellers.

Eddy Bo's "Check Mr. Pop-Eye" on Ric was strongest of the Popeye etchings and was grabbing plenty of coin. While the Ernie K-Doe Popeye record, "Popeye Joe," was selling well enough to achieve breakout status, several dealers said they were getting plenty of calls for the flip of the new K-Doe release, "Come on Home."

The record causing a mild sensation in New Orleans and in Memphis and Nashville last week was "Duke of Earl" by Gene (Continued on page 6)

Popeye's Strength Breaks New Mkts.

NEW YORK—Milwaukee led the nation with strong new breakouts this week with a total of five disks. New Orleans was second with three, and Boston followed with two. The records that inspired the new dance, the Popeye, were breaking in a number of markets, including New Orleans and Milwaukee, and a few other cities were reporting good action on the Popeye records. Actually, in New Orleans, three different Popeye recordings were selling well.

Two very hot disks broke on a national basis this week. These were Jimmy Darren's follow-up to "Goodbye Cruel World," called "Her Royal Majesty" on Colpix, and the new Sam Cooke record on Victor, "Twistin' the Night Away." Latter looked like Cooke's biggest hit in a long while. The Twist continued its hot sales pace in both the album and the singles field, with Lester Lanin's LP "Twistin' in High Society" zooming into the mono chart.

Marcel's, Cannon & Cop Solid Phila. Disk Sellers

PHILADELPHIA—The Marcel's, Freddie Cannon and the New York policeman turned singer, Saverio Saridis, were among the fastest sellers on singles here last week. Though the town failed to produce a genuine local breakout disk for the third week in a row, records were selling and some dealers at least indicated they were pulling out of the normal post-holiday slump.

Marcel's Moving

The Marcel's, who cracked pay dirt last year with "Blue Moon," appear to have done it again here, with "Melancholy Baby," after several slower-moving disks between hits. Freddie Cannon, too, is making a solid return with "Teen Queen of the Week," after a slow period. Saridis, regarded in some circles as another Lanza, has made an excellent first-record start here with "Love Is the Sweetest Thing."

The Covells, already on the national chart with "Do the New Continental," continue to garner action here on the flip, "Mopety Mope Stomp." Other new records being mentioned in dealer circles as having the stuff to go include

Faye Simmons' "Entranced," on Ruthie; the Aleutians' "Lonely Soldier," on Mali; "Island of Paradise," by the Classic Four, on (Continued on page 6)

Beer City Hails 'Her Majesty'

MILWAUKEE—For the second consecutive week, Milwaukee has been the big break-out city in the Midwest. Sales continued strong last week with both LP's and singles moving well.

Hottest new seller is "Her Royal Majesty" by James Darren on Colpix, which hit the national chart this week. Breakouts here are "Echo in the Night" by Bert Kaempfert (Chicago favors the flip side "Afrikaan Beat"), "Joey Baby with Anita Kerr, "Pop-Eye" by Huey Smith, a new dance craze which seems to be taking over in Milwaukee where the Twist left off, David Carroll's "White Rose of Athens," Frankie Avalon's Chancellor disk, "After You've Gone," and Bill Duke's "Walkin' Cane" on 20th Fox.

NEW ON THE MONO LP CHART THIS WEEK

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|------------------------------------------------------------|---------------------------------------------------------|
| Pos. 118. TWISTIN' IN HIGH SOCIETY, Lester Lanin Ork, Epic | Pos. 146. TAKE GOOD CARE OF MY BABY, Bobby Vee, Liberty |
| 136. ROGER WILLIAMS' GREATEST HITS, Kapp | 148. SING OUT!, Limelites, RCA Victor |
| 145. MY FAVORITE CHOPIN, Van Cliburn, RCA Victor | 149. SONGS OF THE FABULOUS 50'S, Roger Williams, Kapp |

NEW ON THE HOT 100 CHART THIS WEEK

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|----------------------------------------------------|------------------------------------------------------|
| Pos. 66. HER ROYAL MAJESTY, James Darren, Colpix | Pos. 92. TEEN QUEEN OF THE WEEK, Freddy Cannon, Swan |
| 70. TWISTIN' THE NIGHT AWAY, Sam Cooke, RCA Victor | 95. ECSTASY, Ben E. King, Atco |
| 79. MIDNIGHT IN MOSCOW, Kenny Ball, Kapp | 96. LET ME CALL YOU SWEETHEART, Timi Yuro, Liberty |
| 85. OLIVER TWIST, Rod McKuen, Spiral | 97. I SURRENDER DEAR, Aretha Franklin, Columbia |
| 90. MIDNIGHT, Johnny Gibson, Big Top | 98. LET'S GO, Floyd Cramer, RCA Victor |
| 91. MY MELANCHOLY BABY, Marcel's, Colpix | 99. TEQUILA TWIST, Champs, Challenge |
| | 100. SUGAR BABE, Buster Brown, Fire |

RCA VICTOR FLASH



THE TOKENS' NEW SMASH!



SEE BACK COVER

150 Best Selling

MONAURAL LP's

★ STAR PERFORMERS—selections on Chart 9 weeks or less registering greatest upward progress this week.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	15
2	2	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & His Starliners, Roulette R 25166	8
3	3	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	8
4	4	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	17
5	5	HOLIDAY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1701	13
6	6	THE TWIST Chubby Checker, Parkway P 7001	56
7	7	CHUBBY CHECKER/BOBBY RYDELL Cameo C 1013	7
8	8	THE SOUND OF MUSIC Original Cast, Columbia KOL 5490	111
9	10	FOR TWISTERS ONLY Chubby Checker, Parkway P 7002	9
10	11	CAMELOT Original Cast, Columbia KOL 5620	54
11	9	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	27
12	14	WEST SIDE STORY Sound Track, Columbia OL 5670	15
13	12	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	19
14	13	MILK AND HONEY Original Cast, RCA Victor LOC 1065	11
15	24	TIME OUT Dave Brubeck, Columbia CL 1397	57
16	16	I REMEMBER TOMMY Frank Sinatra, Reprise R 1002	13
17	19	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	65
18	17	JOAN BAEZ, VOL. II Vanguard VRS 9094	10
19	18	DO THE TWIST Ray Charles, Atlantic 8054	7
20	50	LET THERE BE DRUMS Sandy Nelson, Imperial 9159	3
21	15	WEST SIDE STORY Original Cast, Columbia OL 5230	69
22	30	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	122
23	25	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	185
24	20	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	23
25	21	THE KINGSTON TRIO CLOSE UP Capitol T 1642	17
26	29	MOON RIVER Lawrence Welk, Dot DLP 3412	5
27	35	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	25
28	28	MURRAY THE "K'S" BLASTS FROM THE PAST Various Artists, Chess LP 1461	6
29	26	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	10
30	32	ROUNDABOUT SUE Dion, Laurie LLP 2009	10
31	36	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	11
32	27	NEVER ON SUNDAY Connie Francis, MGM E 3965	14
33	23	BIG BAD JOHN Jimmy Dean, Columbia CL 1735	9
34	22	MY FAIR LADY Original Cast, Columbia OL 5090	304
35	37	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	196
36	33	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	20
37	34	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393	18
38	60	FLOWER DRUM SONG Sound Track, Decca DL 9098	6
39	48	LET'S TWIST WITH THE VENTURES Dotlon DLP 2010	3
40	39	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	23
41	40	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	90
42	41	BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1417	14
43	42	RUSTY WARREN BOUNCES BACK Jubilee JGM 2039	7
44	38	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	83
45	46	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	53
46	62	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	6
47	44	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM 182	10
48	49	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	54
49	53	SOUTH PACIFIC Original Cast, Columbia DL 4180	399
50	63	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	201
51	51	A PERSONAL APPEARANCE Shelley Berman, Verve V 15027	13

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	52	WEST SIDE STORY Stan Kenton, Capitol T 1609	15
53	31	EXODUS Sound Track, RCA Victor LOC 1058	55
54	47	WHAT'D I SAY Ray Charles, Atlantic 8029	23
55	54	COME SWING WITH ME Frank Sinatra, Capitol W 1394	25
56	55	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	35
57	57	HEAVENLY Johnny Mathis, Columbia CL 1251	124
58	80	MOM'S MABLEY AT THE UN Chess LP 1452	40
59	86	FROM THE HUNGRY I Kingson Trio, Capitol T 1107	147
60	94	LET'S TWIST WITH BOBBY DARIN Atco 138	2
61	43	BERLIN MELODY Billy Vaughn, Dot DLP 3396	9
62	45	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	117
63	77	TONIGHT IN PERSON Limelitters, RCA Victor LPM 2272	49
64	69	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	83
65	79	AIN'T THAT WEIRD! Brother Dave Gardner, RCA Victor LPM 2335	20
66	56	CALCUTTA Lawrence Welk, Dot DLP 3359	53
67	65	SAIL AWAY Original Cast, Capitol WAO 1643	10
68	71	BEN-HUR Sound Track, MGM 1E1	92
69	91	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	20
70	92	MEXICO Bob Moore, Monument M 4005	12
71	58	CARNIVAL Original Cast, MGM E 3946	36
72	64	JOSE JIMENEZ AT THE HUNGRY I Bill Dana, Kapp KL 3238	29
73	111	GOLDEN WALTZES Billy Vaughn, Dot DLP 3280	17
74	70	ELLA IN HOLLYWOOD Ella Fitzgerald, Verve V 4032	12
75	74	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	99
76	105	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. W 1393	64
77	67	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1233	118
78	75	JOSE JIMENEZ IN ORBIT/BILL DANA ON EARTH Kapp KL 1257	4
79	76	BABES IN TOYLAND Sound Track, Vista BV 4022	3
80	78	MUSIC FROM EXODUS & OTHER GREAT THEMES Mantovani, London LL 3231	59
81	85	BROTHERS FOUR SONG BOOK Columbia CL 1697	7
82	98	KEAN Original Cast, Columbia KOL 5720	6
83	89	WOODY WOODBURY'S SALOONATICS Stereodiddies MW 4	3
84	87	SONGS OF PRAISE Mantovani, London LL 3251	4
85	115	LET'S TWIST HER Bill Black's Combo, Hi NL 12006	3
86	61	G. I. BLUES Elvis Presley, RCA Victor LPM 2254	66
87	66	YELLOW BIRD Lawrence Welk, Dot DLP 3389	25
88	140	THE LION SLEEPS TONIGHT Tokens, RCA Victor LPM 2514	2
89	73	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642	21
90	88	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	76
91	93	HERE WE GO AGAIN Kingson Trio, Capitol T 1258	111
92	99	THIS LITTLE BOY OF MINE Gloria Lynne, Everest LPBR 5131	14
93	81	SEPTEMBER IN THE RAIN Dinah Washington, Mercury MG 20638	7
94	82	SINKATIONAL Rusty Warren, Jubilee JGM 2034	37
95	96	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	83
96	104	JIMMY REED AT CARNEGIE HALL Vee Jay 2 LP 1035	16
97	110	MOM'S MABLEY AT THE PLAYBOY CLUB Chess LP 1460	14
98	72	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	24
99	84	HYMNS Tennessee Ernie Ford, Capitol T 756	278
100	59	CHRISTMAS SING ALONG WITH MITCH Mitch Miller, Columbia CL 1205	11

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	90	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	64
102	95	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	154
103	100	BUDDY HOLLY STORY Coral CRL 57326	56
104	114	BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFLP 1956	8
105	129	ITALIA MIA Mantovani, London LL 3239	36
106	97	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	82
107	108	FLOWER DRUM SONG Original Cast, Columbia DL 5350	121
108	124	LET'S ALL SING WITH THE CHIPMUNKS David Seville & the Chipmunks, Liberty LRP 3132	3
109	107	HERE'S JONATHAN Jonathan Winters, Verve MG 15025	36
110	145	WHOLE LOTTA FRANKIE Frankie Avalon, Chancellor CHL 5018	12
111	109	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	78
112	116	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	15
113	118	RICK IS 21 Ricky Nelson, Imperial LP 9152	36
114	125	ALL THE WAY Brenda Lee, Decca DL 4176	23
115	147	GENIUS AFTER HOURS Ray Charles, Atlantic 1369	11
116	144	HYMNS AT HOME Tennessee Ernie Ford, Capitol T 1604	2
117	101	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	36
118	—	TWISTIN' IN HIGH SOCIETY Lester Lanin Ork, Epic LN 3823	1
119	68	MERRY CHRISTMAS Bing Crosby, Decca DL 8128	10
120	112	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2523	21
121	120	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life LP 1004	28
122	122	THE FOUR PREPS ON CAMPUS Capitol T 1566	24
123	126	BOBBY DARRIN STORY Atco 131	37
124	128	FILM ENCORES, VOL. I Mantovani, London LL 1700	184
125	102	GENIUS OF RAY CHARLES Atlantic 1312	79
126	83	MERRY CHRISTMAS Johnny Mathis, Columbia CL 1195	9
127	103	KINGSTON TRIO Capitol T 996	167
128	113	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	45
129	119	MILES DAVIS, IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. I Columbia CL 1694	18
130	117	JOSE JIMENEZ, THE SUBMARINE OFFICER Bill Dana, Kapp KL 1215	6
131	123	GOIN' PLACES Kingson Trio, Capitol T 1364	31
132	131	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	47
133	127	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal—Popular), Various Artists, RCA Victor LOP 1509	22
134	133	FIORILLO Original Cast, Capitol WAO 1321	78
135	134	MURRAY THE "K'S" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS Roulette R 25159	17
136	—	ROGER WILLIAMS' GREATEST HITS Kapp KL 1260	1
137	130	HIGHWAYMEN United Artists UAL 3125	17
138	132	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 3366	40
139	136	NICE 'N' EASY Frank Sinatra, Capitol W 1417	76
140	137	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	36
141	138	GENIUS SINGS THE BLUES Ray Charles, Atlantic 8052	12
142	139	BIG BAND PLAYS BIG HITS Si Zentgraf, Liberty 3197	7
143	143	MOODY RIVER Pat Boone, Dot DLP 3384	29
144	142	BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE Capitol T 1520	21
145	—	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576	1
146	—	TAKE GOOD CARE OF MY BABY Bobby Vee, Liberty LRP 3211	1
147	141	DANCE TILL A QUARTER TO THREE Gary (U. S.) Bonds, LeGrand LLP 3001	26
148	—	SING OUT! Limelitters, RCA Victor LPM 2445	1
149	—	SONGS OF THE FABULOUS 50'S Roger Williams, Kapp KL 1209	1
150	150	SATIN AFFAIR George Shearing, Capitol T 1628	14

50 Best Selling

STEREO LP's

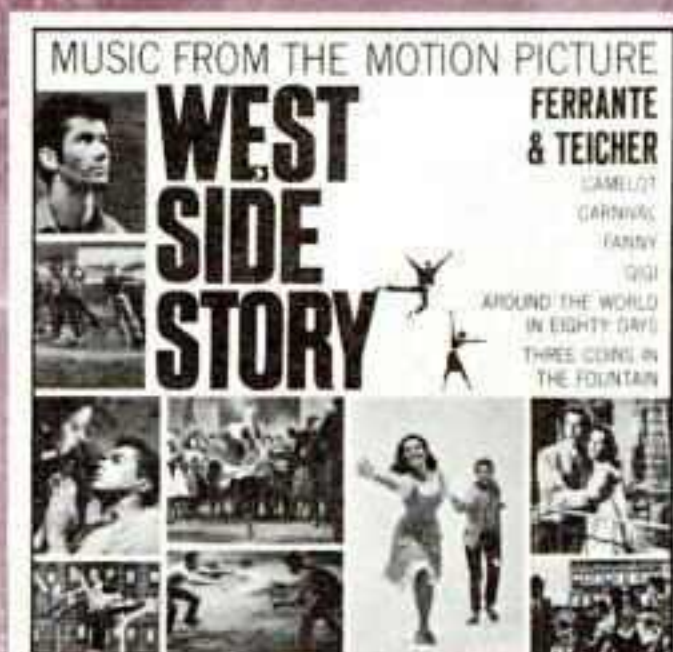
This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	14
2	2	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	17
3	3	STEREO 35/MM Enoch Light and His Ork, Command RS 826 SD	17
4	4	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	99
5	5	CAMELOT Original Cast, Columbia KOS 2031	54
6	7	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	27
7	6	HOLIDAY SING ALONG WITH MITCH Mitch Miller, Columbia CS 8501	9
8	10	WEST SIDE STORY Sound Track, Columbia OS 2070	12
9	9	TIME OUT Dave Brubeck, Columbia CS 8192	26
10	12	I REMEMBER TOMMY Frank Sinatra, Reprise R 9-1003	11
11	14	WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166	7
12	11	MOON RIVER Lawrence Welk, Dot DLP 25412	4
13	8	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LSP 2393	15
14	16	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	35
15	18	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CS 8444	22
16	25	PERSUASIVE PERCUSSION, VOL. 1 Terry Snyder and the All Stars, Command RS 800 SD	98
17	13	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM SIE 2	13
18	15	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	86
19	32	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	54
20	29	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & His Starliners, Roulette SR 25166	3
21	20	BERLIN MELODY Billy Vaughn, Dot DLP 25396	9
22	39	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	2
23	23	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	136
24	21	BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFSD 5956	8
25	28	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CS 8471	19
26	19	WEST SIDE STORY Original Cast, Columbia OS 2001	31
27	30	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	24
28	22	YELLOW BIRD Lawrence Welk, Dot DLP 25389	26
29	26	EXODUS Sound Track, RCA Victor LSO 1058	55
30	42	FLOWER DRUM SONG Sound Track, Decca DL 7-9098	2
31	24	BIG BAD JOHN Jimmy Dean, Columbia CS 8535	5
32	—	LET THERE BE DRUMS Sandy Nelson, Imperial 12000	1
33	37	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	22
34	27	MY FAIR LADY Original Cast, Columbia OS 2015	130
35	17	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	114
36	34	THE KINGSTON TRIO CLOSE UP Capitol ST 1642	15
37	36	FERRANTE & TEICHER, LOVE THEMES United Artists WWS 8514	7
38	40	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	34
39	33	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CS 8442	21
40	31	MILK AND HONEY Original Cast, RCA Victor LSO 1065	9
41	48	GOLDEN WALTZES Billy Vaughn, Dot DLP 25280	17
42	—	PETE FOUNTAIN—AL HIRT—BOURBON STREET Coral CRL 7-57389	1
43	41	TWISTIN' IN HIGH SOCIETY Lester Lanin & His Ork, Epic BN 620	3
44	38	CARNIVAL Original Cast, MGM SE 39 3946	27
45	43	PASS IN REVIEW Bob Sharpley Ork, London SP 44001	17
46	47	WEST SIDE STORY Stan Kenton, Capitol ST 1609	11
47	49	MELODY AND PERCUSSION FOR TWO PIANOS Ronnie Aldrich & His 2 Pianos, London SP 44007	15
48	—	ELLA IN HOLLYWOOD Ella Fitzgerald, Verve 6-4052	1
49	—	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LSO 1066	6
50	44	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2523	20

WORLD FAMOUS FERRANTE & TEICHER

PLAY THE DAZZLING
MUSIC FROM THE
CURRENT BROADWAY
SHOWS AND MOTION
PICTURE HITS



**OTHER TOP
SELLING ALBUMS BY
FERRANTE & TEICHER**



WEST SIDE STORY — Ferrante and Teicher play the "West Side Story" score and other Show Hits. UAL 3166 UAS 6166 (Stereo)



LOVE THEMES — The great love songs of our time played by Ferrante and Teicher. WWR 3514 WWS 8514 (Stereo)



GOLDEN PIANO HITS — The million sellers in a new dimension played by Ferrante & Teicher. WWR 3505 WWS 8505 (Stereo)



LATIN PIANOS — Ferrante & Teicher Go South of The Border for their tempos and tunes. UAL 3135 UAS 6135 (Stereo)



THE WORLD'S GREATEST THEMES — Ferrante and Teicher's best-sellers. 12 beautiful songs. UAL 3121 UAS 6121 (Stereo)



THE PROUDEST NAME
IN ENTERTAINMENT

★ **STAR PERFORMERS**—Selections registering greatest upward progress this week.

Ⓢ Indicates that 45 r.p.m. stereo single version is available.

△ Indicates that 33 1/3 r.p.m. mono single version is available.

Ⓢ Indicates that 33 1/3 r.p.m. stereo single version is available.

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
1	1	2	3	PEPPERMINT TWIST	Joey Dee and the Starlites, Roulette 4401	11
2	4	4	4	CAN'T HELP FALLING IN LOVE	Elvis Presley, RCA Victor 7968	9
3	2	1	1	THE TWIST	Chubby Checker, Parkway 811	30
4	5	10	17	NORMAN	Sue Thompson, Hickory 1159	9
5	3	5	5	I KNOW	Barbara George, APO 302	12
6	8	18	20	THE WANDERER	Dion, Laurie 3115	9
7	20	49	93	DUKE OF EARL	Gene (Duke of Earl) Chandler, Vee Jay 416	4
8	9	15	16	BABY IT'S YOU	Shirley, Scepter 1227	7
9	17	29	56	BREAK IT TO ME GENTLY	Brenda Lee, Decca 31348	4
10	6	3	2	THE LION SLEEPS TONIGHT	Tokens, RCA Victor 7954	12
11	15	26	33	DEAR LADY TWIST	Gary (U. S.) Bonds, LeGrand 1015	8
12	14	17	18	A LITTLE BITTY TEAR	Burl Ives, Decca 31330	7
13	13	14	21	TOWN WITHOUT PITY	Gene Pitney, Muscor 1009	14
14	7	9	12	WHEN I FALL IN LOVE	Lettermen, Capitol 4658	11
15	12	8	8	RUN TO HIM	Bobby Vee, Liberty 55388	12
16	10	7	7	WALK ON BY	Leroy Van Dyke, Mercury 71834	14
17	23	27	36	IRRESISTIBLE YOU	Bobby Darin, Atco 6214	8
18	18	16	19	COTTON FIELDS	Highwaymen, United Artists 370	10
19	11	6	6	HAPPY BIRTHDAY, SWEET SIXTEEN	Nell Sedaka, RCA Victor 7957	12
20	42	67	89	CRYING IN THE RAIN	Evelyn Brothers, Warner Bros. 5250	4
21	16	11	9	UNCHAIN MY HEART	Ray Charles, ABC-Paramount 10266	10
22	33	45	62	SHADRACK	Brook Benton, Mercury 71912	4
23	21	13	14	LET THERE BE DRUMS	Sandy Nelson, Imperial 5775	14
24	22	23	27	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	James Ray, Caprice 110	11
25	27	33	51	LETTER FULL OF TEARS	Gladys Knight and the Pips, Fury 1054	8
26	26	31	41	TWIST-HER	Bill Black's Combo, HI 2042	7
27	30	32	43	DO-RE-MI	Lee Dorsey, Fury 1056	7
28	41	48	52	SHE'S EVERYTHING	Ral Donner, Gone 5121	6
29	31	28	32	MOON RIVER	Henry Mancini, RCA Victor 7916	17
30	19	12	10	WHEN THE BOY IN YOUR ARMS	Connie Francis, MGM 13051	11
31	24	24	42	DEAR IVAN	Jimmy Dean, Columbia 42259	5
32	28	34	46	TURN ON YOUR LOVE LIGHT	Bobby Bland, Duke 344	9
33	39	46	69	SMOKY PLACES	Corsairs, Tuff 3030	6
34	50	63	81	I'M BLUE (The Gong-Gong Song)	Ikettes, Atco 6212	4

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
35	36	39	50	MULTIPLICATION	Bobby Darin, Atco 6214	7
36	25	22	29	FUNNY HOW TIME SLIPS AWAY	Jimmy Elledge, RCA Victor 7946	12
37	35	44	61	TUFF	Ace Cannon, HI 2040	6
38	29	21	28	SMALL SAD SAM	Phil McLean, Versatile 107	9
39	34	36	47	POCKETFUL OF MIRACLES	Frank Sinatra, Reprise 20040	7
40	44	57	72	THE GREATEST HURT	Jackie Wilson, Brunswick 55221	4
41	69	—	—	CAJUN QUEEN	Jimmy Dean, Columbia 42282	2
42	47	54	68	GO ON HOME	Paati Page, Mercury 71906	6
43	56	64	75	LET ME IN	Sensations, Argo 5405	5
44	38	43	39	POOR FOOL	Ike and Tina Turner, Sue 753	10
45	37	20	11	GOODBYE CRUEL WORLD	James Darren, Colpix 609	16
46	63	96	—	CHIP CHIP	Gene McDaniels, Liberty 55405	3
47	61	80	—	TO A SLEEPING BEAUTY	Jimmy Dean, Columbia 42282	3
48	55	76	95	SURFER'S STOMP	Mar-Kets, Liberty 55401	4
49	43	30	31	ROCK-A-HULA BABY	Elvis Presley, RCA Victor 7968	9
50	32	19	13	PLEASE MR. POSTMAN	Marvelettes, Tamla 54046	22
51	48	50	53	MARIA	Roger Williams, Kapp 437	8
52	74	—	—	HEY! BABY	Bruce Channel, Smash 1731	2
53	65	82	100	PERCOLATOR (TWIST)	Billy Joe and the Checkmates, Dore 620	4
54	52	58	37	LET'S TWIST AGAIN	Chubby Checker, Parkway 824	23
55	40	37	25	THERE'S NO OTHER (Like My Baby)	Crystals, Philles 100	11
56	75	85	—	CHATTANOOGA CHOO CHOO	Floyd Cramer, RCA Victor 7978	3
57	45	47	54	FLYING CIRCLE	Frank Slay Ork, Swan 4085	8
58	70	70	79	MY BOOMERANG WON'T COME BACK	Charlie Drake, United Artists 398	4
59	83	—	—	I'LL SEE YOU IN MY DREAMS	Pat Boone, Dot 16312	2
60	66	79	90	HAPPY JOSE	Jack Ross, Dot 16302	4
61	73	86	—	AFRIKAAN BEAT	Bert Kaempfert, Decca 31350	3
62	72	78	85	WHAT'S SO GOOD ABOUT GOODBYE	Miracles, Tamla 54053	4
63	68	71	73	LOST SOMEONE	James Brown and the Famous Flames, King 5573	7
64	57	69	74	I COULD HAVE LOVED YOU SO WELL	Ray Peterson, Dunes 2009	7
65	49	40	26	I DON'T KNOW WHY	Linda Scott, Canadian-American 129	14

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
66	—	—	—	HER ROYAL MAJESTY	James Darren, Colpix 622	1
67	58	56	34	MOON RIVER	Jerry Butler, Vee Jay 405	17
68	51	35	44	DREAMY EYES	Johnny Tillotson, Cadence 1409	9
69	64	61	63	IT WILL STAND	Showmen, Minit 632	12
70	—	—	—	TWISTIN' THE NIGHT AWAY	Sam Cooke, RCA Victor 7983	1
71	96	—	—	SHE'S GOT YOU	Patsy Cline, Decca 31354	2
72	82	100	—	WHERE HAVE ALL THE FLOWERS GONE	Kingston Trio, Capitol 4671	3
73	97	—	—	TWISTIN' POSTMAN	Marvelettes, Tamla 54054	2
74	71	73	76	WHAT'S THE REASON	Bobby Edwards, Capitol 4674	4
75	80	87	—	THERE'LL BE NO NEXT TIME	Jackie Wilson, Brunswick 55221	3
76	87	—	—	LIZZIE BORDEN	Chad Mitchell Trio, Kapp 439	2
77	78	81	83	TEARS FROM AN ANGEL	Troy Shondell, Liberty 55398	6
78	85	—	—	CRY TO ME	Solomon Burke, Atlantic 2131	2
79	—	—	—	MIDNIGHT IN MOSCOW	Kenny Ball, Kapp 442	1
80	86	88	94	THAT'S MY PA	Sheb Wooley, MGM 13046	5
81	77	84	87	A LITTLE TOO MUCH	Clarence Henry, Argo 5408	4
82	100	—	—	BANDIT OF MY DREAMS	Eddie Hodges, Cadence 1410	2
83	79	68	78	TWISTIN' ALL NIGHT LONG	Danny and the Juniors, Swan 4092	5
84	99	—	—	HE KNOWS I LOVE HIM TOO MUCH	Paris Sisters, Gregmark 10	2
85	—	99	—	OLIVER TWIST	Rod McKuen, Spiral 1407	2
86	88	—	—	LOVE IS THE SWEETEST THING	Saverio Saridits, Warner Bros. 5243	2
87	84	91	—	A LITTLE BITTY TEAR	Wanda Jackson, Capitol 4681	3
88	94	97	—	NITE OWL	Nat Chandler and the Dukays, Nat 4002	3
89	91	93	—	BLUE WATER LINE	Brothers Four, Columbia 42256	3
90	—	—	—	MIDNIGHT	Johnny Gibson, Big Top 3088	1
91	—	—	—	MY MELANCHOLY BABY	Marcel, Colpix 624	1
92	—	—	—	TEEN QUEEN OF THE WEEK	Freddy Cannon, Swan 4096	1
93	90	—	—	DO THE NEW CONTINENTAL	Dovells, Parkway 833	2
94	89	92	—	JAMIE	Eddie Holland, Motown 1021	3
95	—	—	—	ECSTASY	Ben E. King, Atco 6215	1
96	—	—	—	LET ME CALL YOU SWEETHEART	Timi Yuro, Liberty 55410	1
97	—	—	—	I SURRENDER DEAR	Aretha Franklin, Columbia 42266	1
98	—	—	—	LET'S GO	Floyd Cramer, RCA Victor 7978	1
99	—	—	—	TEQUILA TWIST	Champs, Challenge 9131	1
100	—	—	—	SUGAR BABE	Buster Brown, Fire 507	1

HOT 100—A TO Z—(Publisher-Licensee)

Afrikaan Beat (Roosevelt, BMI)	61	I'll See You in My Dreams (Folst, ASCAP)	59	Pocketful of Miracles (Maraville, ASCAP)	39
Baby, It's You (Doffi, ASCAP)	8	I'm Blue (Progressive-Placid, BMI)	34	Poor Fool (Saturn, BMI)	44
Bandit of My Dreams (Arch, ASCAP)	82	Irresistible You (Lloyd-Logan, BMI)	17	Rock-A-Hula Baby (Gladys, ASCAP)	49
Blue Water Line (January, BMI)	89	It Will Stand (Minit, BMI)	69	Run to Him (Aldon, BMI)	15
Break It to Me Gently (Northern, ASCAP)	9	Jamie (Jobette, BMI)	94	Shadrack (Fisher, ASCAP)	22
Cajun Queens (Cedarwood, BMI)	41	Let Me Call You Sweetheart (Shapiro, Bernstein, ASCAP)	96	She's Everything (Alan K., BMI)	28
Can't Help Falling in Love (Gladys, ASCAP)	2	Let Me In (Arc-Rae Williams, BMI)	43	She's Got You (Pamper, BMI)	71
Chip Chip (Trinity & Glo-Mac, BMI)	46	Let There Be Drums (Travis, BMI)	23	Small Sad Sam (R.F.D., ASCAP)	38
Chattanooga Choo Choo (Folst, ASCAP)	56	Let's Go (Cligma, BMI)	18	Smoky Places (Annie-Earl & Sun Flower, ASCAP)	33
Cotton Fields (Westside, BMI)	18	Let's Twist Again (Kalmann, ASCAP)	54	Sugar Babe (Fast, BMI)	100
Cry to Me (Melvin-Progressive, BMI)	78	Letter Full of Tears (Betalbin, BMI)	25	Surfer's Stomp (Strat-E.D.M., ASCAP)	48
Crying in the Rain (Aldon, BMI)	20	Lion Sleeps Tonight, The (Folkways, BMI)	10	Tears From an Angel (Metric, BMI)	77
Dear Ivan (Plainview, BMI)	31	Little Bitty Tear, A-Ives (Pamper, BMI)	12	Teen Queen of the Week (Conley, ASCAP)	92
Dear Lady Twist (Pope, BMI)	11	Little Bitty Tear, A-Jackson (Pamper, BMI)	87	Tequila Twist (Jat, BMI)	99
Do-Re-Mi (Fast, BMI)	27	Little Bitty Tear, A-Jackson (Pamper, BMI)	81	There's My Pa (Chenault, ASCAP)	80
Do the New Continental (Kalmann, ASCAP)	92	Little Too Much, A (Bar-Mar, BMI)	76	There'll Be No Next Time (Merriam, BMI)	75
Dreamy Eyes (Southern Belle, BMI)	68	Lizzie Borden (Hill & Range, BMI)	74	There's No Other (Bertha, BMI)	55
Duke of Earl (Conrad-Karlan, BMI)	7	Lost Someone (Lois, BMI)	83	To a Sleeping Beauty (Songsmiths-Remick, ASCAP)	47
Ecstasy (Presley-Progressive-Trio, BMI)	95	Love Is the Sweetest Thing (Harms, ASCAP)	46	Town Without Pity (United Artists, ASCAP)	13
Flying Circle (Claridge, ASCAP)	57	Maria (Schirmer-Chappell, ASCAP)	51	Tuff (Jec, BMI)	37
Funny How Time Slips Away (Pamper, BMI)	36	Midnight (Vicki, BMI)	90	Turn on Your Love Light (Don, BMI)	32
Go on Home (Pamper, BMI)	42	Midnight in Moscow (Melody Trails, BMI)	79	Twist, The (Lois, BMI)	3
Goodbye Cruel World (Aldon, BMI)	45	Moon River-Butler (Famous, ASCAP)	67	Twist-Her (Jec, BMI)	26
Greatest Hurt, The (Pearl, BMI)	40	Moon River-Mancini (Famous, ASCAP)	39	Twistin' All Night Long (Conley, ASCAP)	53
Happy Birthday, Sweet Sixteen (Aldon, BMI)	19	Multiplication (Adaris, BMI)	25	Twistin' Postman (Jobette, BMI)	73
Happy Jose (Lansdowne, ASCAP)	60	My Boomerang Won't Come Back (Picadilly, BMI)	58	Twistin' the Night Away (Kags, BMI)	70
He Knows I Love Him Too Much (Aldon, BMI)	84	My Melancholy Baby (Shapiro-Bernstein & Vogel, ASCAP)	91	Unchain My Heart (Tee Pee, ASCAP)	21
Her Royal Majesty (Aldon, BMI)	66	Nite Owl (Conrad, BMI)	98	Walk on By (Lowery, BMI)	16
Hey! Baby (LoBill, BMI)	32	Norman (Acuff-Ross, BMI)	4	Wanderer, The (Schwartz-Dial, ASCAP)	6
I Could Have Loved You So Well (Aldon, BMI)	64	Oliver Twist (Shelly, ASCAP)	85	What's So Good About Goodbye (Jobette, BMI)	62
I Don't Know Why (Ahler & Cromwell, ASCAP)	65	Peppermint Twist (Jon-Wars, BMI)	1	What's the Reason (Bourne, ASCAP)	74
I Know (Saturn-At Last, BMI)	5	Percolator (Meadowlark, ASCAP)	53	When I Fall in Love (Northern, ASCAP)	14
I Surrender Dear (Mills, ASCAP)	97	Please Mr. Postman (Jobette, BMI)	50	When the Boy in Your Arms (Pickwick, ASCAP)	30
If You Gotta Make a Fool of Somebody (Good Song, BMI)	24			Where Have All the Flowers Gone (Fall River, BMI)	72

BUBBLING UNDER THE HOT 100

101. PICTURES IN THE FIRE	Pat Boone, Dot 16312
102. AW SHUCKS, HUSH YOUR MOUTH	Jimmy Reed, Vee Jay 425
103. TEARS AND LAUGHTER	Dinah Washington, Mercury 71922
104. HAPPY JOSE	Dave Appell, Cameo 207
105. SURFIN'	Beach Boys, Candix 331
106. MOMENTS	Jennell Hawkins, Amazon 1003
107. I GOT A FUNNY KIND OF FEELING	Maxine Brown, ABC-Paramount 10290
108. FOOLS HALL OF FAME	Paul Anka, ABC-Paramount 10282
109. SHIMMY, SHIMMY WALK	Megatons, Checker 1005
110. ECHO IN THE NIGHT	Bert Kaempfert, Decca 31350
111. DO YOU KNOW HOW TO TWIST	Hank Ballard, King 5593
112. IT'S GOOD TO HAVE YOU BACK WITH ME	Adam Wade, Coed 565
113. MAMIE IN THE AFTERNOON	Bobby Lewis, Baltoe 1016
114. IMAGINATION	Quotations, Verve 10245
115. STEP RIGHT UP	Nat King Cole, Capitol 4672
116. OUR CONCERTO	Steve Lawrence, United Artists 403
117. JOEY BABY	Anita and the So & So's, RCA Victor 7974
118. HOW ARE THINGS IN LOVER'S LANE	Adam Wade, Coed 565
119. ROUGH LOVER	Aretha Franklin, Columbia 42266
120. WALKING CANE	Billy Duke, 20th Fox 296



"THE NATION'S BEST SELLING RECORDS!"

BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16312	I'll See You In My Dreams/Pictures In The Fire	PAT BOONE	<input type="checkbox"/> 16308	If You Gotta Make A Fool Of Somebody / Mr. Moto	VAUGHN MONROE
<input type="checkbox"/> 16302	The Original Happy Jose	JACK ROSS	<input type="checkbox"/> 16295	Everybody's Twisting Down In Mexico	BILLY VAUGHN
<input type="checkbox"/> 16309	You Better Move On A Shot Of Rhythm And Blues	ARTHUR ALEXANDER	<input type="checkbox"/> 16318	For Sale / The Patty Cake	CHASE WEBSTER
<input type="checkbox"/> 16313	The Bride / Horizons of Joy	TONY MARTIN	<input type="checkbox"/> 16292	Saddle Up / I Wonder Why	THE LARGOS
<input type="checkbox"/> 16301	The Continental Twist / Oh Ma Ma Twist	LOUIS PRIMA	<input type="checkbox"/> 16314	Love In Return / Hey Mr. Banjo	THE DELL-COEDS
<input type="checkbox"/> 16298	Can't Help Falling In Love / You'll Never Walk Alone	KEELY SMITH	<input type="checkbox"/> 16262	Berlin Melody / Come September	BILLY VAUGHN
			<input type="checkbox"/> 16300	A Little Bitty Tear / Tennessee Twist	THE CROSBY BROTHERS

BEST SELLING ALBUMS

MONO	STEREO	ARTIST
<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn
<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk
<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima
<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS SISTERS' GREATEST HITS
<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk
<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn
<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn
<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone
<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn
<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk
<input type="checkbox"/> 3250	<input type="checkbox"/> 25350	BEST-LOVED CATHOLIC HYMNS • The Lennon Sisters
<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn
<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE • Lawrence Welk
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS
<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn
<input type="checkbox"/> 110	<input type="checkbox"/>	THE MAN WITH THE BANJO • Eddie Peabody
<input type="checkbox"/> 3001	<input type="checkbox"/>	SWEET MUSIC AND MEMORIES • Billy Vaughn
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn
<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS • Sound Track
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD • Billy Vaughn
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone
<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone
<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn
<input type="checkbox"/> 3098	<input type="checkbox"/>	GALE'S GREAT HITS • Gale Storm
<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON • Billy Vaughn
<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST • Pat Boone
<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS

MONO	STEREO	ARTIST
<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA PALOMA • Billy Vaughn
<input type="checkbox"/> 3156	<input type="checkbox"/> 25156	BILLY VAUGHN PLAYS
<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROTHERS GREAT HITS
<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk
<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn
<input type="checkbox"/> 3170	<input type="checkbox"/> 25170	PETITE FLEUR • Bob Crosby
<input type="checkbox"/> 9500	<input type="checkbox"/> 29500	THE FIVE PENNIES • Sound Track
<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Brothers
<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY! • Louis Prima, Keely Smith
<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith
<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle
<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk
<input type="checkbox"/> 3302	<input type="checkbox"/> 25302	POLKAS • Lawrence Welk
<input type="checkbox"/> 3360	<input type="checkbox"/> 25360	TONY MARTIN—HIS GREATEST HITS
<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD • THE Mills Brothers
<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Brothers
<input type="checkbox"/> 3400	<input type="checkbox"/> 25400	TAKE FIVE • George Cates
<input type="checkbox"/> 3403	<input type="checkbox"/> 25403	BIG BAD JOHN • Wink Martindale

NEW ALBUM RELEASES

<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE • Keely Smith
<input type="checkbox"/> 3405	<input type="checkbox"/> 25405	FRANK SCOTT PLAYS HARPSICHORD
<input type="checkbox"/> 3413	<input type="checkbox"/> 25413	POLKAS: GREATEST HITS VOL. II • Six Fat Dutchmen
<input type="checkbox"/> 3411	<input type="checkbox"/> 25411	SOFT SOUNDS FROM THE SOUTH SEAS VOL. 2 • The Royal Tahitians
<input type="checkbox"/> 3408	<input type="checkbox"/>	FIRE BALL MAIL • Mac Wiseman

ALL TIME HIT SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16022	Trying / P.S. I Love You	THE HILLTOPPERS	<input type="checkbox"/> 16038	Near You / Beg Your Pardon	FRANCIS CRAIG
<input type="checkbox"/> 16023	Cocoanut Grove / In The Mood	JOHNNY MADDOX	<input type="checkbox"/> 16039	To Be Alone / Marianne	THE HILLTOPPERS
<input type="checkbox"/> 16024	Love Walked In	THE HILLTOPPERS	<input type="checkbox"/> 15486	The Green Door	JIM LOWE
<input type="checkbox"/> 16025	From The Vine Came The Grape	THE HILLTOPPERS	<input type="checkbox"/> 15538	Come Go With Me	THE DELL-VIKINGS
<input type="checkbox"/> 16026	Till Then / Only You (And You Alone)	THE HILLTOPPERS	<input type="checkbox"/> 15550	Dark Moon	BONNIE GUITAR
<input type="checkbox"/> 16028	Melody of Love	BILLY VAUGHN	<input type="checkbox"/> 15841	San Antonio Rose	JOHNNY MADDOX
<input type="checkbox"/> 16029	Sail Along Silv'ry Moon	PAT BOONE	<input type="checkbox"/> 15858	Yellow Bird	THE MILLS BROTHERS
<input type="checkbox"/> 16030	Ain't That A Shame / I'll Be Home	JOHNNY MADDOX	<input type="checkbox"/> 15879	Blue Hawaii	BILLY VAUGHN
<input type="checkbox"/> 16031	The Crazy Otto / Eight Beat Boogie	JOHNNY MADDOX	<input type="checkbox"/> 15911	Does Your Chewing Gum Lose Its Flavor	LONNIE DONEGAN
<input type="checkbox"/> 16032	The Shifting Whispering Sands Part 1 and 2	BILLY VAUGHN	<input type="checkbox"/> 15956	Bei Mir Bist Du Schon	LOUIS PRIMA, KEELY SMITH
<input type="checkbox"/> 16033	I Hear You Knocking / Ivory Tower	GALE STORM	<input type="checkbox"/> 15968	Deck Of Cards	WINK MARTINDALE
<input type="checkbox"/> 16034	Dark Moon / Memories Are Made Of This	GALE STORM	<input type="checkbox"/> 15985	Am I That Easy To Forget	DEBBIE REYNOLDS
<input type="checkbox"/> 16035	I Almost Lost My Mind	PAT BOONE	<input type="checkbox"/> 16066	Dutchman's Gold	WALTER BRENNAN
<input type="checkbox"/> 16036	Friendly Persuasion (Thee I Love)	PAT BOONE	<input type="checkbox"/> 16106	Look For A Star	BILLY VAUGHN
<input type="checkbox"/> 16037	Don't Forbid Me / April Love	PAT BOONE	<input type="checkbox"/> 16144	Chills And Fever	RONNIE LOVE
	Love Letters In The Sand	PAT BOONE	<input type="checkbox"/> 16145	Last Date	LAWRENCE WELK
	A Wonderful Time Up There	TAB HUNTER	<input type="checkbox"/> 16151	Wonderland By Night	LOUIS PRIMA
	Young Love / Ninety-Nine Ways	THE MILLS BROTHERS	<input type="checkbox"/> 16161	Calcutta	LAWRENCE WELK
	Paper Doll / Glow Worm		<input type="checkbox"/> 16209	Moody River	PAT BOONE

BEST SELLING EP'S

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 1021	Melodies Of Love Vol. 1	BILLY VAUGHN	<input type="checkbox"/> 1071	Billy Vaughn Plays The Million Sellers	BILLY VAUGHN
<input type="checkbox"/> 1022	Melodies Of Love Vol. 2	BILLY VAUGHN	<input type="checkbox"/> 1072	Sail Along Silv'ry Moon	BILLY VAUGHN
<input type="checkbox"/> 1023	All Night Long	RUSTY BRYANT	<input type="checkbox"/> 1074	Gale's Great Hits	GALE STORM
<input type="checkbox"/> 1026	Johnny Maddox Plays Crazy Otto	JOHNNY MADDOX	<input type="checkbox"/> 1076	Side By Side	PAT AND SHIRLEY BOONE
<input type="checkbox"/> 1056	A Closer Walk With Thee	PAT BOONE	<input type="checkbox"/> 1078	Blue Hawaii	BILLY VAUGHN
<input type="checkbox"/> 1058	Come Go With Us	THE DELL-VIKINGS	<input type="checkbox"/> 1083	Pat's Great Hits	PAT BOONE
<input type="checkbox"/> 1066	Four By Billy Vaughn	BILLY VAUGHN	<input type="checkbox"/> 1087	The Mills Bros. Great Hits	THE MILLS BROTHERS
<input type="checkbox"/> 1068	The Lord's Prayer	PAT BOONE	<input type="checkbox"/> 1095	Theme From A Summer Place	BILLY VAUGHN
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This One



GRNY-OEL-WH8E

Hot Artists and Diversified Product Dominate BMW's Stereo, Mono Charts

By REN GREVATT

NEW YORK — Thirteen artists are accounting for over one-third of the total monaural album chart action of the day, according to a recap of this week's top monaural album sales chart. One of these, Mitch Miller, with 13 albums currently on the chart, individually accounts for close to 10 per cent of the activity.

Interestingly enough, the top 50 listing of best selling stereo albums includes albums whose monaural counterparts appear also on the monaural chart. Of almost equal interest is the fact that, on the stereo Top 50, only four of the so-called "sound" albums appear. Two of these, "Stereo 35/MM" and "Persuasive Percussion," are on Command, and two others, "Pass in Review" and "Melody and Percussion for Two Pianos," are in London's Phase 4 group. This result, despite the tremendous amount of ballyhoo put behind new sound album series by a number of diskeries during the last year.

There was once a time when the term "mood" music was a widely used phrase in the album field. Some mood material still ranks in the big-selling class, yet throwing out vocal, cast and sound-track sets, only about 10 per cent of the current action can be chalked up to mood performances.

Diversification

Despite what appears to be a tendency toward concentration of sales among fewer separate artists, the album sales picture today indicates that more kinds of recorded material are meeting with popular favor than ever.

Of little significance until the advent of Mitch Miller's "Sing Along With Mitch," the sing-along trend has burgeoned to become a strong factor. But beyond this there are others.

The comedy phenomenon began to take on real significance with the coming of Shelley Berman's "Inside" and "Outside" sets several years ago. Comedy albums today occupy 15 slots on the chart, or 10 per cent of the total. These include Bob Newhart, Berman, Jonathan Winters, Woody Woodbury, Moms Mabley and the indefatigable Rusty Warren.

All Kinds of Twists

Then there is the Twist. It is true that the dance phenomenon first brushed the teen set 18 months ago. Since its reincarnation

late last year, however, it has landed 10 different albums on the best selling chart, ranging from Chubby Checker and Joey Dee to Lester Lanin.

Another factor which has taken hold in recent months is that of the "oldies but goodies" albums. Original Sound currently has Vol. I and III of this series on the chart, while Murray (The K) Kaufman, local deejay on WINS, has two albums in his "Golden Gassers" series on the list.

The presence of Van Cliburn on the over-all best selling album chart is no news. However, the field of jazz has made an increasing impact. Currently, Dave Brubeck has two sets on the top list, while Stan Kenton, Miles Davis, and Eddie ("Exodus") Harris have one each.

As might be expected, original cast, sound track and movie music sets continue to set the pace, with a total of 25 currently showing. Another kind of show album, the individual "live" performance, has begun to take hold, however. Right now, this area includes packages by Moms Mabley and the Four Preps, and such diverse performers as Judy Garland and Jimmy Reed,

both represented by Carnegie Hall concert sets.

Other Leaders

Ranked behind Mitch Miller in the individual artists sweepstakes, one finds Ray Charles with six albums listed. Five of these are on his former label, Atlantic. Next in line is the twisting Chubby Checker with five, Johnny Mathis and Mantovani with four each, and Frank Sinatra, Rusty Warren, Lawrence Welk, the Limelinters, Bob Newhart, Bly Vaughn and Bill (Jose Jimenez) Dana, with three each.

It is true that a number of the younger artists, primarily identified with the teen set, have managed to move into album sales contention. These certainly would include Checker, Paul Anka, the Brothers Four, the Kingston Trio, Johnny Mathis, Connie Francis, Brenda Lee and Ricky Nelson to name a few. It is also true, however, that there is a growing practice to jump on the market with an album quick, once an artist has had a single hit of Top 10 caliber. Of the many artists who have had rapid-fire album releases following a single, usually carrying the title

(Continued on page 36)

Hot Artists Account for Rise in Columbia Sales

NEW YORK — Columbia Records' sales in 1961 were up 33 per cent over 1960—not 35 per cent as originally reported last month by the firm (Billboard Music Week, December 25, 1962). Bill Gallagher, marketing chief at Columbia Records, attributed the jump in sales at the firm last year mainly to one artist, Mitch Miller. Mitch's TV show, according to Gallagher, helped push every one of his 15 LP's to new highs, especially in the last three months of the year.

Mitch's Holiday

Miller's "Holiday Sing Along With Mitch" passed the 800,000 mark by Christmas, according to the marketing chief, and his previous year seasonal LP, "Christmas Sing Along With Mitch," passed the million mark by Christmas.

In addition to the Miller product, Johnny Mathis' album of "Portrait of Johnny," the Ray Conniff albums, the whole line of Columbia Christmas product, the "West Side Story" original track as well as the show cast album, and the "Camelot" and "Sound of Music" LP's also helped push sales to new highs. Gallagher also pointed to the Jimmy Dean single of "Big Bad John" which has now passed the 2 million mark, most of the

sales of which were racked up before the end of last year, as contributing to the sales peak.

Steady Sellers

Marketing chief Gallagher pointed to the label's "active catalog" sales as leading the firm to new highs. By "active catalog" Gallagher mentioned the 15 Miller albums, the 17 Conniff albums, the 20-odd Columbia show albums, the 15 Johnny Mathis albums, etc. He stated that instead of merely being catalog, with occasional sales, these artists' LP's all sold steadily, and each new LP actually increased the sale of older wax.

The racks were also very important in Columbia's hot sales in 1961, claimed Gallagher. In addition to dealer sales, rack sales shot up greatly during the past year, which was due to the strong Columbia product, he stated. He said that the great jump in Columbia sales was not due to new or better merchandising techniques, but to the product itself.

Over Quota

So far in 1962, Gallagher said, both Epic and Columbia were over quota for January. He attributed this partly to the firm's Jimmy Dean album and the Jimmy Dean singles, and also to the Robert Goulet and "Kean" LP's.

Reissue Gleason 'At Bedtime' Disk

HOLLYWOOD — Jackie Gleason's five-year-old "Apology at Bedtime," first released as part of an EP in May of 1957, is being reissued by Capitol Records following impressive results from a cross-country disk jockey test release. Capitol's singles staff had made acetate dubs of the recording and sent them to 43 disk jockeys with a letter calling for listener reaction. Disk is a soliloquy read by Gleason.

This marks the second singles reissue of Capitol to show promise in as many months. The label re-released Robert Mitchum's "Thunder Road"—also a 1937 recording—and the disk took off in the Seattle and Portland area, and, according to Capitol, looks like a chart contender.

SOUND OFF

Disk Men Expose Ideas During NARAS Seminar

By SAM CHASE

NEW YORK—A large segment of the record industry went back to school this week as the first of eight weekly seminars was held under the joint auspices of the National Academy of Recording Artists and Sciences and New York University. The initial symposium, devoted to the role of pop and jazz artists and repertoire, was a thought-provoking session that set a high level for future meets to equal.

Under the chairmanship of jazz pianist Billy Taylor, the four speakers were Liberty's Eastern a.&r. director Clyde Otis, RCA pop a.&r. manager George Avakian, Columbia staff a.&r. producer John Hammond, and Atlantic Vice-President

Nesuhi Ertegun. The throng that filled the room was so palpably trade-wise that Avakian asked for a show of hands of those not associated with the industry. Less than half a dozen were raised, quipped Avakian: "I was going to start off by explaining how to use Billboard, but I see that's not necessary."

Seek Other Thoughts

The tradesters present included numerous others working in a.&r. vineyards, and the exchanges during question and answer sessions indicated a sincere search for the other man's thinking process even more than methodology. The sessions as a whole thus offer much promise, for some "students" who have tended to specialize in one or another branch of the industry will be exposed to ideas and trends from the many aspects to be covered.

Otis, in kicking off the a.&r. session, emphasized that formula recording is no answer, and that there is no composite teen-ager or record buyer. Rather, he seeks to visualize first what his artist can do with the available material, then to analyze whether this result has commercial potential. The material must have integrity and should project some sort of message, according to the mood expressed.

Speaking of diminished singles sales, Otis said that this is the result, not of a soft market, but of soft records—disks that fail to bring in both adult and teen-age buyers. "Big Bad John," he said, showed it could be done. He opposed making disks for the teen-age trades as "producing down," and stressed that young buyers can be attracted to disks that adults will buy.

Field Test Misleading

Commenting on the switch on New York radio stations to sweeter music, Otis wryly said: "If my

(Continued on page 38)

Diners' Club Debts Low Price Teen Records

HOLLYWOOD — The Diners' Record Club is invading the low price direct mail field with a Dollar Record Club, BMW learned last week. The buck club, operated by Diners' Record Club chief Bernard Solomon, and utilizing all its facilities, is not being identified as part of the Solomon firm in its advertising but will fly the new banner of "Dollar Record Club."

The club offers members "Take All You Want for \$1 Each" of a dozen seven-inch 33's, each containing eight tunes. This product, BMW learned, is culled from the Tops Records catalog, and is being specially prepared for the club by Tops.

In addition, as an incentive to joiners, the club will offer Liberty's "Teenville" LP for \$1 as a special offer to star membership. BMW also learned that Solomon plans to add other labels to be specially pressed for the Dollar Club.

Membership pitches will go out next week via an intensive direct mail campaign with the "All You Want for a \$1" lure. The "Teenville" LP for a \$1 offer is being saved for a magazine campaign. Space will be limited to the teen-age mags.

The Dollar Club plan, obviously aimed at the teen market, differs from the usual record club operation. Instead of committing the member to buy a specific number of records per year, the Dollar Club promises its joiners to send them a monthly list of recordings from which to select the disks they want, but states that members will be under no purchase obligation.

Cameo LP's in Columbia Club

NEW YORK—Cameo-Parkway has signed with the Columbia Record Club. The club will issue the Cameo-Parkway catalog for its members. Only LP's that have been in dealer's hands for at least three months will be offered to club members. First LP's to be featured by the Columbia club are the Bobby Rydell album "Salute to the Great Ones," and two Chubby Checker Twist albums.

Riverside Records to Issue 'White Rose of Athens' German Disk

NEW YORK — Riverside Records has acquired Stateside release rights to "White Rose of Athens" ("Weisse Rosen Aus Athens") by Nana Mouskouri. The disk, originally issued on the Fontana label in Europe, is currently in the German Top 10. It's total sales on the Continent are placed well over the million mark.

The side, like its flip, "Addio," was written by Manos Hadjidakis, cleffer of "Never on Sunday." German publishing rights are held by Kassner.

Riverside plans a special singles sleeve for the disk and will back its release with strong advertising and promotion campaigns.

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Analysis of Disk Sales Key to Store Inventory

DETROIT — Knowledge of comparative sales of each pop singles is essential to successful operation in this competitive business with its highly volatile sales trends, in the view of Lou Salasin, owner of the Mumford Record Shop. Located close to a major high school, this store has made a good sales record in the city by keeping on top of what the youngsters want.

The basic services, such as those provided by the BMW pop charts, provide a general service. Salasin believes in going into a further personalized step for the guidance of the individual retailer—the man who is going to make or lose a sale according to his stock control.

His basic tool is a chart, placed handily on the unprinted back of 12-inch album display covers, listing the 88 top sellers.

This number is based on the number of spaces in his two main

racks, placed along the wall. The third rack—each holds 44 records—is for the slower movers. Thus he has 132 singles on open display at all times.

Inventory Day

The procedure is to take record inventory on Saturday morning—the slowest day of the week for him, because of the store's location close to a school closed on that day. Salasin takes inventory himself, requiring about 20 minutes, and placing the figures for each of the 88 records in the top-seller racks.

During the week, close record is kept of all shipments, simply posting the quantity of each number received on the chart alongside the previous week's inventory figure. The following Saturday, the inventory is taken again, and extensions of the figures made so that a total movement of each of the 88 numbers for the week is given. This whole procedure, including making out a new chart for the following week, takes about one hour.

The top 15 numbers are placed at the top of the new chart. Beyond that, the order is rather happenstance, and it is unnecessary to go to the work of a strict numerical ranking order for the other disks. As new numbers come in, they are listed at the bottom of the chart, and a record is kept on them.

Buying Guide

"I use this chart to gauge my buying," Salasin says. "For instance, if I sold 56 of a number this week, I would know that I have to watch it carefully—it will either be even bigger, or else start going down."

The chart is also used to provide a convenient way of checking the record sales for the various survey services which ask him for reports. These include trade papers and five radio stations. He points out that he is one of the few record dealers who can name the Top 10 (out of the Top 15) on the chart, on the basis of actual reported sales instead of "guesstimating" or giving an opinion on what sales might be.

But most important, it's a complete handy index to what to buy—and in what quantities—for his next record order.

TWISTER GETS JOLT MAKING NEW ALBUM

LAS VEGAS — Twister Danny Peppermint, appearing at the Thunderbird here, narrowly escaped electrocution Wednesday night (24) while his show was being recorded for an upcoming album on Carlton Records.

Peppermint at first was working with a portable mike. When he was almost halfway through the show he walked across the stage and grasped a standup mike while still holding on to the portable piece of equipment. Writhing and screaming in agony, he was apparently saved by the quick wit of one of the bandsmen, who kicked the electric plug out of its socket.

Peppermint, who was unconscious, was rushed to a hospital. He is recovering. Joe Carlton, diskery president, indicated enough material was taped for the album.

MGM Will Distribute Deutsche Grammophon Label in America

NEW YORK — MGM Records has signed an arrangement with Deutsche Grammophon Gesellschaft of Germany for exclusive distribution of that company's Deutsche Grammophon and Archive Production labels in the United States, Canada and the Philippines.

The plan has been in the works for many months, but the final signings took place earlier this week in Hamburg with MGM Records President Arnold Maxin and Robert O'Brien, executive vice-president of MGM, Inc., completing the deal with DGG officials there.

Distribution

Distribution will be handled in most cases through present MGM or Verve distributors, although in some cases, completely separate distributors may be appointed, it was noted. Commencing April 1 of this year, all new DGG releases will be handled through the new

MGM agreement. The entire classical catalog of DGG will revert to MGM next January 1. DGG and Archive have been distributed in this country through the Decca organization. The new MGM arrangement does not involve any of the DGG Polydor pop material. Decca is expected to continue releasing much of this material, while in other cases DGG, as in the past, will make separate, independent releasing deals.

Acquisition of the DGG product, for distribution, follows by less than a year the MGM buyout of the Verve label, thus providing the firm with a strong foothold in not only pop and jazz, but classical repertoire as well.

Leo H. Kepler, former director
(Continued on page 45)

Command Sales Are Up 20%

NEW YORK — Enoch Light's Command Records, a subsidiary of ABC-Paramount Records, chalked up 20 per cent more sales in 1961 than in 1960. An over-all sales breakdown shows 85 per cent of sales in stereo albums and 15 per cent in monaural albums.

Light opined "Teen-agers as well as adults are stereo record buyers. They are leaning toward buying albums instead of singles and can be counted on for a substantial amount of this year's album sales."

Meanwhile Light urged the record industry to launch a self-regulating and policing program to eliminate "indiscriminate price cutting, record counterfeiting and salacious cover art from the industry." In Light's opinion, "record counterfeiting can best be eliminated by an industry-wide regulating committee. Individual and haphazard efforts aren't going to do the trick."

George Steiner Is Philips Sales Dir.

NEW YORK—George Steiner of Los Angeles has been appointed West Coast manager of Philips Records, it was announced by Lou Simon, Philips sales chief. Simon has also set the label's chief distribution network, naming 27 from Coast to Coast. Additional distributors will be added.

Simon, Steiner and Philips' other two regional managers, Donald Sanders of New York City and Sheldon Tirk of Cleveland, respectively Eastern and Midwest manager, began their first sales promotion tour Thursday (25)—holding one-day sales meets at each distribution point.

Distribution of the Philips label starts on February 1.

Los Angeles Tips Hat to G. Wallichs

HOLLYWOOD — Los Angeles County Board of Supervisors last week presented Capitol Records President and co-founder Glenn Wallichs with a citation honoring him for his "tremendous contribution he has made to the music industry, as well as the business and economic welfare of this area during the past 20 years." He was also singled out for praise because "in spite of his demanding business schedule, he has been an active member of many local business and civic improvement associations." It further added that he "began his phenomenal and inspiring success story in July, 1940, with a small music store known then and now as Wallichs Music City."

Jones Named GM Mfr.-Engineering For Capitol Firm

HOLLYWOOD — Capitol Records last week named George Jones to the newly created post of general manager of its manufacturing-engineering division, reporting to Jim Bayless, vice-president in charge of that division. Jones will be responsible for all record and phonograph manufacturing operations.

Jones, who left C. P. MacGregor Studios five years ago to join Capitol, will continue to be in charge of Capitol's recording studios, its engineering operations, and its custom service department, in addition to his newly assigned duties.

Concurrent with the elevation of Jones, M. S. Hardy was promoted to the newly created position of national manager of record manufacturing, reporting to Jones. Hardy, who will retain his headquarters at Capitol's Scranton, Pa., plant, will be responsible for the operation of the Pennsylvania factory as well as Capitol's Los Angeles plant.

Mercury, Philips Execs in Confab

CHICAGO — Executive a.&r. echelon of Mercury, Philips and Smash labels held a day-long meet last week to crystallize plans and release schedules for 1962. Chaired by President Irving B. Green and Vice-President Irwin H. Steinberg, the confab blocked out recording sessions, discussed acquisition of new talent and set plans for February regional meetings which will introduce Mercury's March release to distributors.

Green flew to Europe following the meeting. He will meet with Philips executives.

No Change for 4th Class Mail

WASHINGTON — The current bill passed by the House to raise postal rates, will not change the present fourth class rates for mailing of sound recordings, disks or wire, or books and educational materials in general, which remains at 9 cents the first pound, and 5 cents each additional pound.

The Senate may put up more of a fight before it votes to increase first-class postage to 5 cents, air-mail to 8 cents, and raise the tab on second and third-class matter.

IT'S COMMERCIAL

Copyr't Groups at Sea Over Air Play

STOCKHOLM — Continental copyright societies are pressing war against a new kind of pirate on the high seas—the radio buccaneer.

BIEM, the international copyright society, charges that the pirate ships are waxing rich on commercials salted among music broadcast sans payment of royalties.

The seaborne radio station has become not only a Continental phenomenon, but by now a fixture with European radio listeners. There are "pirate" transmitters broadcasting commercial radio programs off Sweden, off Denmark, Holland and Britain.

The copyright societies heretofore have been frustrated in engaging the buccaneer broadcasters by the deep-sea sanctuary enjoyed by the radio ships.

But now a storm has brought the leading buccaneer, "Radio Nord," within grappling-iron range of STIM, the Swedish Copyright So-

ciety. Radio Nord is installed aboard a converted German freighter named *Bonjour*. It has been anchored just off Stockholm.

'Pirates' Escape

As long as the *Bonjour*—and Radio Nord—remained outside the three-mile limit, there was nothing that Sweden and STIM could do. But a heavy North Sea storm drove the ship within the Swedish three-mile limit, and Swedish authorities attempted to have the vessel impounded.

BIEM and STIM closed in quickly with the idea of making a legal example of Radio Nord for the benefit of the other pirate stations. The Stockholm court, however, broke off the engagement, ruling that the *Bonjour* had been driven inside the three-mile limit by the storm and, hence, was entitled under international maritime law to make repairs in port and depart immune from legal action.

The Swedish government and the copyright societies are now jointly seeking to have the court's ruling overturned by the Swedish high court. Radio Nord's immobilization by the courts would be a valuable legal precedent for the copyright societies in forcing the other ship radio stations to pay copyright royalties on the music they broadcast.

All Ships at Sea

Radio Merkur broadcasts from a ship off Copenhagen, and Radio Veronika from an old German lightship anchored off The Hague. Two ships have recently taken up station off Britain and are broadcasting commercial radio programs.

None of the high seas-based radio stations pay copyright royalties, although music is the prime listening fare of all the pirate radios. BIEM has a battery of legal talent, including authorities on maritime law, at work seeking ways to collect from the buccaneers, even if it means boarding them with a legal task force on the high seas.

At present the juridical situation remains as murky as an English Channel fog. But the copyright societies enjoy powerful allies in the governments concerned.

On the Continent radio is a monopoly of the State, and a preserve rigidly controlled as to the airing of commercials. Popular music is aired (with proper payment of

(Continued on page 45)

Fast-Growing Ariola Label Change Of Base Signals Heightened Push

MUNICH—Ariola is shifting its headquarters from Guetersloh to Munich and thereby signalling its intention to improve its competitive position among German diskeries.

The disk subsidiary of the German book publishing firm of Bertelsman, Ariola is hardly three years old, yet it is fourth in German disk sales and is moving ahead fast.

Recent developments are: 1) Along with moving its headquarters to Munich, Ariola is acquiring German rights to the British Oriole label; 2) instead of haggling with GEMA, the German copyright society, Ariola is taking its case directly to the composers and authors in a bold move which has rocked the German trade; 3) Ariola has become the German link in the European Common Market disk enterprise, MEC, launched by the Italian music publisher Carol Alberto Rossi.

Taking its cue from the parent Bertelsman firm, Ariola prefers the unconventional to the conventional approach. The label believes the potentialities of the European disk market are enormous, and that present sales are no more than scratching the surface.

Dealers Handle Club

Ariola's enterprise is exhibited strikingly by its record club—Germany's largest. Eighty per cent of club solicitations are done through door-to-door selling, and all club business is transacted through dealers.

ARTO, the Ariola bid to organize a composer-author copyright society, takes a similarly unconventional approach. Ariola has invited the composers and authors to desert the GEMA banner and enroll under a new banner—ARTO. Ariola promises the composers and authors a bigger slice of the royalty pie.

The principal Ariola is advancing with ARTO is similar to that guiding its giant record club—eliminate the middle man—in this case GEMA.

Ariola is inviting all German diskeries to participate in ARTO, which is concerned solely with disk rights. Composers and authors remain free to deal with GEMA for other rights.

Lutz Wellnitz, Ariola general manager, believes in pressing the sale of high and low-priced disks on an equal basis. Through the

(Continued on page 45)

Big Three Leveling Promotion Guns on Motion Picture Themes

NEW YORK—The Big Three is on a big drive working on a flock of picture songs these days. Norm Foley, general professional manager of the Robbins-Feist-Miller firm, said that the current push on recordings of flick themes was one of the heaviest in recent months. Firm is working on the theme from the flick "Tender Is the Night," which has waxings by Gogi Grant, Tony Bennett, Vic Damone, Earl Grant, and Clebanoff. There is also a new record by Timi Yuro of "Satan Never Sleeps" from the picture of the same name. Foley is setting records on a new tune by Manos Hadjidakis called "It Happened in Athens" also a title theme of a new picture. One of the firm's standards, "Ebb Tide" is used instrumentally in the flick "Sweet Bird of Youth" and new recordings are being set on that, too. Another new Big Three tune starting to get records is the Andre Previn theme from the remake of "The Four Horsemen of the Apocalypse," a

picture due for release in February or March. Other film themes being pushed by the Big Three are "Bachelor in Paradise," "El Cid" and "King of Kings." Firm is also working on new waxings on the standard forthcoming film, "The Outsiders." Meanwhile, the Big Three is intensifying its drive to get recordings of themes from MGM and 20 Century-Fox TV shows on record. These include themes from "Adventures in Paradise," "Father of the Bride," "Dr. Kildare," "Bus Stop," "Follow the Sun," "Hong Kong," "Cain's Hundred" and "Moment of Fear." Three tunes published by the Big Three are currently in contention for Academy Awards nominations. They include the theme from "El Cid" and "King of Kings," and the tune "All Hands on Deck." On the pop side firm is promoting new recordings of "Chattanooga Choo Choo," "I'll See You in My Dreams," "The Commancheros" and "High Noon Rumble."

Solid Philly Disk Sellers

Continued from page 1

Twist; the Intruders' "Come Home Soon," on Gowen and Charles McCullough's "My Girl," on Dooto.

Distrib Changes

Additional distributor moves were also noted this week. Warner Bros. Records, which had been handled by the now defunct Sparks Distributors, moved over to Dave Rosen. Rosen recently lost Mercury to Raymond Rosen. Dot, which was also distributed by the former Sparks firm, opened its own branch on the same premises. It was also noted that Cosnat took over Verve from Edward Barsky, MGM outlet here. MGM and Verve have already been separated in many markets. Beltone is also reported leaving King in favor of Mainline Distributors.

The flux of the distribution

Ray Lewis' 'Hurt'

Continued from page 1

Chandler on Vee Jay, No. 7 in BMW's "Hot 100" this week.

Moving slowly into the money last week was "Joey Baby" by Anita and the So and So's on RCA Victor. Though this record was not showing up strong in sales charts in New Orleans, Memphis or Nashville, a majority of dealers in these three cities felt it was only a matter of time until this one might hit high in sales.

picture here is such that more and more dealers appear to be obtaining their singles from one-stops. As one dealer remarked, "With 19 distributors operating here, I just don't have time to hit them all in a week, and half the time they don't have what I want. At a one-stop the records cost the same price (60 cents) and they have what I need right there."

I. J. Morgan is one of the biggest of the local one-stops here and is now employing four salesmen on the road contacting retail accounts. "Frankly, the distributor problem is a headache for us too," said a spokesman. "I

Hit Sales Hold Back Breakouts

WASHINGTON—Record sales were brisk here last week, but no new tunes broke out. As one dealer expressed it, there are so many good ones among the top charters that there is not such a hunger for something new. Among the newer chart entries doing well here last week were "Aw, Shucks, Hush Your Mouth," by Jimmy Reed on Vee Jay; "Cry to Me," by Solomon Burke on Atlantic; "It Will Stand," by the Showmen on Minit, and "What's So Good About Goodbye," by the Miracles.

"The Duke of Earl" continues its dizzy sales whirl here and shares honors for sales and top radio play with "Cotton Fields," by the Highwaymen. Holding their own on a more modest scale were newcomers "Let Me In," by the Sensations on Argo; "Lost Someone," by James Brown on King; "My Boomerang Won't Come Back," by Charles Drake on United Artists, and getting more attention was the Kingston Trio's new one, "Where Have All the Flowers Gone."

Jerry Brown, manager of Music Time, a strictly pops record store (as far as their singles go), in a heavily populated Northeast suburb here, reports that most of his sales are still to teen-agers. The store is located in a shopping plaza, and adults stick pretty much to the LP's, said Brown, except for the country addicts. In this category, adult fans outnumber the teen-agers. The adult trade also goes for instrumental singles of the Si Zentner "Up a Lazy River" genre.

spend most of my time simply following up on changes and trying to track down labels. It's like a game of checkers. They're moving all the time and we sometimes don't even know who's on first."

Quotations' Stock Soars

BALTIMORE — "Her Royal Majesty," by James Darren on Colpix, scored strongly here this week, a feather in the cap of Station WWIN, which had selected it as a pick hit the previous week. It bounced into the national chart this week at No. 66. Other newcomers making top sales were "Midnight," now No. 90 in the national list, by Johnny Gibson on Big Top, and "Imagination," by the Quotations on Verve. The latter is a breakout this week.

Other fledglings still in the bubbly category seemed headed for better chart positions via rising sales here, such as "Drown

in My Own Tears," by Don Shirley on Cadence; "Melancholy Baby," by the Marcells on Colpix, and "Mamie in the Afternoon," by Bobby Lewis on Beltone. Also beginning to move here were "Check Yourself," by the Temptations on Miracle; "Popeye," by Huey Smith on Ace, and two twisters, "Twistin' the Night Away," by Sam Cooke on RCA, and "Twist Around the Clock," by Clay Cole on Imperial.

Strongest sales for the charters still below the midpoint as of last week were registered for "It Will Stand," by the Showmen; "Hey!

(Continued on page 45)

Rockers, Twisters Move Up on BMW Album Chart

NEW YORK—The sales power of the Twist is dramatically illustrated again this week on the album scene. Lester Lanin's society Twist LP called "Twistin' in High Society" jumped onto the mono album chart in the No. 118 slot. Three other Twist albums picked up solid action across the country. These included "Twist With Steve Alaimo" on the Checker label, "Arthur Murray's

Music for Dancing the Twist" on the Victor label, and the sound track of the new Twist flick, "Hey, Let's Twist."

In addition to Twist albums, new mono albums getting action also included a pair of LP's consisting of old rock and roll sides. One was Alan Freed's "Memory Lane" LP on the End label, and the other was the Clay Cole set on Blast. A flock of well-known artists were stirring up mono action with their new releases. They included Al Hirt, Burl Ives, Jonathan Winters, the Chipmunks, Jackie Gleason, and Connie Francis. The Lettermen and the Marvellettes were getting good album action as a result of their strong singles. The Ray Charles Singers on Command, and jazz organist Jimmy Smith on Blue Note, were also grabbing sales.

Stereo Scene

On the stereo level, new albums by Sandy Nelson, Pete Fountain, Al Hirt and Ella Fitzgerald hit the national chart. Albums by Ferrante and Teicher, Mantovani, Percy Faith and the original cast waxing of "Kean" were enjoying steady sales. Ray Martin, on RCA Victor's Stereo Action label, was also getting good initial stereo action.

Chicago Likes Boone 'Pictures'

CHICAGO — Store sales here are zooming for Kenny Ball's "Midnight in Moscow." The Kapp disk hit the national chart last week and is one of the strongest records around.

Pat Boone's "Pictures in the Fire" was the only breakout in sales this week; the flip side has not shown any action here as yet. Other hot sellers already on the "Hot 100" are, "Night Owl" by the Dukays, "Afrikaan Beat" with Bert Kaempfert, and Jimmy Dean's "To a Sleeping Beauty."

Dealers were generally optimistic, reporting store sales are still ahead of last year despite continued snow and freezing weather.

In addition to strong store sales, several new tunes are being cited by local radio stations as having good sales potential. One of the WLS picks for the future is "Surfers Stomp" by the Markets; Ralph Blandk of WIND noted excellent reaction to Brook Benton's "Walk on the Wild Side," in addition to "Her Royal Majesty," by James Darren, Chase Webster's "Patty Cake" and "I've Got Bonnie" by Bobby Rydell.

Sales Cooler in Twin Cities

MINNEAPOLIS — No breakouts turned up in Minneapolis-St. Paul last week. Dealers reported a slack off in sales possibly due to the sub-zero weather they've been experiencing. Several tunes already well entrenched on the charts continued showing up strong in store sales. "Hey Baby" by Bruce Channel on Smash and "The Duke of Earl" by Gene Chandler on Vee Jay are two of the hottest disks in this area.

"I Can Dream Can't I" by the McGuire Sisters and the Byliners' "Archies Melody," breakouts in Minneapolis-St. Paul last week are doing solid business.

(Continued on page 45)

'Pop-Eye,' Angels, Roll in Detroit

DETROIT—The nearest disks to a breakout here last week were "Pop-Eye" by Huey Smith, and a newcomer, "Cry Baby, Cry" by the Angels on Caprice.

In the album field, "Oldies But Goodies" is the evident leader. A smart piece of salesmanship is reported by Joan Walters of Baringer's Music House. The third "Oldies" volume is the most popular leader of the trio available, but at this store a definite effort is made to convert the volume 3 customer into a buyer of all three. The results have been spectacular—90 per cent of the customers who would have taken only one of the albums now take all three.

Elvis Presley's "Blue Hawaii" and Mancini's "Breakfast at Tiffany's" continue right at the top of the album sellers too. A strong newcomer is Frank Chacksfield's "King of Kings" theme.

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Vol. 74 No. 5

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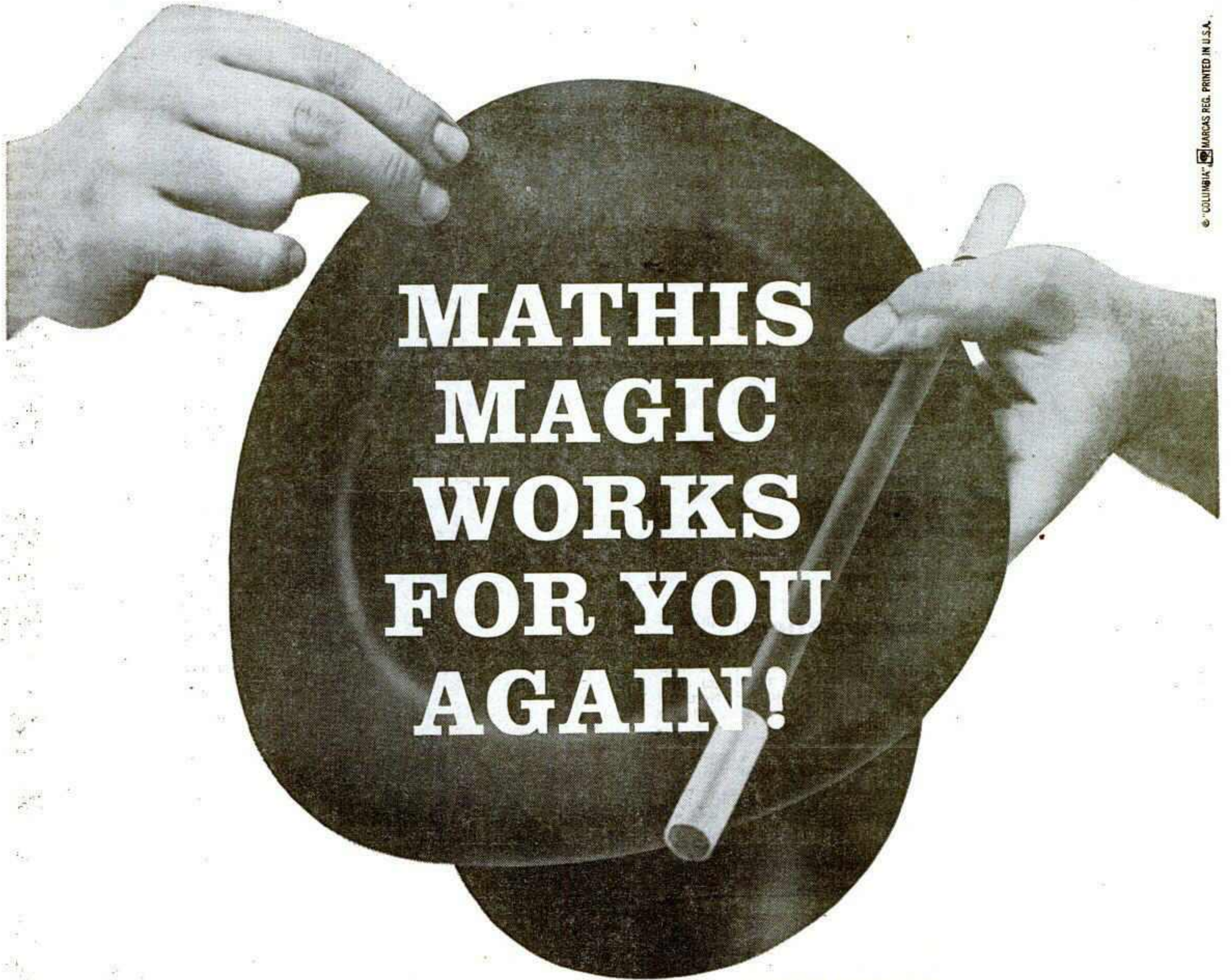
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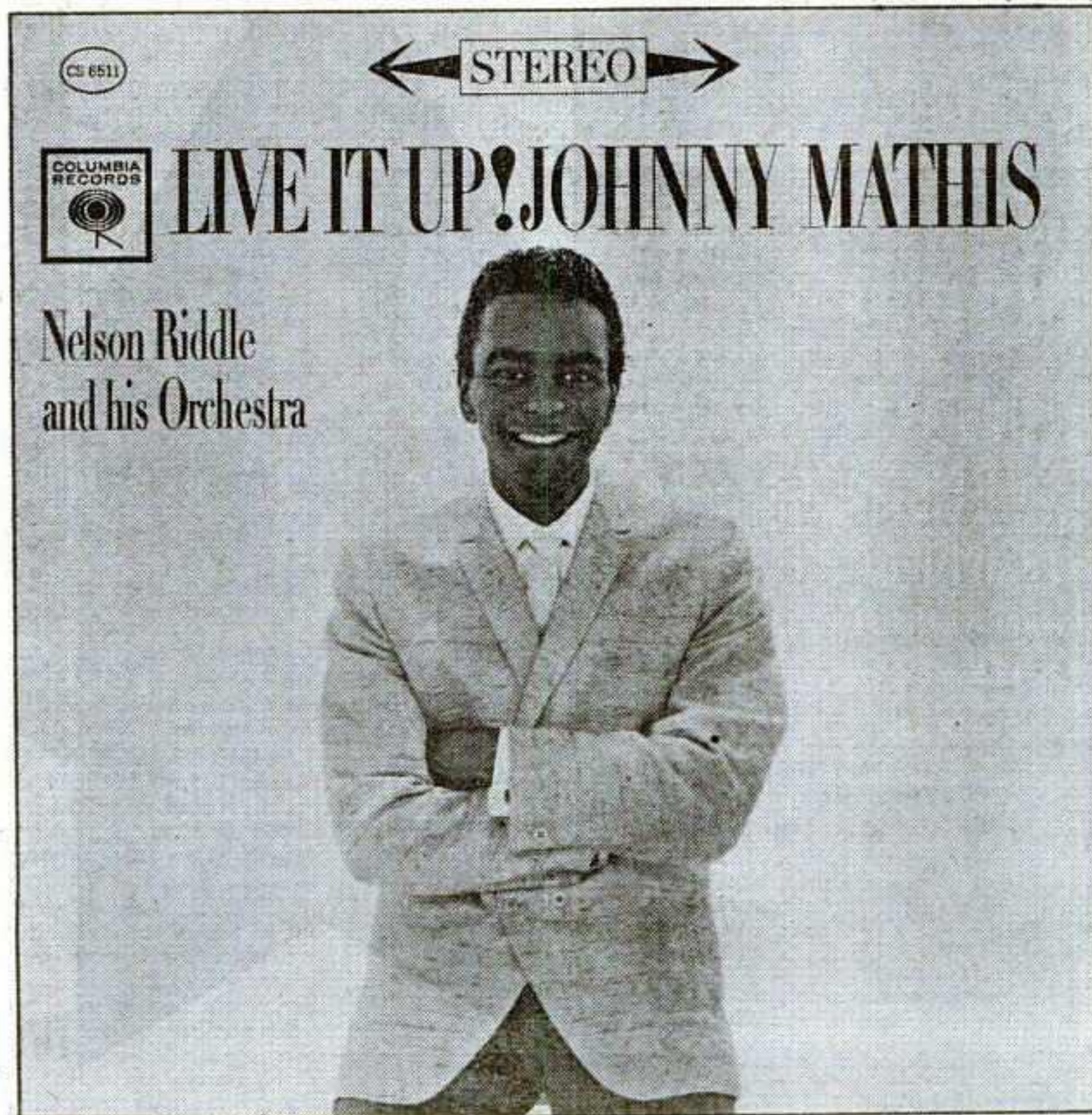
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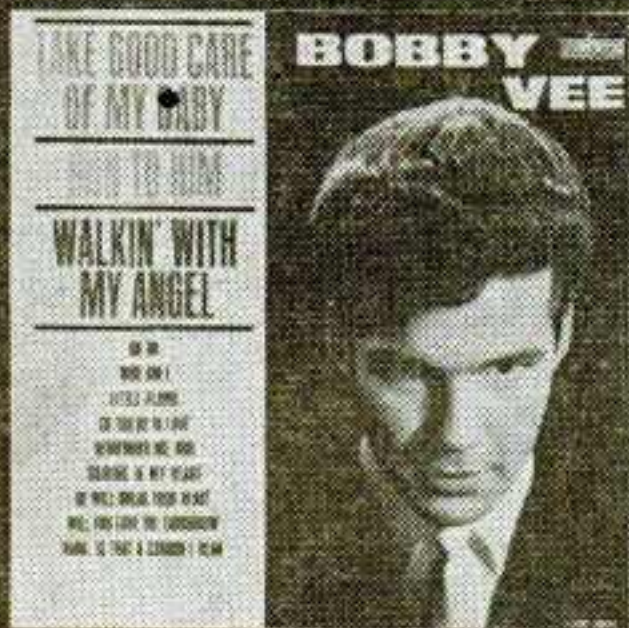


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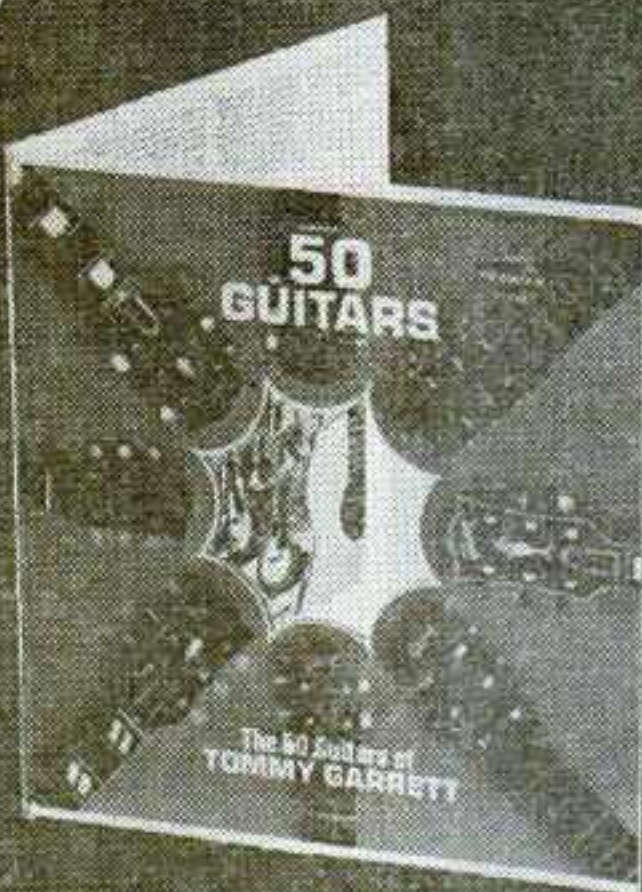
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TOWER OF STRENGTH
by Gene McDaniels, LRP-3215/LST-7215



LET'S ALL SING WITH THE CHIPMUNKS
by David Seville and the Chipmunks, LRP-3132/LST-7132



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1962

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TELL ME by Dick & Deedee, #55412

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JAMES"SOMETHIN'
GOT A HOLD
ON ME""WAITING
FOR CHARLIE
TO COME
HOME"

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"A LITTLE
TOO MUCH"CLARENCE
HENRY

argo 5408

"SHIMMY
SHIMMY WALK"

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TOP 50 BEST SELLING
CLASSICAL ALBUMS

Following is a list of the best selling Classical LP's sold in stores for the seven-month period, May through November, 1961. LP's are listed in rank order according to unit sales of mono and stereo versions combined, as recorded by dealers selected via a scientific sample. During the period covered over 800 dealers co-operated in Billboard's continuing study of record sales at retail in the U. S. Detailed breakdowns of sales in various categories will appear in next week's Classical Spotlight issue.

Position, Titles, Artist, Label, Number (both Mono and Stereo numbers are listed when applicable).

- SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Red Seal—Classical 1), Various Artists, RCA Victor LM 2574
- RODGERS: VICTORY AT SEA, VOL. III, RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2523, LSC 2523
- BRAHMS: CONCERTO NO. 2 IN B FLAT FOR PIANO, Op. 23, S. Richter, Chicago Symphony Orch. (Leinsdorf), RCA Victor LM 2466, LSC 2466
- ART OF PRIMA DONNA (2-12"), Joan Sutherland, London A 4242, OSA 1214
- TCHAIKOVSKY: 1812 OVERTURE OP. 49, Minneapolis Symphony Orch. (Dorati), Mercury 50054, 90054
- RACHMANINOFF: CONCERTO NO. 2 IN C FOR PIANO, OP. 18, Artur Rubinstein, Chicago Symphony Orch. (Reiner), RCA Victor LM 2068, LSC 2068
- TCHAIKOVSKY: CONCERTO NO. 1 IN B FLAT FOR PIANO, Van Cliburn, RCA Victor LM 2252, LSC 2252
- BELOVED BJOERLING, VOL. I (1936-1948), Jussi Bjoerling, Capitol G 7239
- PUCCINI: MADAME BUTTERFLY (3-12"), Renata Tebaldi & Various Artists, London A 4337, OSA 1314
- PUCCINI: MADAME BUTTERFLY (3-12"), Victoria De Los Angeles, Jussi Bjoerling & Various Artists, Capitol GCR 7232, SCCR 7232
- PUCCINI: TURANDOT (3-12"), B. Nilsson, R. Tebaldi, J. Bjoerling, RCA Victor LM 6149, LSC 6149
- HEART OF PIANO CONCERTO, Artur Rubinstein, RCA Victor 2495, LSC 2495
- CHOPIN BY STARLIGHT, Hollywood Bowl Symphony Orch., Capitol P 8371, SP 8371
- GROFE: GRAND CANYON SUITE, Hollywood Bowl Symphony Orch., Capitol P 8347, SP 8347
- GERSHWIN: RHAPSODY IN BLUE, Columbia Symphony Orch. (Bernstein), Columbia ML 5413, MS 6091
- RODGERS: VICTORY AT SEA, VOL. I, RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335, LSC 2335
- HANDEL: THE MESSIAH (excerpts), (Sargent), Angel 35830, S 35830
- PUCCINI: LA BOHEME (2-12"), Renata Tebaldi, London A 4236, OSA 1208
- PUCCINI: TOSCA (excerpts), Renata Tebaldi, London 5584, OS 25218
- BEETHOVEN: PIANO CONCERTO NO. 5 ("Emperor"), Van Cliburn, RCA Victor LM 2562, LSC 2562
- BRAHMS: VIOLIN CONCERTO IN D, OP. 77, Isaac Stern, Columbia ML 5486, MS 6153
- VERDI: REQUIEM (2-12"), (Reiner), RCA Victor LD 6091, LDS 6091
- SCHUMANN: CONCERTO IN A FOR PIANO, Van Cliburn, RCA Victor LM 2455, LSC 2455
- DONIZETTI: LUCIA DI LAMMERMOOR (3-12"), Joan Sutherland, London A 4355, OSA 1327
- LIEBESTRAUM, Boston Pops Orch. (Fiedler), RCA Victor LM 2546, LSC 2546
- VERDI: AIDA (3-12"), Renata Tebaldi, London A 4345, OSA 1313
- SOLER: CONCERTOS (6) FOR 2 ORGANS, E. P. Biggs, Columbia ML 5608, MS 6108
- SCHWARTZKOPF SINGS OPERETTA, Elizabeth Schwartzkopf, Angel 35696, S 35696
- MARIO LANZA SINGS CARUSO FAVORITES, RCA Victor LM 2393, LSC 2393
- FROM THE BEST OF CARUSO, Enrico Caruso, RCA Victor Victor ST 33-75
- BRAHMS: SYMPHONY NO. 1 IN C, OP. 68, Philharmonia Orch. (Klemperer), Angel 35481, S 35481
- HANDEL: THE MESSIAH (2-12"), Mormon Tabernacle Choir, Columbia M2L 263, M2S 607
- BEETHOVEN: CONCERTO IN D FOR VIOLIN, OP. 61, J. Heifetz, RCA Victor LM 1992, LSC 1992
- MOZART: HORN CONCERTOS, Dennis Brain, Angel 35092
- VERDI: OTELLO (3-12"), M. Del Monaco, R. Tebaldi, London A 4352, OSA 1324
- MY FAVORITE CHOPIN, Van Cliburn, RCA Victor LM 2576, LSC 2576
- YOUNG CARUSO, Enrico Caruso, Angel COLH 119
- THE INCOMPARABLE BJOERLING, Jussi Bjoerling, RCA Victor LM 2570, LSC 2570
- BEETHOVEN: WELLINGTON'S VICTORY, OP. 91, London Symphony Orch. (Dorati), Mercury 5000, LPS 9000
- TCHAIKOVSKY: 1812 OVERTURE, OP. 49, Morton Gould, RCA Victor LM 2345, LSC 2345
- WAGNER: THE FLYING DUTCHMAN (excerpts), B. Nilsson, Angel 35585, S 35585
- BEETHOVEN: CONCERTO NO. 4 IN G FOR PIANO, OP. 58, Artur Rubinstein, RCA Victor LM 2123, LSC 2123
- THE LORD'S PRAYER, Mormon Tabernacle Choir, Columbia ML 5386, MS 6068
- VERDI: AIDA (3-12"), Richard Tucker, Maria Callas, Angel 3525 C/L
- TCHAIKOVSKY: SWAN LAKE, Suisse Romande Orch. (Ansermet), London CM 9095, CS 6127
- BRAHMS: INTERMEZZOS, Glenn Gould, Columbia ML 5637, MS 6237
- SIBELIUS: CONCERTO IN D FOR VIOLIN, OP. 47, Jascha Heifetz, RCA Victor LM 2435, LSC 2435
- RODGERS: VICTORY AT SEA, VOL. II, RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2325, LSC 2325
- SHOSTAKOVICH: SYMPHONY NO. 5, OP. 47, New York Philharmonic (Bernstein), Columbia ML 5445, MS 6115
- BACH: GOLDBERG VARIATIONS FOR HARPSICHORD, Glenn Gould, Columbia ML 5060

25 Publishers File Suits
Against Background Music Co.

NEW YORK — National Musitime, a background music firm employing tape recordings in its location service, was sued on grounds of infringement last week by 25 different publishers. The suit was filed in U. S. District Court here by attorney Julian T. Abeles.

Identical Suits

The suits are identical in content and simply represent infringement of songs held by each of the publishers involved. It is alleged that National Musitime, under the direction of Charles Y. Rynd, president, and Jerome K. Levy, vice-president, "made, distributed, sold

and licensed recordings and reproduction and copies of such recordings thereof on tapes, from which said musical compositions could be and were reproduced in public performance for profit."

"Such acts on the part of said defendant were perpetrated without any authorization, permission, consent or license," and "defendant thereby infringed," says the complaint.

The suit asks that the defendant be enjoined from carrying out these alleged activities during the pendency of the suit; that all recordings, reproductions and copies of said recordings be delivered up into the plaintiffs; that defendant pay damages as sustained by each plaintiff and account for all profits with a minimum of not less than \$250 for each infringement, and that defendants should pay court and legal costs.

According to Abeles, the Harry Fox office reports that many background music firms are now making such recordings without a license or without even filing a notice of use. Abeles maintains that the making and use of such tapes goes far beyond the normal mechanical license provisions of the Copyright Act, as the tapes are manufactured mainly for public performance rather than retail sale.

General Damages

"Therefore, since they are not getting licenses in the first place, we feel this comes under the general damage provisions of the Copyright Act," Abeles said. "In the long run, they should be licensed through direct contact with the individual publisher so that the publisher can set his own rate for such use and we hope to gain a precedential decision in this respect."

Meyer Move
Is Premature

NEW YORK — A story in the January 27 issue of Billboard Music Week to the effect that Herb Meyer would become national sales manager of Bel Canto Stereo Tapes when Pete Fabri leaves the firm—was termed premature this week. Meyer, currently sales manager of the pre-recorded tape division of Columbia Records, has been contacted by Bel Canto, but no decision was reached as to whether Meyer would make the move.

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Peter, Paul &
Mary Ink WB
Term Contract

HOLLYWOOD — Warner Bros. Records completed two artist pacts and added two additional operators to the firm's field promotion staff last week.

The folk trio, Peter, Paul and Mary, now appearing at the Blue Angel in New York, was signed to a term contract. The group is expected to record shortly, with the initial LP to be issued to coincide with their opening next month at the hungry i in San Francisco.

The label also repacted the now renowned Saverio Saridis, Manhattan's singing policeman, who recently made his club debut in the Hotel Plaza's Persian Room. Saridis will take to the road in March in a cross-country concert tour.

Signing on as promotion men were Marvin Dean, formerly with London Records, to handle New York exploitation; and Ronnie Singer for Philadelphia. Both will report to Joe Smith, national promotion manager.

Kramer's Jubilee
Presents Gospel
Night at Carnegie

NEW YORK—A program of gospel music, featuring some of the biggest names in the field, will be presented at Carnegie Hall February 18 for the benefit of the Musicians Aid Society of New York.

Titled "Gospel, The Soul of Jazz" the show will be presented by Gary Kramer, president of Jubilee Artist Corporation. Kramer staged similar shows last year at the Indiana Jazz Festival and the Museum of Modern Art in New York.

Kramer left Atlantic Records six weeks ago to form Jubilee, his own management firm. Just back from Chicago, the cat reported some new signings. His roster now includes the Staple Singers, the Caravans, the Soul Stirrers, the Highway Q C's, Professor Alex Bradford, Marion Williams and the Stars of Faith, the Harmonizing Four and others.

Chess Signs Beverly Wright

CHICAGO—Chess Records has signed a young thrush named Beverly Wright, who, according to Chess President Leonard Chess, is "the most exciting singer I've ever heard." Lass is from Englewood, N. J., and is 21 years old. Chess first heard her at Chicago's Play-boy Club, and beat out a number of other labels who were anxious to pact her. Thrush's first single will be out in a week, and she is cutting her first album for Chess in March.

Havin' a hit wave...

Their Smash Follow-Up to "Please Mr. Postman"

"TWISTIN' POSTMAN" THE MARVELETTES

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MIRACLE #12

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"THE CONGO" THE TWISTIN' KINGS

MOTOWN #1023

"WHAT IS A MAN?" HENRY LUMPKIN

MOTOWN #1013

"THE DAY WILL COME" FREDDIE GORMAN

MIRACLE #11

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(THIS IS UNCLE SAM)

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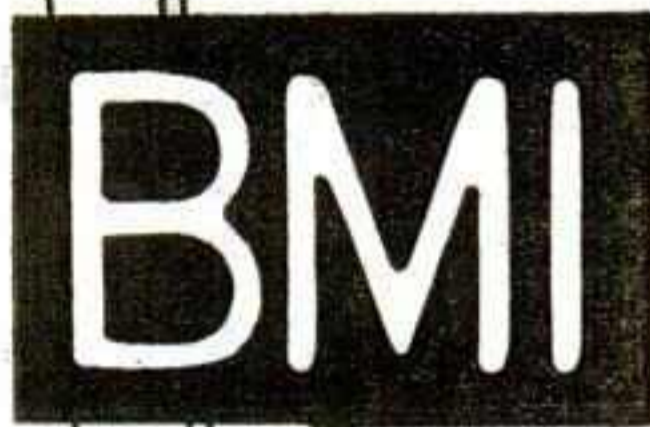
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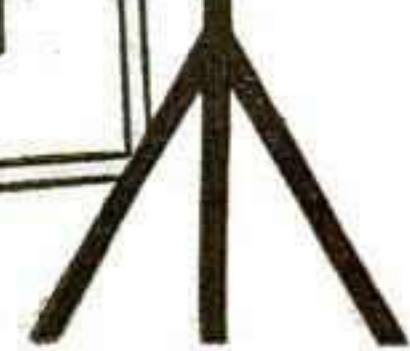


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SIXTEEN—*Aldon Music, Inc.*
NEIL SEDAKA, HOWARD GREENFIELD
- HATS OFF TO LARRY—*Vicki Music, Inc.; McLaughlin Publishing Company*
DEL SHANNON
- HEARTS OF STONE—*Regent Music Corp.; Commodore Music Co.*
RUDOLPH JACKSON, EDWARD RAY
- HELLO, MARY LOU—*January Music Corp.; Champion Music Corporation*
GENE PITNEY
- HELLO WALLS—*Pamper Music, Inc.*
WILLIE NELSON
- HIS LATEST FLAME
Elvis Presley Music, Inc.
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MORT SHUMAN
- HIT THE ROAD, JACK
Tangerine Music Corp.
PERCY MAYFIELD
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Gil Music Corporation
BOB ELGIN, LUTHER DIXON,
KAY ROGERS
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HANK COCHRAN, HARLAN HOWARD
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- JUST FOR OLD TIMES' SAKE
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- LET THERE BE DRUMS
Travis Music, Inc.
SANDER NELSON, RICHARD PODOLOR
- LET'S GET TOGETHER
Wonderland Music Company, Inc.
ROBERT B. SHERMAN,
RICHARD M. SHERMAN
- THE LION SLEEPS TONIGHT
Folkways Music Publishers, Inc.
PAUL CAMPBELL
- LITTLE BOY SAD
Cedarwood Publishing Co., Inc.
WAYNE P. WALKER
- LITTLE DEVIL—*Aldon Music, Inc.*
NEIL SEDAKA, HOWARD GREENFIELD
- LITTLE SISTER
Elvis Presley Music, Inc.
JEROME "DOC" POMUS,
MORT SHUMAN
- LONELY TEENAGER
Lola Publishing Corp.
SALVATORE PIPPA, ALFRED DI PAOLO,
SILVIO FARACI
- MAMA SAID—*Ludix Publishing Co., Inc.; Betalbin Publishing Corp.*
LUTHER DIXON, WILLIE DENSON
- MEXICO—*Acuff-Rose Publications*
BOUDLEAUX BRYANT
- MOODY RIVER—*Keva Music Co.*
GARY D. BRUCE
- MY TRUE STORY—*Lescay Music, Inc.*
EUGENE PITT, OSCAR WALTZER
- NEVER ON SUNDAY—*Esteem Music Corp.; Sidmore Music, Inc.*
MANOS HADJIDAKIS, BILLY TOWNE
- ON THE REBOUND
Cigma Music Company
FLOYD CRAMER
- ONE MINT JULEP—*Progressive Music Publishing Co., Inc.; Regent Music Corp.*
RUDOLPH TOOMBS
- THE PEPPERMINT TWIST
Jonware Music Corp.
JOEY DEE, HENRY GLOVER
- PLEASE LOVE ME FOREVER
Selma Music Corp.
JOHNNIE MALONE,
OLLIE BLANCHARD
- PLEASE, MR. POSTMAN
Jobete Music Co., Inc.
BRIAN HOLLAND, ROBERT BATEMAN,
FREDERICK C. GORMAN
- PONY TIME—*Alan K. Music Corp.; Harvard Music, Inc.*
DON COVAY, JOHN BERRY
- PORTRAIT OF MY LOVE
Piccadilly Music Corporation
CYRIL ORNADEL, DAVID WEST
- PRETTY LITTLE ANGEL EYES
S-P-R Music Corp.
TOMMY BOYCE, CURTIS LEE
- QUARTER TO THREE
Pepe Music Corporation
GENE BARGE, FRANK J. GUIDA,
GARY ANDERSON, JOSEPH ROYSTER
- RAINDROPS
Conrad Publishing Co., Inc.
DEE CLARK
- RUNAWAY—*Vicki Music, Inc.; McLaughlin Publishing Company*
MAX CROOK, DEL SHANNON
- RUNNING SCARED
Acuff-Rose Publications
ROY ORBISON, JOE MELSON
- RUN TO HIM—*Aldon Music, Inc.*
GERALD GOFFIN, JACK KELLER
- SAD MOVIES (Make Me Cry)
Acuff-Rose Publications
JOHN D. LOUDERMILK
- SCHOOL IS OUT
Pepe Music Corporation
GARY ANDERSON, GENE BARGE
- SHOP AROUND
Jobete Music Co., Inc.
WILLIAM ROBINSON, JR.,
BERRY GORDY, JR.
- SPANISH HARLEM
Progressive Music Publishing Co., Inc.; Trio Music Co., Inc.
JERRY LEIBER, PHIL SPECTOR
- STAND BY ME
Progressive Music Publishing Co., Inc.; Trio Music Co., Inc.
BEN E. KING, JERRY LEIBER,
MIKE STOLLER
- SURRENDER
Elvis Presley Music, Inc.
JEROME "DOC" POMUS,
MORT SHUMAN
- TAKE GOOD CARE OF MY BABY
Aldon Music, Inc.
CAROLE KING, GERALD GOFFIN
- THERE'S A MOON OUT TONIGHT
Rob-Ann Music, Inc.; Maureen Music, Inc.
ALFRED STRIANO, JOSEPH LUCCISANO,
ALFONZO GENTILE
- THINK TWICE—*Play Music, Inc.*
JOE SHAPIRO, JAMES T. WILLIAMS,
CLYDE OTIS
- THIS TIME—*Tree Publishing Co., Inc.*
CHIPS MOMAN
- THOSE OLDIES BUT GOODIES
Maravilla Music, Inc.
PAUL POLITI, NICK CURINGA
- TONIGHT MY LOVE, TONIGHT
Spanka Music Corp.
PAUL ANKA
- TOSSIN' AND TURNIN'
Lescay Music, Inc.
MALOU RENE, RITCHIE ADAMS
- TRAVELIN' MAN
Golden West Melodies, Inc.
JERRY FULLER
- THE TWIST
Lois Music Publishing Co.
HANK BALLARD
- WALK ON BY—*Lowery Music Co., Inc.*
KENDALL HAYES
- WALK RIGHT BACK—*Cricket Music*
SONNY CURTIS
- WHEELS
Dundee Music; Selma Music Corp.
NORMAN PETTY
- WHEN WE GET MARRIED
Elsher Music Co., Alan K. Music Corp.
DON HOGAN
- WHERE THE BOYS ARE
Aldon Music, Inc.
HOWARD GREENFIELD, NEIL SEDAKA
- WHO PUT THE BOMP
(In the Bomp, Bomp, Bomp)
Aldon Music, Inc.
BARRY MANN, GERALD GOFFIN
- WILL YOU LOVE ME TOMORROW
Aldon Music, Inc.
GERALD GOFFIN, CAROLE KING
- WINGS OF A DOVE
Bee Gee Music Publications, Inc.
ROBERT FERGUSON
- WITHOUT YOU
Ridge Music Corp.
JOHNNY TILLOTSON
- WRITING ON THE WALL
Winnerton Music Corp.; Glenville Music Corp.
SANDY BARON, MARK BARKAN
- YA YA—*Fast Music, Inc.*
LEE DORSEY, CLARENCE LEWIS,
MORGAN ROBINSON
- YOU'RE THE REASON
American Music, Inc.
BOBBY EDWARDS, FRED HENLEY,
MILDRED IMES, TERRY FELL
- YOU CAN DEPEND ON ME
Peer International Corporation

BROADCAST MUSIC, INC. • 589 Fifth Ave., New York 17, N.Y.

BILLBOARD MUSIC WEEK HITS OF THE WORLD



Europe

BELGIUM

(Courtesy Juke Box Magazine, Mechelen) *Denotes local origin

- Two This Weeks Week Ago 1 1 LA NOVIA/IK BEHOOR JOU VOOR HET LEVEN... 2 4 LET'S TWIST AGAIN... 3 2 JA, WAS JIJ MAAR... 4 6 WALKING BACK TO HAPPINESS... 5 3 ROMEO... 6 8 HEAR MY SONG, VIOLETTA... 7 5 LA PALOMA... 8 7 LITTLE SISTER... 9 - JIJ BENT NU 17 GEWORDEN... 10 11 WHEN THE GIRL IN YOUR ARMS...

BRITAIN

(Courtesy New Musical Express, London) *Denotes local origin

- This Last Week Week 1 1 *THE YOUNG ONES... 2 3 LET'S TWIST AGAIN... 3 2 *STRANGER ON THE SHORE... 4 4 *I'D NEVER FIND ANOTHER YOU... 4 7 HAPPY BIRTHDAY SWEET SIXTEEN... 6 5 MULTIPLICATION... 7 17 *FORGET ME NOT... 8 8 RUN TO HIM... 9 15 WALK ON BY... 10 6 LET THERE BE DRUMS... 11 9 THE TWIST... 13 16 CRYING IN THE RAIN... 13 11 *MIDNIGHT IN MOSCOW... 14 13 THE LION SLEEPS TONIGHT... 15 - *LONESOME... 16 12 *MOON RIVER... 17 10 JOHNNY WILL... 18 18 *SON THIS IS SHE... 19 14 LANGUAGE OF LOVE... 20 - *THE COMANCHEROS... 21 - *JEANNIE... 22 - *D-DARLING... 23 25 ONLY GOOD THING THAT'S HAPPENED TO ME... 24 23 GOOD-BYE CRUEL WORLD... 25 19 SO LONG BABY... 26 - *TWO TIMING BABY... 27 26 DON'T BRING LULU... 28 29 SEPTEMBER IN THE RAIN... 28 20 I UNDERSTAND... 30 - *COME ALONG PLEASE...

EIRE

(Courtesy Dublin Evening Mail) This Last Week Week

- 1 2 STRANGER ON THE SHORE... Acker Bilk (Columbia) - Sherwin

- 2 1 MOON RIVER... 3 3 MIDNIGHT IN MOSCOW... 4 6 YOU'RE THE ONLY GOOD THING... 5 4 TOWER OF STRENGTH... 6 5 JOHNNY WILL... 7 8 THE IRISH PATROL... 8 7 MY FRIEND, THE SEA... 9 - MULTIPLICATION... 10 9 I'D NEVER FIND ANOTHER YOU...

FLEMISH-BELGIUM

(Courtesy Juke Box Magazine, Mechelen) *Denotes local origin

- Two This Weeks Week Ago 1 1 LET'S TWIST AGAIN/VIENS DANSER LE TWIST... 2 2 ROMEO... 3 3 LES MILLIONS D'ARLEQUIN... 4 4 YOU DON'T KNOW... 5 5 HIT THE ROAD, JACK... 6 6 *DANG DANG... 7 - TWIST A ST. TROPEZ... 8 9 THE GUNS OF NAVARONE... 9 - AVEC UNE POIGNEE DE TERRE... 10 7 IL FAUT SAVOIR...

FRANCE

*Denotes local origin This Last Week Week

- 1 1 *LET'S TWIST AGAIN/LE TWIST... 2 2 *IL FAUT SAVOIR/TU T'LAISSES ALLER... 3 3 *ROMEO/MARIN... 4 5 *DANIELA/MADAM MADAM... 5 4 *TU PEINS TON VISAGE... 6 6 *PEPITO/LA BAMBOLA... 7 9 *SHAKIN' ALL OVER/SWEET LITTLE SIXTEEN... 8 7 HIT THE ROAD JACK/WHAT'D I SAY... 9 8 KON TIKI/FRIGHTENED CITY... 10 10 YOU DON'T KNOW/WALKING BACK TO HAPPINESS...

GERMANY

(Courtesy Automaten-Markt, Braunschweig) This Last Week Week

- 1 1 MEXICO... 2 2 TANZE MIT MIR IN DEN MORGEN... 3 3 SCHWARZE ROSE, ROSEMARIE... 4 4 SAUERKRAUT POLKA/ALLE SCHOTTEN SPAREN... 5 6 HAMMERCHEN POLKA... 6 8 EISABETH SERENADE...

- 7 7 BINE INSEL FUR ZWEI... 8 3 WEISSEE ROSEN AUS ATHEN... 9 12 LILI MARLEN... 10 9 IN HONOLULU... 11 11 HAWAII TATTOO... 12 10 SWEETHEART GUITAR... 13 13 NICHTS GEGEN DIE WEIBER... 14 15 NA, DANN WOLL'N WIR NOCH EINMAL... 15 14 VIOLETTE... 16 16 ZWEI GITARREN AM MEER... 17 18 LAST DANCE... 18 20 TWIST TWIST... 19 17 MICHAEL... 20 - STRIPTEASE SUSI...

HOLLAND

This Week

- 1 LITTLE SHIP... 2 MEXICO... 3 I'M GONNA KNOCK ON YOUR DOOR... 4 MAMMA... 5 LITTLE SISTER... 6 BATJE VIER... 7 WALKING BACK TO HAPPINESS... 8 AVE MARIA... 9 OCH WAS IK MAAR... 10 LA PALOMA...

ITALY

(Courtesy Musica e Dischi, Milan) *Denotes local origin

- This Last Week Week 1 3 LET'S TWIST AGAIN... 2 1 *LA BALLATA DELLA TROMBA... 3 2 *NATA PER ME... 4 10 WHEELS... 5 4 *TRA LE PIUME DI UNA RONDINE... 6 7 *BAMBINA BAMBINA... 7 5 BRIGITTE BARDOT... 8 6 THE TWIST... 9 11 MOON RIVER... 10 - *MONTECARLO... 11 14 PEPPERMINT TWIST... 12 - *SEDICI ANNI... 13 8 *CERCAMI... 14 15 TWISTIN' THE TWIST... 15 9 *DADAUMPA...

NORWAY

(Courtesy Verdens Gang) This Last Week Week

- 1 2 JOHNNY WILL... 2 1 GIRL IN YOUR ARMS... 3 3 YOU'RE THE ONLY GOOD THING... 4 5 MULTIPLICATION... 5 4 PUTTI PUTTI... 6 8 ROCK-A-HULA... 7 16 WALK ON BY...

- 8 10 MIDNIGHT IN MOSCOW... 9 6 TOWER OF STRENGTH... 10 28 HAPPY BIRTHDAY, SWEET SIXTEEN...

SPAIN

(Courtesy Discomania, Madrid) *Denotes local origin

- This Last Week Week 1 2 MOLIENDO CAFE... 2 3 DANCE ON LITTLE GIRL... 3 1 MARY CARMEN... 4 8 LOS CANONES NAVARONE... 5 4 TA GRISA MATAKIA... 6 5 TONIGHT MY LOVE TONIGHT... 7 6 MICHAEL... 8 9 QUISIERA SER... 9 - DANS LE CREUX DE TA MAIN... 10 7 EL ORGANITO...

SWEDEN

This Last Week Week

- 1 1 SANT AR LIVET... 2 3 TE DANS MED KARLSTADTOSERNA... 3 2 DANCE WITH A DOLLY... 4 5 VIOLETTA... 5 4 LAS INTE BREVET... 6 6 KLANG MIN VACKRA BJALLRA... 7 - MULTIPLICATION... 8 - HIT THE ROAD JACK... 9 10 MIN BRANDOMS KLOCKOR... 10 - LITTLE LONELY ONE...

Asia & Pacific

AUSTRALIA

(Courtesy Music Maker, Sydney) *Denotes local origin

- This Last Week Week 1 - THE TWIST... 2 2 THE LION SLEEPS TONIGHT... 3 1 LET THERE BE DRUMS... 4 3 MY BOOMERANG WON'T COME BACK TO ME... 5 - MULTIPLICATION... 6 8 NORMAN... 7 6 GOODBYE CRUEL WORLD... 8 4 TAVE FIVE... 9 10 HAPPY BIRTHDAY SWEET SIXTEEN... 10 9 TONIGHT... 11 7 YOU'RE THE REASON... 12 - GIDGET GOES HAWAIIAN... 13 5 WHEN THE GIRL IN YOUR ARMS... 14 11 WALKING BACK TO HAPPINESS... 15 14 CRYING...

HONG KONG

This Last Week Week

- 1 1 LET'S TWIST AGAIN... 2 2 YUM YUM CHA CHA... 3 3 ROCK-A-HULA BABY... 4 - EVERY TIME... 5 4 WHEN THE BOY IN YOUR ARMS... 6 8 ANGEL ON MY SHOULDER... 7 6 STAR LIGHT, STAR BRIGHT... 8 9 MORE THAN I CAN SAY... 9 10 COTTON FIELDS... 10 - EVERY OTHER NIGHT...

JAPAN

(Courtesy UTAMATIC, Tokyo) *Denotes local origin

- This Last Week Week 1 1 *KOSHU... 2 2 *UEO MUTTE ARUKOO... 3 3 *AME NO HANAZONO... 4 4 *KIMI KOISHI... 5 12 YOU DON'T KNOW... 6 7 *HOKKIKO... 7 5 MOLIENDO CAFE... 8 10 KISSIN' ON THE PHONE... 9 8 SOMEONE ELSE'S BOY... 10 6 *NAMIDA NO WATARIDORI...

PHILIPPINES

This Last Week Week

- 1 1 ROCK-A-HULA BABY... 2 2 MARIA LA O... 3 5 WHILE THERE'S STILL TIME... 4 4 HAPPY BIRTHDAY SWEET SIXTEEN... 5 9 DOOR TO PARADISE... 6 10 COMPONTE CONUNGA... 7 - MEXICO... 8 3 MY HEART CRIES FOR YOU... 9 6 LOVELAND... 10 8 TAKE GOOD CARE OF MY BABY...

SOUTH AFRICA

(Courtesy Loureco Marques Radio) This Last Week Week

- 1 1 NO MORE... 2 2 BIG COLD WIND... 3 7 OUTSIDER... 4 4 CRYING... 5 10 NEVER ON SUNDAY... 6 3 LITTLE SISTER... 7 6 BUT I DO... 8 5 SEND ME THE PILLOW YOU DREAM ON... 9 9 Y ARRIVA... 10 - RUNAROUND SUE...

(Continued on page 22)

MUSICOR
RECORDS

NEW SINGING STAR



KENNY DINO

1ST. RELEASE "YOUR MA SAID YOU CRIED" MADE ALL
TRADE PAPER CHARTS...NOW A NEW BLOCK BUSTER

**"ROSIE, WHY DO YOU
WEAR MY RING"** MUSICOR
MU 1015

DISTRIBUTED BY UNITED ARTISTS RECORDS

ARGENTINA

Famous Exec
Heading NorthBy RUBEN MACHADO
Lavallo 1783, Buenos Aires

Mike Davis, executive of Famous, distributor of Ariel Records, ABC-Paramount, Colpix, Music Disc and other labels, will arrive in Mexico February 13, Los Angeles on the 17th and New York the 20th. On March 5 he will be in London and the 15th in Paris. He will reside in New York at 38 West 58 Street.

Twisting

Record companies have plunged into a mass production of this new craze. Two movies, "Al Compas del Twist" ("Twist Around the Clock") and "Vamos Al Twist" ("Let's Twist"), stirred up teen-age excitement. Fermata, which cut Chubby Checker's "Let's Twist Again," is promoting "The Twist" and "Twistin' U.S.A.," also by Checker. Sicomericana Records released two versions of Twist done in Germany by Charlie Cotton, "Telefon Twist" and "Der Liebestraum Als Twist." Philips Records released an album, "Bailando Twist en el Peppermint Lounge," by Joe Dee and His Starliters.

Twist production by local authors must be added to the preceding list, such as "Bongo Twist" by Paul Pinot on Disc-Jockey Records and "At the Great Twist Ball" by Stirling Brandy on Tonodisc.

In spite of Twist vogue, a ballad has been published with all possibilities of success. "Ballata Della Tromba," Italian work by Pisano, produced by Microfon, with Nino Rosso and Gastone Parigi recordings. Many Argentine artists are getting ready for travel to the East. A harmonica group, named Geval Trio, has been contracted to perform in Japan.

AUSTRALIA

Liberty Makes
Aussie DebutBy GEORGE HILDER
19 Todman Ave., Sydney

E.M.I. (Australia, Pty., Ltd.), announced that they will release the Liberty label February 8 using the Liberty logo. Previously this label was issued on the London label. The first Liberty release to be scheduled will be Gene McDaniels' "Chip, Chip," "Surfers Stomp" by the Mar-Kets, and "Island in the Sky," by Troy Shondell. The Liberty albums coming up for early release include "Take Good Care of Me" by Bobby Vee, and "Let's Twist," with the Ventures.

Promo Tour

Johnny Rebb who is at present appearing on the national TV show, "Bandstand," plans to promote his new Dot single, "A Letter a Day," on London records while in Australia. Rebb will return to the States early February, where he is under contract to Pat Boone.

Disk News

An interesting release from RCA is the original Broadway cast album of "Wildcat" which is getting considerable air play. Singles were also released to coincide with the album Rosemary Clooney's "Hey, Look Me Over," and Sam Fletcher singing "Tall Hope."

The local Col Joye recording of "Sweet Little Sixteen Twist" has

developed into the most pre-sold record in Festival's history, stated Sales Manager Noel Brown. Advance orders by record stores are greater than any record previously released by that company. . . . Festival is rushing the Versatile recording of "Small Sad Sam" by Phil McLean on Top Rank which is already appearing in the local prediction charts. Stores received the disk January 22. . . . Johnny O'Keefe, who originally planned an extended play of four Twist numbers to be released this month, has now decided to change his plans and release an album featuring the Twist which is to be rush-released on the Leedon label. Joe Halford, of Castle Music, in conjunction with Sydney singer Jay Justin, just composed the first Australian Twist song titled "Twist (Twirlin)" which is being recorded on H.M.V. by Brian Davies and is to be released in two weeks' time. Castle Music has also secured the publishing rights to both sides of U. S. Bond's "Dear Lady Twist" and "Havin' So Much Fun."

Leeds Music reports that arrangements have been completed for the Tamla recording of "Please, Mr. Postman" by the Marvelettes, to be issued on Top Rank, and the music will be controlled by Tu-Con. For Leeds Music, RCA is rushing out Sam Cooke's "Twistin' the Night Away."

BELGIUM

Decca Black Label
A Quality SeriesBy JAN TORFS
Stuivenbergaart, 37-Mechelen

Decca Belgium created a new series of recordings called the Decca Black Label Series. So far four recordings have been released. In this series one can find Belgian-made recordings, carefully selected because of their quality. The artists you can hear on the first four records are: The Picknicks, Cydi Hitt, Fatty Jones and Cecily Forde.

Cydi Hitt just made his recording debut on Decca with two Twists: "Dance the Twist" and "Let's Go for the Twist."

Disk News

Rina Pia, Flemish songstress and one of our leading vocalists, will start working for the Decca label soon. She recorded for Barclay. . . . This week, Gramophone released the mono and stereo version of the soundtrack "The Young Ones," featuring Cliff Richard, the Shadows and the orchestra of Norrie Paramor. They also released a new label, called Gloria Records at the very cheap price of 39-fr. (78 cents). Up till now only Tenny Records were available at that very low price.

We have written about the good chance that "Ching Ching" (Happy Jose) has to become one of the first hits for 1962. Belgian music publisher, Rene Van Hoogten, who lives in California, flew from Hollywood to Antwerp and from there to Paris, Milan, Berlin, Copenhagen and Amsterdam, only to try to get the music on record. In Belgium, seven different versions are recorded (two on Moonglow, one on HMV, Polydor, Ronnex, Fast and Philips). Many others will be prepared soon: four in Germany, three in the Scandinavian countries, four in France (among them Marcel Amont and Bourvil), four in Holland and five in Italy. The version on the Fast label as sung by Al Verlane and his Montebello's is already selling in Holland, Germany, Austria, Switzerland and the Scandinavian countries.

The highly successful answer-record, provoked by the Johnny

Hoes hit "Och, was ik maar," "Ja, was jij maar," sung by Paula Dennis, was placed second on the Belgian hit parade this month. Johnny Hoes just received a golden record for his "Och, was ik maar" (250,000-records), the biggest hit of 1961.

Artist Opens
BobbejaanlandBy JAN TORFS
Stuivenbergaart 37, Mechelen

Bobbejaan Schoepen, popular Flemish artist, has just opened his Bobbejaanland near the village of Lichtaart. It is a very large property with a children's garden, a swimming pool and a hall in which spectacles are to be staged.

Disk News

Moosy Flanagan and the Slaves just made their first record for Decca. Titles are "Fifty-Nine Twist" and "Savez-Vous Danser Sans Souliers?" ("Can You Dance With Your Shoes Off?").

The Cousins, whose "Dang Dang" still is on the charts of French Belgium, are going to release "Peppermint Twist" in a French version.

Out of the Deutscher Schlager Festspiele 1962, the first recordings have now reached Belgium: "Zwei kleine Italiener" and "Hallo, Hallo, Hallo." Conny sings them.

A new Ronnex LP, called "The Twisting King" was released this week as a tribute to Jack Hammer. All 12 songs are his and the record will be distributed all over Europe. The rights for the U. S. are still open.

New Releases

Among the new releases are "Das ist zuviel," sung in German by Connie Francis on MGM; "Georgia on My Mind," by Brenda Lee on Brunswick; "Farewell Twist," by Johnny and the Hurricanes on Brunswick, and "Dreamy Eyes," by Johnny Tillotson on Cadence.

BRAZIL

'Brigitte Bardot'
In Carnival TimeBy MAURICIO QUADRIO
Radio Globo, Rio de Janeiro

"Brigitte Bardot," Miguel Gustavo's carnival march unsuccessfully launched during the 1961 Brazilian Carnival, comes back in a 1962 edition, due to the song's European boom. This is unusual in Brazil, where about 1,000 new carnival tunes are recorded yearly comprised of sambas, marches and frevos.

Last week RCA Victor has recorded with Jorge Veiga, the singer of "Brigitte Bardot" on another tune by the same author, "Letter to Brigitte Bardot." Masters have been sent to U. S. A. and France.

1962 Carnival

Brazilian manufacturers distributed to the dealers many carnival songs for this season, January to March. Buyers can find in the retail stores 29 LP albums, from 15 different labels, and about 300 singles. Sales will drop 90 per cent at the end of carnival on March 7. At least three carnival tunes use the well-known theme of "Bat Masterson," a smashing hit in the last four months.

Twist Comes to Rio

"The Twist" by Hank Ballard is coming into public demand, with Brazilian lyrics by Luiz Augusto, recorded on RCA by Carlos Gonzaga. The Cha-Cha, which achieved

success here only a few months ago, is preventing a stronger hold for the Twist.

Best of Jazz in 1961

Readers of Silvio Tullio Cardoso's column "Jazz Corner" in the authoritative O Globo, indicate the best artists in jazz in 1961: Miles Davis, Paul Desmond and Cannonball Adderley, Stan Getz, Gerry Mulligan (also as arranger), Jay Jay Johnson, Edmond Hall, Frank Wess and Herbie Mann, Count Basie, Milt Jackson, Tommy Flanagan, Barney Kessel and Wes Montgomery, Max Roach, Ella Fitzgerald, Ray Charles, the Horace Silver Quintet and the Count Basie orchestra.

'Bossa Noya'
Should StayBy MAURICIO QUADRIO
Rua Irineu Marinho 35,
Rio de Janeiro

The Samba's nouvelle vogue, the Bossa Noya, which has been held back by the strength of the traditional samba's syncopated beat, should stay, as it added something attractive and modern to the original rhythm.

Coming from Bossa Noya, singer Alaide Costa is back with the samba, and a new contract on the Odeon label. Many changes have been registered in the record business. A former director of Chantecler in S. Paulo, has signed with Continental. Ivon Curi, Osmar Navarro and Abel Ferreira have signed with Odeon, and Celia Vilela with RCA Victor. Copacabana inked a new singer of Armenian origin, Yunes.

Distribution

The year 1962 brings some changes in sales and distribution. RCA Victor is now the distributor of the Fermata group, which includes such non-Brazilian labels as Parkway, Camel, Atco, Atlantic and Hispavox. Copacabana is going to represent, in Brazil, the Italian label Sabrina.

The Cantores de Ebano, a new group, is selling well on the first LP album. Masters have been requested at Odeon by Venezuela, Argentina, Chile, Uruguay, Peru and some other Latin American countries.

World Championship

Eder Joffre, after his victory in S. Paulo January 18 is the main subject for sambas and marches. The next steps are expected in June's football world championship in Chile. Composers have many songs ready to be launched by the football shoes of the Brazilian players. This already happened to Pele, author of many goals, including coffee prop. a book and records. It will happen again if Brazil holds the world championship.

BRITAIN

Finalize Parker
Publishing DealBy DON WEDGE
News Editor, New Musical Express

A deal has been finalized for Charlie Parker Music to be launched here. It will be run as an affiliate of Lorna Music, the British subsidiary of the Copenhagen house of Hansen. Deal was negotiated by Lorna's British chief Alan Paramor during his December visit to New York. It will embrace material from both the Parker estate music firms operated in America

by Aubrey Mayhew. Paramor is also forming a company with John Schroeder, a leading young British writer and newly appointed Oriole a.&r. man. He had been under contract to Lorna, but the new firm—Cinderella Music—will be a joint concern.

Visitors

MGM Records' President Arnold Maxin visited London with his international executive Gene Moretti. The trip coincided with recording at EMI studios of Maurice Chevalier's Lerner and Loewe LP. Maxin had discussions with EMI here and was also making brief calls in Amsterdam and Paris before returning to New York. Moretti was planning a longer stay in Europe.

Publisher Business

Filmusic, the Rank publishing firm, is involved in music from six pictures due for early release. Most important probably is "All Night Long," a jazz oriented subject which features Dave Brubeck. "It's a Raggy Waltz," from the picture is released here by Fontana, which also has the sound-track LP.

Disk Business

EMI Records has concluded a deal for Cliff Richard's disks to be released in the U. S. by Hill and Range's outlet Big Top. Previously Richard—by far the most successful young British disk artist—was available to, and issued by, ABC-Paramount. The singer and his handlers were very unhappy when Connie Francis covered his then British hit "Boy (Girl) in Your Arms" (published by Leeds), last fall; the number was American, but they felt it should have been held back until Richard's film "The Young Ones" (which features the song) gets U. S. release, particularly as it was a proven hit in the British market.

EMI execs were not unmoved in the matter and negotiated the switch when asked. Richard has a publishing firm, Joaheline, with the Aberbach's British office and it will mean that the singer can exercise a two-way control on much of his U. S. disk releases. First will be "The Young Ones" title song which set up a British initial order record (524,000 by and on release day) and hit the chart at No. 1 in its first week of release. Tune, however, is a Harms-Witmark (a Leeds affiliate) copyright.

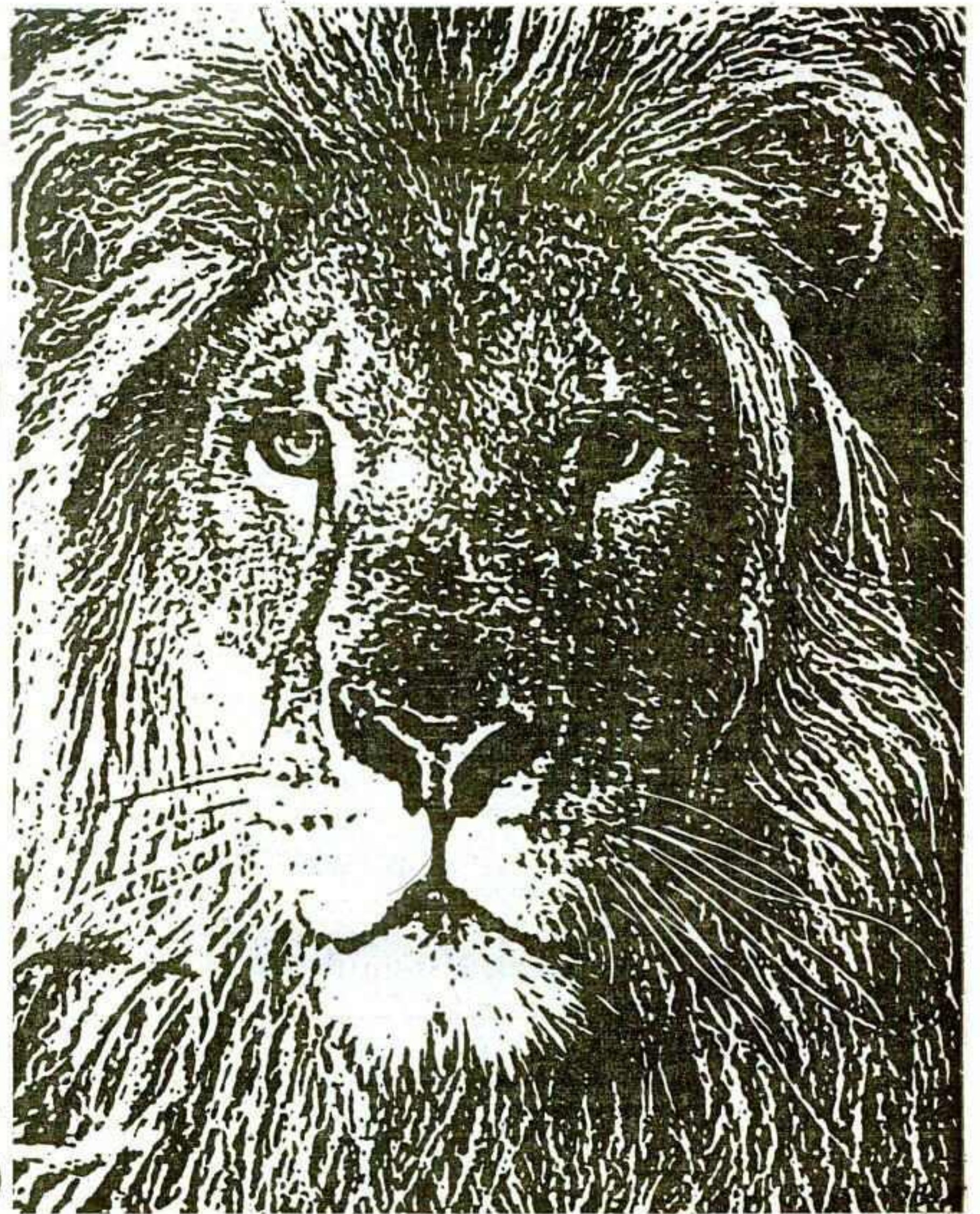
Big Top will also issue the film album. Richard's backing group, The Shadows, issued here on the same label (EMI-Columbia), has a separate deal with Atlantic, but a waiver enables the group's own album tracks to be issued on LP with Richard. Big Top is released in Britain on Decca's London label.

Initial sales reaction after Kapp issued the Kenny Ball "Midnight in Moscow" (picked as a likely U. S. hit by BMW), has led to Pye supplying enough material for the American label to issue an LP. Ball's most recent British LP had to be changed as Pye had previously licensed some tracks to other U. S. labels. The disk is seen by Pye as its big chance to prove that it can provide hit material for the U. S. market and consolidate the success of Lonnie Donegan's "Chewing Gum" last year on Dot.

Decca released as a single Karl Denver's "Wimoweh," a big success in his stage act and the title song on his LP, but is still pushing the Tokens' (RCA) version, "The Lion Sleeps Tonight." . . . Noting some reaction to a continental dance, "La Bamba," through imported disks, Decca issued a Swiss-made record by Los Muchambos and re-issued a different tempo version by the late Ritchie Valens (on London), previously released as the coupling to "Donna."

Covered by Carole Deene (HMV) is "Norman"; Sue Thompson's Hickory disk is out on Poly-

THE GREAT SOUNDS OF '62 ARE ON MGM RECORDS



NEW! NEW! NEW! NEW! NEW! NEW!



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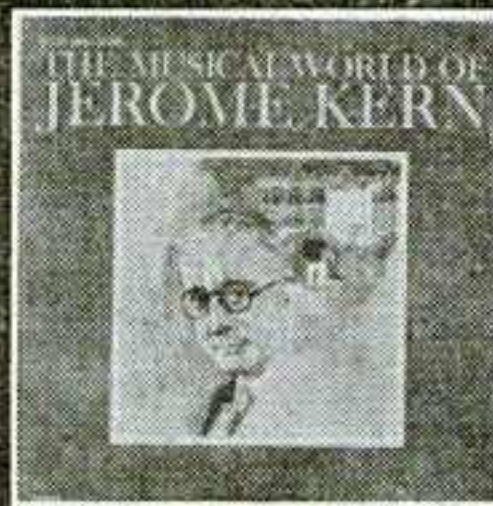
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dor. . . Still delaying much music business is the postal worker wage dispute which has resulted in a month-long work-to-rule slow-down. Parcels are banned from central London, as is much advertising mailing. Worst hit areas in the country are the W.C. and W. districts in London—which contain virtually all the publishers and, except for Decca, all the disk firms' main offices.

DENMARK

Radio Hassle In Denmark

By ARNE HANSEN
11 Malerbakken, Holte

Passions run high around the commercial radio stations here. While the Danish Postal Administration is preparing a bill to change the law of radio allotment to have the Commercial D.C.R. and Radio Mercur stations forbidden, the State Radio is working for permission for a so-called "Melody Radio" on a special wave length to compete with popular programs.

Disk News

The young Danish group, **The Cliffters**, which in the autumn had a sensational break with their recording of "How Wonderful to Know," seem to be in for a new hit with "Django," featured in a Scandinavian TV show and written by a member of the group, **Mogens Petersen**. Multitone has the publishing rights and Philips the recording.

Sal Briggs is the name of a young American singer who fell in love with Denmark when stationed in Germany and coming here on leave. Mr. Briggs has been staying here for some time, and besides looks and voice he now has a recording contract as well. He has just recorded "The Wedding" (La Novia) for Triola to be released soon.

EIRE

'Come Down Katie' Is on the Way Up

By KEN STEWART
Dublin Evening Mail

Although it has been on the market since November, "Come Down the Mountain, Katie Daly," composed and performed by **Eamonn O'Shea**, is only developing into a hit now. It seems quite likely that the disk will join the ranks of such recent standards as "Forty Shades of Green" (**Johnny Cash**) and "Take Good Care of Her" (**Adam Wade**). "Katie Daly" is undoubtedly the most commercial offering the Irish company, Glenside, has cut.

Movies, Radio

Cliff Richard's new single, "The Young Ones" (Columbia), has begun to move, aided by the fact that the movie of the same name will be shown in Dublin early next month. His previous movies were not screened here, having encountered censorship difficulties. . . . **Adam Faith's** "Beat Girl" has never been released in the Republic either.

Both television and radio seemed to have assumed a more favorable attitude toward beat music shows. The newest addition to sound programs of this kind is "Saturday Spin," a 30-minute session, emceed by **Gay Byrne**. Telefis Eireann are screening "For Moderns" a 45-minute dance 'n' disk get-together fortnightly. The general impression of the first in the series was one of disappointment. There is room on television for a faster-moving, slicker show; something along the lines of the BBC-TV's first-rate

"Juke-Box Jury" would be more suitable for general acceptance.

Disk Business

Even if the dance has not become popular yet, the Twist disks are now chalking up impressive sales figures, with "Let's Twist Again" (Columbia) by **Chubby Checker** narrowly scoring over that singer's version of "The Twist" (Columbia). There also is some interest in Pye-International's "Big Ben Twist" by **Fats and the Chessmen**.

About \$2,000 worth of LP's were stolen from a Dublin wholesaler's premises recently. The haul included disks by **Siobhan McKenna**, **Michael MacLiammoir**, as well as Irish language waxings, traditional jazz and light classics.

Lately, disk jockeys and newspaper critics have been receiving review copies of Ember-International records sent from Britain by the label's chief, **Jeff Kruger**. I understand "My Sunday Baby," by the **Dale Sisters**, is the company's most successful item to date.

FRANCE

Two Factors In French Mkt.

By EDDIE ADAMIS
92 quai du Marechal Joffre
Courbevoie (Seine)

February will be marked by two dominant factors: the marketing of two big U. S. labels and by an ever-increasing price contest in the classical field.

EMI-France begins marketing **Enoch Light Command** records with three stereo and mono LP's "Persuasive Percussion," "Provocative Percussion" and "Pertinent Percussion Cha Cha."

First Liberty disks to be marketed through the same label will be by **Bobby Vee**, the **Chipmunks**,

the **Ventures**, **Julio London**, **Gene McDaniels** and **Timl Yuro**.

Classic War

Fontana is marketing a new low-priced classical series titled "Le Cercle Musical" with the simultaneous issuing of 10 10-inch records featuring **Beethoven** and **Chopin** works. The record is sold at the retail price of 7.95 new francs.

Arteco, getting results from the fast-selling "Grande Diffusion" series that retail at 9.95 new francs, is following up with Vivaldi's "Four Seasons" from Boston Records. Arteco has released a unique collection for the lovers of "Bel Canto," consisting of three luxurious albums retailing at 100 new francs each, and containing three LP's and an illustrated pamphlet.

Odeon's **Serge Beucler** and **Pierre Hiegel** had to track down originals valued at 10,000 new francs. Among the artists featured are: **Pedro Gailhard**, **Rose Caron**, **Victor Maurel**, **Felia Litvinne**, **Jean**

Lasalle and Emile Scaramberg.

Afficionados of **Bel Canto** will again hear the voice of **Richard Tauber** on a new Odeon LP with works by **Mozart**, **Weber**, **Bizet**, **Lalo**, **Leoncavallo**, **Puccini**, **Verdi** and **Tchaikowsky**.

Visitors

MGM's **Arnold Maxin** and **Gene Moretti** will meet February 19 their EMI affiliates to discuss marketing and distribution problems. . . . **Chubby Checker** has been asked to make a tour of Southern France next summer.

New Year Twist

As soon as the New Year's holiday ended, the record business bounced back to normal production and was still dominated by a flock of Twist disks.

The lasting sale of the Twist record is illustrated by the way in which Twist recordings have been placed on France's **BMW** chart since last October.

Although the various Twist records continue to spark sales, there is no new Twist release that is making a definite mark. **Teddy Martin** has come out on the Columbia label with **Chubby Checker's** "Twistin' the Twist" already recorded by **Caterina Valente** in German and Italian. Four tunes grouped under the title "The Brain Twist" have been issued on the Columbia label. Also on Columbia is a new EP "A Girl Like You" by **Cliff Richard** and the **Shadows**.

Visitors

Gloria Lasso, who will make in February a tour in South America, will be in New York, February 5, for a TV appearance. Before she leaves, she will record a French version of "The Lion Sleeps Tonight" and **King Cole's** "Cappuccina."

Publishing

Hits from the U.S.A. still dominate the publishing business and the record industry. RCA issued two EP's including U. S. hits such as "The Mountain High," "Take Good Care of My Baby," "Run-around Sue," "Tower of Strength," etc. Also on the RCA label, "Can't Help Falling in Love" by **Elvis Presley**, "The Lion Sleeps Tonight" by the **Tokens** and "Mother-in-Law" by **Ernie K-Doe**.

SEMI published the French versions of "Do-Re-Mi," "Peanut Butter," recorded by **Danyel Gerard** on the Polydor label, "Lazy River" and "Peppermint Twist" which has been recorded by **Les Chaussettes Noires** (Barclay) following **Joey Dee's** formula.

New Releases

Polydor issued "New Orleans Twist" by **Blazer Boy** from Imperial records and **Tony Sheridan's** first EP "When the Saints" which is already a good seller in Germany.

GERMANY

'Mexico' Radio Luxemburg's No. 1

By JIMMY JUNGERMANN
102 Ismaninger Street, Munich 27

Bob Moore and his "Mexico" hit made the Hit Parade of Radio Luxemburg's daily program for Germany with 11 million known listeners in West Germany and an estimated number of more than 10 million listeners all over Europe including East and West. The U. S. instrumental won first place by 26 per cent, while **Freddy** and "La Paloma" scored 18 per cent. **Connie Francis** ("Das Ist Zu Viel") and **Peter Kraus** ("Schwarze Rose, Rosmarie") got 8 per cent each.

Publishing

Ex-Munich, now New York composer, arranger and publisher **Claus Ogermann**, together with **Europaton-Peter Schaeffers**, bought the rights of a very strong American publishing group. This will soon be officially announced, after all parties have signed the contract. **Europaton** and **Ogermann's** **Ebony** firm in Munich will then represent this



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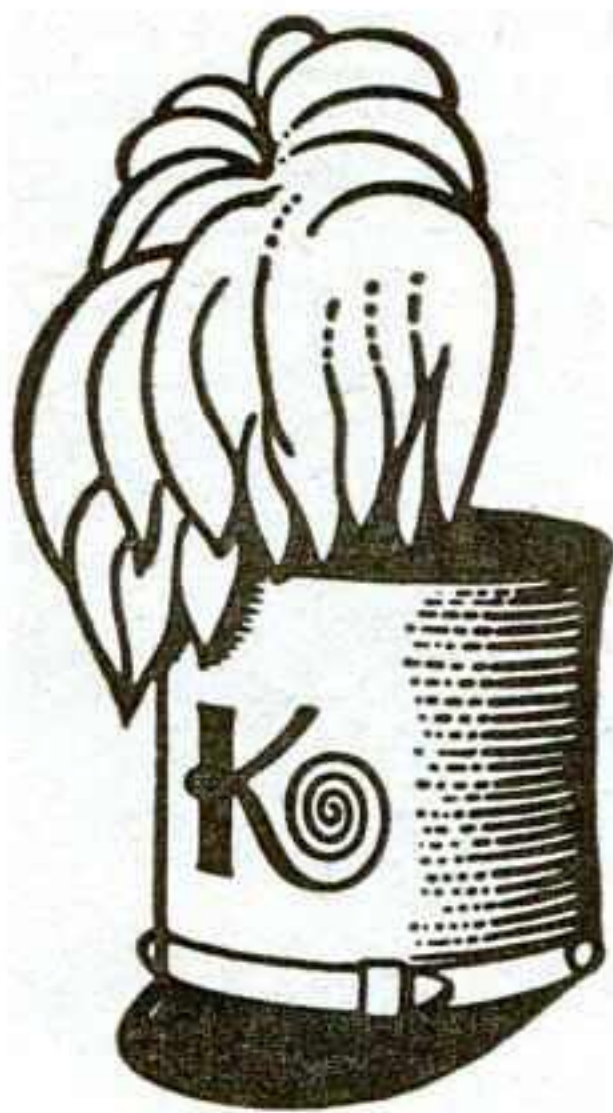
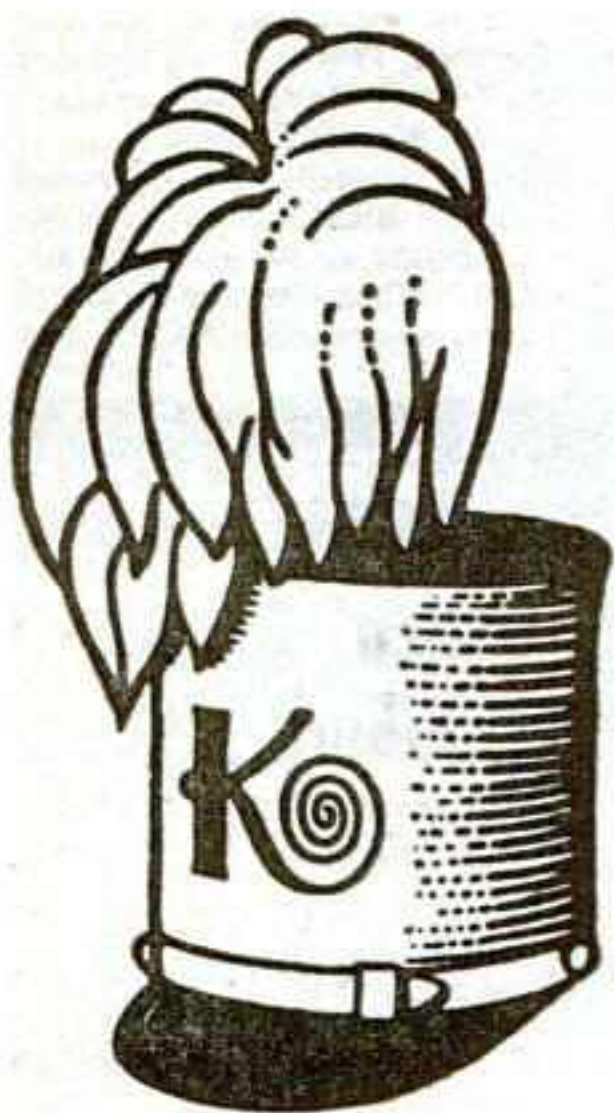
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On a free-lance basis in New York, Ogermann works as an arranger-conductor. In 1961 he wrote arrangements for artists like Dinah Washington, Nat King Cole, Josh and Beverly White, the Drifters, and Ben E. King. As an artist, Ogermann recorded an album "Music of the Roaring 20's" for United Artists.

In German

The Kingston Trio recorded for Capitol their first two sides in German. The tunes are two German originals: "Rocky," by Ogermann and Kurt Feltz, and "Old Kentucky Land," by Ogermann and Jean Nicolas.

Believe it or not, but Hoagy Carmichael's "Star Dust" has never been published in Germany. Now Karl Heinz Busse in Munich got the rights and, presto, the first German recordings reach the market: Erni Bieler on Polydor, Vico Torriani on Decca, Bert Claus on Metronome. The German lyrics are by Hans Bradtke. . . . The next U. S. singer to sing in German is Brenda Lee. Her first effort is on Brunswick: "Mein Darling, Bye Bye," German version of "Anybody But Me."

Paul Anka tunes being sung by German artists are: Harry Glueck, "Cinderella" on Polydor, and Ronny Twen, "Ich Bin So Verrückt Nach Dir," German version of "I'm Just a Fool Anyway" on Ariola.

Disk Club

German mag "Twen" offers, in its jazz record club, Max Roach and his "Freedom Now Suite." This record club is already one of the most successful in Germany.

Disk Makers Form Mfr. Association

By BRIGITTE KEEB
Music Editor, Automaten-Markt

As reported earlier, German record manufacturers have formed an association. Meeting took place January 11 in Hamburg. Chairman of the "Bundesverband der Phonographischen Wirtschaft e.V." has been elected director; Helmut Haertel (Deutsche Grammophon), vice-chairman; and directors are Hans Lieber (Teldec) and Lutz Wellnitz (Ariola). General manager is Dr. Walter Facius. Address is Museumstrasse 31, Hamburg-Altona.

Pubber Row

Rolf Budde Music Publishing House, Berlin, is starting the new year with four very promising titles: "Johnny Will" (Pat Boone, London), and German version of this title "Geld wie Heu" (Money Like Hay) by Gerd Bottcher on Decca; "Hafen-Casanova" sung by Vico Torriani on Decca, and Brenda

Lee's first German title "Mein Darling Bye-Bye," German version of the artist's U. S. hit "Anybody But Me" on Brunswick.

Peter Lach of Capriccio Music Publishing House, Hamburg, has hopes for the Leo Leandros' German version of French hit "Gitarren-Tango" entitled "Die Liebekam" (Love Came on Philips. . . . Bert Lambertini, director of Francis Bay visited Zurich Edition Coda, representing the Francis Bay, Feldman, and Champs-Elysees catalogs in Switzerland, to discuss further publishing plans with Jane and Anton Peterer of Coda. . . . English pianist and band leader Tony Osborne recorded Cedric Dumont's new instrumental "Joe's Place" on his Master's Voice. Tune is published by Edition Coda, Zurich.

Visitors

On January 18 Arnold Maxin, president of MGM, and export manager Gene Moretti visited Bernhard Mikulski of Schallplatten-Importdienst, Frankfurt, for business talks.

Changes

Ariola is dissolving its contact department in Munich, Sonnenstrasse 33b, lead by Siegfried Rothmund, who will work as an artist manager on his own.

New Firm

Miller International, headed by Dave Miller and Gerhard Golzo, Hamburg, which as reported earlier, was established in August 1961, has now released two Twist records on the Somerset label recorded in America by American singer Tip Smith, entitled "Hoher kommt der Twist" and "Immer wieder Twist," and "Little Twisting Star" and "Der Twist, der nie zu Ende geht," all published by Aberbach, Hamburg. The firm offers a repertoire of classic, jazz and pop LP's and EP's as well as 28 singles. Featured among others are German marches by German orchestras, American standards by American artists as well as Italian tunes by Italian artists and German sung titles by Italian singers. Somerset is releasing its new product every three months.

Electrola's Bendix Has Million Seller

One of Germany's biggest record sales successes of 1961 was German version of "Babysitter Boogie" by Ralf Bendix on Columbia (Electrola). While all other nine awards for million sales in 1961 resulted in deals handled in 1960 and part of 1961, this title (issued in April) was the only real million seller during last year. The artist will receive Electrola's traditional Golden Dog (His Master's Voice) on the occasion of the "Deutsche Schlager-Festspiele 1962," taking place February 17 in Baden-Baden. Bendix will also participate.

Just after reaching the one million mark of "Babysitter Boogie," the firm issued Bendix's latest recording, "Striptease Susi" (I'm Married to a Striptease Dancer) and "Mama, hol den Hammer" (Momma, Get the Hammer), which entered the charts a few days after its release at the beginning of January. Currently No. 24, tune is showing strong upward move.

Other Hits

Another top sales success at the beginning of 1961 was "Ein Schiff wird kommen," German version of "Never on Sunday," sung by Lale Andersen on Electrola, which as a King release made the Hot 100 charts in the States. Twenty-one different versions existed of this tune, for which Greek composer Manos Hadjidakis received Golden Disc for 1.5 million sales in Germany, of which Lale Andersen's version was the most popular one and passed the 800,000 sales mark. Another Electrola artist awarded with the Silver Dog was zither player Alfons Bauer for one million different folkloristic records.

Electrola's Reorganization

In autumn 1961 Electrola reorganized its pop production department, now under direction of Heinz Gietz and Gunter Ilgner. Aims of this central direction from Electrola's Cologne headquarters (established similar to American example) are to make available best suited material (suggested by the different production groups) for each artist and to pay special attention to German compositions for the European market. November 3, on the occasion of an introduction of the first issue by the new producing team, the firm started for the first time in Germany after American example a lyric contest "Schlager zum Tanzen und Texten" (pop tunes for dancing and lyrics) in which record buyers wrote lyrics for one of four new pop compositions featured on an EP.

The Artists

In addition to their former artist staff the firm has signed a number of promising new talents for 1962 production: Eva Astor, George Belletti, Heino Conty, Sonja Cordeau, Walter Dobschinski, Peter Garden, the Juniors, Dany Mann, Herbert Renn, Geri Und Kari West, Ines Taddio, Albert Vossen, Jack Van Doorn, Rolf Bauer, the Five Crazies, Chris Reinhardt, Helen Shapiro, Botho Lucas Chorus, and Bill Ramsey, one of Germany's hottest recording artists, signed by Polydor, will join Electrola exclusively in June.

Classical Scene

In the classic field Electrola is leading here. In the first three quarters of 1961 58 per cent value their sales were in classical music, some of the year's best sellers being Beethoven Violin Concert (Menuhin, Furtwangler), Beethoven's Fifth Symphony (Furtwangler) and

Schubert's Winterreise (Fischer-Dieskau).

Besides classic and common pop LP's this firm has introduced two highly attended and revolutionary series: "Dokumentation" and "Extra-Produktion," in which there have appeared LP's entitled "Das teuerste Programm der Welt" (The Most Expensive Program of the World), "Das Programm geht weiter" (Program Goes On), "Berlin, die dufte Stadt" and "Zu schon, um wahr zu sein," featuring top hits from the 1920's and 1930's in their original versions. All of them became hot best sellers.

In the documentation series, the firm issued portraits of prominent personalities of political or cultural life. Albums have appeared by Chancellor Konrad Adenauer, "Aus meinem Leben" (Out of My Life); Federal Economy Minister Prof. Ludwig Erhard, "Gestern, heute, morgen" (Yesterday, Today, Tomorrow), and on the occasion of the 78th birthday of former Federal president, Prof. Theodor Heuss, the firm just issued an album entitled "Theodor Heuss: Mein Weg durch diese Zeit" (My Way Through This Time).

In their foreign special service ASD (Auslands Sonderdienst) Electrola is offering a huge repertoire of classics, pop, jazz, folkloristic, documentary or spoken word recordings from all over the world, which are not available on the market normally.

HOLLAND

Auto Firm Debs Disk Air Show

By HEMMY J. S. WAPPEROM
Editor Platennieuws
Edisonstraat 21 Amersfoort

DAF, the only Holland-made motorcar, will be soon imported in the U.S.A. What does this have to do with records? Well, the firm is sponsoring the "DAFodil Show" which started January 7 on Radio Luxemburg.

Pete Felleman made quite a comeback over Europe's leading commercial station as disk jockey with this show. From 1947-1957, Felleman was a poll-winning deejay for local VARA network. This week Siemens released on the Polydor label the third "Tattoo Delft," an interesting event, famous through the whole world.

Dutch teen-agers are crazy about the Twist, which is also becoming a rage as we already reported. Several special Twist records were released in the beginning of this year. Wanda, accompanied by Johnny and His Cellar Rockets sings "Let's Twist Again" and

"Shall We Twist?" on the Decca label, while Paul Gimbel (another Dutch talent) has "The Twist" and "Call Your Hands and Twist" on Fontana (both L. C. Phonogram). Other Twist records are "Twist My Wrist" by British singer Jess Conrad on Decca, "Tequilla Twist" by the Champs on London, "Peppermint Twist Time" by the Twisters on Decca and "The Peppermint Twist" by Danny Peppermint and the Jumping Jacks on London and Joey Dee and the Starlighters on Roulette.

More Twist records are those from Artone "Kissin' Twist" by Jack Hammer, Columbia "Twistin' U.S.A." and "Mister Twister" by Chubby Checker and Coral's "Jazz Me Blues Twist," and "Blue Heaven Twist" by Newport Youth Band. Bovema's Imperial-label also joins the Twist fury with Clay Cole's "Twist Around the Clock." A movie picture by the same title will be out shortly. Bovema's Laurie repertoire will deb in Holland with Dion's "Majestic" and "The Wanderer."

Arnold Maxin and Gene Moretti had a meeting concerning Verve, with Artone's Bill C. Slinger and John J. Vis. Artone released over 200 EP's from the Verve catalog, making the label a leader in the EP jazz field in the Benelux countries. Artists, whose selections sell very well in Holland, include Ella Fitzgerald, Oscar Peterson, Louis Armstrong and Gerry Mulligan. Maxin expressed his satisfaction with the job Artone is doing in Benelux. Meeting resulted in tightening of relationship.

Popular star Bobby Vee visited Gramophonehouse, Heemstede on January 26. With him came Al Bennett, president of Liberty Records, Snuffy Garrett, Arnold Mills and Al Hurt, to talk business with Gerry Oort Jr., president of L. C. Bovema.

HONG KONG

Diamond Handling New CBS Label

By CARL MYATT

44 Mount Kellett Road, The Peak

American Columbia has appointed the Diamond Music Company as sole agents for its records in Hong Kong, and these records will shortly be marketed under the CBS label.

An important aspect of this new deal is that albums of musical shows such as "Camelot," "My Fair Lady," "West Side Story" and "The Sound of Music" will now be available to local record collectors quicker than ever before. From Columbia's point of view, it means that their disks will now get strong promotional backing from DMC, whose series of sponsored radio shows have a very wide following. Columbia stars such as Johnny Mathis, Ray Conniff, Doris Day, Mitch Miller, the Trio Los Panchos, Miles Davis and Dave Brubeck enjoy a strong following.

Far East Scene

EMI execs Phillip Brodie and John Finny just returned from extensive trip of Far East areas. Brodie feels that Indonesia is a particularly rich market for music of all kinds with a leaning toward the more popular types. Trade is still on a small scale, he noted, but there is great potential which is limited at this time by certain government restrictions.

Brodie indicated that there are several pressing plants in the country, the three biggest being Irma, Lokananta and Dimita. These plants press mainly native records.

In Taiwan, Brodie said he saw no easing up in the pressing of pirated U. S. and Chinese hit tunes, but he emphasized that the Taiwan government was sincere in its determination to stamp out the ex-

(Continued on page 22)

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To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LP's are herewith listed by type of material and arranged alphabetically. The same 200 LP's are listed in order of sales strength on the cardboard insert. Those LP's listed in bold face and capital letters are on the chart nine weeks or less.

VOCAL LP's

Title (Label) (Stereo) Mono Top LP Rank

Male Vocalists

- Paul Anka Sings His Big 15 (ABC) 44
Belafonte at Carnegie Hall (RCA) (35) 62
BIG BAD JOHN (COL) (31) 33
CHUBBY CHECKER/BOBBY RYDELL (CAMEO) 7
Come Swing With Me (Cap) 55
Dance Till a Quarter to Three (LeGrand) 147
Bobby Darin Story (Atco) 123
DO THE TWIST (ATL) 19
DOIN' THE TWIST AT THE PEPPERMINT LOUNGE (ROU) (20) 2
FOR TWISTERS ONLY (PARK) 9
Heavenly (Col) 57
Hell Bent for Leather (Col) 112
Buddy Holly Story (Cor) 103
Hymns (Cap) 99
HYMNS AT HOME (CAP) 116
I Remember Tommy (Rep) (10) 16
Johnny's Greatest Hits (Col) 35
Jump Up Calypso (RCA) (33) 40
Let's Twist Again (Park) 13
Merry Christmas (Dec) 119
MERRY CHRISTMAS (COL) 126
Moody River (Dot) 143
Nice 'N' Easy (Cap) 139
Portrait of Johnny (Col) (15) 24
Jimmy Reed at Carnegie Hall (V-J) 96
Rick Is 21 (Imp) 113
Runaround Sue (Laurie) 30
TAKE GOOD CARE OF MY BABY (LIB) 146
Twist (Park) 6
TWIST WITH BOBBY DARIN (ATCO) 60
Whole Lotta Frankie (Chan) 110
YOUR TWIST PARTY (PARK) 3

Female Vocalists

- All the Way (Dec) 114
Joan Baez, Vol. II (Van) 18
Basin St. East Proudly Presents Miss Peggy Lee (Cap) 144
Connie's Greatest Hits (MGM) 111
ELLA IN HOLLYWOOD (VERVE) (48) 74
Judy at Carnegie Hall (Cap) (6) 11
Never on Sunday (MGM) 32
Roaring 20's (WB) 117
SEPTEMBER IN THE RAIN (MERC) 93
This Little Boy of Mine (Ever) 92

Duos and Groups

- BROTHERS FOUR SONG BOOK (COL) 81
Encore of Golden Hits (Merc) 75
Four Preps on Campus (Cap) 122
From the Hungry i (Cap) 59
Goin' Places (Cap) 131
Here We Go Again (Cap) 91
Highwaymen (UA) 137
Kingston Trio (Cap) 127
Kingston Trio Close Up (Cap) (36) 25
LET'S ALL SING WITH THE CHIPMUNKS (LIB) 108
LION SLEEPS TONIGHT (RCA) 88
SING OUT! (RCA) 148
Slightly Fabulous Limelinters (RCA) (13) 37
Tonight in Person (RCA) 63
TWIST WITH THE VENTURES (DOLT) 39

Choruses

- Christmas Sing Along With Mitch (Col) 100
Fireside Sing Along With Mitch (Col) 64
Folk Song Sing Along With Mitch (Col) 95
Happy Times Sing Along With Mitch (Col) 132
HOLIDAY SING ALONG WITH MITCH (COL) (7) 5
Memories Sing Along With Mitch (Col) 101
More Sing Along With Mitch (Col) 102
Saturday Night Sing Along With Mitch (Col) 90
Sentimental Sing Along With Mitch (Col) 106
Sing Along With Mitch (Col) (18) 23
Still More Sing Along With Mitch (Col) 77
TV Sing Along With Mitch (Col) (38) 56
Your Request Sing Along With Mitch (Col) (25) 36

Mixed Voices

- MURRAY THE "K'S" BLASTS FROM THE PAST (CHESS) 28
Murray the "K's" Sing Along With the Original Golden Gassers (Rou) 135
Oldies But Goodies, Vol. I (OS) 22
Oldies But Goodies, Vol. III (OS) 27
Sixty Years of Music America Loves Best, Vol. III (RCA) 133

CLASSICAL & SEMI-CLASSICAL LP's

- MY FAVORITE CHOPIN (RCA) 145
Rodgers: Victory at Sea, Vol. III (RCA) (50) 120

INSTRUMENTAL LP's

Mood and Dance

- BERLIN MELODY (DOT) (21) 61
BIG BAND PLAYS BIG HITS (LIB) 142

Title (Label) (Stereo) Mono Top LP Rank

- Calcutta (Dot) 66
Ebb Tide & Other Instrumental Favorites (Dec) (27) 98
FERRANTE & TEICHER, LOVE THEMES (UA) (37) 73
Golden Waltzes (Dot) (41) 73
Italia Mia (Lon) 105
LET THERE BE DRUMS (IMP) (32) 20
LET'S TWIST HER (HI) 85
Mexico (Monu) 70
MOON RIVER (DOT) (12) 26
New Piano in Town (RCA) 69
Orange Blossom Special & Wheels (Dot) 138
Satin Affair (Cap) 150
Somebody Loves Me (Col) (39) 89
SONGS OF PRAISE (LON) 84
SONGS OF THE FABULOUS 50'S (KAPP) 149
Stars for a Summer Night (Col) (14)
TWISTIN' IN HIGH SOCIETY (EPIC) (43) 118
ROGER WILLIAMS GREATEST HITS (KAPP) 136
Yellow Bird (Dot) (28) 87
Yellow Bird (Life) 121

Jazz

- BEST OF THE DUKES OF DIXIELAND (AF) (24) 104
Miles Davis, in Person Friday Night at the Blackhawk, San Francisco, Vol. I (Col) 129
Exodus to Jazz (V-J) 140
PETE FOUNTAIN-AL HIRT-BOURBON STREET (COR) (42)
Genius After Hours (Atl) 115
Genius of Ray Charles (Atl) 125
Genius Plus Soul Equals Jazz (Impulse) 128
Genius Sings the Blues (Atl) 141
TIME FURTHER OUT (COL) (22) 46
Time Out (Col) (9) 15
What'd I Say (Atl) 54

Percussion and Sound

- Melody and Percussion for Two Pianos (Lon) (47)
Pass in Review (Lon) (45)
Persuasive Percussion, Vol. I (Com) (16)
Stereo 35 MM (Com) (3)

SHOW MUSIC

Original Cast

- Camelot (Col) (5) 10
Carnival (MGM) (44) 71
Fiorello (Cap) 134
Flower Drum Song (Col) 107
HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING (RCA) (49) 29
KEAN (COL) 82
MILK AND HONEY (RCA) (40) 14
My Fair Lady (Col) (34) 34
Sail Away (Cap) 67
Sound of Music (Col) (4) 8
South Pacific (Col) 49
West Side Story (Col) (26) 21

Sound Track

- BABES IN TOYLAND (VISTA) 79
Ben-Hur (MGM) 68
Blue Hawaii (RCA) (1) 1
Exodus (RCA) (29) 53
FLOWER DRUM SONG (DEC) (30) 38
G. I. Blues (RCA) 86
King of Kings (MGM) (17) 47
Never on Sunday (UA) 48
South Pacific (RCA) (23) 50
West Side Story (Col) (8) 12

Music From Musicals, Films and TV

- Breakfast at Tiffany's (RCA) (2) 4
Film Encores (Lon) 124
Great Motion Picture Themes (UA) (19) 45
Music From Exodus & Other Great Themes (Lon) 80
West Side Story (Cap) (46) 52
WEST SIDE STORY (UA) (11) 31

COMEDY LP's

- Ain't That Weird? (RCA) 65
Behind the Button-Down Mind of Bob Newhart (WB) 42
Button-Down Mind of Bob Newhart (WB) 41
Button-Down Mind Strikes Back (WB) 76
Here's Jonathan (Verve) 109
Jose Jimenez at the Hungry i (Kapp) 72
JOSE JIMENEZ IN ORBIT/BILL DANA ON EARTH (KAPP) 78
JOSE JIMENEZ, THE SUBMARINE OFFICER (KAPP) 130
Knockers Up (Jub) 17
Moms Mabley at the Playboy Club (Chess) 97
Moms Mabley at the UN (Chess) 58
A Personal Appearance (Verve) 51
Sinsational (Jub) 94
RUSTY WARREN BOUNCES BACK (JUB) 43
WOODY WOODBURY'S SALOONATICS (STEREOD) 83

() Positions in parenthesis indicate relative sales strength of stereo LP's

Hits of the World

Continued from page 14

The Americas

ARGENTINA

(Courtesy Escalera a la fama, B. A.)

- DEL TIEMPO I MAMA- Los Chalchalers (Victor); Quilla Huasi (Phillips); Salavina (Sicamericana); Tomas Campo (Columbia)-Korn 4
NO EXISTE EL AMOR- Adriano Celentano (Microfon); Tony Vilar (Columbia)-E.A.R. Fortissimo 3
HIGH CLASS BABY- Teen Tops (Columbia); Johnny Tedesco (Victor)-Kalith Music-Fermata 1
ESCANDALO- Roberto Yanes (Columbia); Antonio Prieto (Victor); Olga Guillot (Odeon); Javier Solis (Orfeo); Raul Verdier (Music Hall)-Pam-Edami 2
COME SEPTEMBER- Billy Vaughn (Dot-Sicamericana); Jose Carli (Columbia); Stirling Brandy (Tonodisc)-Adaris Music-Fermata 6
LET'S TWIST AGAIN- Chubby Checker (Victor); Joe Gasparino (Odeon); Lalo Franzen (Victor); Richard Anthony (Odeon)-Kaimann Music-Fermata 5
AND THE HEAVEN CRIED- Tony Vilar (Columbia); Raul Lavie (Victor); Romana Farres (Disc Jockey)-Rag Smart 7
BAT MASTERSON- Julio Cesar (Odeon); Jolly Land (Victor); Silver (Orfeo); Baby Bell (Odeon)-Ziv-U.A.-Fermata 8
BRIGITTE BARDOT- Burt y los ritmicos (London); Yuyu Da Silva (Victor); Gastone Parigi (Microfon)-Fermata 9
LUMINARIAS- Los Tres Sudamericanos (Columbia); T.N.T. (Victor); Los Angeles (Sicamericana)-Fermata 7

MEXICO

- POPOTITOS (Bonie Moronic)- Los Teen Tops (Columbia)-Pending 1
EL LOCO- Javier Solis (Columbia)-Pham 2
POR UN PUNAO DE ORO- Sonora Santanera (Columbia)-Compas 4
ELODIA- Carlos Campos (Musart)-Pham 3
CREO ESTAR SONANDO (I Must Be Dreaming)-Hnos Carrion (Dimsa)-Pending 6
MUCHO CORAZON- Amalia Mendoza (RCA)-Pham 5
MUCHACHO SOLITARIO (Lonely Boy)-Cesar Costa (Orfeo)-Ed. Brambila 7
MULTIPLICATION- Bobby Darin (Gamma)-Pending 8
MULTIPLICATION- Bobby Darin (Gamma)-Pending 8
ACAPULCO ROCK- Los Hooligans (Columbia)-Pham 7
LA CHICA DEL CALENDARIO (Calendar Girl)- Los Rebeldes del Rock (Orfeo)-Aidon-Brambila 10

PERU

(Courtesy La Prensa, Lima)

- LA DEL VISTIDO ROJO- Fernando Borges (RCA); Sensacion Caney (Musart); Lucho Macedo (MAG); Gustavo "Hit" Moreno (Sono Radio); Tony Villar (Columbia); Hnos. Ponce (Premier) 1
QUINCE ANOS TIENE MI AMOR- Duo Dinamico (Odeon); Tony Villar (Columbia); Hnos Ponce (Premier) 2
ESCANDALO- Javier Solis (Columbia); Los Chapaneos (Odeon); Eddy Martinez (Virrey) 3
CENICIENTA- Paul Anka (Paramount); Dyno (Musart); Anita Rodriguez (Odeon) 4
Y LOS CIELOS LLORARON- Ronnie Savoy (MGM) 5
DONDE ESTAN LOS MUCHACHOS- Connie Francis (MGM) 6
FINA ESTAMPA- Los Chamas (S. Radio); Teresita Velasquez (Odeon); Los Romanceros Criollos (Virrey) 7
FUGITIVA- Teedy Martini (Odeon); The Snakes (Columbia) 8
ABANDONADO- Sergio Murillo (Columbia) 9
BRIGITTE BARDOT- Gastone Parigi (Durium); Lorenzo Gonzalez (Odeon) 10

VENEZUELA

(Courtesy Notidiscos, Caracas) * Denotes local origin

- CIEN KILOS DE BARRO- Enrique Guzman (Columbia) 1
BETHILDE- Cesar Costa (Orfeo); Luis Cruz (Erna)*; 5 de Romero (Gramco)* 6
BIG BAD JOHN- Jimmy Dean (Columbia) 7
NO SEAS TIMIDA- Cesar Costa (Orfeo) 2
QUIEN PUSO EL BOMP- Teen Tops (Columbia) 4
CAMINANDO- Cesar Costa (Orfeo) 3
BAMBINA, BAMBINA- Tony Dallara (Music); Megatones (Discomoda)* 5
DOLOR DE CORAZON (Heartaches)- The Marceis (Colpix); Elmo Tanner (Dot) 8
TONIGHT- The Velvets (Mounment) 13
CUPID- Emily Cranz (Orfeo) 18

Hong Kong News

Continued from page 20

ports of these disks. Already several seizures have been made at airports and ports.

Finny, who visited Bangkok, Singapore and the Borneo territories, revealed that an unusual series of albums are shortly to be released by Kamol Sukasol, EMI's agents in Thailand. This series, which is being produced in conjunction with the Royal Fine Arts Department, covers the whole history of Thai classical and folk music and will be released in Thailand and internationally toward the middle of the year.

Finny said that the greater bulk of trade in the country is being done in native music, but that singers such as Elvis Presley, Cliff Richard, Paul Anka, Bobby Vee and Connie Francis were also becoming increasingly popular. Sales in Thailand, Singapore, Malaya, and Borneo were going up steadily, and Finny said he was amazed at the popularity of Cliff Richard in Singapore and Malaya.

Radio Tie

Hong Kong's radio and wired sound stations are joining forces this week—all in the cause of charity. Top disk jockeys from Radio Hong Kong, the Commercial Radio and Rediffusion will be on the air for three hours every night, playing requests for which listeners pledge money. There are other wild schemes which the deejays have planned, such as walking across the harbor on floats. All money collected—and over HK\$50,000 was last year—will go to the Fat Choy (Chinese New Year) charity fund to aid the many thousands of needy Chinese families in Hong Kong.

HUNGARY

Hungarians Cut Margaret Tynes

By PAUL GYONGY, Derekutca 6, Budapest

The Hungarian Record Manufacturing Company has just cut an LP and an EP featuring America opera star Margaret Tynes. The Negro soprano scored a great success in the State Opera House here singing in Verdi's "Aida" and Richard Strauss' "Salome."

The LP she has now cut contains two excerpts from "Aida," the finale from "Salome," and two excerpts from Verdi's "Macbeth." The seven-inch EP consists of Negro spirituals. The producer for the sessions was Laszlo Beck.

British composer, arranger, pianist and conductor Tony Osborne

(Continued on page 43)

BILLBOARD MUSIC WEEK HOT 100

FOR WEEK ENDING JANUARY 27

★ NEW RECORDINGS—Indicates new recordings appearing on program this week.

Ⓢ Indicates that 45 rpm, mono single version is available.

△ Indicates that 33 1/3 rpm, mono single version is available.

△ Indicates that 33 1/3 rpm, stereo single version is available.

WEEKS ON CHART	ARTIST	TITLE	ARTIST, LABEL & NUMBER	WEEKS ON CHART	ARTIST	TITLE	ARTIST, LABEL & NUMBER
1	JOEY DEE AND THE STARLITERS	PEPPERMINT TWIST	JOEY DEE AND THE STARLITERS, ROULETTE 4401	10	THE 5 CORNERS	YOUNG	THE 5 CORNERS, IMP 4040
2	THE 5 CORNERS	YOUNG	THE 5 CORNERS, IMP 4040	6	THE 5 CORNERS	MULTIPLICATION	THE 5 CORNERS, IMP 4040
3	THE 5 CORNERS	I KNOW	THE 5 CORNERS, IMP 4040	9	THE 5 CORNERS	AND NOW...	THE 5 CORNERS, IMP 4040
4	THE 5 CORNERS	CAN'T HELP CALLING IN LOVE	THE 5 CORNERS, IMP 4040	10	THE 5 CORNERS	THE NEXT #1 SINGLE BY	THE 5 CORNERS, IMP 4040

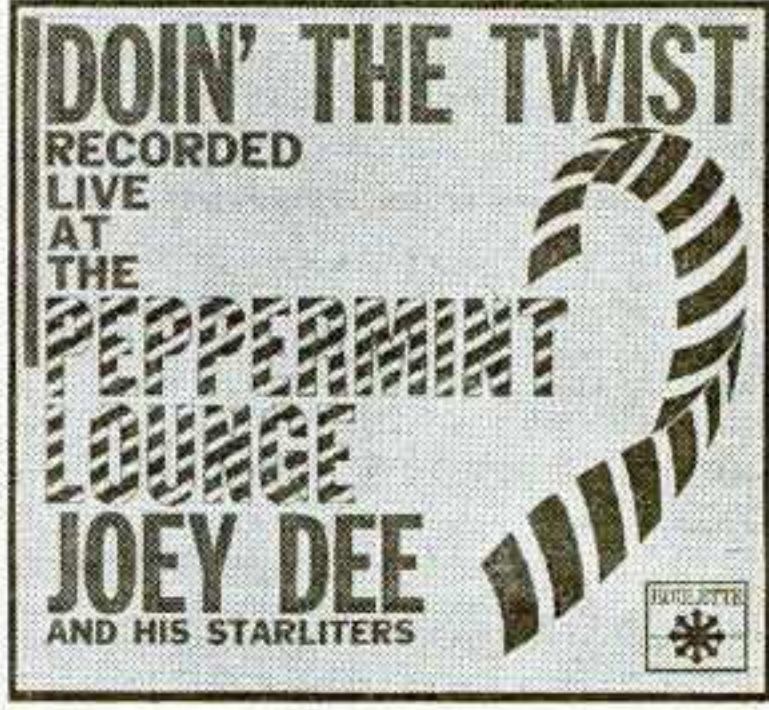
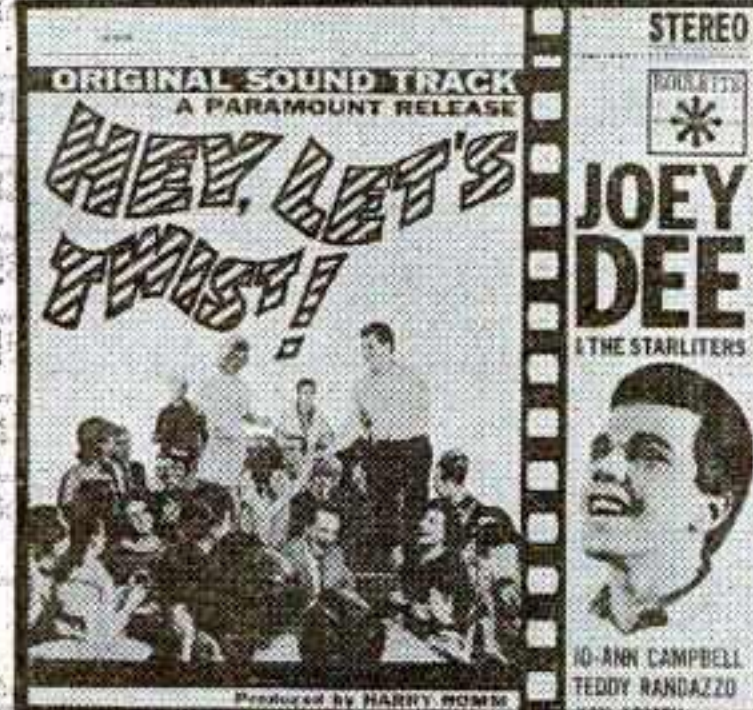
and now... the next #1 single by

JOEY DEE AND THE STARLITERS

HEY, LET'S TWIST

ROLY POLY

FROM THE ORIGINAL SOUND TRACK ALBUM HEY, LET'S TWIST



ROULETTE

★ (S)R-25168
 HEY, LET'S TWIST
 JOEY DEE AND THE STARLITERS
 PRODUCED BY HARRY WORMS
 JO-ANN CAMPBELL
 TEDDY RANDAZZO

★ (S)R-25166
 DOIN' THE TWIST
 JOEY DEE AND HIS STARLITERS
 PRODUCED BY DAVID Q
 DAVID Q

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all records reviewed this week.

ALBUM REVIEWS

Pop

SUBWAYS ARE FOR SLEEPING



Original Cast. Columbia KOL 5730 (Stereo & Monaural)—This recording of the musical moments from the current Broadway show is a potent item. The music transfers from stage to LP with life and vigor. Sydney Chaplin and Carol Lawrence come across in much the same way they do in the theater. The delightful and zany Phyllis Newman ("I'm a Shoo-In") and Orson Bean ("I Just Can't Wait") feature numbers also score. Top tunes are "I'm Just Taking My Time," "Comes Once in a Lifetime" and "Be a Santa."

LIVE IT UP



Johnny Mathis with Nelson Riddle Ork. Columbia CL 1711—This is easily one of Mathis' best albums. He's really in a swingin' mood and he gets standout arrangements to match from Nelson Riddle, borrowed from Capitol for this date. From the smartly styled, breezy opener, "Live it Up," through "Just Friends," "Hey Look Me Over," "Crazy in the Heart," it's all a mighty good version of Mathis and one that should step out quickly.

DOWN HOME



Chet Atkins. RCA Victor LSP 2450 (Stereo & Monaural)—Atkins' magic fingers pick some great sounds here on fine tunes with deceptively simple arrangements for rhythm, guitar and harmonica. It's down home, just like the title says and the fans will get plenty of kicks from "Salty Dog Rag," "I'm a Pilgrim," "I Ain't Gonna Work Tomorrow," and in a different vein of material, "Never on Sunday." Solid and highly spinnable wax.

THE HIT SOUND



Anita Kerr Singers. RCA Victor LSP 2480 (Stereo & Monaural)—Here's as smart a vocal sound as can be found around today and the arrangements go right along on that kick, with good use made of saxes, strings and rhythm. The group does, "Hey Joe," along with other fine country-oriented tunes like "My Last Date," "Four Walls," "Bye Bye Love," "Oh Lonesome Me," etc. Strong wax for jocks and stores.

Jazz

FOCUS



Stan Getz. Verve V 8412—This set features tenor saxist Stan Getz playing with strings, but it's not the usual type of jazz-with-strings album at all. Getz improvises on seven original compositions by Eddie Sauter. There are a variety of moods and changes which are beautifully and adroitly captured by the saxist. Each of the tracks holds special delights for the listener, but the jaunty "Once Upon a Time," the hectic "I'm Late, I'm Late" and the tender and nostalgic "I Remember When" stack up as three of the better bands.

DESMOND BLUE



Paul Desmond. RCA Victor LPM 2438 (Stereo & Monaural)—Recent prominence given the Dave Brubeck Quartet, of which Desmond is the featured alto sax solist, should get this LP a good deal of added exposure. The album, composed largely of standards, makes it prime "better" music programming material. The set shows Desmond off at his lyric best against a sweeping string background. Bob Prince wrote the arrangements and conducts the string-woodwind ork. Jim Hall, as featured guitarist, is beautifully melodic and controlled. Among the top tracks are "Then I'll Be Tired of You," "I Should Care" and "Ill Wind."

Comedy

ARE YOU READY FOR PHYLLIS DILLER?



Verve V 15031—Dealers should get ready for more solid album sales on Miss Diller, who has gotten good action with one package. Her weird comedy style and shrewd timing makes for a showmanly package of monologs, all recorded "live." Selections — woven into a continuous theme—include "The Way I Dress," "Small Chest Condition" and "Hypochondriac." Frequent Paar show appearances should also help.

Children

BOZO



Larry Harmon. 3 on 1 Golden Record EP 688—Bozo the Clown (Larry Harmon on TV) and his TV cronies tell and sing six story episodes with such titles as "Wowiee," "The Good Guy Always Wins," "I Like People," "Belinda's Rainy Day," "Magic Whistle" and "Ding Dong Dandy Time." Well done by the familiar heroes of the screen with backing by Billy May and ork. The six sizer goes for 49 cents. Good wax.

SPECIAL MERIT ALBUMS

Pop

THIS HEART OF MINE



Carol Lawrence. Choro SA-A2—The star of "West Side Story" shows her vocal versatility and ability to bring out all the significance in a lyric, in this first collection for the new Fred Astaire label distributed through MGM. This set should earn good air exposure. Jocks will play such outstanding tracks as the moving "I Love You Porgy," the swinging jazz-tinted "I Get Along Without You Very Well," and the torchy "There's a Lull in My Life." Could be a sales sleeper.

CLASSICS IN PERCUSSION



Gene Krupa. Verve V 8450—Sound buffs should really go for the stereo version of this set. The arrangements are startlingly crisp and the recording is vividly alive. A large percussion ensemble is led by Krupa through arrangements by Joe Venuto, in strong, vibrant and precise fashion. The accompanying ork, led by George Williams, pushes with brassy eloquence through some strong writing. "The Galloping Comedians," "American Bolero" and "Meadowlands," rank among the top semi-classical favorites done here.

Jazz

A MONDAY DATE



Earl (Fatha) Hines. Riverside RLP 9398 (Stereo)—This is one of the best albums in the label's "Chicago: The Living Legends" series. And it is all due to one of the outstanding pianists of the era, Earl (Fatha) Hines. He demonstrates on "Monday Date" and "Caution Blues" via some remarkable solos that he has been neglected too long. In addition to Hines, Eddie Smith, Jimmy Archey, Pops Foster and Earl Watkins turn in some fine work. Fatha also shouts the vocals nicely on a couple of sides.

(Continued on page 26)

★★★★ STRONG SALES POTENTIAL

★★★★ WILD WILD TWIST
George Young Revue. Chancellor CHL 5017—Part of the "wild" aspect of this one is the fact that the four vocal and instrumental combos (George Young Group, the Playboys, the Cousins, the Nite-Trons) were taped live at various swinging clubs in Wildwood, N. J., last summer. There are nine tracks in toto and they all rock to a fare-the-well, with excitement increased by live crowd background. Great package for teen parties and jocks catering to this audience will find a lot of spinnable stuff here.

★★★★ PAST MIDNIGHT!
Margaret Whiting. MGM E 4006 (Stereo & Monaural)—This LP is made to order for music radio programming and that should mean lots of exposure and strong business. Long one of the most effective interpreters of a blues ballad, Margaret Whiting shows her ability in "Mean to Me," "Blue Room" and "Ballad of the Sad Young Men." She also has a way with such bright items as "By Myself," "But Not for Me" and "Just One of Those Things." Definitely one of the better vocal collections of the year.

★★★★ THE JUDY GARLAND STORY, VOL. 2

MGM 4005P—For collectors of Garland material, this should be a treat. It's composed of takes from a number of movie sound tracks from the earlier years of her career, including "Broadway Melody of 1938," "Love Finds Andy Hardy," "Wizard of Oz," "Babes in Arms," "Little Nelly Kelly," "Andy Hardy Meets a Debutante," "Girl Crazy," "Meet Me in St. Louis," "Words and Music" and "Annie Get Your Gun." For a Garland fan, each of these will be like a gold piece, and they'll enjoy the background notes and shots from the early films on the inside spread of the package.

★★★★ HONKY TONKIN'
Jerry White. Monument SM 14004—This is a standout among the hundreds of honky-tonk piano disks released in the past few years. Jerry White does a brilliant keyboard job that shows a sense of humor as well as skill, and he is backed by a lively honky-tonk combo with a toe-tapping beat. The selections also are geared to snare interest, including "Frankie and Johnnie," "Chinatown," "Tiger Rag," "Darktown Strutters," and medleys of Dixie and Yankee songs. Clever liner note by Boudleaux Bryant.

★★★★ MGM MOVIE HITS
David Rose and Leroy Holmes and their Orchestras. MGM E-SE 3988—Eleven recent film themes are given strong performances by the Leroy Holmes and David Rose orchestras, and a twelfth selection, "Slaughter on Tenth Avenue," is played by Lennie Hayton's ork. The strong contents will help move this package, since it encompasses music from "Ben-Hur," "Butterfield 8," "Gigi," "Gone With the Wind," "Tender Trap," "Honeymoon Machine," and others.

★★★★ THE MUSICAL WORLD OF JEROME KERN

Ornadel and the Starlight Symphony. MGM E3906—A lovely album spotlighting the music of the man who did more for the American musical theater than anyone until Richard Rodgers. There are 17 tunes in the album, including many of Jerome Kern's best-loved songs, including "All the Things You Are," "A Fine Romance," "Look for the Silver Lining," "Smoke Gets in Your Eyes" and "Ol' Man River." They

(Continued on page 26)

4 STRONG SINGLES

Erma Franklin
IT'S OVER
and HELLO AGAIN

EPIC
5-9488



Roy Hamilton
DON'T COME CRYIN' TO ME
and IF ONLY I HAD KNOWN

EPIC
5-9492



The pick of the new releases:
SPOTLIGHT SINGLES OF THE WEEK
 Strongest sales potential of all records reviewed this week.

SINGLES REVIEWS

Pop

BROOK BENTON

WALK ON THE WILD SIDE (Columbia, ASCAP) (2:30)
SOMEWHERE IN THE USED TO BE (Columbia, ASCAP) (2:32)—Two strong new movie sides by Benton, and either could go. First is a strong piece of rip-roaring title theme material which Benton handles in sock style. The flip is an appealing ballad, also well turned out. Watch both. **Mercury 71925**

THE TOKENS

B'WA NINA (Lionel, ASCAP) (2:15)—Here's a smart follow-up to the Tokens' recent smash "The Lion Sleeps Tonight." The material again has a touch of the veldt about it and employs the same high yodeling vocal technique. Title is translated "Pretty Girl," and the performance has a winning sound. Flip is "Weeping River" (Lionel, ASCAP) (2:45). **RCA Victor 7991**

CONNIE FRANCIS

DON'T BREAK THE HEART THAT LOVES YOU (Francon, ASCAP) (2:58)—**DROP IT JOE** (Francon, ASCAP) (2:45)—Another strong coupling for the thrush. On top is a fine ballad, with a melody in the old-style, like many of her recent hits. Side is neatly backed by strings and triplets. Flip is a breezy rhythm tune keyed to teeners. Either way here, with a nod to the ballad. **MGM 13059**

RAY CHARLES AND BETTY CARTER

BABY IT'S COLD OUTSIDE (Frank, ASCAP) (4:05)—**WE'LL BE TOGETHER AGAIN** (Marmor, BMI) (2:40)—Two fine sides by the duo from a recent album. First up is a slow, slinky, but humor-sprinkled reading of the oldie. Flip is another familiar tune which finds Charles in a great crooning style, abetted by the gal's high voice in support. Two strong sides for stations. **ABC-Paramount 10298**

THE DRIFTERS

WHEN MY LITTLE GIRL IS SMILING (Aldon, BMI) (2:31)—A potent hunk of material, well sung by the group. The lead explains that his girl's smile gets her anything she wants. Most attractive backing, too. Watch this one. Flip is "Mexican Divorce," (Plan Two-Walden-Quartet, ASCAP) (2:32). **Atlantic 2134**

JOHNNY MATHIS

ONE LOOK (Elm Drive, ASCAP) (2:52)—Here's one of Mathis' strongest performances in a spell. It's a pretty ballad, meaningfully chanted, against a lush string and woodwind backing. This has a solid chance. Flip is "Sweet Thursday" (Elm Drive, ASCAP) (2:28). **Columbia 42261**

THE PLATTERS

IT'S MAGIC (Witmark, ASCAP) (2:32)—**REACHING FOR A STAR** (Wood, ASCAP) (2:33)—Strong wax and both sides could go all the way. First up is the memorable Doris Day hit, handsomely up-dated by the lead and group. Flip is a re-working of "Liebestraum," with new lyrics. "Magic" has the edge here but watch both. **Mercury 71921**

KITTY KALLEN

IT WASN'T GOD WHO MADE HONKY TONK ANGELS (Peer, BMI) (2:53)—The tune, made famous by Kitty Wells, is handed a sock reading here by petite Kitty Kallen over catchy combo support. It's from her album "Honky Tonk Angel" and has already had a lot of exposure. Flip is "You Are My Sunshine" (Peer, BMI) (2:47). **Columbia 42247**

THE BARNSTORMERS

BUG STOMPIN' (M. L., BMI) (2:09)—A swinging new combo emerges here with a side the dancers will love. It's a solid, walking rhythm effort with something of the "Foot Stompin'," sound and the band gives it a great go. This can move. Flip is "The Big Stomp" (Beechwood, BMI) (2:30). **Capitol 4692**

JOEY DEE AND THE STARLIGHTERS

HEY, LET'S TWIST (Ware & Frost, BMI) (2:00)—From the flick of the same name comes this bright, swinging Twist side by Joey Dee and his combo. It's in the vein of the "Peppermint Twist" and it rocks. Solid sales item here. Flip is "Roly Poly." (Ware & Frost, BMI) (2:04). **Roulette 4408**

Country & Western

HANK THOMPSON

THAT'S THE RECIPE FOR A HEARTACHE (Brazos, BMI) (2:19) — **DROP ME GENTLY** (Texoma, ASCAP) (2:15) — The wonderful, warm Thompson pipes are in great form here. Top side is a bright reading that's actually a switch on the expected weeper theme. Flip is a strong pleader ballad. Both are done with real heart and fine back-up by the Brazos Valley Boys. **Capitol 4694**

RESET FOLLOWING PER STYLE
 SPECL MERIT SPOT—POP DISK JOCKEY Programing

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

NANCY WILSON AND JULIAN (CANNONBALL) ADDERLY QUINTET

★★★★ **SAVE YOUR LOVE FOR ME** (Sophisticate, BMI) (2:38) **Capitol 4693**

CARMEN McRAE

★★★★ **TAKE FIVE** (Derry, BMI) (2:14)
 ★★★★★ **EASY AS YOU GO** (Derry, BMI) (1:30) **Columbia 42292**

★★★★★
STRONG SALES POTENTIAL

ROOSEVELT GRIER

★★★★ **Struttin' 'n' Twistin'** — LIBERTY 55413—The New York Giants star defensive lineman makes his debut on disks with a good rockin' blues. He's got an effective down South blues style and gets a solid backing. Good wax that could grab spins, especially in the New York area. (Eden, BMI) (2:40)

★★★★ **LET THE COOL WIND BLOW**—A good, slow chant done with strong effect by Grier, in a style not unlike that of Joe Turner. A fine effort for Grier and it has a chance. (Eden, BMI) (2:15)

TWISTIN'-KINGS

★★★★ **Congo (Parts I & II)**—MOTOWN 1023—Here's an instrumental featuring a strong beat of drums and other percussion on a Latinized rhythm. Fine rhythm here and it could catch on with the teeners. Part 2 features the shouts of the warriors in the Congo and more hard-hitting rhythm. Worth watching. (Jobette, BMI) (2:10 2:43)

AL NEVINS AND ORK

★★★★ **Alone With the Blues**—RCA VICTOR 7987—A haunting, slinky theme played by strings and reeds. Nice, slow dance wax, also well suited to moody listening. Jocks will like this. (Corona, BMI) (3:14)

★★★★ **Night Theme**—TV late movie show theme song is presented neatly by the band, with reeds and strings again nicely spotted. Two pleasant sides. (Aldon, BMI) (2:49)

SHORTY LONG

★★★★ **Bad Willie**—TRI-PHI 1006—Tune here describes the bad guy in every teen neighborhood. Long sings the lyric with knowing ability and the beat is in an infectious, undulating tempo. Vocal group and combo accompany. (Birdsong, BMI) (2:55)

★★★ **I'll Be There**—(Fuqua, BMI) (2:58)

JULIUS LA ROSA

★★★★ **You Can't Keep Me From Loving**

You—KAPP 444—Here's a vocal version of "Midnight in Moscow," with La Rosa turning in a relaxed reading against a Dixie-styled band backing. May grab spins. (Hollis, BMI) (2:42)

★★★ **If I Had My Way** (Shawnee Press, ASCAP) (2:30)

IVORY JOE HUNTER

★★★★ **The Life I Live**—CAPITOL 4688—Hunter has a medium-tempo romper to sing on this side. He does so with abandon while a band and tenor sax kick up a storm behind him. (Beechwood, BMI) (2:15)

★★★ **Great Big Heart Full of Love**—(Milthave, BMI) (2:18)

KEYTONES

★★★★ **Seven Wonders of the World — OLD TOWN 1041**—A throbbing type rock-ballad with the lead handling it in devoted tones, against high "floating" voices and triplet beat. Has a teen message.

★★★ **A Fool in Love**—(Maureen, BMI)

FREDDIE GORMAN

★★★★ **The Day Will Come**—MIRACLE 11—The boy has a good style on this ballad with a touch of Latin feeling in the rhythm a la Ben E. King. Side also sports classy arrangement with strings and vocal chorus and organ work. (Jobette, BMI) (2:18)

★★★ **Just for You**—(Jobette, BMI) (2:20)

BOBBY WILDING

★★★★ **You Give Me No Choice**—ABC—
 (Continued on page 26)

SINGLES REVIEW POLICY

All single records received by Billboard Music Week are listened to and reviewed by the BMW Reviewing Panel. Records are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.



SPOTLIGHT WINNERS are judged to have the strongest sales potential of all singles reviewed during the week and are picked to hit the top 50 of the Hot 100 chart. **FOUR-STAR** singles are those with strong sales potential. All Spotlights and Four-Star records have been heard and evaluated by the full Reviewing Panel and descriptive reviews are published for these.

THREE-STAR records, having moderate sales potential, are listed thereafter; these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the Three-Star records.


SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

All singles intended for review should be sent to the Billboard Music Week Reviewing Panel, P. O. Box 292, Times Square Station, New York 36, N. Y.


Bill Butler
PRELUDE IN BLUE
 A Theme From The Film "Les Liaisons Dangereuses"
 5-9493

TONY ORLANDO
MY BABY'S A STRANGER
 and
TALKIN' ABOUT YOU
 5-9491



PRODUCED BY NEVINS-KIRSHNER



STRONG LABEL




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NEW ARRIVALS FROM RCA CAMDEN

Tops in the Economy Class!

Another big Como album... new Living Strings and Living Voices recordings...and a great gospel collection! They all mean "the biggest 'sound' value at any price." Stock up for big sales now!

LIVING STRINGS PLAY FAVORITE WALTZES. Another lush, lovely triumph in this best-selling strings series! CAL/CAS-690.*

MAKE SOMEONE HAPPY. Newest addition to the "Como-on-Camden" list! Standards with the casual Como stamp. CAL-694.†

THE KEYS TO THE KINGDOM. The Blackwood Brothers Quartet in another program of spirited sacred music! CAL-618.†

LIVING VOICES ON BROADWAY. Shimmering choral treatment of the best new songs from the 1961-62 hit musicals. CAL/CAS-692.*

*Living Stereo and Monaural Hi-Fi
†Monaural only

THE KINGSTON TRIO



**THE NATION'S NO. 1 FOLK GROUP HAS
A GREAT BIG HIT! #4671** 
"WHERE HAVE ALL THE FLOWERS GONE?"



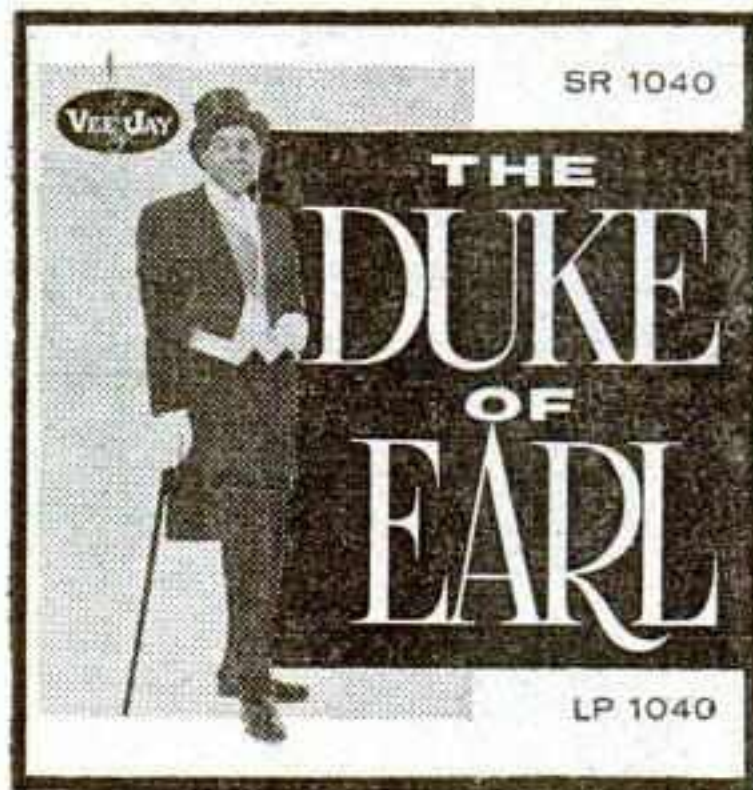
Knights

GENE CHANDLER

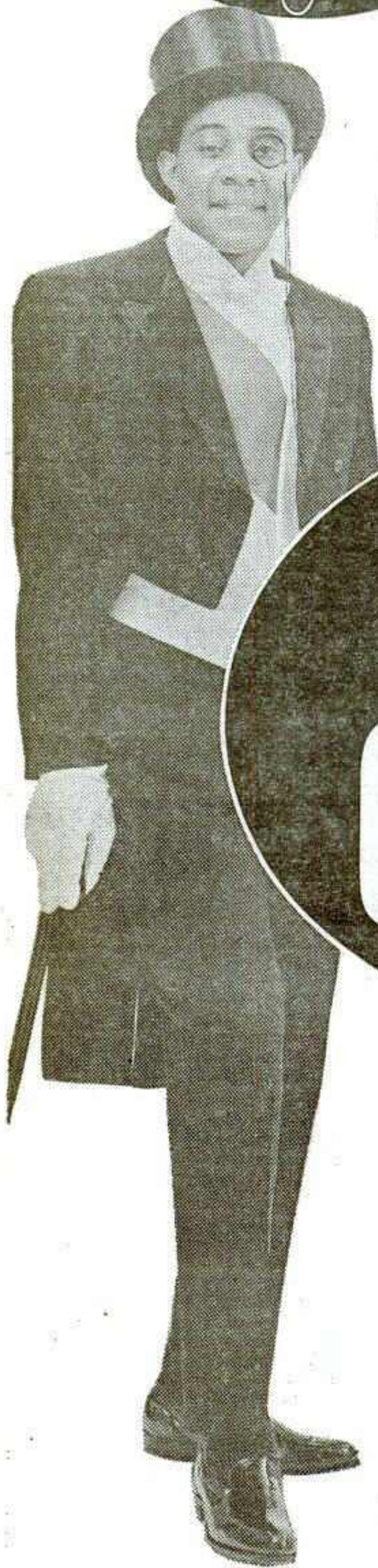
HEREAFTER IT IS DECREED
GENE CHANDLER SHALL BE KNOWN AS THE

DUKE OF EARL

LONG LIVE THE
DUKE OF EARL



DUKE OF EARL
VeeJay LP 1040 (mono)
VeeJay SR 1040 (stereo)
AVAILABLE FEB. 10, 1962



Reviews of New Singles

Continued from page 28

★ ★ ★ MODERATE SALES POTENTIAL

THE SHADOWS

★★★ Kon Tiki (Hill and Range, BMI) (1:55)—★★★ Man of Mystery (Allied, ASCAP) (2:00) ATLANTIC 2135

JOEL SEVASTIAN

★★★ Angel in Blue (Jobette, BMI) (2:51)—★★★ Blue Cinderella (Jobette, BMI) (2:07) MIRACLE 9

JACKY WARD

★★★ I Want You (Bla-Mar and Russell, BMI) (2:01)—★★★ Little Boy With a Lonely Heart (Bla-Mar and Russell, BMI) (2:18) MURCO 1021

BILLY (CRASH) CRADDOCK

★★★ Ole King Cole (Rise-Walmay, BMI) (2:07)—★★★ A Diamond Is Forever (Meridian, BMI) (2:30) MERCURY 71862

ART TUCKER

★★★ If She Was in Love With Me (Bla-Mar and Hip-Hill, BMI) (2:13)—★★★ 'Cause I'm in Love (Bla-Mar and Hip-Hill, BMI) (2:02) MURCO 1023

LEE HAZELWOOD

★★★ Don't Cry (No More) (Longhorn, BMI) (2:34)—★★★ Della (Gregmark, BMI) (2:48) SMASH 1734

THE CAMERONS

★★★ Guardian Angel (Lola, BMI) (2:21)—★★★ A Girl I Marry (Shoe-Strings and Cousins, BMI) (1:45) FELSTED 8638

THE REBELS

★★★ Donkey Step (Lion, BMI) (2:32)—★★★ Just Give Me Your Hand (Lion, BMI) (2:02) PEACOCK 1909

CELESTE AND BIGGIE

★★★ Alpine Cake Walk (Montclare, BMI) (1:55)—★★★ Momma and Poppa (Montclare, BMI) (2:50) REPRISE 20047

RENEE ROBERTS

★★★ I Want to Love You (So Much It Hurts Me) (New Phoenix, ASCAP) (2:28)—★★★ Aching Heart (New Phoenix-Valentine, ASCAP) (2:26) NEW PHOENIX 6198

★ ★ ★ ★ STRONG SALES POTENTIAL

JAZZ

WILLIS JACKSON

★★★★ Cookin' Sherry, Parts I & II—PRESTIGE 207—Here's a driving disk that could garner some loot on both the pop and jazz level. It features strong work by Willis Jackson on tenor and Jack McDuff on organ, plus rhythm. Good wax. (Prestige, BMI) (3:00, 3:07)

SHIRLEY SCOTT

★★★★ Hip Twist, Parts I & II—PRESTIGE 210—Shirley Scott, aided by Stan Turrentine on sax, turns in a cheery performance of a hip version of the twist, although not in a twist rhythm. Side could get deejay exposure and jazz juke coins. Both sides move. (Prestige, BMI) (2:42, 2:48)

JIMMY FORREST

★★★★ Annie Laurie, Parts I & II—PRESTIGE 208—Forrest blows nice relaxed tenor on this reprise of the oldie, against good rhythm backing. Has an easy swing to it which could attract the dancers. Good for boxes in the right areas. Side 2 features an extended piano solo. (Prestige, BMI) (2:58, 3:10)

CHILDREN'S

MITCH MILLER AND ORCHESTRA

★★★★ The Little Engine That Could (Parts I & II)—GOLDEN RECORD 682—A delightful, bright little story for younger kiddies, which features Anne Lloyd as the voice of the little train, and the Sandpipers filling in with the ork. For the four to six group. (A. A. Records)

POLKA

AL SOYKA ORK

★★★★ Trip to Poland Polka—GLO 5213—Another side that's bound to sell in Polish neighborhoods. The tempo is bright and Paul Soyka sings the Polish language lyric. (Saka, BMI)

★★★★ Jolly Caballero Polka—Mixture of Spanish and Polish music here. The instrumental features some melodic suggestions of Latin America, while the polka tempo bounces merrily along.

RAY BUDZILEK ORK

★★★★ Moonshine Polka—GLO 5214—Polka for the Polish speaking here. The band jumps the tempo in enthusiastic fashion while Janina Zimnicka sings the bright lyric. (Saka, BMI)

★★★ I'm a Doctor Polka—(Saka, BMI)

COUNTRY & WESTERN

BILLY STRANGE

★★★★ I'm Still Trying—LIBERTY 55414—Strange has a strong heartbreak sound on this moving ballad. There's a lot of the Red Foley touch in some of these passages. This side, with a neat steel guitar and vocal group sound, has a good chance on the country charts. (Pamper, BMI) (2:53)

★★★★ Life of Pretend—Another salable emotional effort by Strange, this time on more of an upbeat kick. Good material and arrangement help too. Watch both. (Acuff-Rose, BMI) (2:26)

MARGIE SINGLETON

★★★★ I'll Just Walk on By—MERCURY 71928—Here's an answer to the Leroy Van Dyke hit "Walk On By" and the lass sells it with much heart over a simple arrange-

ment. Could grab a lot of country action. (Lowery, BMI) (2:20)

★★★★ Her Image Keeps Gettin' in the Way—Margie turns in another powerful performance here on a most attractive hunk of material, in which she gets a chance to give it a heart-felt reading. Two good sides. (Cedarwood, BMI) (2:25)

CHARLIE PHILLIPS

★★★★ I Guess I'll Never Learn—COLUMBIA 42289—Phillips turns his fine country, nasal sound to a good weeper ballad. He just can't stay away from the chick and thereby hangs the message. Good, simple arrangement backs the lad. (Neillrae, BMI) (2:26)

★★★★ Now That It's Over—A slow thoughtful ballad done to a modified triplet rhythm. Side employs effective dual track spots. Two appealing sides. (Tuckahoe and Neillrae, BMI) (2:59)

BOBBY SYKES

★★★★ The Guard on the North Wall—COLUMBIA 42288—The chanter is in prison and as he thinks of his troubles he contemplates the guard on the north wall, who is actually his son. Quite a tale of tragedy and Sykes makes it come alive. Good saga wax. (Moss-Rose, BMI) (3:39)

★★★★ One More Chance—A pleader ballad done in medium tempo. Sykes hands it a reading full of sincerity and meaning, with a good chorus in support. Pleasant, spinnable wax. (Cedarwood, BMI) (2:30)

GORDON TERRY

★★★★ Wild Desire—RCA Victor 7989—Happy ranchero effort is sung neatly by the chanter over light and breezy support. Could happen in the country field. Watch it. (Ridgeway, BMI) (2:23)

★★★★ Long Black Limousine—Mournful dirge receives a tearful vocal and talking bit from Terry. Flip is better. (American, BMI) (2:54)

SPIRITUAL

THE TEMPLEAIRES

★★★★ What Whi Heaven Have in Store for Me—PEACOCK 1841—Fine lead from this femme spiritual group. The melody moves along at a brisk pace accompanied simply by piano and rhythm. (Lion, BMI) (2:30)

★★★★ He Spoke—The lead really preaches this spiritual. The rest of the girls do a beautiful job of filling out the background and a simple combo accompanies the group. (Lion, BMI) (2:45)

REV. JULIUS CHEEKS

★★★★ What a Morning—PEACOCK 1842—The reverend sings with inspired feeling on this spiritual side. The accompanying choir adds a fine touch of religion to the proceedings. (Don, BMI) (2:25)

★★★ A Mother's Plea—(Don, BMI) (2:45)

RHYTHM & BLUES

JOHNNY MOORE'S ORIGINAL BLAZERS

★★★★ Bon Voyage—LILLY 506—Johnny Moore and r.&b. vet, and his Blazers have a soulful, soft ballad here that might catch some coin. The side features fine vocal by Charles Brown with lovely backing. (Lillian, BMI) (3:05)

★★★ Bye and Bye—Same comment. (Lillian, BMI) (2:35)

(Continued on page 45)

Breaking Big!

"DANCE PARTY"
The
TABS

VEEJAY 418

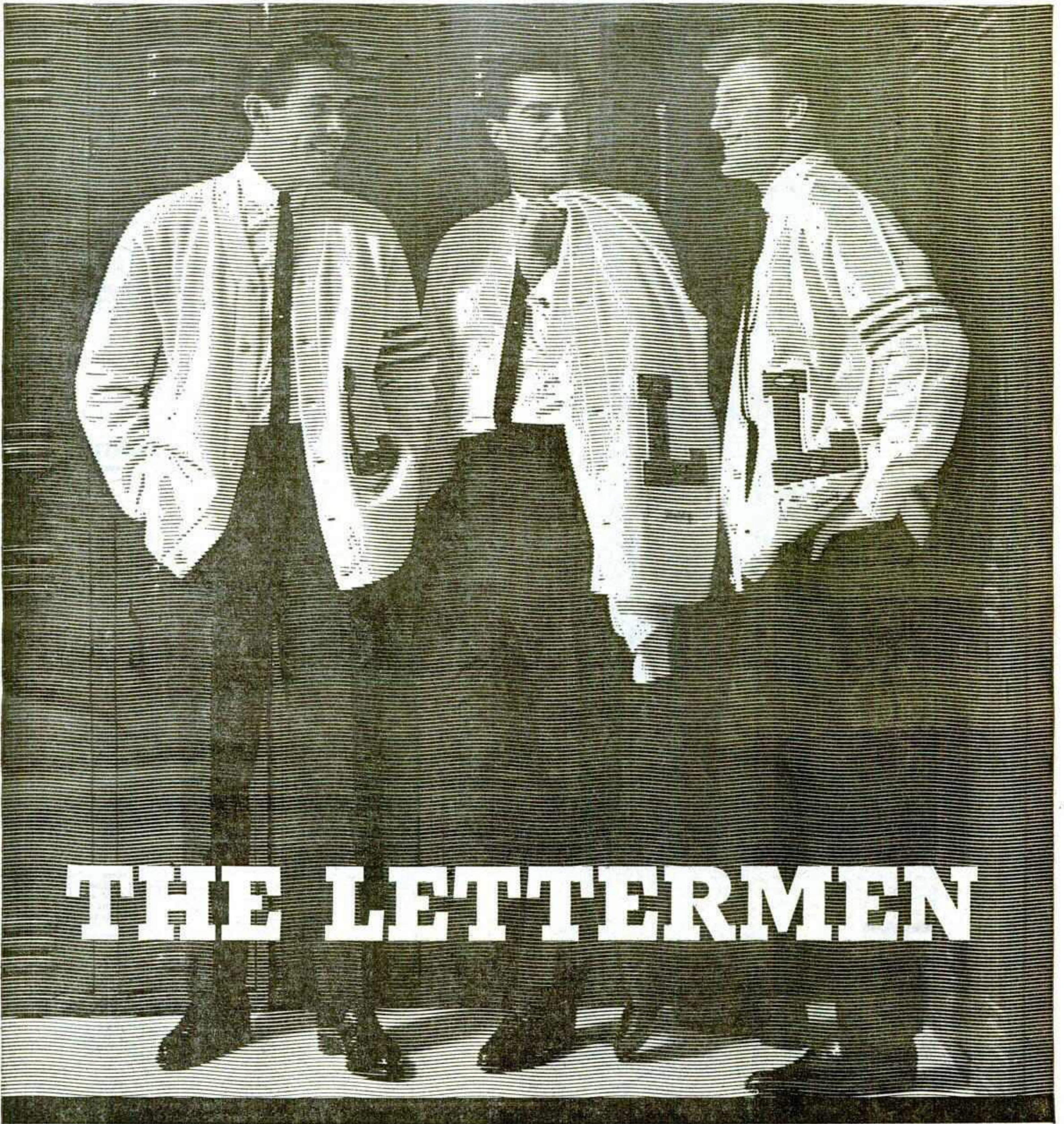
Another Biiigg One by

JIMMY REED
"AW, SHUCKS,
SHUT YOUR
MOUTH"

VEEJAY 425



1449 S. Michigan Ave.
Chicago 5, Ill.



BY POPULAR DEMAND! "COME BACK SILLY GIRL" c/w "A SONG FOR YOUNG LOVE." A BRAND-NEW SINGLE FROM THEIR HIT ALBUM. #4699



ARTISTS' BIOGRAPHIES

For your programming use, here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.



JACK ROSS
(Dot)

PERSONAL MANAGER: Norman Malkin. **HOME TOWN:** San Francisco. **HOBBY:** Golf. **BACKGROUND:** The Jack Ross Sextet (five guys and a gal) have been entertaining night club audiences and the dancing set on the West Coast for a number of years. Trumpeter Ross and his ensemble held down the fort at San Francisco's Fairmont Hotel for quite a while and the

group has also appeared at many of the Las Vegas night spots. Now recording for Dot Records, the group was previously waxed by Cavalier Records. A coast-to-coast personal appearance tour is planned for the near future.

LATEST SINGLE: The instrumental Dot disk tagged "Happy Jose" is the Jack Ross Sextet's first chart item and it moves into the No. 60 spot on the Hot 100 this week.

THE CORSAIRS
(Tuff)

NAMES: Jay Uzzell, James Uzzell, Moses Uzzell and George Wooten. **BIRTHDAYS:** July 13, 1942, December 1, 1940; September 13, 1939 and January 16, 1940. **HOME TOWN:** La Grange, N. C. **EDUCATION:** High school. **BACKGROUND:** The three brothers and cousin grew up together and attended the same high school. The boys started singing together as members of the school glee club and performed for school talent shows and local gatherings. Under the name of the Gleams, the lads went to Newark, N. J., to audition for various record companies in the New York and metropolitan area. After little success in this direction and some success in local night club appearances, the boys got their first break. In the early part of 1961, the group appeared in a night club in Newark, N. J. One night, after the show, Abner Spector and Chuck Fly stopped by to tell the boys how much they liked their sound. Spector and Fly took them in tow, changed their name to the Corsairs and took them to a recording studio.



LATEST SINGLE: "Smoky Places" is the title of the tune, spinning on the Tuff label, that is currently a hot item on the Hot 100. The Corsairs' initial release for Tuff was "It Won't Be a Sin."

LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

"FRENCH POODLE PROMO: Hickory Records, in a fast promotion campaign on their newest release, "French Poodle" by Sammy Salvo, started the push in Philadelphia last week by having the disk featured on Station WIP, Philadelphia. The label awarded a miniature silver French poodle to the person coming up with "the cleverest name for the poodle." The pet shop where the poodle was purchased decorated its window with the Salvo wax and installed a loud-speaker system and played the tune around the clock. Hickory is setting up other cities to conduct the same type contest with a poodle as the prize.

MGM PROMOTES MORTON: MGM Records has tied in with the Mars Broadcasting Corporation who are syndicating a special contest on Page Morton's initial LP for the label tagged "May You Always." The contest, dubbed "Star-time Question," was used on 150 radio stations co-operating with the Mars Broadcasting syndicate. Sol Handwerker, MGM records publicity and exploitation director, made the arrangements which featured extracts from the Page Morton package three times a day for one week with the thrush's LP offered as prizes.

The Page Morton album also captured attention through the "Page Morton Show," which made its debut on WCBS, New York, and 17 other stations including stations in Philadelphia; Hartford,

Conn.; Boston, Providence, Detroit, and Buffalo and Rochester, N. Y., last week. The contract specifies that on each of the first 13 programs, Miss Morton will feature one of the songs from the MGM "May You Always" album.

CAEDMON PUSHES 'BLONDES': In an unprecedented move, Caedmon Records, one of the leading spoken-word firms, is promoting an album via the deejays and radio stations. The LP is

(Continued on page 34)

Payola Trials To Come Up In February

NEW YORK—A series of long-postponed trials of three deejays and two former station librarians, involving charges of alleged acceptance of payola, are expected to start here shortly.

On tap for Tuesday (30) is the case of Alan Freed. This was originally scheduled for last summer but the matter has undergone a series of postponements, most recently because of his attorney's work on a case in Nassau County. Meanwhile, last Thursday (25), a local newspaper gossip column noted that Freed had entered Polyclinic Hospital suffering from a recurrence

PROGRAMMING PANEL

If you have a provocative question to ask the nation's disk jockeys, please send it to this department, 1564 Broadway, New York 36, N. Y. Your name will be credited when it appears.

THE QUESTION:

Do you have any complaints about records from a technical standpoint? (Submitted by Carroll James.)

THE ANSWERS:

CARROLL JAMES
WWDC, Washington

Some will say "records over-modulated so they'll be loudest on the juke boxes" or "incorrect timing printed on the label." I am bugged by the increasing number of fadeouts for no particular reason. Sure, natural fadeouts can be effective.



But today it seems every fourth record ends with a "board fade." For example, "Last Night," Mexico" and "Revenge." Sometimes the fade is abrupt and without regard to phrasing. Perhaps there is some aesthetic reason for this which has escaped me, but I'm tired of music-lovin' listeners accusing us of fading records in order to squeeze in commercials.

DICK DIXON

KTSA, San Antonio

Most apparent to me is that the disk itself is often made of inferior materials. Flimsy pressings are more common today than seemed to be three or four years ago. This situation prevails more frequently with the so-called off-beat labels who are defeating their own purpose if this has an economic motive behind it. The result of extra thin, flimsy records is broken records—hence no air play.



RAY NICKEL

CKSA, Lloydminster, Sask.

Yes, particularly the minor record companies. The major companies have been established longer and their budgets allow better studio and recording facilities. This is regrettable because sometimes a minor label has a young artist with potential but doesn't get attention because of bad record quality. Over-modulation and incorrect timing are seldom, but more companies should make it a point of always including the time on the label.



of an old auto injury. A hospital spokesman denied Freed was a patient, adding "I saw it in the papers, too."

Next Monday (5), the court calendar lists the cases of jockeys Hal Jackson and Tommy Walker and former librarians Mel Leeds and Ronnie Grainger. Another well-known jock on the local scene, Tommy Smalls, pleaded guilty to payola charges earlier this month. Sentencing is scheduled for February 23.

VOX JOX

NOSTALGIC PROGRAMMING: Wayne Henry, KALL, Salt Lake City, has started a new feature, "Klassic Korner" featuring old vocal and instrumental hits of past years. The show is aired from 11 a.m. to 2 p.m. . . . Dave Shafer, WJBK, Detroit, has been playing what he calls "Moldy Oldies" on his 7 p.m.-midnight "Jack the Bellboy" show. He features recent hits from the rock and roll era. He received so much response when he played Huey Smith's old hit "Rockin' Pneumonia" recently that Ace Records re-issued the disk last month. . . . Paul Sidney, WLIS, Old Saybrook, Conn., spotlights old 78 r.p.m. hits on his Monday through Saturday shows. Sidney believes "These original low-fi 78 records can never be re-done the way they were first recorded." . . . Bob Kane, same station, had a successful Saturday night Glenn Miller show last year, and will make the nostalgic hour program a regular summertime feature from now on.

COLLEGE RADIO: College radio station WLRN, Lehigh University Center, Bethlehem, Pa., is having trouble in getting jazz releases, with the exception of Blue Note, according to Bruce Chalfant, program consultant for WLRN and a student of International Relations. Chalfant also emcees a show of WAEB-FM, Allentown, Pa., "doing middle of the road programming with a heavy accent of modern jazz." His fellow student and WLRN staffer, Jack Taylor, is also doubling in professional radio while in school. He worked for WOND, Atlantic City last summer and is currently handling a Top 40 show at WAEB, Allentown, Pa.

Bob Moser, promotion and music director for WWFM, Franklin and Marshall College, Lancaster, Pa., has a unique problem. He writes "What I can't understand is why the very same companies that gladly sell us LP's (via subscription services) will not furnish us with pop 45's. We broadcast 24 hours a day and about eight hours feature top hits, and we need pop records. The only company that will send them without requests every time a record is released is Liberty."

CHANGE OF THEME: Rex Morgan, WFIL-TV, Philadelphia, has started a new radio show on WFIL from 11:05 to 11:55 p.m., Monday through Friday. At the same time, WFIL has launched another new show, "Moods at Mid-day" emceed by Hal Woodward from 12:25 to 12:55 p.m., featuring instrumentals. . . . Jerry Miller has returned from Houston to take over as program director at KITE, San Antonio, Tex. . . . Jerry Kunkel is new program director of KONO, San Antonio, Tex. New Jocks at KONO are Ben Laurie, ex-KILF, Dallas, and Dick Cowser, ex-KDOK, Tyler, Tex.

New staffers at KELP are Dennis Forsyth, ex-KGFL, Roswell, N. M., Jack Devore, and Jim Street. Charlie Russell recently replaced Mike Hunter as p.d. of KELP. Hunter left to join WCOP, Boston. . . . Dave Beauret, WFAA, Dallas, has started a new show, "Man About Town," which is aired from local niteries. . . . Tom (Cat) Reeder, WARI, Abbeville, Ala., is emceeing a new show, "Your Musical Sunday," which features five albums each week from noon to 1 p.m. on Sundays. Listeners are asked to submit the names of five LP's, and Reeder picks the best letter each week and features those albums on his show. Dialers submitting the winning lists receive \$5 in silver dollars.

Bob Leonard, formerly with WKNB, Hartford, Conn., has joined WNJR, Newark, N. J., as operations manager. . . . Station WJW, Cleveland, which features "Beautiful Music" picked up Ray McKinley's Glenn Miller Ork last month in two live broadcasts, which originated from the local Fifth Annual Mid-America Boat Show. The programs were emceed by WJW deejay Lee Fowler, whose parents danced to Miller's music before Fowler was born. Fowler was only four years old when Captain Miller disappeared on an Air Force flight during World War II.

YESTERYEAR'S HITS

Change of pace programming from your librarian's shelves, featuring the disks that were the hottest in the land five years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

POP-5 Years Ago
February 2, 1957

1. Singing the Blues, G. Mitchell, Columbia
2. Young Love, S. James, Capitol
3. Young Love, T. Hunter, Dot
4. Don't Forbid Me, P. Boone, Dot
5. Too Much, E. Presley, RCA Victor
6. Banana Boat Song (Day-O), H. Belafonte, RCA Victor
7. Banana Boat Song, Terriers, Glory
8. Moonlight Gambler, F. Laine, Columbia
9. Blue Monday, F. Domino, Imperial
10. Blueberry Hill, F. Domino, Imperial

POP-10 Years Ago
February 2, 1952

1. Cry, J. Ray, Okeh
2. Tell Me Why, Four Aces-A. Albert, Decca
3. Little White Cloud That Cried, J. Ray, Okeh
4. Slow Poke, Pee Wee King, RCA Victor
5. Any Time, E. Fisher-H. Winterhalter, RCA Victor
6. Shrimp Boats, J. Stafford-P. Weston, Columbia
7. Tiger Rag, L. Paul-M. Ford, Capitol
8. Tell Me Why, E. Fisher-H. Winterhalter, RCA Victor
9. Sin, E. Howard, Mercury
10. Bermuda, Bell Sisters-H. Reno Ork, RCA Victor

RHYTHM & BLUES-5 Years Ago-February 2, 1957

- | | |
|----------------------------------------------|---------------------------------------------|
| Blue Monday, F. Domino, Imperial | Ain't Got No Home, C. Henry, Argo |
| Love Is Strange, Mickey & Sylvia, Groove | Without Love, C. McPhatter, Atlantic |
| Blueberry Hill, F. Domino, Imperial | Honky Tonk (Parts I & II), B. Doggett, King |
| Since I Met You Baby, I. J. Hunter, Atlantic | Thousand Miles Away, Heartbeats, Rama |
| Jim Dandy, L. Baker, Atlantic | You Got Me Dizzy, J. Reed, Yee Jay |




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WITH THE COUNTRY JOCKEYS

By BILL SACHS

Bill Taylor, deejay at CJGX, Yorkton, Sask., Canada's first and only 24-hour c.&w. station, reports that the station's sales have increased considerably since it adopted the new format of programming more than a year ago. CJGX has also been instrumental in bringing to Yorkton numerous country music shows featuring the top names in the field. Slated to come in soon under the station's promotion is a package headlining Faron Young and Ray Price, Taylor reports. "At present," typewrites Taylor, "I'm getting 80 per cent of my program material through Canadian distributors and am having difficulty getting new material. I have the highest ratings on the station (9 p.m. to midnight) and give the artists good coverage. Will appreciate any decks sent to me personally at the station. I play many sentimental souvenirs on 'Bill's Bunkhouse' and would like to send out a plea for older favorites."

Calvin Boles, owner of Yucca Records, P. O. Box 641, Alamogordo, N. M., invites jocks to write in for a sample of his new release, "If You've Got a Lot of Dough" b.w. "Everybody But Me." Put your bid on your station's letterhead. . . . Chuck Zulker, of WPFL, 57,000-watt FM station in Montrose, Pa., sends out an S.O.S. for country and gospel recordings. . . . Deejay copies on Lynn Greer's initial recording on the Estrella label, "Po' Folks" b.w. "Sav-

ing My Love for You," are available by writing to Paul Harris, Estrella Records, Bruceton, Tenn.

If you've been missed in the mailing on Warren Smith's "Bad News Gets Around" b.w. "Five Minutes of the Latest Blues," Webb Pierce's "Alla My Love" b.w. "You Are My Life," Dick Miller's "World's Champion Fool," Johnny and Jonie Mosby's "You Can't Hurt Me Any More" and the Canyon Brothers' "From Day to Day," you can get same pronto by hollering on your station's letterhead to Slick Norris at P. O. Box 653, Highlands, Tex. . . . Howard Vokes, Tex Belin and Skeets Martin, Del-Ray Records artist, guested recently on WSEE-TV, Erie, Pa., to plug their new releases. From there, they hopped to Joe Ray's Hewenthat-away Ranch at Saegertown, Pa., to cut tape interviews and station breaks for Ray to use on his country shows on WWYN, Erie, Pa., and WMGW, Meadville, Pa.

Johnny Daume, who manipulates the turntables at WJRL, Rockford, Ill., infos that his "My Dream of a Lifetime," recorded on Mae Boren Axton's Davco label by Jimmy Strickland, is taking off like a skyrocket, showing up in a number of the Top 10 charts across the nation. Johnny's wife, Delores, collaborated with him on tune. "There are 135,000 good souls in Rockford and some 214,000 in the immediate county who have been starved for a good c.&w. show for a long time," writes Daume. "We are doing our best to keep them happy with two hours of c.&w. music six days a week, with more to be added in the near future. Anybody got any hot, new c.&w. records? We can use 'em man—like wow! Send them to me at the station, 125 N. Church Street, Rockford, Ill.

Bill Mack typewrites from KENS, the 50,000-watt country station in San Antonio: "Recently did a two-and-a-half-hour Hank Williams memorial program, using portions of old taped Hank Williams radio shows with the actual voice of Williams introducing some of his records. I had comments, by telephone and tape, from some of the people who knew and worked with the great artist. This included a statement from Audrey Williams, who was a great help in organizing the show. Others who offered comments were Hank Snow, Ernest Tubb, Jim Reeves, Faron Young, Rose Maddox and George Jones. We received overwhelming response to the program."

Lee Pincus Returns To London Office

NEW YORK—Lee Pincus, son of veteran publisher, George Pincus, returned to his office in London last week following a holiday visit to the States.

Pincus went to London early last fall to set up permanent British offices for the Pincus publishing interests. During his visit here Pincus discussed over-all policy matters for the European operations and picked up some new copyrights for exploitation there.

UA Names Browdy in East

NEW YORK—Marvin Browdy, for the past two years sales manager of Trans-American Distributing Corporation, has been appointed Eastern regional sales manager for United Artists Records. UA sales chief Jerry Raker said Browdy will cover the entire Eastern portion of the country.

BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	CAN'T HELP FALLING IN LOVE, Elvis Presley, RCA Victor 7968		9
2	3	A LITTLE BITTY TEAR, Burl Ives, Decca 31330		7
3	2	WHEN I FALL IN LOVE, Lettermen, Capitol 4658		11
4	4	COTTON FIELDS, Highwaymen, United Artists 370		10
5	8	MOON RIVER, Henry Mancini, RCA Victor 7916		17
6	5	WHEN THE BOY IN YOUR ARMS, Connie Francis, MGM 13051		11
7	6	DEAR IVAN, Jimmy Dean, Columbia 42259		5
8	7	SMALL SAD SAM, Phil McLean, Versatile 107		9
9	9	POCKETFUL OF MIRACLES, Frank Sinatra, Reprise 20040		7
10	16	CAJUN QUEEN, Jimmy Dean, Columbia 42282		2
11	10	GO ON HOME, Patti Page, Mercury 71906		6
12	14	TO A SLEEPING BEAUTY, Jimmy Dean, Columbia 42282		3
13	11	MARIA, Roger Williams, Kapp 437		8
14	18	CHATTANOOGA CHOO CHOO, Floyd Cramer, RCA Victor 7978		3
15	—	I'LL SEE YOU IN MY DREAMS, Pat Boone, Dot 16312		2
16	15	HAPPY JOSE, Jack Ross, Dot 16302		4
17	17	AFRIKAAN BEAT, Bert Kaempfert, Decca 31350		3
18	12	I DON'T KNOW WHY, Linda Scott, Canadian-American 129		14
19	13	MOON RIVER, Jerry Butler, Vee Jay 405		17
20	—	SHE'S GOT YOU, Patsy Cline, Decca 31354		2

EIA Studies AM Stereo

WASHINGTON — The Electronic Industry Association (EIA) will shortly undertake a study of a series of recent proposals for stereo broadcasting in the AM frequencies. James Secrest, EIA executive vice-president, said the study will determine whether preparation of a formal proposal to the Federal Communications Commission would be warranted.

C. J. Votava has been named chairman of the EIA AM stereo committee. Votava noted that the study will look into the need for and interest in the possibility of AM stereo. Manufacturers, broadcasters and others interested in the field are being asked to list the names of their reps with Votava's New York office.

WFMT Airs Live Stereo Broadcasts

CHICAGO — WFMT, Chicago's Fine Arts Station, is going one step beyond in FM stereocasting, with the scheduling of live concert broadcasts by the Fine Arts Quartet. The show, every Friday evening through May 25, will be sponsored by Musicraft, local dealer of high fidelity component systems.

C. H. Olmstead, head of the Musicraft operation, expects the new series to "provide the finest, most realistic music ever heard in the home," with a quality "higher than either the broadcasting of stereo recordings or monaural FM programs." A statement emphasized that the program will be actually live, "not pre-recorded or taped," thus "providing musicians with both a new challenge and opportunity."

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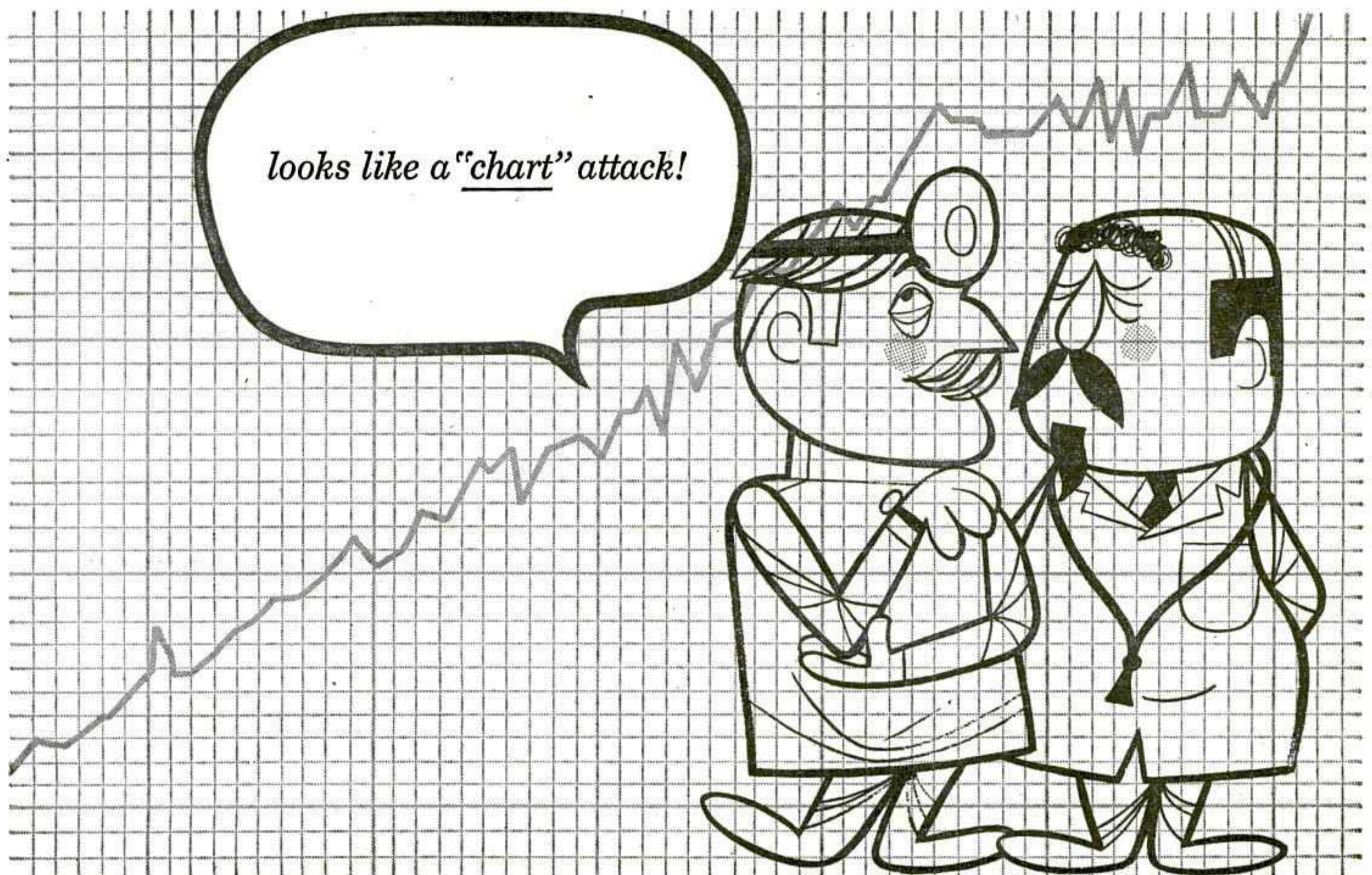
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Alabama Dealer Summons Public To Bail Out Slow-Moving Stereo

BIRMINGHAM — When this city suddenly imposed stiff parking regulations, Clint Frey of Shafer's, big stereo dealership, saw an opportunity for a clever promotion.

Frey had on hand a number of slow-moving shelf warmers in his stereo and television departments which would normally be simply marked down and put on special sale. Because motorists, to a man, were highly conscious of the fact that parking tickets and fines had been sharply increased, Shafer's decided to tie the same theme to his mark-down promotion.

Tickets Stock

Frey found more than two dozen items in the inventory which had overstayed their projected sales time, and issued each an "overtime parking ticket." Forms were printed up which looked like the same un-

welcome slip of paper which errant motorists are likely to find under the windshield wiper when they tarry too long. The "tickets," exaggerated in size, were used throughout the store to identify slow movers which Frey wanted to "punish" for their overlong stay.

Hundreds of the tickets were actually written, while a newspaper ad summoned Birmingham residents as "customers to provide bail." The tickets for overtime parking could be found at all four of the Shafer's stores here, Frey promised the public via the medium of newspaper ads, pointing out that stereo sets, because of their twin channels, had received double the usual overtime parking fine.

Cops on Hand

With salesmen garbed as policemen with big Keystone Cop badges, the promotion caught on, and was particularly successful in the matter of selling out slow-moving stereo sets. All four stores, for example, were able to almost completely turn over all full stereo portables with four-speed turntables, which were offered at \$74.

"There isn't enough humor in a sort of merchandising today," was Frey's summation. "When you can hand a customer a genuine laugh, and tie it in with merchandise which he would actually like to buy, sales come a whale of a lot easier."

Fore Call Ups Console Sales

EL PASO, Tex.—Sponsoring a golf tournament once a year has accounted for much of the sale of better-priced console phonographs by the big Union Furniture Company, here.

Dave Blaugrund, president of the Texas store, and an avid golfer, mentioned the subject frequently to his various golf partners and actually initiated sales of dozens of top-quality sets between holes.

This led to the establishment of a once-per-year golf meet, with Union Furniture Company offering prizes of \$125 for first, \$100 for second, \$75, \$50, and \$25 prizes. Each entrant automatically receives a \$5 merchandise credit, good for any purchase in the store as well, which, of course, has been plenty of incentive to the public to sign up.

With as many as 700 men, many of whom hadn't been in a home furnishing store for many years, rushing to compete in the annual golf tourney, Union Furniture Company gets an ideal opportunity to shout its wares where stereo phonographs are concerned. A display at the El Paso Country Club, where the golf tourney is staged, providing entertainment on the 19th hole, helps with the selling job as well. Personally talking golf with every possible entrant, Blaugrund has picked up enough stereo business by talking it up to actually pay the cost of the annual links competition.

Last year, the big Texas store, which does a volume in excess of \$2 million a year, astonished all concerned by selling more than 250 top-level stereo phonographs. Male purchasers accounted for most of them. None of them were strangers to the Union Furniture Company golf competition.

Nashville Dept. Store Folds Its Record Section

NASHVILLE — The record department of what is billed as "Nashville's Largest Store" was out of business last week.

A spokesman for Harvey's, large downtown department store, said last week he knew of no immediate plans for reopening a record department in the store, but he indicated there might well be another record department in Harvey's in the future.

The record department at Harvey's had been leased by Charles Giles for the past several months. Giles said his reason for closing the record department was not a result of discount houses in this area. Actually, the Harvey record department did a discount business itself.

Though no reason was given for the discontinuance of the record department, speculation here was that another department would open soon since the store has built a reputation for having practically everything the customer called for.

Three Nashville retailers contacted as to the general business trend in records said their business was holding up well and that singles sales were on the increase, indicating the Harvey closing did not point up a downward trend in the business.

BMW's Charts

• Continued from page 4

of the hit single, fewer than might be supposed have made the grade.

A few of the current examples that have worked out successfully would include Joey Dee's "Doin' the Twist at the Peppermint Lounge"; "The Twist," and "Let's Twist Again," with Chubby Checker; "Let There Be Drums," with Sandy Nelson; Dion's "Run-around Sue"; "Jimmy Dean with 'Big Bad John'; Bob Moore's "Mexico"; the Tokens' "The Lion Sleeps Tonight"; "Take Good Care of My Baby," by Bobby Vee, and "Dance Till a Quarter to Three," with U. S. Bonds.

Broad Representation

There are currently 40 labels represented on the monaural album chart, a far cry from only a few years ago when it would have been a surprise to find as many as a dozen. However, the majors still dominate the picture. Columbia owns 32 of the best sellers, followed by Victor with 18, Capitol with 16, Dot with 7, and Atlantic, MGM and Kapp with 5 each. No other individual label had more than four.

Tape, Portable Phonos Bolster Webcor Prospect

CHICAGO—Webcor is looking ahead to its best spring selling season in history, according to marketing Vice-President James McLaughlin. Over-all Webcor volume is expected to be up 15 to 20 per cent over the first six months of 1961.

Factors in the firm's current outlook, according to McLaughlin, are the success of the new Statesman portable tape recorder line; the continuing high volume on the Compact Deluxe tape recorder; a volume increased anticipated through the national "Music Man" contest sponsored by Webcor, Richards Music (Instrument Company), and Warner Bros., producers of the film version of "The Music Man," and an expected 10 per cent increase in over-all sales for the tape recorder industry.

McLaughlin also noted that his firm is currently researching "about seven radical developments in the tape recording field."

Capehart Plans Phono Expansion

NEW YORK — Capehart Corporation is planning a major expansion in its high fidelity and stereo phono line. According to Capehart President J. D. Winer, a major step in this direction will be the introduction in March of a new line of portable phonos, transistor radios and TV sets.

The new units will augment the firm's current line of combination units, console phonos and radio-phonos, which are distributed through franchised department and music stores. In line with the new program, the firm's Consumer Products Division has been placed in the charge of Hal Weiss and Gene Gillis, consumer product merchandisers. Both joined the firm last week.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers, based on results of a month-long study using personal interviews with a representative national cross-section of record-phono dealers. A different price group is published in this chart each week.

The percentage figure shown for each brand is its share of the total number of weighted points derived from all dealer responses. Point tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of dealer. Only manufacturers earning 3% or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN \$61 AND \$80

Pos. This Issue	Pos. 10/23/61	Brand	% of Total Points
1	1	Magnavox	29.3
2	2	Decca	23.5
3	5	Webcor	10.2
4	—	Motorola	7.7
5	3	Capitol	7.4
6	—	RCA Victor	3.8
7	—	General Electric	3.1
		Others	15.0

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

ATLANTIC-ATCO—Expires January 31, 1962. Started January 20, 1962. Both labels are offering a special incentive plan on their LP catalogs. Dealers should check with their distributors for details.

BLUE NOTE—Expires January 31, 1962. Started January 2, 1962. Dealers are offered a 10 per cent discount on the entire catalog.

DECCA—Expires January 31, 1962. Started January 2, 1962. The label is offering a special incentive plan to distributors on Decca, Brunswick and Coral catalog items. See page 4, January 6 issue, for details.

PRESTIGE—Extended through January 31, 1962. Started November 4, 1961. Buy seven LP's and receive one LP free. Plan is on entire 7000 series.

CAMEO-PARKWAY—Expires February 9, 1962. Started January 8, 1962. "First Anniversary Sale." Label offers a 20 per cent cash discount on the complete Cameo catalog and 10 per cent cash discount on the complete Parkway catalog.

MERCURY—Expires February 15, 1962. Started January 1, 1962. Operation Gold Seal. Fifteen per cent merchandise bonus. On general catalog items (exclusive of Wing merchandise) 100 LP's or EP's purchased will allow 15 in a like category to be shipped at no charge. All merchandise purchased under Operation Gold Seal, which is represented in the new January release, will be 100 per cent exchangeable during the last 15 days in May. The rest of the product purchased under the plan will receive usual 10 per cent exchange. "F: 35d" product will be exchangeable on a dollar basis for any LP in the Mercury catalog.

TIME—Expires February 15, 1962. Started January 13, 1962. One album free for every six purchased on entire catalog.

UNITED ARTISTS—Expires February 15, 1962. Started January 8, 1962. "Sweet 16 for '62." Ten per cent discount on new releases plus entire catalog. "Silver Spotlight Series." One hundred and twenty singles which may be purchased on a one-on-five basis. All available through distributors.

EPIC—Expires February 16, 1962. Started January 2, 1962. Sales program offered to distributors makes available a 15 per cent discount, plus delayed billing, on the entire catalog, including new releases.

LIBERTY-DOLTON—Expires February 16, 1962. Started January 20, 1962. Ten per cent cash discount on new releases plus entire catalogs.

RIVERSIDE—Expires February 28, 1962. Started January 16, 1962. Regional distributors and dealers will receive two albums on every 10 ordered on new releases and catalog of the Riverside line and its subsidiary labels, Jazzland, Washington and Offbeat.

KAPP-MEDALLION—Expires March 15, 1962. Started January 15, 1962. Ten per cent discount with dating to qualified dealers on 20 new releases plus complete catalog. Contact local distributor.

PRESTIGE—Expires March 31, 1962. Started January 7, 1962. Two free 45 r.p.m.'s with every 10 purchased of the Prestige, Bluesville and Tru-Sound singles.

ABC-PARAMOUNT—Expires March 31, 1962. Started January 1, 1962. Label is offering distributors 12½ per cent discount on 23 new albums, including 12 ABC-Paramount LP's, 6 Impulse, 4 Chancellor, and 1 in its new comedy series, Aristocrat.

PRESTIGE—Expires March 31, 1962. Started December 29, 1961. The label offers two free LP's for every 10 purchased on the International, Bluesville, Lively Arts, Anatolian, Greek and Documentary series.

MONITOR—No expiration date. Started June 19, 1961. Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4. Beethoven Piano Concerto No. 4 in G. Gilels, piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano; Bach Concerto No. 1 in D Minor; Leonid Kogan Plays Prokofiev, Tchaikovsky and Saint-Saens.

CONCERT-DISC—No expiration date. Started September 25, 1961. Complete catalog including new releases offered on a one-free-every-five-purchased basis. Label's "Success in Life" and "The Businessman's Record Club" series available at 10 per cent discount.

ALBUM COVER OF THE WEEK



YOURS—Vera Lynn with the Williams Singers, MGM E-3887. A most appealing cover photo of these two furry cats in warm tones of brown and black. Eye-catching display material for counters and windows.



ANDREA AND GIOVANNI GABRIELI: SELECTIONS FROM SACRAE SYMPHONIAE—Eastman Wind Ensemble (Fennell), Mercury SR90245. A colorful and classy cover photo of three 16th century Italian-made angels of gold and enamel. Colors are red, gold, green and white. Potent display material for classical sections.

**THE
JAZZ, WIT
AND SWINGING
SOUNDS OF
AMERICA
ARE ON
VERVE**

<p>FOCUS ■ V/V6-8412 Stan Getz, soloist, with the music of Eddie Sauter. A jazz must!</p>	<p>GERRY MULLIGAN AND THE CONCERT JAZZ BAND ON TOUR GUEST SOLOIST: ZOOT SIMS ■ V/V6-8438 Thrilling live performances by the band of the year before international audiences!</p>	<p>AN ELECTRIFYING EVENING WITH DIZZY GILLESPIE ■ V/V6-8401 Dizzy and his Quintet recorded live At the Museum of Modern Art!</p>	<p>ARE YOU READY FOR PHYLLIS DILLER? ■ V-15031 America's First Lady of Comedy in an all-new set of hilarious monologs!</p>	<p>VERY TALL ■ V/V6-8429 Vibes giant Milt Jackson joins the Oscar Peterson Trio in a great jazz session!</p>	<p>THE JAZZ VERSION OF "HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING" ■ V/V6-8443 The Gary McFarland Orch. plays McFarland's brilliant arrangements of this hit show's score!</p>
					
					
<p>ALL THE SAD YOUNG MEN ■ V/V6-8442 Anita O'Day sings Gary McFarland's arrangements of fine standards and fresh originals!</p>	<p>MY KIND OF MUSIC ■ V/V6-8440 Mel Tormé singing and swinging his own songs and those of the great team, Schwartz & Dietz!</p>	<p>CHICAGO AND ALL THAT JAZZ ■ V/V6-8441 Second City jazz from the NBC-TV show by Eddie Condon, Gene Krupa, Jack Teagarden, others!</p>	<p>CLASSICS IN PERCUSSION ■ V/V6-8450 Gene Krupa, a sparkling big band, and a full percussion section swing the classics!</p>	<p>THE ESSENTIAL ART TATUM ■ V-8433 Classic performances by the keyboard genius in Verve's magnificent Jazz Essentials series!</p>	<p>Verve Records is a Division of Metro-Goldwyn-Mayer, Inc. V6 prefix denotes stereo</p>

Verve
**NEW
RELEASE!**

SOUND OFF

Disk Men Expose Ideas During NARAS Seminar

• Continued from page 4

mother cooks steak day in and day out, after awhile I get tired of eating steak." Asked whether he ever uses market or field surveys, such as demos at record hops, Otis replied that he had tried them and had found them all to be misleading.

George Avakian declared that the industry depended upon creating something a little different every week, but not too different. Trends, he said, are made in this way—growing out of the past.

He cited past history of the disk business in a fascinating back-

ground leading up to current market conditions. Instrumentals, he noted, were the making of successful pop EP's in the early days of 33 speed disks, because they were able to establish and maintain a mood as pop vocalists had not been able to do. Today, the LP must be the foundation of any record company in the pop music field.

The producer has several objectives open to him, from aiming at an individual playing the disk alone, to working for group listening get-together. Some few LP's succeed in hitting both types, as in the Command 35-mm. LP.

The question of when to produce an LP with a singles artist stirred

considerable discussion. With some exceptions, Avakian opposed capitalization on an artist with a one-shot hit by recording him in all 11 other tracks for a quickie LP. One exception, of course, is when riding a trend, such as the Twist, or if the artist breaks through in an off-beat area which runs counter to trend. In the end, he said, the a.&r. man must follow his instinct.

To the question of whether an artist's intuition also is worth considering, Avakian replied that generally the answer would be no, although there are exceptions. Too often, he said, the artist may be influenced by extraneous factors, including the press and his ego. In pacing the development of an ar-

ist, Avakian said that it was urgent at one stage to emphasize a particular aspect of the artist's ability, and at the other to show the artist's versatility. As an outstanding example of an artist for whom this was done he cited Johnny Mathis.

Value of Re-Issues

John Hammond, in getting into the subject of re-issues, detailed the history of Columbia Records in showing how invaluable disks from the past may almost accidentally become available. In this regard, he recalled how "a record genius named Edward Wallerstein" convinced Ike Levy of the Columbia Broadcasting System to buy all the assets of the nearly moribund American Record Company during the depths of the depression. Along with the firm they also got all the assets of the Scranton Button Company, the holding company which operated American. Scranton ran a pressing plant which turned out disks for a myriad of small companies, many of which had gone bankrupt, leaving their masters to Scranton. Thus, some time later, Columbia found itself with rights to disks turned out by 30 labels it didn't even know it owned.

From these, Hammond said, he plans in the next five years to put out not less than 100 LP's featuring performances of great artists in the fields of blues, folk, country and jazz, made during the 1920's and 1930's.

Hammond spoke out strongly against re-issues of this type being released on low-price labels. On the contrary, he said, they require extra special packaging and liner notes, with complete historical data and photos, and perhaps a premium price. As to those who have been pirating such material, in a sense, he said, they have been performing a public service by releasing material on which the majors have been sitting—but at least they should pay royalties "though this may be too much to ask."

Jazz Is Natural

Nesuhi Ertegun, speaking of jazz recording, said that the a.&r. man's responsibility is to get the group to play as naturally as possible, with a minimum of gimmickry. Required is a congenial atmosphere, to make the artists as un-self-conscious as possible. The jazz musician, he said, thinks of himself as an artist, not as one who makes hit records. He wants to sell, but on his own terms and not with what may be currently in fashion.

Today, jazz has become very international. Ertegun cited one of his artists who recently toured Japan, selling out at a concert every day for 17 days. This, he said, greatly stimulated record sales for that artist in Japan.

The biggest problem of the jazz a.&r. man derives from the 12-inch LP, he stated, is that in the days of the jazz singles it was not too difficult to make an interesting three-minute disk. Today, with a 30 or 40 minutes' requirement, there are few musicians with the ability to sustain interest. All one can do, he said, is to record more than is needed and attempt to edit enough good material from the tapes.

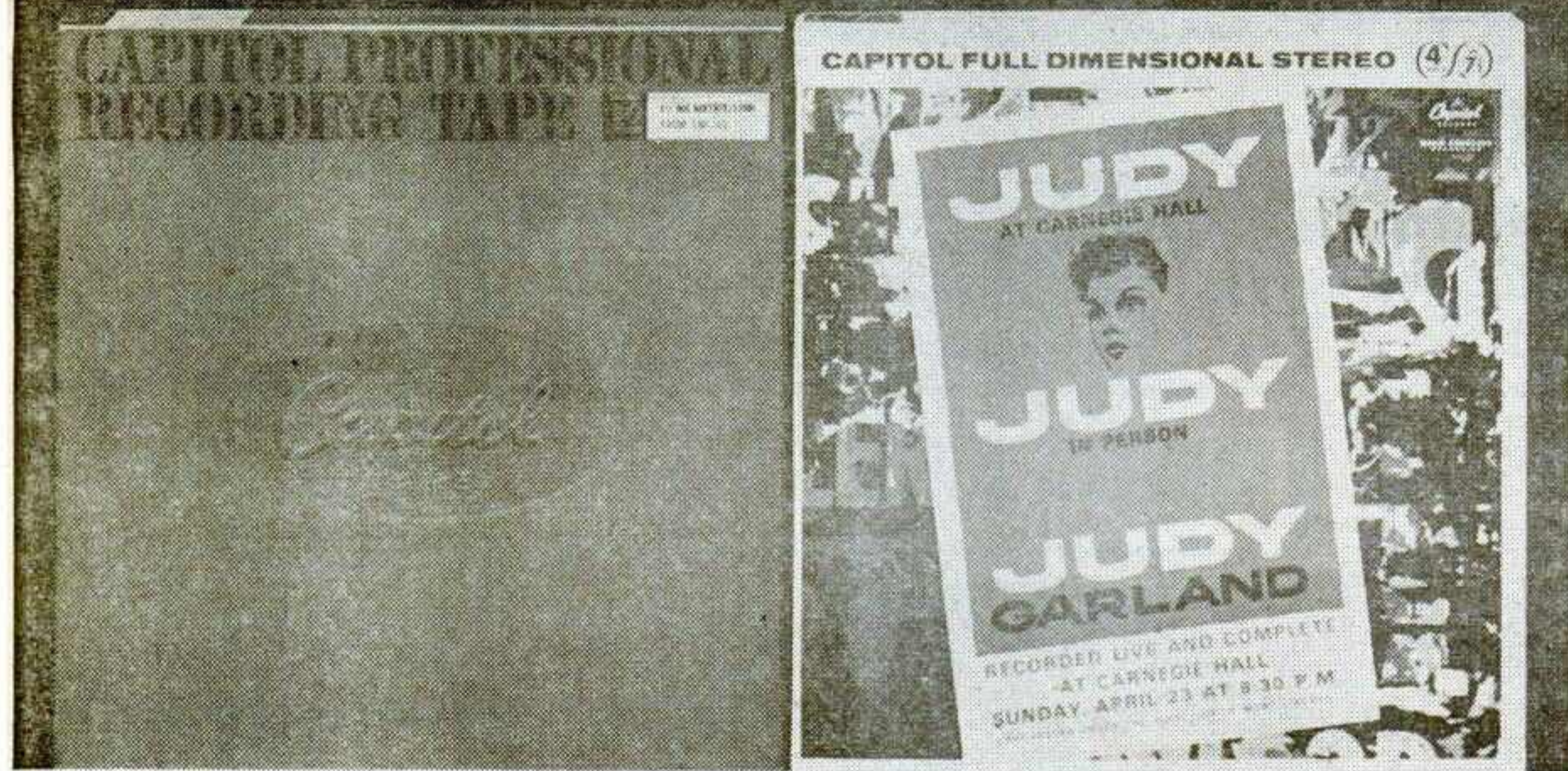
Oh, Didn't He Ramble

Today's jazz musician, he charged, tends to ramble too much. It was brought out, too, that jazz musicians simply cannot accept the idea that if they cut exciting three-minute tracks for their LP's, this could lead to radio exposure which could lead to greater acceptance.

Only in classical and jazz, erte-gun said, were diskeries willing to lose money by investing in a group or idea they believe worth recording. Of course, he added, they hope that in 10 years they will have a great vindication.

He concluded: "It is just possible that the most important music in America today is being played by a few jazz musicians. Of the flood of records today, 100 years from now these may be the ones by which we will be remembered."

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for 1962:

IN BILLBOARD MUSIC WEEK
FEBRUARY 10 ISSUE

*Tested Ideas for
Programming
and Selling*
**CLASSICAL
RECORDS**



Coming
Next
Week

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- to provide important information for broadcasters about the programming of classical records
- to furnish ideas and success stories about the merchandising and marketing of classical records at the retail level
- to help increase sales and profits from classical records for everyone concerned

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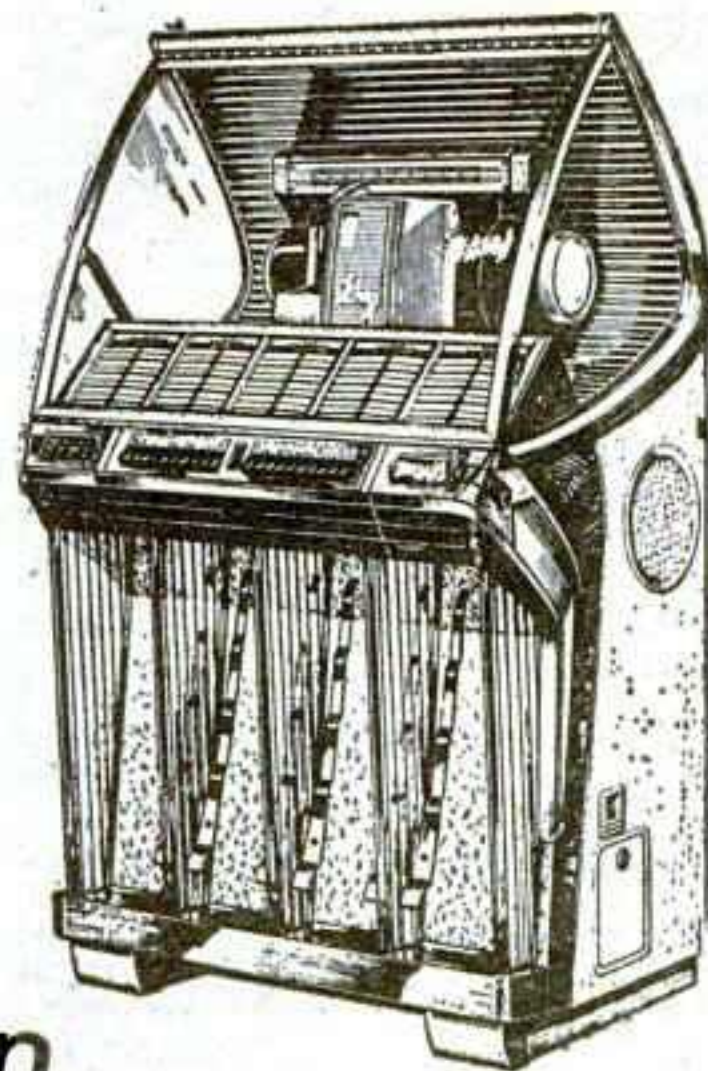
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FOLK TALENT & TUNES

By BILL SACHS

Claude Gray has John Hancocked an exclusive management pact with the Jim Denny Artist Bureau, Nashville. . . . Red Sovine and Jimmy Dickens have been set by the Jim Denny firm for a 21-day tour of Germany, Italy and France starting February 8. . . . Johnnie and Jack and Kitty Wells, just returned from a 22-day swing through Germany, France and Italy, inked for the January 29-February 3 stretch at the Flame Theater Cafe, Minneapolis. . . . Minnie Pearl and Hank Snow and His Rainbow Boys will be the grandstand attraction at the Florida State Fair, Tampa, February 6-10. W. E. (Lucky) Moeller, of the Jim Denny office, made the booking.

Joe Tex sports a new release on Dial, distributed by London Records, coupling "Popeye Johnny" with "Hand Shakin', Love Makin', Girl Takin' Son-of-Gun From Next Door." Tree Publishing, Nashville, is publisher of the two tunes. Other Tremendous happenings include a new one by Anita and the So & So's titled "Joey Baby" on RCA Victor; a new Jill Corey record on Mercury, "It's Only Me"; Jim Reeves on RCA Victor with "Losing Your Love"; "When I've Learned," by Rusty Draper on Mercury, and a new Bill Anderson platter on Decca, "Down Came the Rain."

Nashville manager-booker Hubert Long, in association with Houston deejay Gabe Tucker and Station KIKK, staged a winner there January 20, featuring Faron Young and Leroy Van Dyke. . . . Webb Pierce, Faron Young, Claude King, Tommy Tomlinson and Tillman Franks set for Lansing, Mich., February 16, and Saginaw, Mich., February 18. Both dates were set by Hubert Long. . . . Shelby Singleton and Jerry Kennedy handled the a.&r. chores on Crash Craddock's first single for Mercury slated for early release. . . . New artist on the roster of the Tillman Franks Enterprises, Shreveport, La., is Bucky Buckler, at one time the youngest member of the Oklahoma Legislature.

Earl Cupid, of Ferriday, La., a protege of country singer and Louisiana Governor Jimmie Davis, is a new addition to the Mercury Records talent roster. . . . Claude King was at the Bradley Studio in Nashville Wednesday and Thursday (24-25) to cut a new Columbia album, "Meet Claude King," with the label's Don Law calling the shots. . . . George Jones, currently sporting a new Mercury release, "When My Heart Hurts No More" and "Aching, Breaking Heart," becomes a dual label artist February 1, when his first single and album for United Artists Records will be released. . . . Lea Gibbs scribbles from Akron that she's in the throes of organizing a new band to play the territory. Meanwhile, she continues her booking activity in the Akron sector.

A new c.&w. talent show made its bow January 20 at the Grand Theater, Ennis, Tex., and will be a regular Saturday night feature from now on. Billed as the "Ellis County Jubilee," the show is promoted by Sid McKenzie and B. Z. Cumble under auspices of the Ennis Chamber of Commerce and features c.&w. talent from North and Central Texas, with a guest star each week. Proceedings are aired via KAND, Corsicana, Tex. . . . Marshall W. Rowland, president of WOIK Radio, Jacksonville, Fla., reports that the station will stage

BILLBOARD MUSIC WEEK HOT R & B SIDES

Table with columns: This Week, Last Week, TITLE, ARTIST, LABEL & NUMBER, Weeks on Chart. Lists 30 songs including 'I Know', 'Lost Someone', 'Duke of Earl', etc.



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its second annual Country Music Festival March 31 at the new Jacksonville Coliseum. Already engaged to appear at the event are Marty Robbins and the Teardrops Don Gibson, Bobby Sykes, Bill Phillips, Don Winters, Ray Price and His Cherokee Indians, Ferlin Husky and band, Johnny and Jack Kitty Wells, Smiley and Kitty Wilson and Grandpa Jones. In connection with the festival, WOIK is staging a Weird Beard contest, with country music lovers in the area urged to grow a beard, a \$500 cash prize going to the winner. The festival will also feature a championship fiddlers' contest.

Webb Pierce, Red Sovine, Clyde Beaver, Bobby Sykes, Mel Tillis, Wayne Walker and Warner Mack, along with Pierce's Silver Dollar showpiece auto, appeared recently at the Rosewood Theater, Memphis, for the premiere showing of the new Webb Pierce-Marty Robbins movie, "Buffalo Guns." On the same night, the group played the Little Black Book Club in Memphis for Eddie Bond.

Breaking Big on the Juke Boxes! "TUFF" ACE CANNON HI #2040 One of the LONDON GROUP of Hit Labels

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Europe's Ops Eye Soldier Trade

Wurlitzer Deb Tops Record

By OMER ANDERSON

FRANKFURT—European operators visualize the American Armed Forces on the Continent and in England as a vast potential coin machine market.

Steps already are being taken in various areas to tap this market through concessions to local operators for operating franchises in military installations and housing areas.

All told, there are approximately one million military personnel and dependents (military argot for family members) on this side of the Atlantic, including Iceland and the Mediterranean area.

Remote Outposts

Military bases and housing areas are scattered over this vast area to points as distant as Asmara, Ethiopia and Dhahran, Saudi Arabia. Obviously, the more remote outposts are not attractive operating propositions.

But West Germany, France, and the United Kingdom are thick with U. S. military areas. There are a number of substantial areas in Italy, and there are scattered bases in Holland, Belgium, Greece, and Turkey.

Spain has a total of six U. S. Air Force and U. S. Navy installations and these bases already have stimulated Spanish coin machine operation by providing a showcase, as it were, of U. S. coin machine technology.

Surveys and studies of U. S.

military coin machine operation indicate that its potentialities are huge and unrealized. There are fewer than 1,000 juke boxes in operation and but a few hundred games. Vending equipment is virtually nil.

Yet, ironically, the market seems to offer fantastic opportunities. Bases and housing areas offer these virtually captive locations: snack bars, service clubs (including officer, NCO, and enlisted men's), mess halls, recreation areas, and post exchanges.

In all, there is a potential military market for 10,000 juke boxes, 3,500 games, and an unlimited number of vending machines. Precise estimates would involve giving a breakdown of military installations, many of which are classified.

10,000 Juke Boxes

Experts say, however, that 10,000 juke boxes is a "bedrock minimum" estimate and the actual potential may be considerably higher. One expert offered this analysis:

"You can't judge military bases by the usual gauges in calculating coin machine markets," he explained. "The military community is entirely different from a civilian community. Because of the hardship duty and isolated nature of service in foreign countries, it has far greater recreation requirements.

"Military personnel, too, tend to spend more time in their base service and recreation facilities owing to the isolated nature of most of

our overseas bases. Don't forget, too, the countless small, completely isolated detachments of 50 men or fewer who would be overjoyed to have coin machine recreation and service."

If the potential of the overseas military market is so fantastic, then why does it remain largely unexploited?

No Operators

Most experts, including some military officials, agree that it is due to the absence of private operators. An Army PX official admitted, "Most of us feel that coin machines merely complicate our lives insofar as the technical side is concerned. We tend to operate in terms of temporary situations and to acquire as few frills as can be avoided.

"We have nothing against coin machines; in fact, we would welcome them — if somebody coped with the headaches. I mean servicing them, programming the music, and so on."

Another military source contributed, "Don't forget that the stationing of U. S. military forces overseas was never planned in detail—down to the last juke box or bowler, so to speak. It just happened—first the war and occupa-

tion in Germany and then the cold war.

Local Involvement

"In overseas operations the military forces tend to be wary of local involvement. They like to keep operations as simple as possible and in their own hands, always assuming that any troop stationing overseas is temporary in character.

"However, in the last few years our thinking has changed, and most of us now are beginning to think in terms of permanent overseas garrisons."

European operators intend negotiating with U. S. military authorities for concession-type operating franchises, which would parallel concessions given to local merchants.

Concession Deal

Under the concession-type arrangement, concessionaires pay an agreed percentage of their collections or profits to the military welfare fund. They procure and operate their own equipment and abide by certain stipulated military regulations.

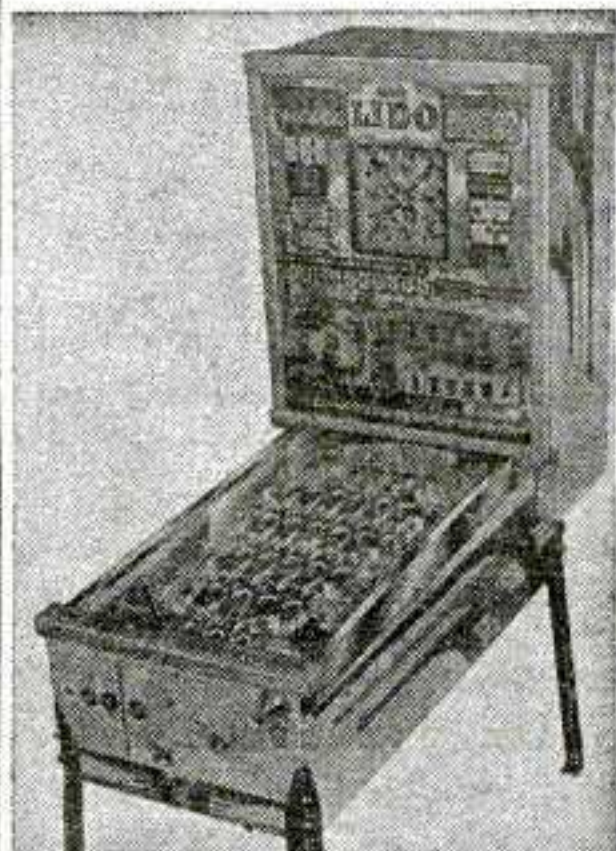
Coin machines have tended to be a stepchild of overseas U. S. military housekeeping arrangements. (Continued on page 56)

DETROIT — The new 1962 model Wurlitzer line was introduced to the Detroit and Michigan trade in a special showing at the salesroom of Angott Distributing Company, attended by what is said to be the largest attendance on record for any Wurlitzer opening here estimated at 400. Visitors from the more remote sections of Northern Michigan came down despite the cold and deep snows.

The reception accorded the new models was "tremendous," according to Harold Christiansen, general manager for Angott. "People are more enthusiastic about the model this year and are buying," he said. "We are oversold and are already backordered. We don't expect to get even caught up until mid-February."

In addition to operators and their families, there were a number of visitors. Robert Bear, manager of sales, and Bert Davidson, division manager, were both present from the Wurlitzer organization, assisting owner Carl Angott and his family, who hosted the gathering.

Bally Bingo Game Carries Lido Tag



BALLY'S LIDO

CHICAGO—Bally Manufacturing Company has announced delivery of "Lido," a new, bingo-type pinball game. The game combines the Futurity game feature with the new "Four-Way Pick-A-Play" idea, giving players the widest possible choice of scoring. General sales manager Bill O'Donnell added that Lido is equipped with the Auto-Mission Coin Divider, automatically dividing income between operator and location owner and providing the latter with ready access to his share.

Tax on Gross Income Still Irks Indiana Coin Operators

INDIANAPOLIS—This year, as every year, Hoosier operators will pay the State's crushing gross income tax when it falls due on January 31, but not without protesting its injustices.

What irks them most, of course, is that the gross income tax is called that for a good reason: it is a tax on gross income.

What annoys them also is that they are required to pay on money they only count but never pocket—the commission "split" retained by the location owner.

The gross income tax law was enacted as an emergency measure in 1933 at the recommendation of Gov. Paul V. McNutt. The depression necessitated its imposition on "gross" income. The revenue from a "net" income tax in that lean period would have been virtually nil.

As stipulated in the 1933 law, coin-operated vending machines are considered to be equipment which are not operated as games of chance and which deliver to the final user or consumer merchandise of the value of money deposited.

The law further provides that the entire gross receipts from sales through vending machines will be considered as income derived from "selling at retail" by a "retail merchant" with collections taxable at the rate of three-eighths of 1 per cent.

Then the law comes up with its Sunday punch:

"No deductions will be allowed for any amounts paid or retained by the operator of the premises."

At the same time, the logic of the law suggests that the devices are on location under contractual conditions and that the location owner must pay the 1½ per cent contractor's rate on his split.

Non-vending machines, as defined by the law, are "coin-operated phonographs, scales, radios, moving picture machines and other equipment of a similar nature, which do not deliver merchandise to the user."

The owner of such machines is blasted with a 1½ per cent rate as is, to his continuing grief, the location owner. Though illegal in the State, pay-off pins and slot machines are also hit with the 1½ per cent rate.

Repeat Attempts

Repeal of the gross income tax, though attempted in almost every legislative session since 1933, has failed. Most frequently mentioned as an alternate program is the sales tax.

Operators who fail to pay by the January 31 deadline face penalties, and, in case of prolonged nonpayment, the law even permits seizure of equipment.

Phone Paging System Speeds Apollo Service

DENVER — Apollo Music Company here, busy phonograph and amusement machine firm, is breaking records for service efficiency since the service department adopted a "bellboy" paging system.

Sam and Dan Keyes, brothers who head Apollo, have experimented with many plans for quick contacts with servicemen out in the field, including time schedules whereby the serviceman telephones in a hourly intervals, or follows a schedule which will place him near a telephone at a certain time.

Two-way radio in trucks was another experiment, which, of course, had the drawback that the serviceman couldn't be reached when he was out of the truck for any reason, even though the radio system had a feature whereby a light kept burning on the dashboard to indicate that the serviceman should call the Santa Fe Drive office.

Pocket Radio

None of these ideas are as efficient as a small radio gadget

which the servicemen now carry in their jacket pockets, wherever they go. No larger than a typical shirt-pocket transistor radio, this is a "bellboy unit" operating on high frequency, which emits a loud, shrill buzz whenever a signal is sent out from the office.

No effort is made to carry voice on the unit, which functions simply as an alarm system, to advise the serviceman to telephone in. With a range of 10 full miles, and operating efficiently even where the radio signal must be beamed through brick walls, into basements, etc., the "bellboy" contacts the serviceman instantly wherever he is, and his response is dictated only by the amount of time it takes him to get to a telephone.

Operating the city's largest string of amusement machines, many of them complex new equipment with intricate electronics to maintain, Apollo Music Company needs to keep in touch with its servicemen at all times—and the "bellboy" has proved to be just what the doctor ordered, according to the Keyes brothers.

Visitors to the Eighteenth Annual Amusement Trades Exhibition

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RUBE GOLDBERG INVENTION

Dallas Op Solves Peanut Litter Problem With Pan

DALLAS—Any bulk vending operator who has been refused a profitable location simply because the location owner doesn't want peanuts littering up the floor will

appreciate a unique bit of equipment engineering developed by M. E. Wylie, bulk operator here.

Wylie, who has many commanding locations in downtown Dallas shopping districts, began building up his locations energetically a little more than a year ago, only to find almost immediately that in most stops location owners had had such bad previous luck with peanut litter that they had decided to do away with such machines for good and all.

This was particularly true of department stores with carpeted floors, where peanuts, spilling in the process of vending, were likely to produce large oil spots on the carpet fabric. Even in stores with easily-maintained vinyl or asphalt tile floors, potential location owners were dead set against the continuous clean-up problem which peanut vending machines had created.

Same Objection

A typical example was the big Cullum & Boren sporting goods store in the heart of downtown Dallas, a store which has more than 80 employees and attracts hundreds of men customers daily. Since men are invariably good peanut customers, Wylie wanted to add as many machines as possible in this store. Here, again, however, the same objection was voiced.

Undeterred, Wylie decided on a second try, this time equipped with a gimmick. Owning a well-equipped work shop, he experimented with many varieties of "peanut catchers" to be added to standard bulk vending stands, before coming up with the idea of removing the machine, and replacing it in a lightweight aluminum bread pan, some eight inches wide by 11 inches long, and two inches deep, which could then be bolted back in place as a unit.

Attaching the bread pan required only the drilling of three holes, after which the same bolts used for initial attachment could be re-used, without requiring spacers, extended-length bolts, etc.

Now armed with a vending machine. (Continued on page 54)

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National Vendor's Association will initiate, at its expense, a one-year FREE subscription to Billboard Music Week to every NEW member joining the N.V.A. between January 15, 1962, thru March 12, 1962.

MEMBERSHIP RATE SCHEDULE

Table with 3 columns: Classification, Per Year. Rows include Operator with up to 1000 machines (\$40.00), Operator with 1000 to 2500 Machines (75.00), Distributor (125.00), Manufacturer (300.00), Associate Member (100.00).

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The machine that will bring in extra profits for smart operators is this new Oak Vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 8" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25c or 50c coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

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A Stitch in Time Adds Attractive Display Secret to Denver Route

By **BOB LATIMER**

DENVER—A selling secret of Denver operator Frank Thorwald's neat displays is simply the ability of his wife, Mary Ellen Thorwald, with needle and thread, cutting tools, and art materials. Co-operating with her husband regularly in servicing 600 locations through the Denver area, Mrs. Thorwald is responsible for making up display cards for each machine showing what fill each unit contains.



Varmints on View

Thorwald uses display cards in all "merchandise machines" of the type which display "varmint," rings, charms and novelties. Not only does he use display cards in every possible machine, but likewise, he changes them regularly, to introduce new items, or merely to eliminate a bad appearance caused by sun fading or moisture.

To produce display cards which will bring maximum appeal, Mrs. Thorwald neatly sews each "varmint" (scorpions, crabs, spiders, worms, etc., made of plastic) on the cards, first measuring out attachment points so that every card shows each product in neat alignment. She can easily display a dozen items, and quite frequently staggers them so that the line-up is not composed of the usual straight horizontal rows.

In displaying rings and charms, styrofoam blocks are used for the most part, with neat slits cut in

this spongy surface, with an extremely sharp tool, so that the item being shown fits tightly in place with no likelihood of being loosened by over-enthusiastic youngsters, who shake the machine vigorously as they drop pennies or nickels in.

Other Cards Used

Other types of cards are used for capsules, for introducing newly vended products. In each case, "invisible" mountings are used, with thread of exactly the same color as the plastic chosen for each item, and a variety of tools used to cut the slits in styrofoam blocks which hold the displayed items in place.

Mary Ellen Thorwald carries out the program on a continuous basis while her husband services the over 600 locations concerned, fills heads, reconditions machines, and otherwise does the "outside" work. In many instances, Thorwald simply makes a note of machines which can benefit by more display materials, and leaves it up to Mrs. Thorwald to design a display which will effectively introduce the new items.

Thorwald believes that every vending machine must be immaculately clean, attractively painted, and with bright, fresh merchandise, in order to show its maximum return. By utilizing just as much care in "interior decoration" of his machines as he does on the exterior, return from his 600 locations is impressively better than average.

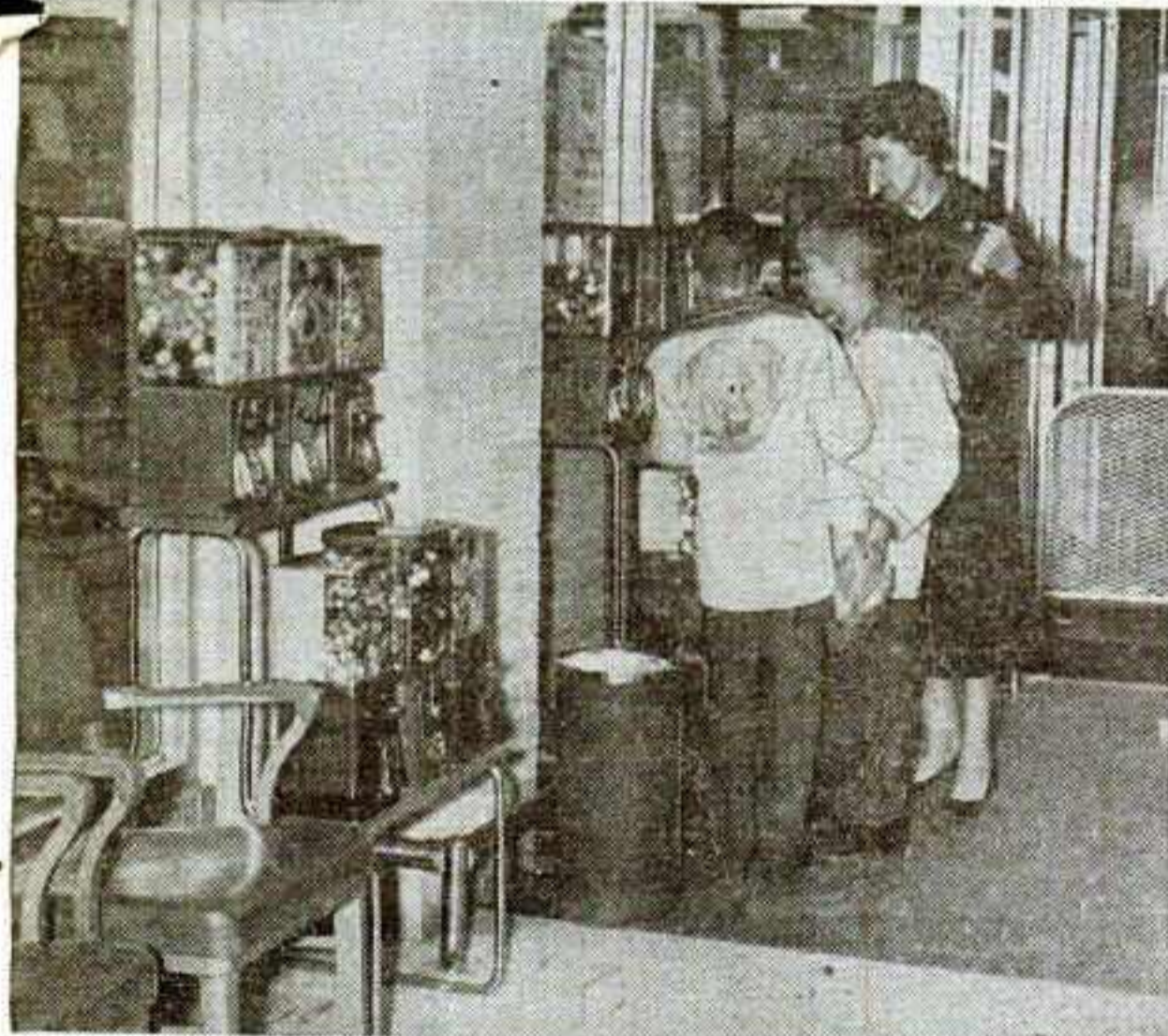
Other Uses

Some of the panels which are used within machines are provided

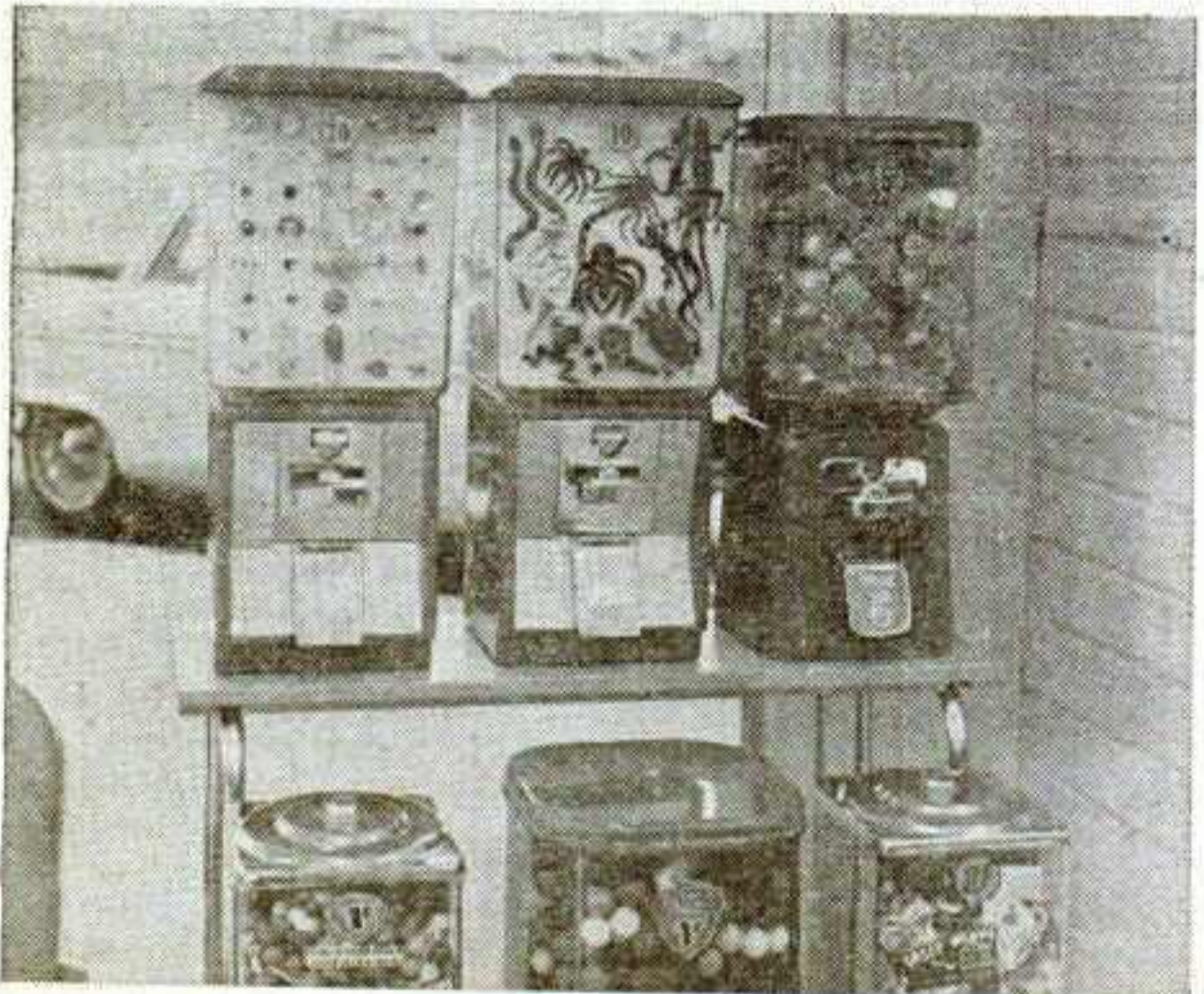
by manufacturers or distributors, but for the most part these are simply cut from rectangular sheets of artboard, which have a hard surface, yet are not too dense for pushing a needle through. Net results, in return for the detailed work which goes into making up these display cards, have been steady volume increases at almost every location on the Thorwald route.



ONE OF 600 BULK VENDING locations serviced by Frank Thorwald in Denver. One of Thorwald's success secrets is prominent display on units of samples of merchandise items available in the machine. Note sample panel on upper right unit, pictured above.



DIME ITEMS are heavily featured at the Colorado Springs discount house.



KING SAVER MACHINES are set up in battery installations.

First Coin Shows Latest Wurlitzer

CHICAGO—First Coin Machine Exchange, the new regional distributor for Wurlitzer Company, last week played host at a showing of the Wurlitzer new 2600 series to operators and servicemen in the Chicago area.

Despite a heavy snowfall and sub-zero temperatures, over 75 people attended the open house sessions. The hosts and hostesses were Burt Davidson, Wurlitzer factory sales representative; Joe Kline, Sam Kolber, Fred Kline, C. B. Ross, Cliff Mueller and Jean Larson.

GOV. EXTENDS N. J. CIG TAX

TRENTON, N. J.—One of the first things Governor Richard J. Hughes did upon taking office was recommend that the one-cent "temporary" boost in the cigaret tax be extended.

The levy which was imposed a year ago to raise money for State institutions is due to expire July 1. So far it has raised \$8 million. Apparently, the new administration sees it as a good thing and doesn't want to lose it.

There are some coinmen who will want the tax to continue, too; as a result of it, they are charging 35 cents for king size cigarets and picking up the extra four pennies on each pack sold.

MOA Newsletter

Music Operators of America's February newsletter is being reprinted in BMW as a service to MOA members. The Newsletter appears in BMW exclusively and is not being mailed to the membership. The views expressed are those of MOA.

A Common Goal

A TV news show recently featured an interview with an executive of the National Housewares Show, then running in Chicago.

During the interview, the executive was asked: "How much merchandise is sold at this show?" The reply was, "Oh! Very little. The show is not designed for selling. Our exhibitors come here to acquaint the customers with their merchandise and to gain their good will. People come here to shop, not to buy." (NBC Today Show, January 15). We were pleased to hear this confirmation of our own definition of a Trade Show, particularly from this source, because the Housewares Show is probably the largest such gathering in the world. It attracts about 38,000 customers and almost 1,000 exhibitors. It has the reputation of being a "happy" show. This is no wonder, for the industry knows the true purpose of the show and the strength of attendance indicates a united recognition of the purpose.

The coin machine business is just that... a business. We, at M.O.A., feel that our Trade Show provides a common meeting place for the showing of merchandise, exchange of ideas, and the clasping of handshakes of good will. This is what makes a group of individualistic enterprises an industry. A united industry, in turn, gains stature in the public eye and respect in the minds of our lawmakers.

We are proud that this objective has prevailed through M.O.A.'s almost fifteen years' of continual representation of the nation's music operators. This is a record of longevity. Added to this is a record of 11 consecutive industry convention and trade shows—the only annual trade show our industry has. We are proud of this record too, but it is tempered by our knowledge that our main support comes from suppliers not directly in our industry. Record people, amusement device, arcade piece, kiddie ride, novelty, bowler, pool table manufacturers, component and auxiliary supplier appear year after year. But only one, primarily phonograph, manufacturer has appeared in all 11 shows. The others, in most years, have abstained from exhibiting. Reasons given contain such phrases as "not put in our budget," "not worthwhile," "wrong time of year," "nothing new to show." Yet, contrary to all of these reasons, some of these firms send a contingent of their executive sales personnel to the convention, hold open houses at nearby hotels!

The abstainers always sugar their refusals with vows of "continuing to co-operate," "aid the operator," "help the operator," "work with the operator," in matters concerning juke box copyright legislation. We acknowledge that they have joined the fight in the past, and confidently hope that they will continue to do so in the future. We prefer the word *join*, over "aid" or "help" for this is a matter of common economic survival. Operators, paying a royalty fee, will buy less juke boxes. Too, the abstainers claim that they shoulder the brunt of the responsibility and expense of defending the phonograph industry. Again, we don't deny their costs.

In our memory, they have always paid the major costs of the expenses of attending hearings. However, the time from hearing to hearing averages from 18 to 24 months apart. Who minds the store in between? Who has costs each and every day? M.O.A. maintains legal counsel in Washington, D. C., on a retainer basis. M.O.A. keeps in touch with the activities in Congress. This is an each and every day affair. Costly? Yes! But also rewarding, for about a month ago, a meeting of parties of interest to the proposed over-all revision was held. Our counsel went to the meeting with only a two-hour notice, objected for M.O.A. to the proposal that the juke box exemption be repealed. The objection was noted. Not only the battle, but the entire cause could have been lost right there. Yet, M.O.A. and its counsel was the only member of the juke box industry present.

We do not offer our side of the story as either the beginning or the furtherance of an argument. Instead, we think it points up the need for an annual all-industry gathering. We're all in the same boat; it would be to no one's discredit to handle an oar.

In the interests of industry unity, common purpose, we, at M.O.A., invite all of the operator suppliers to consider entering the next M.O.A. Convention as active participants.

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Sept. Coin Exports Trail 1960

NEW YORK—Coin machine exports from the U. S. for September, 1961—\$1,683,926 for juke boxes and amusement games—were slightly behind the \$1,788,689 for the same month a year earlier, according to a report issued this week by the U. S. Department of Commerce.

While shipments of new juke boxes and both new and used games were close to the previous monthly figure, the number of used juke boxes fell off—from 719 units, valued at \$258,097 to 356 units valued at \$86,324.

New juke box exports dropped from 1,376 units to 1,113 units, while game exports (both new and used) rose slightly from 2,726 units to 2,776 units.

Belgium Holds Lead

Belgium again maintained its leadership as the nation buying more U. S. juke boxes and games than any other country, although the value of this equipment dipped slightly from \$482,346 to \$409,541 for the month. While used juke boxes units purchased by Belgian coinmen dipped from 523 to 208

units, game purchases rose from 316 to 649 units.

Easing of import restrictions was responsible for the emergence of France as a major buyer of U. S. coin machines. In September, 1961, French purchases were topped only by those of Belgium and West Germany. These purchases increased tenfold in a year—from \$21,942 to \$221,414.

Australia, which had ranked just below West Germany in purchases in September, 1961, dropped from \$80,606 to \$15,209.

Coin Machine Exports

September, 1961

Country	New No.	Photographs Value	Used No.	Photographs Value	Amusement Games No.	Value	Total No.	Value
Belgium	312	\$227,299	208	\$43,935	649	\$138,307	1,169	\$409,451
West Germany	261	183,517	22	5,465	413	75,880	696	264,862
France	21	16,817	—	—	561	204,597	582	221,414
Canada	67	76,637	11	5,450	255	68,729	333	150,816
United-Kingdom	34	27,404	3	1,189	242	104,425	279	133,018
Switzerland	131	85,693	—	—	79	29,455	210	115,148
Netherlands	64	47,737	16	2,530	3	3,300	83	53,567
Japan	5	3,000	15	3,835	139	30,725	159	37,560
Nan Islands	40	29,795	10	4,050	—	—	50	33,845
Venezuela	25	17,750	—	—	19	6,323	44	24,073
Chile	24	18,648	—	—	13	4,865	37	23,513
Egypt	—	—	—	—	18	21,131	18	21,131
Denmark	25	15,107	—	—	15	5,302	40	20,409
Costa Rica	—	—	—	—	40	16,925	40	16,925
Italy	10	7,152	11	3,598	53	5,380	74	16,130
Ecuador	21	15,963	—	—	—	—	21	15,963
Australia	—	—	13	2,375	72	12,834	85	15,209
Bahamas	2	1,383	5	2,595	9	1,105	16	5,083
Philippine Rep.	—	—	13	5,005	—	—	13	5,005
Other Countries	71	53,857	29	6,297	196	40,560	296	100,714
TOTAL	1,113	\$827,759	356	\$86,324	2,776	\$769,843	4,245	\$1,683,926

Background Tape With Messages

TOLEDO—Cousino Electronics Corporation here, has introduced a new combination background music tape cartridge player and message repeater. The repeater features provides for automatic interruption of the background music for voice messages at preselected intervals through a separate tape deck to the left of the main playback deck in the unit. The left section provides for both recording and playback.

The new Cousino Model LPM 2666 employs the Cousino Echo-Matic continuous loop cartridge for two hours of playing time. The playback feature also employs a loop cartridge and is designed for on-the-spot recording in many types of locations.

BATTERY OF BULK UNITS A DISCOUNT CENTER HIT

COLORADO SPRINGS, Colo.—The largest battery of bulk vending machines ever to be installed here is featured in the new King's Saver Center.

No less than 27 bulk venders, including 10-cent, 5-cent and 1-cent machines are spotted alongside the main entrance to the store, where every shopping customer is bound to see them on the way out. Here, the spectacular display gains immediate attention, results in customers who have just been handed small change using it up in the vending machines for the benefit of small children, or for themselves.

There have been, literally, lines of children in front of each of the three nine-machine units, according to Frank Thorwald, bulk operator who has the location.

Heavily emphasized are 10-cent items, including soft rubber spiders, snakes, lizards and bugs, and 5-cent capsules along the same lines, plus ball gum, jelly beans, candy mix and others. Employees in the big discount house, which started out as an ordinary supermarket, but expanded into non-foods merchandising so rapidly that it is now Colorado Spring's largest discount house, maintain the machines on a regular schedule, which includes daily dusting, a weekly scrubbing, and close contact with Thorwald for rapid refilling when required.

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the true magnificence of 33 1/3 stereo right at the phonograph!

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Eppy-Guggenheim Plans Warehouses

CHICAGO—Eppy-Guggenheim, Inc., has announced plans for the installment of warehouse facilities in five key areas of the United States: Moe Mandel Company, New York City; King & Company, Chicago, and H. B. Hutchinson, Atlanta. Texas and the West Coast locations have not been announced as yet.

While it is planned that this method of distribution will be of benefit to the operator, some operators already contacted are of the opinion that it could lead to increased costs of merchandise.

One operator here, who is against this method of distribution, said, that while prices may be lower at the start, an inevitable rise can be expected because of increased handling and inadequate distribution, plus the fact that the distributor must tack on an unnecessary overhead cost.

FOR SALE

ARCADE

- Wms. Space Glider \$425.00
- Wms. Titan 375.00
- CC Playland 395.00
- Go. Circus 275.00
- Un. Sky Raider 175.00
- Ex. Treasure Cove 150.00
- Ex. Pop Gun Circus 225.00
- Go. Sky Gunner 95.00
- Midway Shooting Gallery 325.00
- Midway Deluxe Shooting Gallery 395.00

5 BALLS

- Wms. Moire 2P WRITE
- Wms. Kismet 4P WRITE
- Wms. Space Ship 1P WRITE
- Wms. Reserve 1P WRITE
- Wms. Gusher \$125.00
- Wms. 3D 95.00
- Gott. Lightning Ball 225.00
- Gott. Seven Seas 275.00
- Gott. Sweet Stout 325.00

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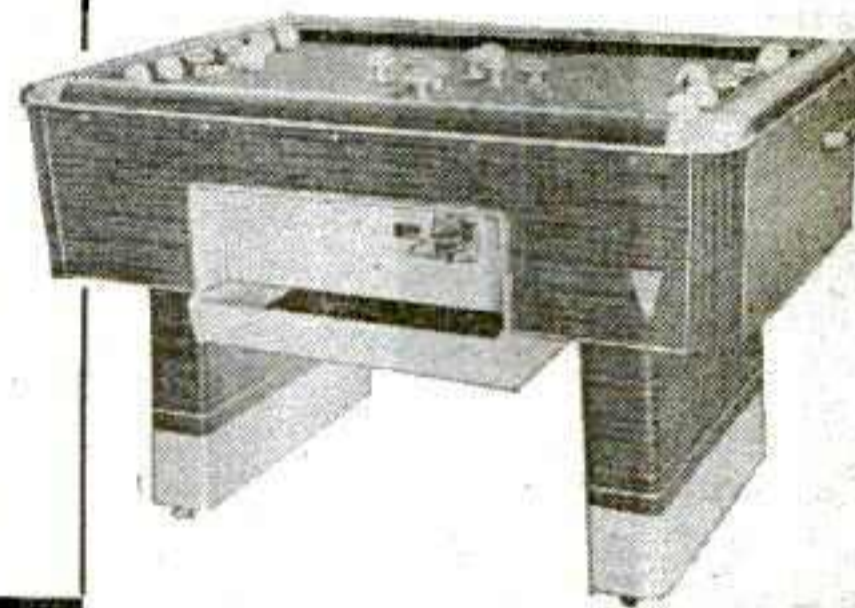
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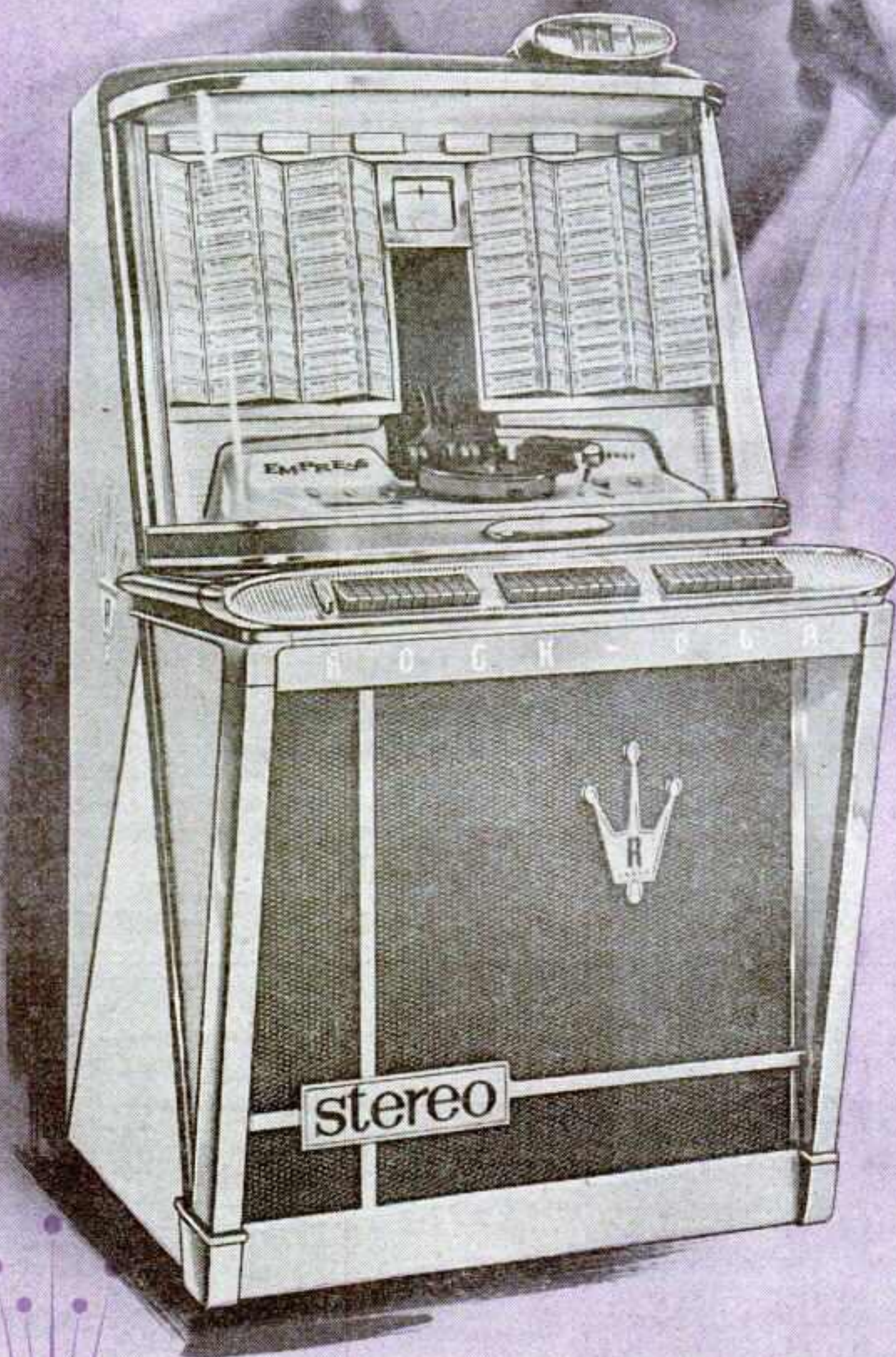
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In sound *and* styling, the 1962 Rock-Ola Empress is truly futuristic. Its elegant, brilliant color, enhanced by gleaming metal appointments, combine to create a phonograph that deserves the place of honor in any location. This styling, as well as the bigger-than-life tone quality, immediately captures the attention of patrons. The "drawing power" of the new 1962 Rock-Ola Empress is irresistible—making it one of the most frequently played, and most profitable phonographs available today.

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Gimmick Aids Location Owner Make Clean Up

MONTGOMERY, Ala.—Isaac Cohen, Cohen Amusement Company, major juke box operator here, has made a lot of friends with a unique sort of giveaway.

Like a lot of other full-scale operators in the juke box, vending and amusement machine field, Cohen regularly gives away calendars as direct-mail favors to his location owners and business associates. Unlike others, however, he provides a calendar which has a thoroughly extraordinary secondary use.

Instead of being printed on the usual form of paper, the Alabama operator's calendars are printed on a rough, absorbent paper, which feels for all the world like a chamois skin, or the type nor-

mally used for drying automobiles after washing.

A printed suggestion on the face of the calendar indicates that it is always there for emergency for cleaning up spilled liquids, for washing and scrubbing dry the office windows, or even for wiping off an automobile, if desired.

The same message indicates that Cohen will replace the calendar with another, if the user will telephone in.

As a result, Cohen has made a lot of friends, when spilled bottles of ink, soft drinks, glasses of water, etc., created a sudden emergency in his location owners' offices. Because it requires only a few seconds to quickly blot up any such damage, the calendar thus has saved the day with much appreciation from the user.

COINMEN
in the **NEWS**



West

Business is obviously good with **Johnny Knight** of Skyland Music Company. Johnny recently began sporting a new Thunderbird sports car and added several pieces of new equipment to his music and amusement machine routes. . . . **Al Richardson**, formerly a juke box operator in Rawlins, Wyo., has purchased the Ideal Music Company from **Jack Wyscaver** in Greeley, Colo. Richardson plans to live in Greeley and operate the big northern Colorado routes from this headquarters, whereas Wyscaver, oldest of three brothers prominent in the Colorado coin machine business, formerly commuted 55 miles a day back and forth between Denver and Greeley.

Mike Savio of Draco Sales Company, Denver Wurlitzer distributor, enjoyed a brief respite from January's chill temperature by attending the Wurlitzer conclave in Miami.

Milton and Dorothy Lane, who formerly operated a small music and amusement machine route in their home town of Espanola, N. M., have expanded into a large route in Taos, cultural and art center. The two Lanes operate their route on a full-time basis. . . . **Marion Sancetta**, Denver operator, took his family to Texas for a Christmas-holiday vacation. . . . **Bob Rothberg** and **John Aikens**, partners in Continental Music Company have leased a new shop building on Denver's Larimer Street, from which to conduct their multiple vending, phonograph, and amusement machine business.

Zoltan Gancz, of Cheyenne, Wyo., juke box operator, has had plenty of reason to rejoice over the huge missile bases being built by the U. S. Air Force in the Cheyenne area. With a population increase amounting to more than 5,000 people, volume in juke box and amusement machine spots broke all records for 1961.

Dean Gapter has bought a phonograph and amusement machine route in Boulder, Colo., and will operate it under the title of Colorado Amusement Company, servicing Boulder, and several suburban areas. The route was formerly owned by Deines Music Company, which sold most of its holding to **Dan DeGarmo**, two years ago. Retiring owner **Elton Deines** retained an interest in the route, which was sold to **Robert Latimer** during late 1961.

Midwest

OUT MINNESOTA WAY

Don Bolier, 38, operator at Baldwin, Wis., passed away January 20 of injuries received in an automobile accident January 6. The accident occurred between Baldwin and Woodville, Wis. His wife and four children survive.

Sandler Distributing Company, Minneapolis, had open house for a week to show the new 2600 series of Wurlitzer phonographs. . . . **Sam Siegel**, office manager at Lieberman Music Company, Minneapolis, and his wife vacationed in New York for a week where they celebrated their 20th anniversary.

Gene Clennon, operator at Austin, Minn., his wife and family returned from a two-week vacation in Miami. . . . **Frank Mager**, operator at Grand Rapids, Minn., has sold his route to **Ray Schultz** of Grand Rapids. . . . **Irv Gorsen**, formerly manager of Acme Music Company, Minneapolis, has joined the sales staff of Brown Bros., Inc., Minneapolis one-stop.

Outstate ops in the Twin Cities recently were **Gordon Runnberg**, Moose Lake, Minn.; **Jack Godfrey**, Chaska, Minn.; **Cab Anderson**, Hudson, Wis., and **Hank Krueger**, Fairfax, Minn. . . . The new Minneapolis-St. Paul International Air Terminal has opened, but no contract for the vending and amusement game franchises has been awarded (at press time) by the metropolitan airports commission.

BARGAINS FOR THE WEEK GAMES GAMES

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45 RPM 60c

All LP's—Regular Distributor. Wholesale—Nothing Over.

SAME DAY SERVICE

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BETH BALLARD, daughter of Clayton Ballard, Los Angeles Wurlitzer factory branch representative, was recently awarded the Youth-of-the-Month Trophy by the Glendale, Calif., Exchange Club. Miss Ballard ranks in the top 2 per cent of her class at Hoover High School. The award was made on the basis of scholarship, leadership and service to the school.

New England Sees 2600

BOSTON—More than 200 operators turned out to view the new Wurlitzer Model 2600 at the factory branch here at 78 Brookline Avenue in the week-long showing held January 15 through 19. On display also was the new acquisition of the Wurlitzer firm, the Automatic Products Company's Smokeshop cigaret machine.

The show was in the charge of **James R. Hunter**, manager, and **William Sweeney**, sales manager. On hand also from the Wurlitzer Company was **Hank Peteet**, field engineer for the Eastern seaboard. On the refreshment side **Hunter** and **Sweeney** had a unique gimmick. A table was set up with coffee and doughnuts, but as operators arrived they were booked for luncheon at the Beef and Bird Room of the nearby Kenmore Hotel. There they could sit down in comfort and discuss the new model.

Among operators attending were: **Warren Ball**, Turners Falls; **Fred Koufos**, Dedham; **Frank Fendell**, Brookline; **Henry Levine**, Milton; **Tom Libbey**, Haverhill; **Tom Nash**, West Roxbury; **George Edney**, Haverhill, and **Costy Pieczkowski**, Dedham.

Also on hand were **Sumner Segall**, Cambridge; **Guy DiGiovanni**, Allston; **Tom Flaherty**, Boston; **Tony Grazio**, Boston; **Tom Maloney**, Boston; **Jack Cravier**, Falmouth, and **Joe Zito**, Haverhill.

From Connecticut came **Irving Geltzer**, New London; **Nat Lesser**, New London; **George Grash**, New London; **Tony Wilkas**, Hartford, and **George Rode** and **Arthur Rode**, Terryville. From Cranston, R. I., were **Tony DeLuca**, **Ray Lelletier** and **Sam Foulds**. From New Hampshire were **Leo Desault** and **Robert Ladd**, Rochester, and **Ray Butler**, Hampton Beach. **Bob Greenfield**, Brattleboro, Vt., and **Neil Glazier** of Bangor, Me., also took part.

NEW STEREO JUKEBOX

needs no remote speakers! AMI Continental 2 has new styling, stunning color—exceptionally compact—makes money anywhere! Plays 33 1/3 and 45 RPM records interchangeably. Get the facts from your AMI distributor or write:

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KIDS WILL BE KIDS

PALM BEACH, Fla.—It cost a Secret Service agent 1 cent for guarding Caroline Kennedy too closely. The four-year-old daughter of the President was on her way to visit her grandfather at St. Mary's Hospital here when she noticed a ball gum machine in the hospital lobby. She skipped from the side of her mother to the Secret Service man, borrowed a penny, and put it in the machine. After she turned from the machine, the ball gum slipped from her hand to the floor. Thereupon, Caroline picked up the ball gum daintily brushed it off, and continued on her way.

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FOR SALE GAMES

Wagon Wheel \$ 85.00
Hialeah 195.00
Royal Flush 65.00
United Niagara Shuffle 225.00
United Simplex 195.00
Bally All-Star DeLuxe 95.00

PHONOGRAPH

AMI Continental 200 \$645.00
AMI G 120 245.00
AMI Lyric Stereo 100 515.00
AMI H200 295.00
Seeburg Y200 180.00
Wurlitzer 1700 195.00
Wurlitzer 1800 265.00
Wurlitzer 1900 345.00
Wurlitzer 2250 415.00
Seeburg Wall Boxes, 3W1 37.50
AMI Wall Boxes, 200 Sec. 55.00

Call, Write or Cable
Cable: LEWJO
We are now distributors for Smokeshoppe and Gottlieb.

Lew Jones Distributing Co.
Exclusive Wurlitzer Distributor
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DAVIS RECONDITIONED GUARANTEED EQUIPMENT

SEEBURG
222 \$689.00
201 589.00

THIS WEEK SPECIAL

■ AMI-Lyric 100 \$495.00
■ SEEBURG 3W1-rec.
■ 100-sel., w. b. 39.00

Terms: 1/3 deposit required.

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EUROPEAN NEWS BRIEFS

Ski Area Phono Locations

AROSA—Swiss operators are experimenting with the development of phonograph locations through establishment of hot beverage vending at ski resorts. Experimentation here and at other economy-class ski resorts indicate that additional locations may be created, particularly outdoor locations, through establishment of hot beverage vending. Once the beverage vending trade is established, the operator adds a phonograph. Swiss operators are having considerable success in "winterizing" phonographs for location at outdoor sites in ski areas. The practice is to spot the equipment outdoors during peak ski traffic and move it inside evenings and during bad weather.

Phonos Replace Fiddles

VIENNA — The Hungarian press has just published a survey showing that gypsy violins are giving ground to phonographs in Communist Hungary. Restaurants in the traditional style — snow-white tableclothes, balloon-sleeved waiters, and gypsy musicians—are losing business to modern snack bars modeled on the American drugstore lunch counter.

Gypsy musicians are being heard increasingly on juke boxes instead of in the flesh. The government is indirectly assisting the juke box trend by demanding that Gypsies enter "socially-useful" employment.

German AMI Promotion

HAMBURG—Helmut Rehbock has opened a major promotion program for the AMI Continental 2 "Stereo-round" box. Rehbock is promoting the new AMI model as making stereo "a living musical experience." Promotional advertising depicts the Continental 2 as beaming stereo sound in such a manner to eliminate the requirement for additional loudspeakers. Emphasis is placed, too, on the "automix" character of the new box, which automatically mixes 33 and 45 records. The Rehbock firm's campaign aims at presenting stereo as a technically-accomplished fact, instead of a continuing experiment. Surveys show many operators balk at buying stereo because they believe it requires too many accessories and servicing.

Embeo Pistol Game

OBERHAUSEN—Emil Bergeld Apparatebau is marketing a new pistol target game, Embeo. The game is a rapid-fire, automatic-scoring machine which has had brisk initial sale in the Ruhr and is now being introduced throughout Germany and in foreign countries.

Phono Price Stabilized

PARIS—Phonograph distributors report progress in stabilizing re-conditioned equipment prices within a narrow range. Second-hand equipment is now classified according to production year and three general condition categories—good, fair, or poor. It is now possible to standardize prices within a very low range of fluctuation. Used equipment has retarded new equipment sales, frugal French operators being unwilling to part with their vintage boxes unless certain they were receiving the top market price for their old equipment. The trade here is discussing establishment of a standard second-hand equipment price book, which would arbitrarily price used equipment by year without reference to condition. It is felt such a standard, fixed-price listing would spur new box sales by eliminating haggling over prices for used equipment.

Soccer Game Announced

LYON—A new lightweight "compact" soccer game is being produced for world export by the firm Ets. Georges Clerge of Lyon. Called "Baby Feet," the Clerge soccer game is manufactured in two versions, for large and small locations. Clerge, located at 12 Rue des Girondis, Lyon, is seeking general sales agents for North America and Latin America.

Get-Rich Ads Scored

FRANKFURT—The Working Committee of German Consumer Associations (Arbeitsgemeinschaft der Verbraucherverbaende) is publishing a warning against get-rich-quick advertising claims of phonograph distributors. The warning, originally issued by the Central Association of Coin Machine Operators, is designed to combat abuses stemming from the German juke box boom. The boom has many oldsters, particularly pensioners, believing there is a royal road to riches through amateur juke box operation. There have been several recent cases in which fly-by-night distributors sold large numbers of boxes to elderly persons, accepting a small down payment and their promissory note. Some of the oldsters had never seen a phonograph until approached.

Game Doubles as Table

MUNICH—Leonhardt, the big Bavarian games manufacturer, is producing a new soccer game for space-short locations—a game which also doubles as an ordinary restaurant table. The new Leonhardt game has a dividing-panel cover. The panels fold back to either side, clearing the game for play. Folded back, the panels form a table concealing the game. The game format duplicates a cafe table, with only the screwdriver-handle game mechanism visible from the sides. Leonhardt is promoting the game as a cafe table when tables are short and a game when trade is slack.

Goldberg Invention

• Continued from page 49

chine guaranteed to catch every bit of spillage from the chutes, around the customers fingers, Wylie went back into the Cullum & Boren store, carrying an example and demonstrated that no matter how careless the customer might be in pumping the release lever, that any peanuts which missed his hands would simply drop into the tray, instead of rolling off on the floor.

His industry was appreciated enough by the Cullum & Boren management that it agreed to a test installation, and finding out that no peanuts were complicating operations of custodians, permitted Wylie to spot his bread pan-based machines at a dozen points. Now, these locations are among the most profitable in the Texas operator's string, and the cost of equipping each one with an aluminum bread pan has been quickly repaid by extra peanut vending profits.

ABP MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

WANT TO BUY

Highest Prices Paid!
GOTTLIEB:
WHIRLWIND—LITE-A-CARD
ATLAS—CAPT. KIDD
SWEET SIOUX—MADEMOISELLE
WAGON TRAIN—TEXAN
KEWPIE DOLL—MERRY-GO-ROUND
FOTO FINISH—OKLAHOMA
SHOW BOAT—FLYING CIRCUS
BIG CASION—LANCERS—CORRAL

WANTED

10 GOTTLIEB
SUPER JUMBO 4-PLAYERS

SALE!

Completely Reconditioned
TELEQUIZ . . . \$85
Ea.

EGG HEAD

OPERATORS MAKE MONEY!

Join the smart crowd with this Gottlieb Winner! Plenty of Fun and Action! Order now!

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✓ Games ✓ Music ✓ Arcade Equipment
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Ask for Our Current Used Equipment List

Our combined sources of new equipment assure you of a complete source of used equipment and parts.

MUSIC

Wurlitzer 1650AF \$125
Seeburg 100W 300
AMI G-120 250

BALL BOWLERS

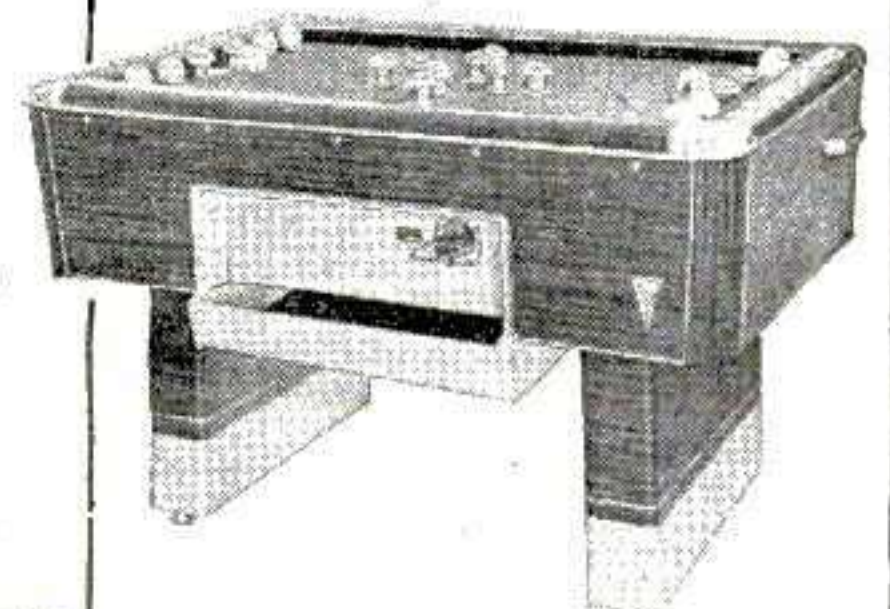
5 Bally ABC } Lot of 9
2 Bally Tournament } \$1,200
1 Bally Strike }
1 Bally Trophy }
5 Chicago Coin Bowling League } Lot of 7
2 Chicago Coin Players' Choice } \$1,200
6 United Bowling Alley, 11' } Lot of 18
12 United Bowling Alley, 14' } \$1,600

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821 S. Salina St., Syracuse 3, N. Y. Jack Shawcross—Sales Mgr. GRanite 6-4071.

The NEW CROWN FIESTA by FISCHER

EASY ON THE EYE—EASY TO BUY! SEE IT HERE NOW!



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GOOD LUCK TO THE A T E CONVENTION

After 30 years serving the world's coin machine markets, the policy of David Rosen, Inc., remains unchanged. We only advertise what we have in stock.

Guaranteed satisfaction is an integral part of each sale. Ample supplies of all types of equipment always on sale.

PHONOGRAPHS	
AMUSEMENT MACHINES	
PIN GAMES	UPRIGHTS
GUNS	5 BALLS
POOL TABLES	BOWLERS
ARCADE MACHINES	
VENDING MACHINES	
PHOTO MACHINES	
RECORDING MACHINES	
KIDDIE RIDES	
CARD VENDORS	
COUNTER GAMES	
SHUFFLE ALLEYS	
PARTS, SUPPLIES & TOOLS	

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We Are Exclusive Distributors for Rowe-AMI, Chicago Coin, Williams, All-Tech, Midway, Irving Kaye, Fischer Sales Co.

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Exclusive A.M.I. Dist. Ea. Pa.
855 N. BROAD STREET, PHILA. 23, PA.
PHONE: CENTER 2-2903

Fires Burn Memphis Ops

MEMPHIS—A rash of fires hit locations recently and destroyed or damaged many pieces of coin equipment of operators in Memphis and the Mid-South.

George Sammons, president of Sammons - Pennington Company, distributors, says his repair department, with eight burned machines to repair, looks "more like a salvage company" than a distributors' warehouse repair shop.

Other distributors, Southern Amusement Distributing Company, S & M Sales Company, and Standard Automatic Distributing Company, also have burned machines on hand to repair.

Operators who suffered fire-damaged equipment were: Johnny Novarese, Poplar Tunes Music Service, one juke box, one shuffleboard, one pin game, 10 wall boxes and six speakers, in a fire at Furlotte's Drive Inn Restaurant in Memphis, which burned to the ground.

Thomas Sinclair, Crown Amusement Company, two pinballs and a phonograph, destroyed when Skateland, skating rink at West Memphis, Ark., went up in smoke.

William V. Forsythe, Forsythe Amusement Company, Millington, Tenn., one juke box, one pin game, two cigaret machines and a shuffleboard damaged when the Clover Club, night spot near Covington, Tenn., burned.

Robert Harbin, Harbin Amusement Company, one juke box and four wall boxes damaged in a fire at a small Memphis restaurant.

The warehouse of Hardy Creek-

Memphis Games On the Decline

MEMPHIS—End of year figures on the number of amusement games licensed shows a drop of 153 during 1961, Sloan O. Craig, collector of licenses and privileges, reports.

Craig said there were 624 machines on location December 31, 1960, but that had dropped to 471 by December 31, 1961.

Reasons seems to be the waning popularity at the present time of pinballs and other games which in previous years proved popular with the playing public.

Some new machines brought out in recent times by manufacturers have not caught the public fancy to stimulate the game business in this area, an unfortunate situation, operators say, they would like to see overcome.

Operators and distributors have, for years, been calling for something "bold and dramatic" which would catch and hold the public's attention. Several efforts have been made, but apparently nothing has been too successful.

Perhaps, distributors and operators hope, something will be brought out in 1962 to solve the problem. This would indeed bring a Happy New Year, they say.

more, Cleveland Amusement Company, Cleveland, Miss., burned, destroying four juke boxes.

Worst of all, the home of Martin Suttle, Suttle Amusement Company, Cleveland, Miss., burned to the ground. He had insurance. Some operators who had machines destroyed or damaged by fire, however, did not have insurance because the premiums are prohibitively high.

PLEASE SAY YES TO THE NEW MARCH OF DIMES
NIF
THE NATIONAL FOUNDATION

FOR SALE
KIDDIE RIDE ROUTE, PHOENIX, ARIZONA
Retire in the sun with a good income. 25 Kiddie Rides, all on contracts, mostly in nation chain stores. Route will do \$15,000.00 per year. Total price \$15,000.00 cash. Address: BOX 153, c/o The Billboard 188 W. Randolph St. Chicago 1, Ill.
GIVE TO DAMON RUNYON CANCER FUND

WANTED WILL PAY TOP DOLLARS FOR ALL BALLY BINGOS

For Sale

In Stock . . . Immediate Delivery.

MUSIC

Seeburg Q160, 1960 Model	Phone
AMI Lyric 100	\$475.00
AMI Cont. 200A	565.00
AMI JCH-100M	295.00
Rock-Ola 1455	265.00
2 Rock-Ola 1468-ST	525.00

SPECIALS

5 Bally Bikini (New)	Phone
Auto Bell Hialeah	\$ 95.00
Midway Red Ball	145.00
Bally Sportsman	250.00

GUNS

Bally Marksman (New)	\$395.00
Bally Sharp Shooter	350.00
Bally Moon Raider	150.00

SPECIAL

50 beautiful Triple AAA	
Reconditioned D-80's. Ea.	\$95.00

PINS

Williams

Skill Ball (New)	\$395.00
Bobo	295.00
Caravelle	425.00
Gusher	125.00
Highway	250.00
Jig-Saw	95.00
Magic Clock	350.00
Satellite	125.00
Serenade	295.00

SHUFFLES &

BOWLERS

Chi Coin Classic	\$150.00
Chi Coin King	295.00
Williams Ten Strike	85.00
All Star Bowlers	50.00
ABC Super Delux	125.00
C.C. Double Feature	195.00
Ski Bowl	65.00

Send for List of Used Vending, Gottlieb Pins, Arcade and Bingo Machines.

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Say You Saw It in Billboard Music Week

HIGHLY COMPETITIVE! INTRIGUING! PROGRESSIVE SCORING!

Williams METRO

2-PLAYER

ORNATELY COLORED PLAYFIELD

SKILL SHOT
In top or center hole moves

DISAPPEARING BUMPER
UP or DOWN

INCREASES VALUES
of Bumpers, Rollovers and Holes

● 2 Kickout Holes
● Cyclonic Rebounds
● Flipper Control

IT'S MORE FUN TO COMPETE! YOURS FOR FAST ACTION!

See Your Williams Distributor Now!

Williams ELECTRONIC MFG. CORP.
4242 W. FILLMORE ST., CHICAGO 24, ILL.

BUY THE BEST—BUY WILLIAMS

Single or Twin Chutes
● Slug Rejector
● Locked Cash Box
● Plasticote Finish on playfield

LOCATION TESTED FOR PROFITS!

European Ops Eye Soldier Trade

Continued from page 47

ments, which are divided three ways: the military exchange, the European Exchange System (EES) operating Army PX's and the Air Force Exchange (AFEX) operating AF base exchanges; the Quartermaster, and club and special services.

Coin machines at present are placed at overseas military installations on a haphazard, catch-as-catch-can basis. Most of the juke boxes are in snack bars simply because military exchange officials feel that is where they belong, and

where they entail the fewest headaches.

Profit Motive

A military source emphasized, "Anyone doing business with the military services should understand that the normal civilian profit motive plays no role in our operations. In fact, profits from our activities can be terribly disconcerting and embarrassing.

"Therefore, we tend to be rather passive in providing facilities and services, pegging them to urgent requirement instead of convenience and profit possibilities."

Military officials agree that coin machines generally are considered as involving "too much responsibility and too many headaches." They involve investment on equipment with an uncertain disposal market, and vending machines in particular are regarded as a convenience rather than a necessity.

Direct Negotiations

European operator associations have reached no concrete decisions on the method to be employed in approaching the U. S. military forces for operating concessions. Some students of the problem favor direct negotiations between the operator association in each country and the responsible military officials. Concessions then would be allotted by the operator association on the basis of geography and resources.

Because of the dispersed character of U. S. installations, some experts argue that it would be necessary to form small operator consortiums, enabling a number of operators in any given military district to pool their resources and facilities in operating military concessions.

This seems particularly desirable if integrated—phonograph, games and vending—operations are to be attempted.

Manufacturer Support

A senior official of the German operator association reported that European operators expect to have strong support from manufacturers generally in bidding for the military trade.

"Most large American manufacturers have overseas plants and distribution arrangements, and the military trade would be gravy for them," he pointed out.

"European manufacturers should be interested, too, because it would give them the opportunity to enter the American market by the back door."



OPERATORS, THEIR FAMILIES AND FRIENDS from Utah, Montana, Wyoming and Idaho attended an open-house showing of the new Seeburg line by Struve Distributing Company in Salt Lake City recently.

ATLAS... Reconditioned—Guaranteed MUSIC & VENDING

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- ROWE L-1000, 4 Flavor 595
- ROWE AMB. 14-COL. (MAN.)..... 195
- SEEBURG E-1 CIGARETTE 195
- NATIONAL CIGARETTE, 11-Col. Slant. 175
- NATIONAL CIGARETTE, 11-ML..... 150
- WITTENBERG REF., 24 SEL..... 675
- STONER D-500 COFFEE/CHOC. 295

MUSIC

- A.M.I. G-120\$265
- A.M.I. F-120 225
- A.M.I. G-200 245
- A.M.I. H-200 395
- A.M.I. I-200 495
- A.M.I. J-200 545
- A.M.I. K-100 595
- ROCK-OLA 1455 295
- SEEBURG 161-5H 645
- SEEBURG KD-200 395
- SEEBURG 100-R 375
- SEEBURG 100-G or W..... 275
- WURLITZER 2000 325
- WURLITZER 2200 425
- WURLITZER 2300 545
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100 SEEBURG R's
Liberal trade or will purchase.

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Bull's Eye	\$160	Jungle Carnival	\$125	Circle Gunner	\$125
Sharpshooter	375	Sky Fiter	125	Big Top	175
EXHIBIT		GENCO		WILLIAMS	
Gun Patrol	\$100	Sky Gunner	\$125	Vanguard	\$225
Jet Gun	100	Nite Fiter	125	CHICAGO COIN	
Six Shooter	100	Rifle Gallery	150	Pistol Pete	\$ 75
Silver Bullet	150	Super Big Top	200	Coon Guns	125
Shooting Gallery	125	State Fair	175	Bear Guns	125
Star Shooting Gallery	125	Circus	200	MUTOSCOPE	
Sportland	125	Sky Fiter	\$125		
Sci. Jungle Joe	100				
KEENEY					
Sportsman	\$160				
Ranger	160				
Air Raider	160				
MIDWAY					
Bazooka	\$350				
Shooting Gallery	300				
Deluxe Shooting Gallery	410				
Rifle Gallery, new	425				

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

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All Phones: Tower 1-6715



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Now! 16 winning "tic-tac-toe" combinations!

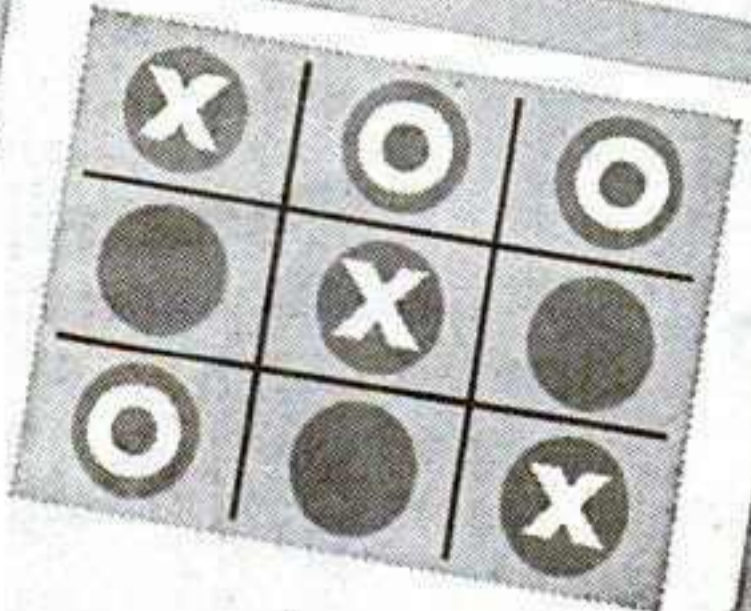
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Rollover buttons and targets select whether bumpers score "X's" or "O's".
Hitting bumpers then lights "X's" or "O's" in "tic-tac-toe" panel.

Completing horizontal, vertical or diagonal line of "X's" or "O's" scores special and lights rollovers for additional specials.

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Revolutionary "tic-tac-toe" Panel Eliminates Confusion
Either "X's" or "O's" light in exactly the same place in each square. It's cute! It's new! See your Gottlieb Distributor for a demonstration today!

New "Hard-Cote" Finish
Extends Playboard Life to an All-Time High!



D. Gottlieb & Co.

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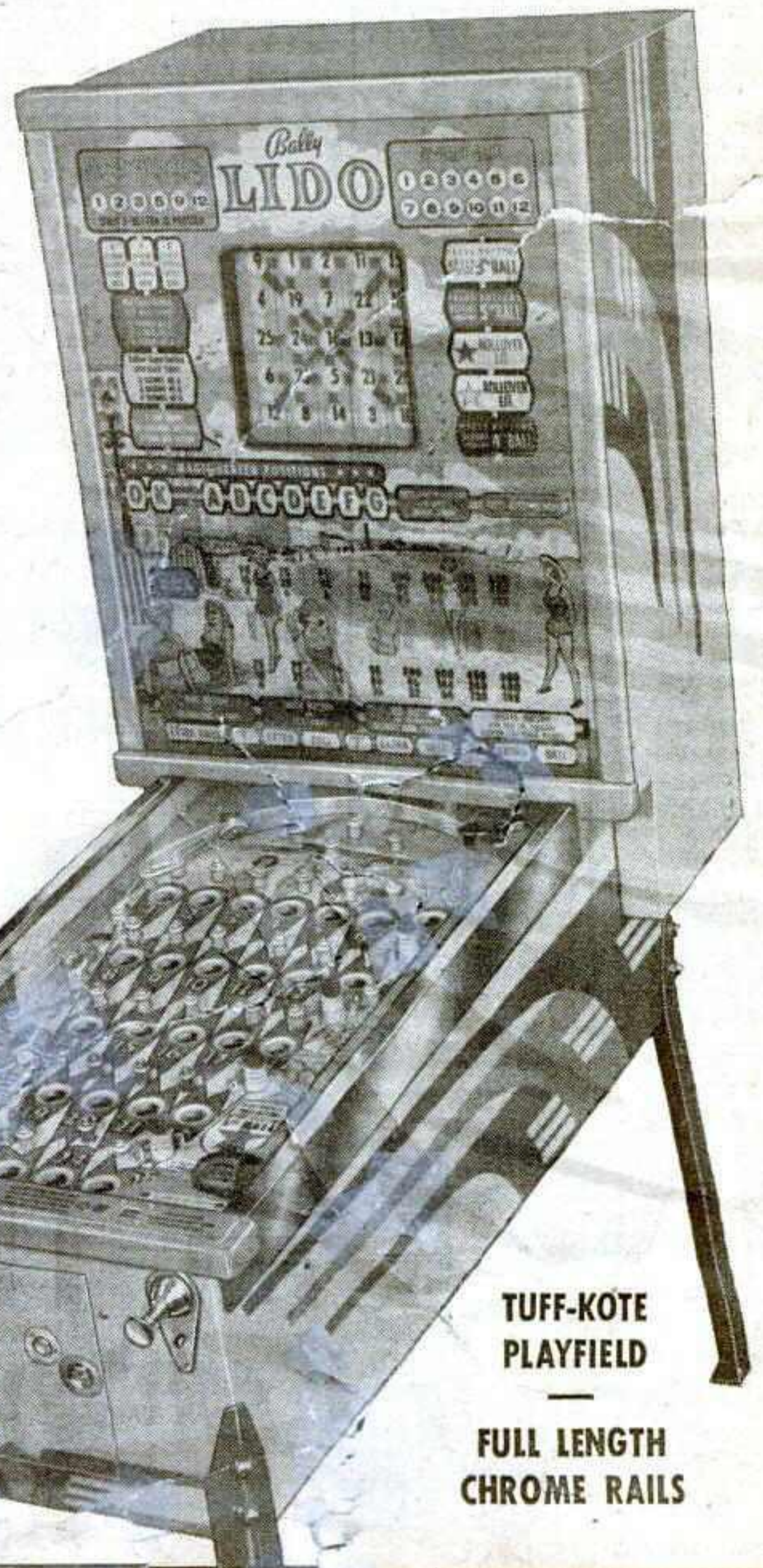
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LIDO gives you the greatest combination of money-making features ever crammed into one game. Famous Advancing Futurity Games with Holdover Option. Exciting 4-Way Pick-A-Play Buttons for maximum scoring flexibility. Magic Screen with 9 positions, including popular OK position, key to the juicy Orange Section. Plus Red and Yellow Super-Sections. Plus Blue Bonus. Plus all the Extras that mean extra fun for players, extra profit for you.

Get going with LIDO now.



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Instant money for location-owners increases earnings of games, juke-boxes, cigarette venders by insuring ready supply of coins from location coin-compartment ... saves route-collectors time and trouble.

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FULL LENGTH CHROME RAILS

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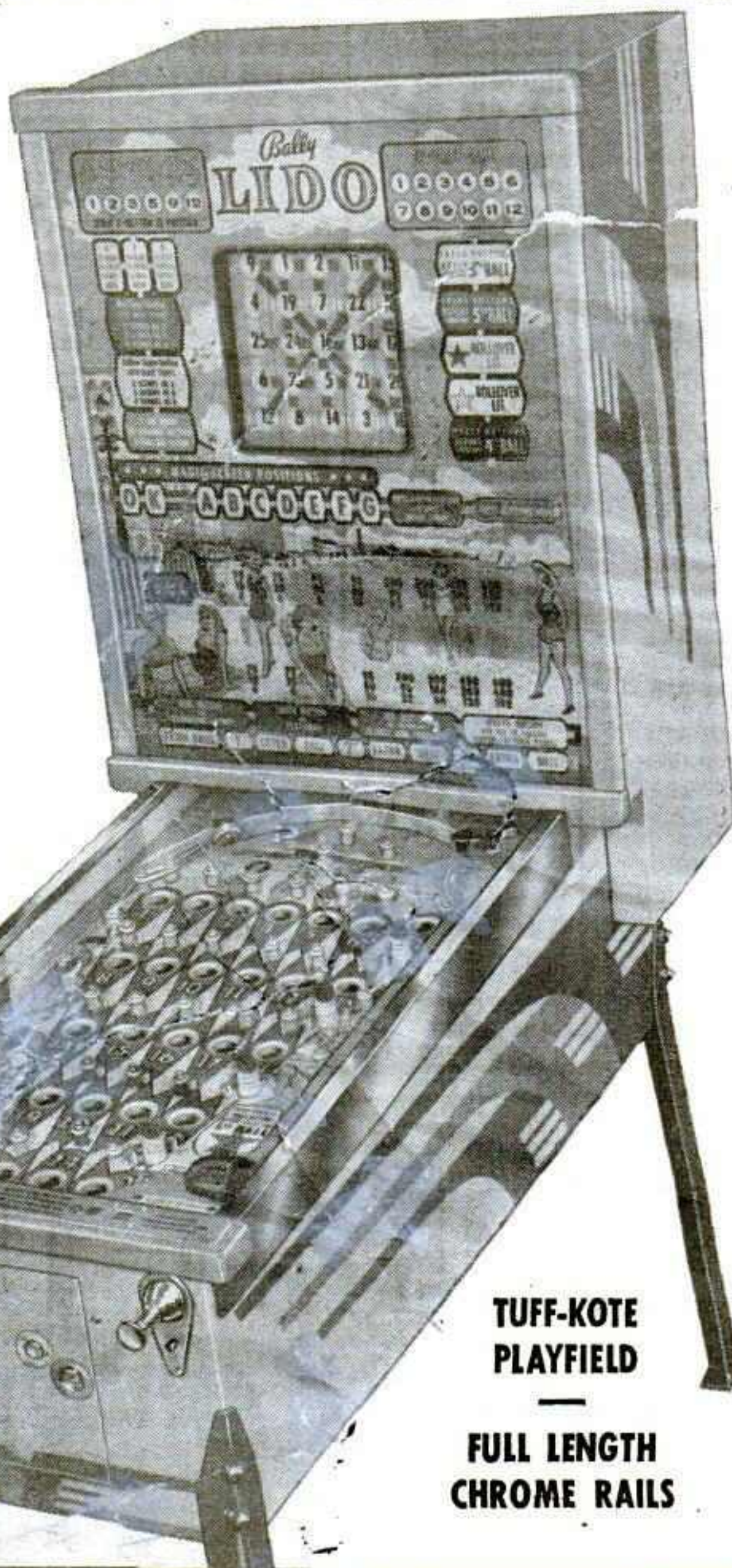


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**"AUTO-MISSION"
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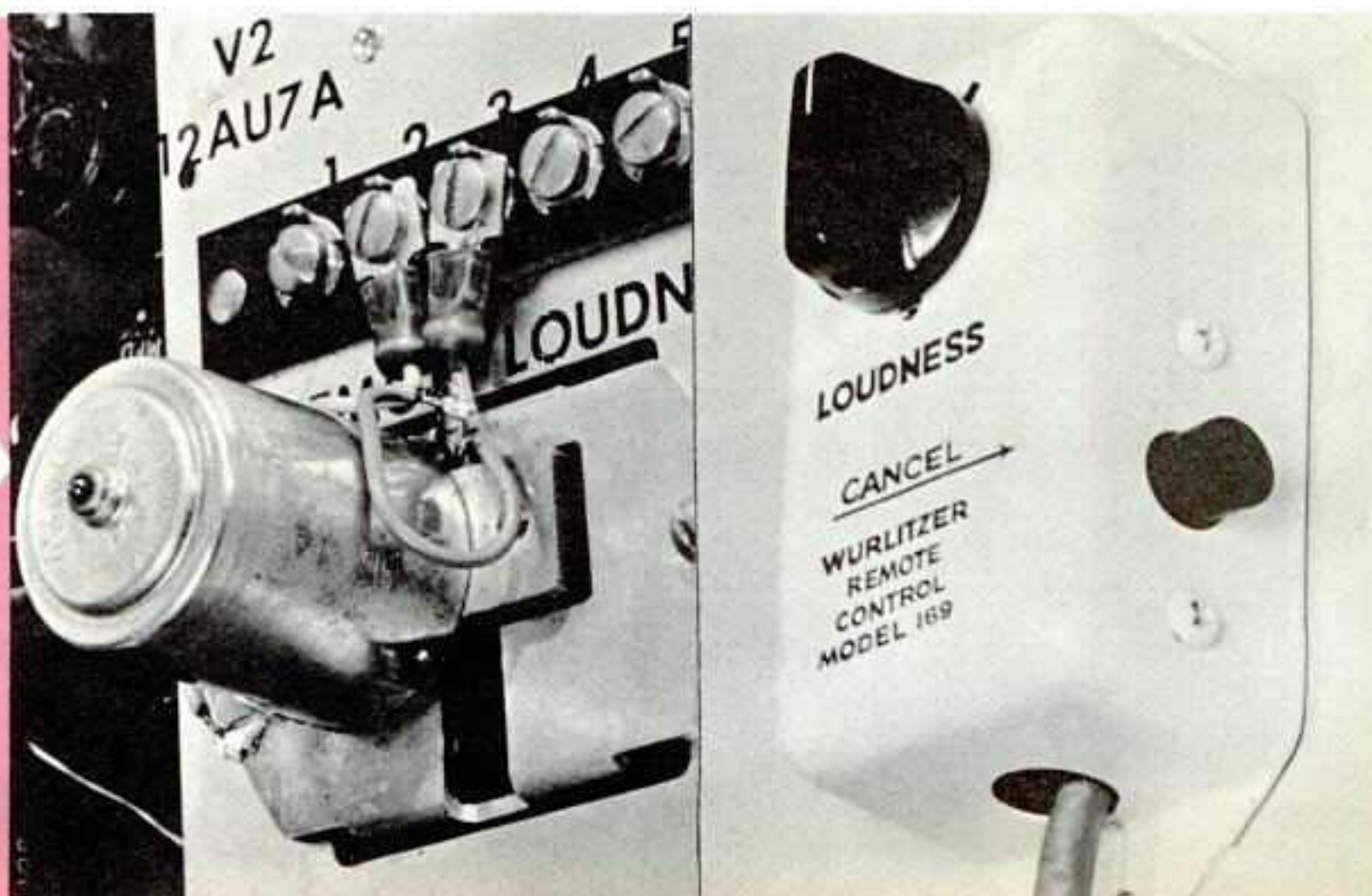
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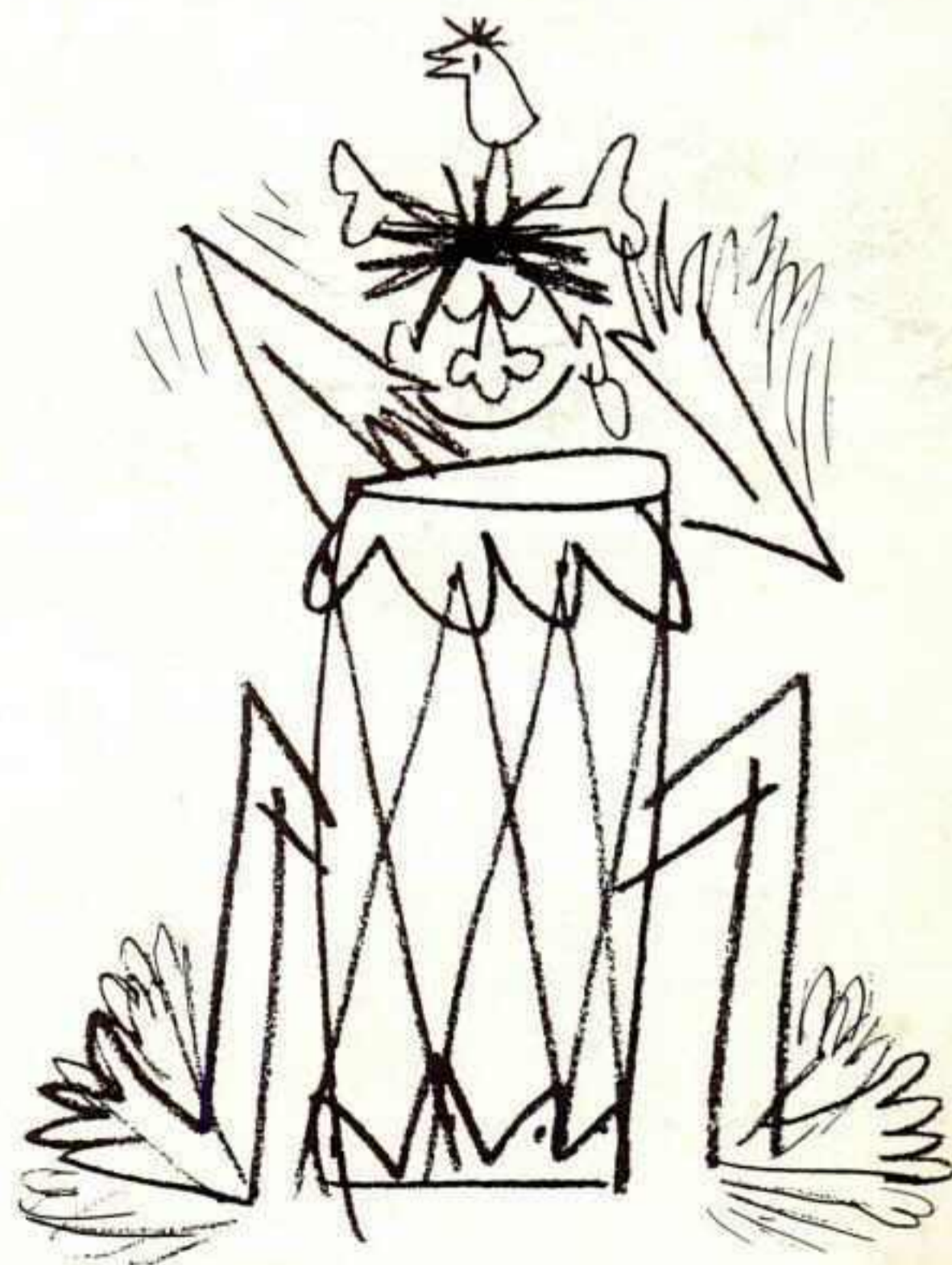
“What’s
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