

# BILLBOARD MUSIC WEEK

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## PAGE ONE RECORDS



### ★ NATIONAL BREAKOUTS

- MONO LP's**  
HEY, LET'S TWIST, Sound Track, Roulette  
SO MUCH IN LOVE, Ray Conniff Singers, Columbia  
MIDNIGHT SPECIAL, Jimmy Smith, Blue Note
- STEREO LP's**  
SING OUT, Limelites, RCA Victor  
STEREO 35-MM., VOL. II, Enoch Light and his Ork., Command  
SO MUCH IN LOVE, Ray Conniff Singers, Columbia
- SINGLES**  
HEY, LET'S TWIST, Joey Dee and the Starlites, Roulette

### ★ NEW ACTION LP's

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

- MONOPHONIC**  
A SONG FOR YOUNG LOVE, Lettermen, Capitol  
MIKE NICHOLS AND ELAINE MAY EXAMINE DOCTORS, Mercury  
DANNY BOY AND OTHER SONGS I LOVE TO SING, Andy Williams, Columbia  
UP A LAZY RIVER, Si Zentner, Liberty  
GREATEST STRING BAND HITS, Billy Vaughn, Dot  
ARTHUR MURRAY'S MUSIC FOR DANCING THE TWIST, RCA Victor  
LINGER AWHILE, Vic Damone, Capitol  
DICK GREGORY EAST AND WEST, Colpix  
COMBO! Henry Mancini, RCA Victor
- STEREOPHONIC**  
ALAN FREED'S GOLDEN PICS, Various Artists, End  
PLEASE MR. POSTMAN, Marvellettes, Tamla  
LESLIE UGGAMS ON TV, Columbia  
TIMI YURO: SOUL! Liberty  
EVERLY BROTHERS INSTANT PARTY, Warner Bros.  
AMAZING JAMES BROWN, King
- STEREOPHONIC**  
SONGS OF PRAISE, Mantovani, London  
TWIST WITH THE VENTURES, Dolton  
MEXICO, Bob Moore, Monument  
BROTHERS FOUR SONG BOOK, Columbia  
PERSUASIVE PERCUSSION, VOL. IV, Enoch Light and Command All Stars, Command

### ★ 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.

- MIDNIGHT IN MOSCOW... Jan Bergens, London 10503 (Melody Train, BMI) (Los Angeles, Milwaukee, Cincinnati)
- BALLAD OF THUNDER ROAD... Robert Mitchum, Capitol 3986 (Leeds, ASCAP) (Washington, Atlanta)
- QUARTER TO FOUR STOMP... Stompers, Landa 684 (Ponderosa - House of Fortune, BMI) (Philadelphia, Chicago)
- MEMORIES OF MARIA... Jerry Byrd, Monument 449 (Acuff-Rose, BMI) (Los Angeles)
- PATTI ANN... Johnny Crawford, Del Fi 4172 (Maravilla, BMI) (Chicago, Milwaukee)
- A GIRL HAS TO KNOW... G-Clefs, Terrace 7503 (Aldon, BMI) (Boston)
- FOOLS HALL OF FAME... Paul Anka, ABC-Paramount 10282 (Spanka, BMI) (Boston)
- SWEET THURSDAY... Johnny Mathis, Columbia 42261 (Elm Drive, ASCAP) (Boston)
- DANCE PARTY... Tabs, Vee Jay 418 (Conrad, BMI) (Philadelphia)
- DEAR ONE... Larry Finnegan, Old Town 1113 (Maureen, BMI) (Chicago)
- SOMETHING'S GOT A HOLD OF ME... Etta James, Argo 5409 (Figure, BMI) (Washington)
- YOU DON'T MISS YOUR WATER... William Bell, Stax 116 (East, Bais, BMI) (Washington)
- SHE CAN'T FIND HER KEYS... Paul Peterson, Colpix 620 (Arch, ASCAP) (Boston)
- BIRTH OF THE BEAT... Sandy Nelson, Imperial 5809 (Travis, BMI) (Milwaukee)
- MELANCHOLY SERENADE... Jackie Gleason, Capitol 4704 (Songsmiths, ASCAP) (Minneapolis-St. Paul)
- BABY DON'T LEAVE ME... Joe Henderson, Todd 1066 (Copar, BMI) (Chicago)
- A SONG FOR YOUNG LOVE... Lettermen, Capitol 4699 (American, BMI) (Milwaukee)
- JUST TO BE LOVED... Curtis and Del, Monument 455 (Combine, BMI) (Milwaukee)
- TOWN CRIER... Linda Scott, Congress 101 (Kilt, BMI) (Milwaukee)
- HOW ARE THINGS IN LOVERS LANE... Adam Wade, Coed 565 (Winneton, BMI) (St. Louis)
- ALVIN TWIST... Chipmunks, Liberty 55424 (Monarch, ASCAP) (Milwaukee)
- THE BATTLE... Duane Eddy, Jamie 1209 (Gregmark, BMI)
- OH! CINDY... Vibrations, Checker 1002 (Playmate, BMI) (Philadelphia)

## Disk Action Credited to Great Wax

NEW YORK—The local market picture the past week was marked by an uncommonly strong upsurge in the singles field. Excitement matched sales activity. No less than 36 local breakouts were registered, and all sections of the country were represented: the Midwest, the Eastern seaboard, the West Coast and the South.

A number of dealers credited the singles excitement to nothing more magical than good product—good songs by good artists, the Twist dance craze and strong promotional activity on the part of distributors, promotion men, and dealers.

- OUR CONCERTO... Steve Lawrence, United Artists 403 (Shapiro-Bernstein, ASCAP) (New York)
- DROP IT JOE... Connie Francis, MGM 13059 (Francon, ASCAP) (Milwaukee)
- THE DRIBBLE (TWIST)... Raging Storms, Warwick 677 (Selma, BMI) (Buffalo)
- CHECK YOURSELF... Temptations, Miracle 12 (Jobete, BMI) (Washington)
- HELLO AGAIN... Irma Franklin, Epic 9488 (Aldon, BMI) (Washington)
- I GOT A FUNNY KIND OF FEELING... Maxine Brown, ABC-Paramount 10290 (Washington)
- YOU'D BETTER MOVE ONE... Arthur Alexander, Dot 16309 (Spartus-Keva, BMI) (Washington)
- IMAGINATION... Quotations, Verve 10245 (ABC-ASCAP) (Milwaukee)
- CRY, CRY, CRY... Jack Scott, Capitol 4689 (Wolfpack, SESAC) (Baltimore)
- ALONG CAME LINDA... Tommy Boyce, RCA Victor 7975 (Calboy, BMI) (Cleveland)
- JOHNNY ANGEL... Shelley Fabres, Colpix 621 (Post, ASCAP) (Milwaukee)
- JUNGLE LULLABY... Legends, Caldwell 410 (Lowery, BMI) (Atlanta)
- YOU CAN'T KEEP ME FROM LOVING YOU... Julius La Rosa, Kapp 444 (Hollis, BMI) (Milwaukee)

## An Even Dozen Singles Break Out in Milwaukee

MILWAUKEE—The Beer City set some form of unofficial record here last week and maybe even an official one with no less than 12 new tunes breaking out in store sales throughout the area.

Interestingly, the disks are not way-out selections either, with most already receiving strong air play from Milwaukee's big singles-playing radio station WOKY here.

Dealers throughout the area are reporting excellent sales though explanations vary for the rash of new singles selling well. Perhaps the most significant explanation comes from WOKY's program director, Jim Stagg, who points out that dropping all the Christmas material has made room for a lot of new pop hits.

Adding More  
As an example, Stagg said that before the first of the year, WOKY was adding about 10 to 12 new records to its list each week—now the number has increased to 15-16.

Also worth mentioning is the fact that Milwaukee has never really been a slow record city—

traditionally it has shared honors with Minneapolis-St. Paul as the Midwest's leading barometer.

This week's figure of 12 new breaking tunes is, however, exceptional and dealers are keenly interested in just what percentage

(Continued on page 6)

## Alan Freed Name Pulls Album Sale

NEW YORK—Although deejay Alan Freed's payola trial in New York is still pending here and the jock hasn't been on the air for several months, his name apparently has retained its sales impact on the teen market, judging by BMW's current album charts.

His End album, "Alan Freed's

(Continued on page 6)

## Boston's Got Much More Cookin' Than Baked Beans

BOSTON—The old Beantown is certainly burgeoning with breakouts these days. No less than three have pushed up this week and quite a few others look as

though they would make it in short order. This biggest crop in a long time was led by "Sweet Thursday" by Terracy Mathis on Columbia. The Terracy label had one with its "A Girl Has to Know" by the G-Clefs, and ABC-Paramount's "Fools Hall of Fame" by Paul Anka pulled up to breakout status. "Cry Baby Cry" by the Angels on Caprice and "Dream Baby" by Roy Orbison on Monument sold big here and made the "Hot 100."

All this is exciting in a town in which, only a few months ago, deejays were decrying the low state of recognition for anything other than Bing Crosby's "White Christmas."

Twist records were having a most peculiar time of it in the area. Some dealers say nobody

(Continued on page 6)

## Snow Doesn't Stop 4 New Breaks in Chi

CHICAGO—Despite the coldest and snowiest winter that the city has had in many a year, dealers are happy. And why not? Sales are strong—well ahead of the same period last year. Business in general is excellent. A strong new crop of singles has spurred teen-age buying. And the city is enjoying an exceptionally large number of personal appear-

(Continued on page 6)

### NEW ON THE MONO LP CHART THIS WEEK

- |   |  |
|---|--|
| Pos. 98. HEY, LET'S TWIST, Sound Track, Roulette    | Pos. 146. ALAN FREED'S MEMORY LANE, Various Artists, End |
| 108. SO MUCH IN LOVE, Ray Conniff Singers, Columbia | 147. STUDENT PRINCE, Mario Lanza, RCA Victor             |
| 125. MIDNIGHT SPECIAL, Jimmy Smith, Blue Note       | 149. IF YOU BELIEVE, Brook Benton, Mercury               |
| 143. VERSATILE BURL IVES, Decca                     |  |

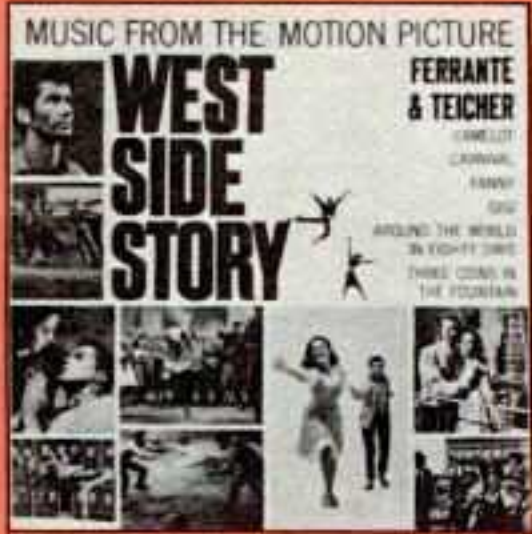
### NEW ON THE HOT 100 CHART THIS WEEK

- |   |   |
|---|---|
| Pos. 64. HEY, LET'S TWIST, Joey Dee and the Starlites, Roulette | Pos. 89. POP-EYE, Huey Smith and the Clowns, Ace              |
| 73. COME BACK, SILLY GIRL, Lettermen, Capitol                   | 90. LOSE HER, Bobby Rydell, Cameo                             |
| 74. OUR ANNIVERSARY, Shep and the Limelites, Hull               | 92. LOVE IS THE SWEETEST THING, Saverio Saridis, Warner Bros. |
| 77. DREAM BABY, Roy Orbison, Monument                           | 93. SURFIN', Beach Boys, Candix                               |
| 81. WALK ON THE WILD SIDE, Brook Benton, Mercury                | 94. IT'S MAGIC, Platters, Mercury                             |
| 83. I'VE GOT BONNIE, Bobby Rydell, Cameo                        | 98. JOEY BABY, Anita and the So and So's, RCA Victor          |
| 88. CRY, BABY, CRY, Angels, Caprice                             | 99. GROW CLOSER TOGETHER, Impressions, ABC-Paramount          |
|   | 100. SOUL TWIST, King Curtis, Enjoy                           |





# ALBUMS SIX ON THE CHARTS



**WEST SIDE STORY**  
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UAL 3166 UAS 6166 (Stereo)



**GREAT MOTION PICTURE THEMES**  
Ferrante & Teicher  
UAL 3122 UAS 6122 (Stereo)



**NEVER ON SUNDAY**  
Sound Track  
UAL 4070 UAS 5070 (Stereo)



**LOVE THEMES**  
Ferrante & Teicher  
WWR 3514 WWS 3514 (Stereo)



**THE HIGHWAYMEN**  
UAL 3125 UAS 6135 (Stereo)

# SINGLES THREE ON THE CHARTS



**COTTON FIELDS**  
THE HIGHWAYMEN  
UA 370



**TOWN WITHOUT PITY**  
GENE PITNEY  
MUSICOR 1009



**MY BOOMERANG WON'T COME BACK**  
CHARLIE DRAKE  
UA 398

# COMING UP FAST



**STEVE LAWRENCE**  
OUR CONCERTO  
UA 403



**JOYCE DAVIS**  
MOMENTS TO REMEMBER  
UA 425



**TONY MIDDLETON**  
DRIFTING  
UA 410



**TERRY SNYDER**  
TURKISH TAFFY  
UA 360

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**THE FOUR LADS**



**IN A LITTLE SPANISH TOWN**

b/w **STARDUST** #16330

**GEORGE CATES**



**HELLO, MR. HEARTBREAK**

b/w **MUD PIES** #16327

**MARGIE RAYBURN**



**OH WHAT A WAY TO BE LOVED**

b/w **WHY YOU DO ME WRONG** #16326

**THE DAYLIGHTERS**

**FRENCHY**

b/w

**GLAD RAG DOLL**

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**JOHNNY MADDOX**



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## BEST TRACKS FROM THE SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by BMW's reviewing panel as the most outstanding from this week's new LP Spotlights.

**SINATRA & STRINGS**  
"YESTERDAYS" .....(Harms, ASCAP, 3:45)  
Frank Sinatra, Reprise R1004

**COLLEGE CONCERT**  
"CHILL WINDS" .....(2:30)  
Kingston Trio, Capitol ST 1658

**SINCERELY, BRENDA LEE**  
"YOU'VE GOT ME CRYING AGAIN" (ASCAP, 2:36)  
Brenda Lee, Decca DL 74216

**BEYOND THE REEF AND OTHER INSTRUMENTAL FAVORITES**  
"BEYOND THE REEF" .....(ASCAP, 3:02)  
Earl Grant, Decca DL 74231

**PETE FOUNTAIN—SWING LOW, SWEET CLARINET**  
"YES INDEED" .....(BMI, 2:45)  
Pete Fountain, Coral CRL 757394)

**SOLID GOLD GUITAR**  
"MOON RIVER" .....(Famous, ASCAP)  
Al Caiola, United Artists UAS 6180

**SENSATIONAL!**  
"IT'S A BIG, WIDE, WONDERFUL WORLD"  
.....(Gower, BMI, 2:35)  
Les Baxter, Capitol ST 1661

**BOUQUET OF LOVE**  
"HOW HIGH THE MOON" (Chappell, ASCAP, 4:14)  
Percy Faith Strings, Columbia CS 8481

**STAR-SPANGLED MARCHES**  
"YELLOW ROSE OF TEXAS/EYES OF TEXAS  
ARE UPON YOU".....(PD, 2:20)  
Andre Kostelanetz, Columbia CS 8518

### Titles Get Twisted As Low-Priced Twist Twisters

CHICAGO — Albums bearing such confusing and pointedly misleading names as Tubby Chess and Fats and the Chessmen hit the market here last week at 97 cents each.

Kresge's advertised the items in The Chicago Sun-Times next to a Chubby Checker "Twist Party" album on Parkway and a Joey Dee "Doin' the Twist Recorded Live at the Peppermint Lounge" album on Roulette.

All four disks were advertised under the banner: "New Twist Records."

The Tubby Chess album is titled "Tubby Chess and His Candy Stripe Twisters Do the Twist" and carries a peppermint cane on the cover. The other album shown is titled "Come On, Everybody, Let's Do the Twist," with the name of the artist obscured.

### Hunter Hancock

Continued from page 5

tween gifts and income hinged on whether he promised to play specific records for money received from a distributor. If he agreed to play a given disk, he felt that the sum he collected for this service was money earned as income. Sums given him without any stipulation that a certain record be exposed on his show were classified by Hancock as gifts.

Hancock's attorney, Walter Campbell, presented an impressive array of character witnesses in the disk jockey's defense. Last week's trial stems from an investigation staged in late 1959 by the Internal Revenue Service when IRS agents scrutinized the books of local distributors for names of disk jockeys who the distribs had listed for promotional payments. IRS then checked the jockeys' tax returns to see whether these payments had been reported. Hancock was the sole local jockey to be indicted as a result of the IRS check-up.

### S. F. Chronicle Lists Gleason's "Gassers"

NEW YORK—The sixth edition of "Gleason's Gassers," an annual list of top jazz albums of 1961 as selected by syndicated columnist Ralph J. Gleason of The San Francisco Chronicle, was released last week.

The list, which includes 71 albums on 20 labels, covers vocals, specials, reissues, big bands and small groups. The San Francisco Chronicle reprints and mails "Gleason's Gassers" to more than 400 record dealers in Northern California.

The paper, which pioneered extensive coverage of pop music and jazz in the metropolitan newspaper field, mails out the list as part of its service to the record business.

### Liberty Records

Continued from page 5

name, a Hot 100 climber (No. 41 on last week's list) by the Mar-Kets. Mar-Kets' album, containing a dozen stomp arrangements includes a How to Stomp booklet of instructions. Twist part of the offering consists of "Twistin' the Country Classics" LP by the Raiders, and is touted as the recorded twist treatment of country & western selections.

Program allows dealers a \$15 per cent cash discount off the face of the order, with billing deferred to May 10. Product will be accepted for a full exchange any time after July 1. Sales aids include a display spotlights both LP's, suitable for window, counter or shelf use.

NEW YORK — Juggy Gale and George Furness, sales and promotion execs with Carlton Records, will be leaving the firm shortly. Reached for comment, Joe Carlton, diskery head, said the separation was completely amiable, and the result of a reorganization that will allow the firm to put more emphasis on product. Furness and Gayle have no definite plans for the future at the present time.

headed for the TOP!

# QUARTER TO FOUR STOMP

# THE STOMPERS

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# JUNGLE LULLABY

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ACE #649

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# HIT ALBUM

**MIDNIGHT IN MOSCOW**  
**AL CAIOLA** AND HIS MAGNIFICENT SEVEN

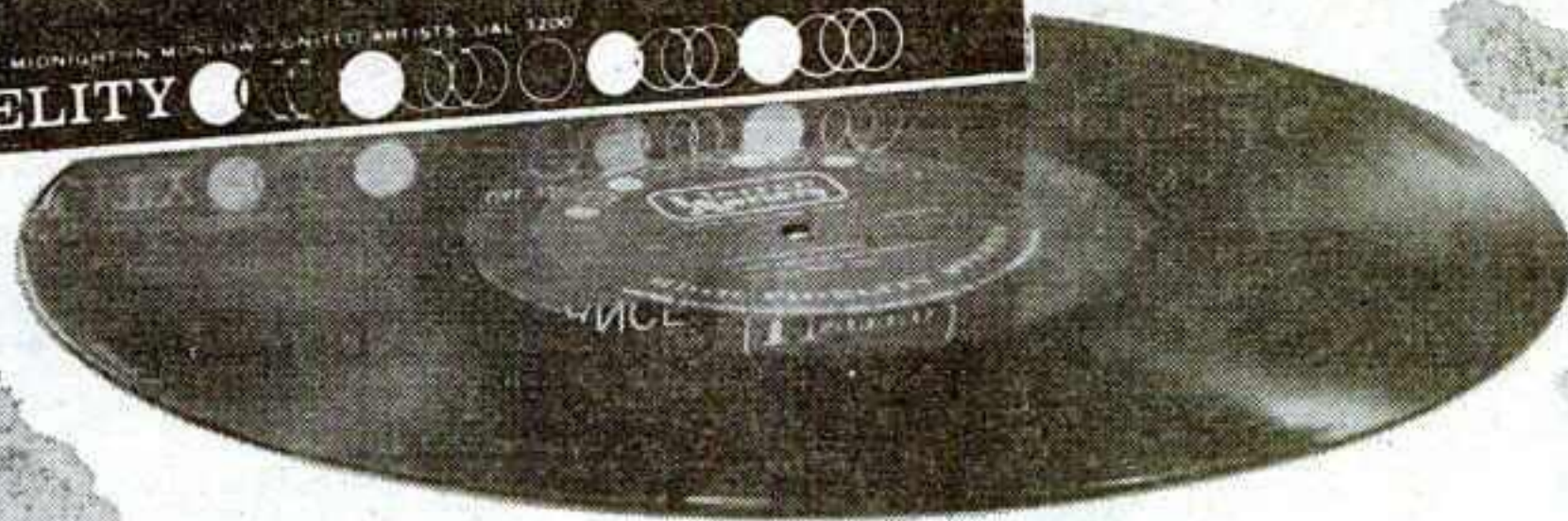
MIDNIGHT IN MOSCOW ■ ISTANBUL ■ SONG OF INDIA  
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THE PROUDEST  
NAME IN  
ENTERTAINMENT

## Pressure Builds for Use Royalty

• Continued from page 4

The hue and cry raised against proposals for government subsidy, endorsed by Goldberg and culturally minded legislators, gives the proposed collection of royalty from broadcasters and juke box record users renewed thrust. During the Thompson hearings, there was verbal trouncing for broadcasters who get use of the airways "free," but have raised a mighty howl against a station license fee, as proposed in a recent House bill. Also, in the House, anything is preferable to voting hard cash for culture.

Representative Giamo (D., Conn.), a subcommittee member, reported an estimated 10,000 hours of concert music used in one week on the airwaves—incurring no royalty and no revenue to performing musicians who made the records. Giamo said estimates put use of music at 80 to 85 per cent of all aired programming, and total broadcast income before taxes in 1961 was over \$290,000,000.

Juke boxes were also scored for nonpayment of performance royalty on copyrighted music (a type paid by broadcasters via performance licensing, but not required for juke box play under the 1908 Copyright Act). Chairman Thompson said, "The juke box industry is an incredibly tough industry to crack."

Grim realities facing the American musician and performer raised these questions at the hearing: Are recording companies and broadcasters of serious music failing to pay their fair share out of profits to keep the American musician alive? Can serious musicianship and American composers survive another decade of starvation conditions and disappearing outlets?

The hearing also threshed out reasons why Broadway musicals are fewer and more mediocre: Is it

because they are in the grip of the "ice" men, ticket racketeers making illegal charges of up to \$100 a seat for top hits? Is it also because a monopoly situation exists, fostered by the long-run "benefit" performance pattern that keeps exclusive rights to performance in the hands of original producers and skyrocketed costs of physical production?

In this connection, one witness, Robert H. Bishop, musical tent show owner and president of the 20-member Musical Arena Theater Association, said he believed the "ice" take, which is pure profit with no distribution to performers, investors or authors, attracts racketeer types. Bishop also questioned the buying of musical shows by record companies. Chairman Thompson said he "did not want to involve the record companies in this question of 'ice' in ticket sales," but he was interested in testimony that the CBS-owned "My Fair Lady" has made a reported \$15 million on album sales on this one hit show alone.

Dr. Roy Harris, composer and conductor, said if the present trend continues, American music may be restricted to pops and jazz only. American youth will give up serious musicianship for lack of any future in performance or in serious composition. At present, there is almost no chance to earn a living in the profession. "Musicians and composers are the greatest moonlighters in the country," he said, holding down two or three jobs.

### Praise for BMI, ASCAP, AFM

Dr. Harris scolded broadcasters and record companies for "perpetuating the old European classics because they are easy money-makers," and bypassing newer American composers. He praised the efforts of Broadcast Music, Inc., the American Society of Composers, Au-

thors & Publishers, and the American Federation of Musicians for aiding serious American music, fostering scholarships and live performances of newer works.

Labor Secretary Goldberg repeated his stand on the need for federal subsidy, made during settlement of the Metropolitan dispute. Goldberg said he was shocked to learn that some interpreted this to mean government control of the arts. He noted that he had asked co-operation from all groups: from the public, from wealthy patrons, business, labor, local and State governments, and from the federal government, and in that order.

In endorsing the McDowell (R., Del.) bill to exact performance royalty for public domain music and writings, Goldberg has estimated the take to be about \$6,500,000 annually, and that at least 10 per cent of music broadcast by radio and TV today is in the public domain. Breakdown on source of tax was estimated as: popular recorded music, \$1,100,000; sheet music (classical) \$3,420,000; and classical music on records, \$2,000,000.

Goldberg pointed out the American paradox in live performance: there is an ever-increasing demand for entertainment, ability to pay for it, and leisure to enjoy it. But too much of it is on record, tape and film: performers and musicians are poorly paid, except for a few at the top, and the very mainsprings of American performing arts are withering for lack of support and outlet.

### 'Mad Hamlet' for Tozzi

NEW YORK — Paul Reif and Robert J. Corcoran are writing a three act opera—"The Mad Hamlet"—for Metropolitan Opera baritone Giorgio Tozzi. As an undergraduate at DePaul University in Chicago, Corcoran wrote his first play, a musical comedy, which was the first starring vehicle for his fellow student, Tozzi.

## Philips Names 72 Distributors

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Brown, r.&r. strings; Thomas G. Cutrer, c.&w.; the Gospel Tones, religious choral group; Harry Lookofsky, New York violinist; Julius Watkins, jazz French horn; the Barrier Brothers, c.&w., and Clydie and the Sweet Things, teen-age rock and roll singers, whose first release comes out this month.

Ruth Brown, artist with Atlantic for some 12 years, was added to the Philips roster by a.&r. man Shelby Singleton. In recent years, she has had such hits as "Momma, He Treats Your Daughter Mean," "This Little Girl Gone Rockin'," "Jack o' Diamonds," and "Daddy, Daddy." Her new personal manager is Dave Dreyer, who also handles Mercury's Brook Benton.

Johnny Hallyday, darling of the French press and subject of a recent piece in Time magazine, has been described as the highest paid popular singer on the Continent.

### Sales Over 2,500,000

In the past year the artist's records have reportedly sold over 2½ million copies, particularly significant in France where a single sells for the equivalent of \$2.

Hallyday arrives in New York February 16 for a two-week U. S. tour that will include recording of his first Philips album in Nashville under the direction of Shelby Singleton. Tentative title is "Johnny Hallyday Sings America's Greatest Rockin' Hits."

Philips' new merchandise plan offers 12 albums free with the purchase of 100, a deferred payment plan with payments set for March 1, April 1 and May 1, and all merchandise purchased under the plan 100 per cent exchangeable during the first 15 days of May. The sales plan will be in effect through March 20.

### Strong Promotion Program

Backing up the sales plan is a

strong promotion program that includes a two-page advertisement in the April issue of Esquire plus extensive trade advertising and a co-operative advertising program.

Dealers will receive a complete merchandising kit that consists of a unique floor display merchandiser in full color, die-cut jacket easels for all 12 albums in the initial release schedule, a full color mobile, two-color streamers, an Esquire ad easel stand and soft sheet Esquire ad reprints.

Enlivening the sales plan will be a dealer contest whereby all dealer personnel pick the order in which they think the first 12 Philips albums will sell. Each clerk will receive a contest card and all winners will receive a fully transistorized portable phonograph.

### Sampler Another Feature

Another feature of the sales plan is a sampler record designed to sell for 99 cents, containing one band from each of the 12 Philips albums.

Expanding its distribution and sales organization, Philips named George Steiner, Los Angeles, West Coast regional manager covering the Western States. Steiner has been in the record industry 10 years, having been a branch manager for Capitol in Chicago, Cleveland and Los Angeles and for the past year Western district manager for Capitol.

Previously, Donald Sanders, New York, was named Eastern manager, and Sheldon Tirk, Cleveland, Midwest manager. The three, plus Lou Simon, Philips sales manager, recently began a series of one-day sales meetings in key distribution points.

Advertising will be handled by Rosenbloom, Elias Associates, Inc., and public relations by Aaron D. Cushman and Associates, both based in Chicago.

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STILL SELLING STRONG!

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### SAY IT AGAIN

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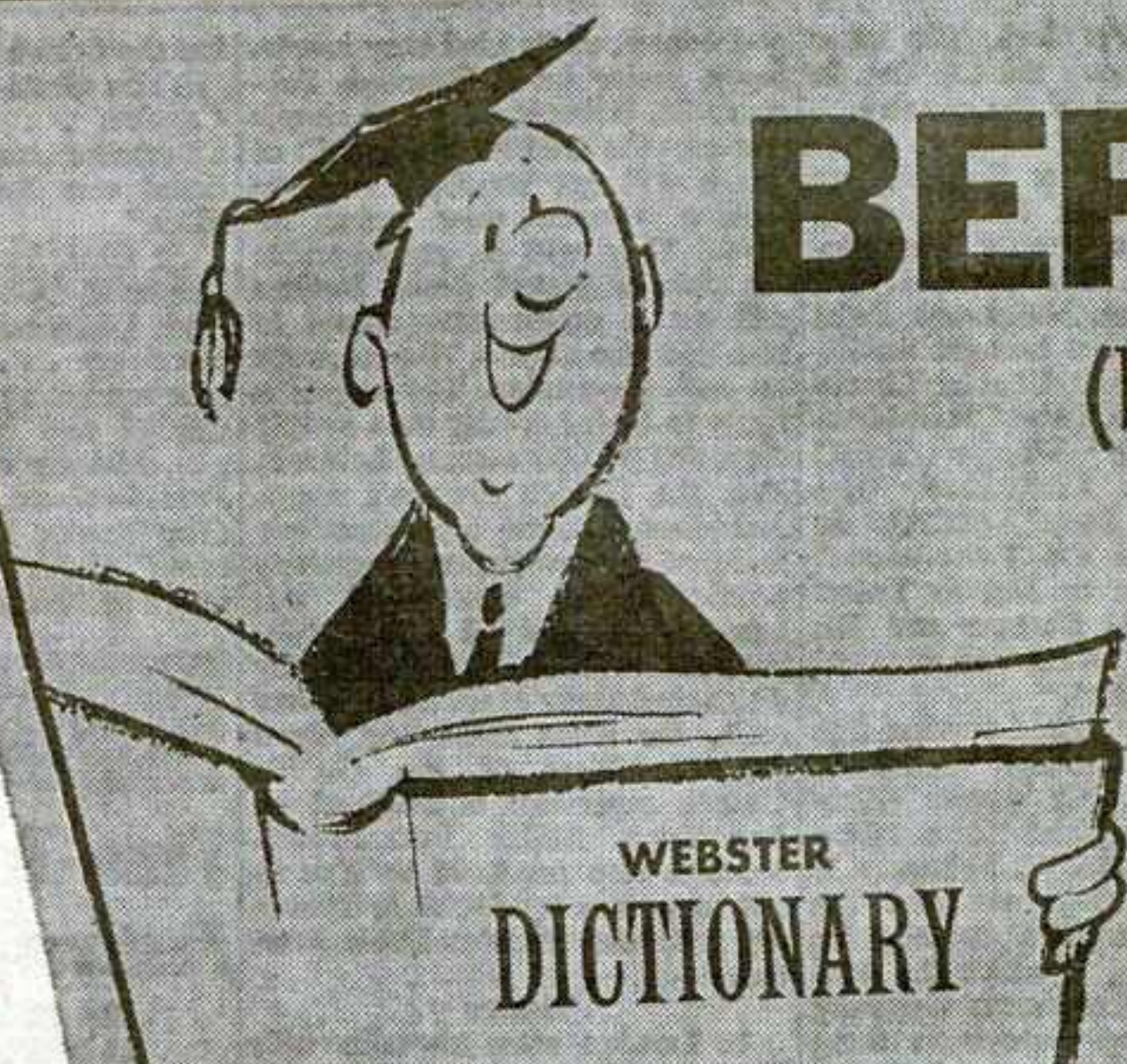


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# THE WHITE ROSE OF ATHENS

WITH EUROPE'S GREAT SINGING STAR

# NANA MOUSKOURI

## CASH BOX—PICK OF THE WEEK

Here's the original European hit version, especially in Germany, of "The White Rose Of Athens," the lovely oft-cut tune which Greek songstress Nana Mouskouri reads (in German) with much appeal. Highly attractive brisk foxtrot sound from the ork-chorus. Can prove a smash import. Somewhat similar sound on the flip. Both items were co-authored by Manos ("Never On Sunday") Hadjidakis.

## BILLBOARD—STRONG SALES POTENTIAL ★★★★★

This record, a smash in Germany, features a striking vocal by Nana Mouskouri, over Continental backing by the ork. Side could get a lot of action here. Good for unusual programming.

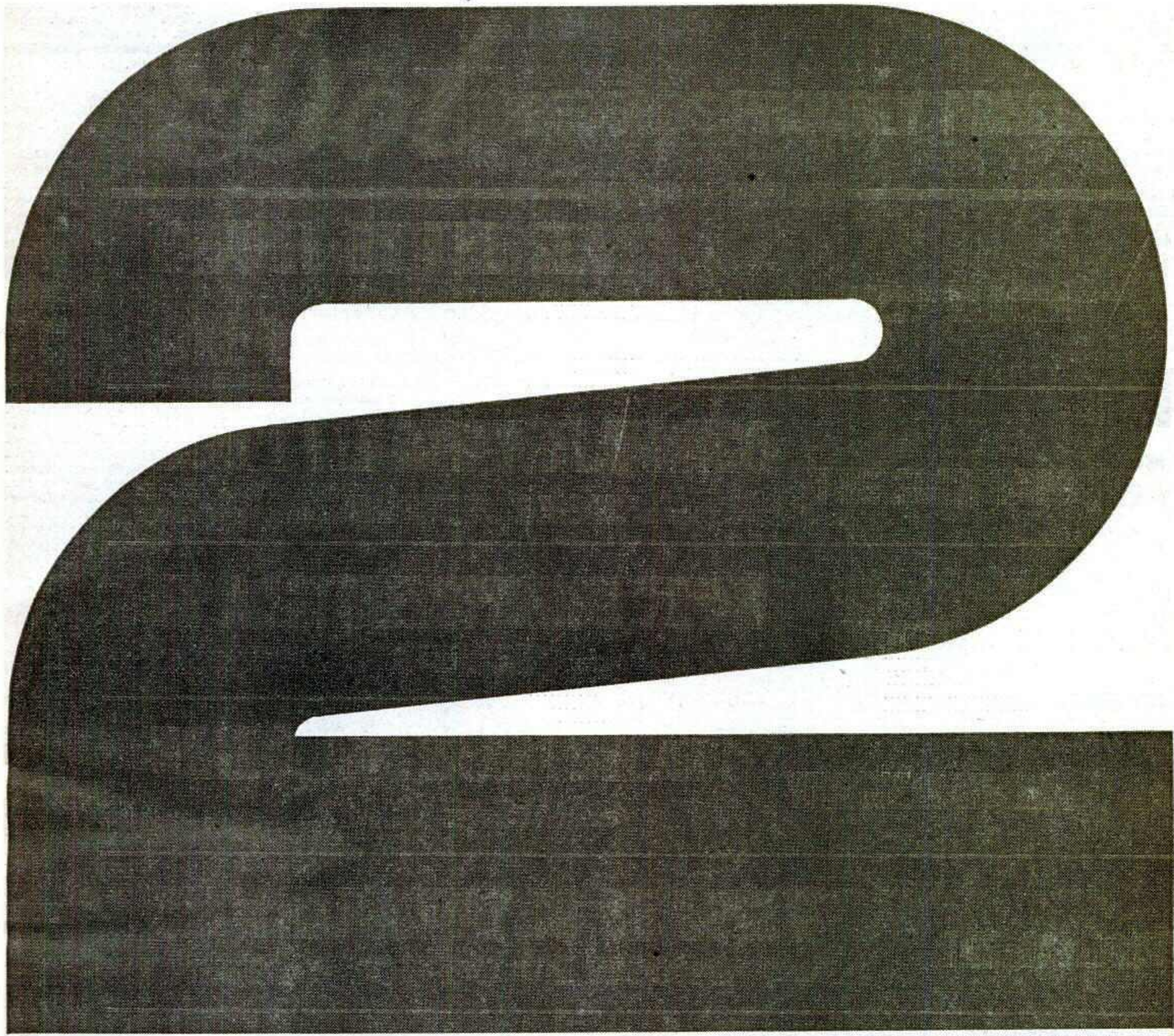
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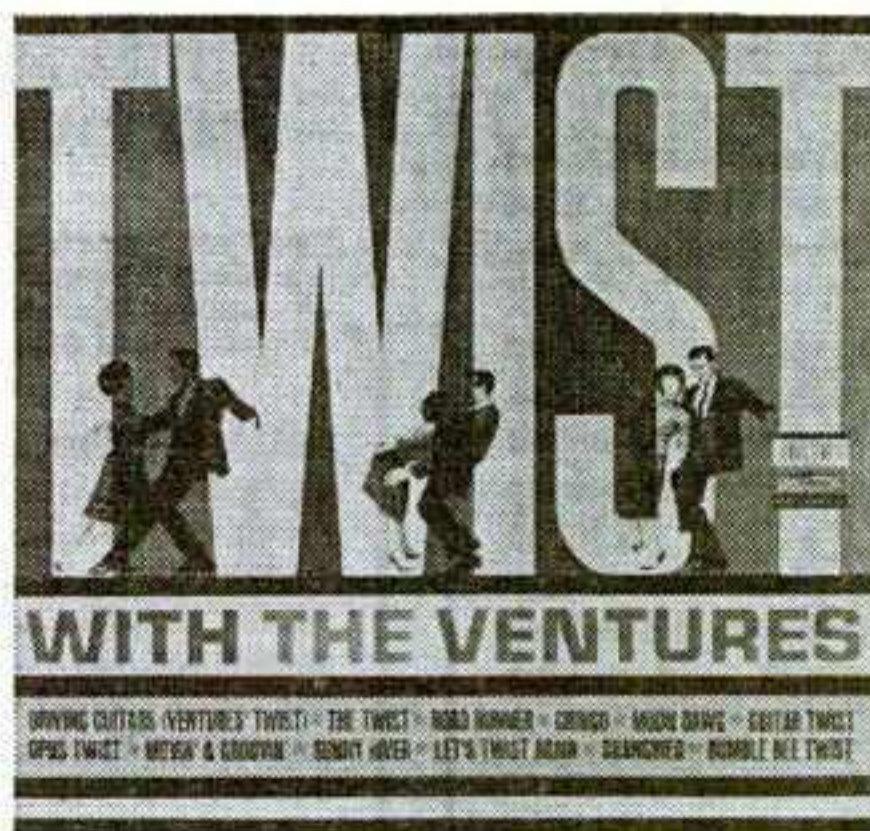
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Cordially,

*Merrill Rose*

Merrill Rose  
ROSE RECORD STORES  
159 West Madison Street  
Chicago, Illinois



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The word is out—there's a new giant in the American recording industry! The very first week it hit the market, Philips Records made selling history. The letter quoted above is just one of many received from experienced dealers who are amazed at the quick success of this new recording company. And the rush is just beginning, so take advantage of it and stock up now on Philips Records LP's and 7" 45 RPM singles. Ask your Philips distributor about Philips' exclusive new "Premiere 12 Selling Plan," merchandise discounts, and unique point of purchase selling aids.



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- FRANKIE VAUGHAN..... Singin' Happy
- FRANCIS BAY..... Francis Bay's Latin Beat
- THE VIENNA CONCERT ORCHESTRA.. Great Strauss Waltzes
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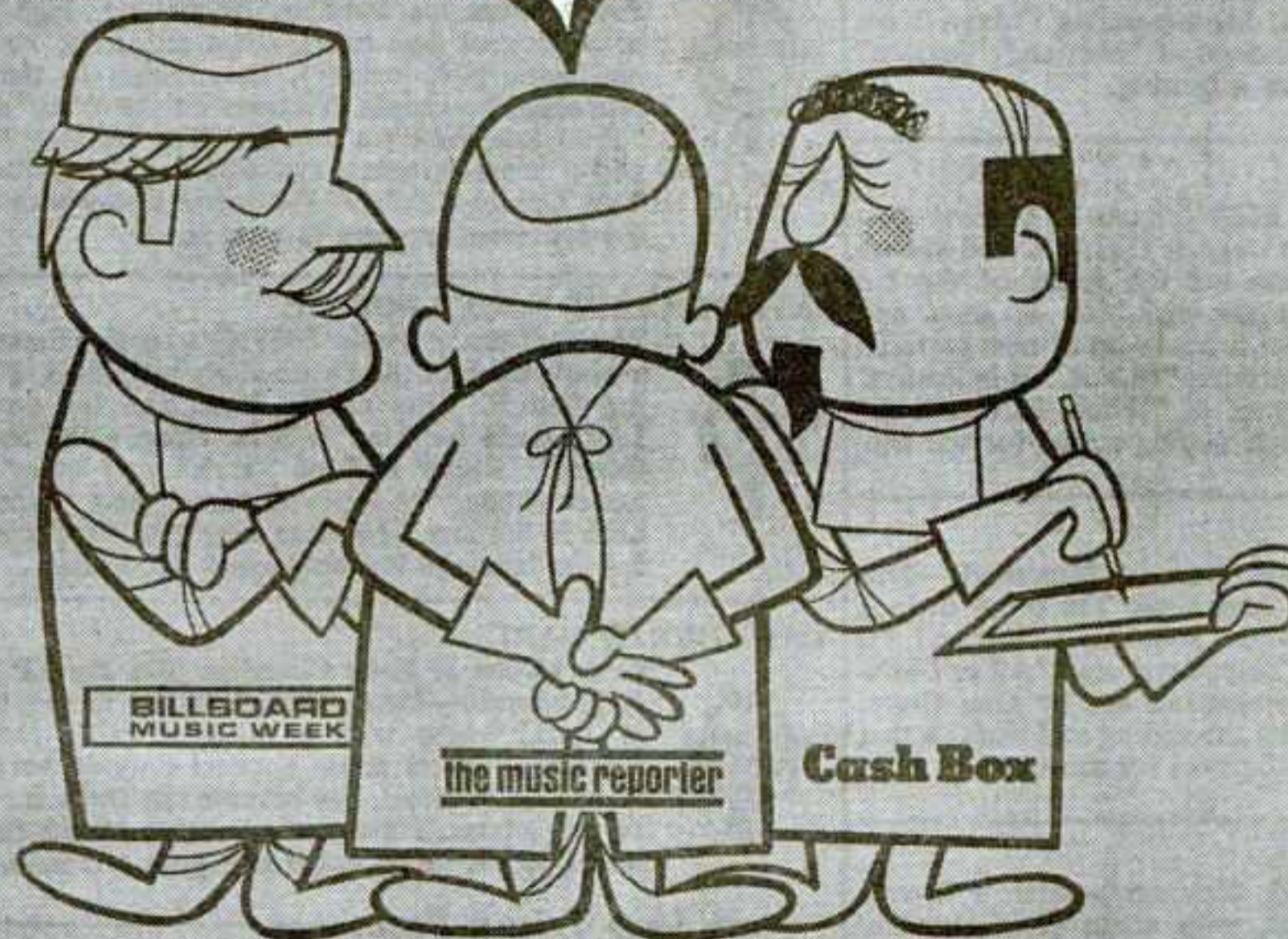
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The pick of the new releases:  
**SPOTLIGHT ALBUMS  
 OF THE WEEK**  
 Strongest sales potential of all records reviewed this week.

# ALBUM REVIEWS

★★★★ **STRONG  
 SALES POTENTIAL**

Pop

**PETE FOUNTAIN—SWING LOW, SWEET CLARINET**  
 Coral CRL 757394 (Stereo & Monaural)—Here's another sock album by Fountain with solid appeal for both pop and jazz buyers. Fountain's virtuoso clarinet work is spotlighted with the Jubilee Singers and Charles Bud Dant's ork on swinging versions of traditional spirituals.

**BEYOND THE REEF AND OTHER INSTRUMENTAL FAVORITES**  
 Earl Grant, Decca DL 74231 (Stereo & Monaural)—Grant's "Ebb Tide" LP has been on the chart for 26 weeks now, and his new album should enjoy similar success. Grant's tasteful solo style is spotlighted on both organ and piano in this collection of dreamy instrumental treatments of old and current favorites. A prime programming package.

**SOLID GOLD GUITAR**  
 Al Caiola, United Artists. UAS 6180 (Stereo & Monaural)—Caiola's recent chart successes should be perpetuated with this potent instrumental album. The LP features the guitarist with string ork and strong rhythm playing 12 tracks of current and former hits. Just about every track has the distinctive Caiola sound backed by a smart arrangement. Among others, his top-selling "Magnificent Seven" is included. Interpretations of "Mexico," "Jezebel" and "I'll Walk the Line" rate a hearing.

**COLLEGE CONCERT**  
 Kingston Trio, Capitol ST 1658 (Stereo & Monaural)—This album was recorded on stage at U.C.L.A. and should have no trouble moving into the top ranks of the LP charts. Humor abounds on the set, both in song and spoken comments. The album is made up of new material and the group's standard repertoire; "M.T.A." is indicative. Included, too, is a performance of "Where Have All the Flowers Gone," a recent single getting action for the trio.

**SINATRA AND STRINGS**  
 Frank Sinatra, Reprise R 1004 (Stereo & Monaural)—This is Sinatra's best album in a long time. The tunes include such great standards as "Night and Day," "Misty," "It Might as Well Be Spring," "Yesterdays" and "All or Nothing at All." The lovely arrangements are by Don Costa, and Frank is singing them with the feeling and warmth that mark the best Sinatra style. Big sales for this one.

**SINCERELY, BRENDA LEE**  
 Decca DL 74216 (Stereo & Monaural)—Here's Brenda Lee's most adult album yet, with some great standard tunes that seem beautifully suited to her emotional, catch-in-the-voice style. Bill McElhiney's arrangements provide a rich and moody background to the standout performances on such as "Lazy River," "How Deep Is the Ocean," "I'll Be Seeing You" and other greats. This is powerful wax, well planned to catch both the kids and adults.

**SENSATIONAL!**  
 Les Baxter's Piano, Chorus and Ork. Capitol ST 1661 (Stereo & Monaural)—A blockbuster of a package. Les Baxter's arrangements are the most luxuriant of them all. Baxter, who is featured at the piano, makes potent use of a full orchestra, chorus and percussion to present 12 stimulating and dramatic orchestrations. "Exodus," "I Could Have Danced All Night," "Never on Sunday," "I Concentrate on You" and "Hava Nagilah" are all exciting. The stereo sound is tops. Deejays and anyone interested in a half hour of prime listening pleasure should have a field day with this one.

MIDNIGHT JAMBOREE

Ernest Tubb and Various Artists. Decca DL 74045 (Stereo & Monaural)—This is a re-creation of the "Midnight Jamboree" which emanates from Ernest Tubb's record shop in Nashville, and is broadcast over WSM every Saturday midnight. It features Tubb, Kitty Wells, Webb Pierce, Patsy Cline, the Wilburn Brothers, newcomers Buddy Emmons, Jerry Hanlon and Linda Flanagan. It's an hour of top country stars singing fine country songs, and it should turn into a solid selling LP among c.&w. and even pop fans.

QUEEN OF COUNTRY MUSIC

Kitty Wells, Decca DL 74197 (Stereo & Monaural)—The country Queen is in her usual, telling, heart-rending style here with perhaps her most pop-styled backings to date. Bouncy rhythm with accent on the beat is set up by guitars without steel guitar help, but including the fine addition of the Jordanaires, who have appeared on many pop hits. Selection of tunes includes many recent and older hits for other artists, like "A Fallen Star," "Ev'rybody's Somebody's Fool," "Wooden Heart" and "Am I That Easy to Forget." Gal's fans will scoop up copies fast.

HIDEAWAY HEART

Webb Pierce, Decca DL 74218 (Stereo & Monaural)—Pierce turns his familiar, hit-making, high-pitched style to a flock of fine tunes, some old, some new, some pop and some pure country. In addition to the blues-styled title song, he chants "Pictures on the Wall," the standard, "Tennessee Walt"; a pop hit, "I'm Walking Behind You," and a heart-wringing, typically country ballad, "How Do You Talk to a Baby?" Pierce has a way with them all and the followers are sure to want it.

SAVE THE LAST DANCE FOR ME

The Drifters, Atlantic 8059 (Stereo & Monaural)—Here's a whole flock of the Drifters' big hits, most of them including Ben E. King as the lead. The big one, "Save the Last Dance for Me," is here, along with "Sweets for My Sweet," "Room Full of Tears," and other oldies; their newer single, "Mexican Divorce" and "When My Little Girl Is Smiling," and one new one, "Jackpot." Fine wax for the fans and it should spark good sales.

THE DUKE OF EARL

Gene (Duke of Earl) Chandler, Vee Jay LP 1040 (Stereo & Monaural)—Here's the hit of the moment, "The Duke of Earl," along with a flock of other tunes by Gene Chandler, whose name appears only in very small type. Chandler, in effect, has become the Duke for the purposes of this album. Tunes are a mixture of hits for others plus newer items. Good cover can grab attention.

Low Priced Pop

MAKE SOMEONE HAPPY

Perry Como, RCA Victor Camden CAL 694 (Stereo & Monaural)—This collection of hit sides by Como adds up to a sock album at the low Camden price. The sides include "Chi-Baba, Chi-Baba," "Ko Ko Mo," "Make Someone Happy" and "Easter Parade." Should be a strong low price seller for many months.

LIVING VOICES ON BROADWAY

RCA Camden CAS 692 (Stereo & Monaural)—Latest release in the successful low price "Living Voices" series is devoted to songs from several Broadway shows, including "How to Succeed in Business," "Kean," "Subways Are for Sleeping," "Milk and Honey" and "Let It Ride." Most arrangements, as in previous releases, are on the easy side, but they work up a good head of steam on a catchy item such as "Brotherhood of Man" from "How to Succeed." Should do well both in stores and on racks.

(Continued on page 24)

Michel Legrand and His Ork. Columbia CS 8525 (Stereo & Monaural)—A superb pop instrumental collection. The stereo version makes the fullest use of the medium's musical potentials even without getting gimmicky. Legrand's arrangements of some of the most popular tunes around are exciting and should get strong air play, especially on stations airing in stereo. Effective tracks include "What Is This Thing Called Love," "Perfidia," "Jalousie" and "Boulevard of Broken Dreams."

★★★★ THE MOST BEAUTIFUL HORN IN THE WORLD

Bobby Hackett, Columbia CS 8529 (Stereo & Monaural)—A strong entry in the mood album area. Hackett's mellifluous trumpet is surrounded by two organs, piano, bass, drums and guitar in gently paced, sweet-sounding arrangements which occasionally give Hackett a chance to show off his virtuosity. Fine tracks are "Love Letters," "Lazy Afternoon," "It's Magic" and "Indian Summer." Dealers can recommend to bachelors as music to woo by.

★★★★ 60 FRENCH GIRLS LES PETITES

Les Djinns Singers, ABC-Paramount ABC-4-4 (Stereo & Monaural)—Sixty French teenagers have already acquitted themselves well on three previous albums for the label, and here's another helping of their delightful harmony-styled vocalizing. In this latest concert, they have selected a dozen pleasant French songs of varying moods and tempi. The French have developed other fine vocal groups of various sizes—the Blue Stars, Les Compagnons, etc., but this one has just as much charm and sound as any of them. Pleasant change of pace programming here and it's just possible that one day they'll have a single hit.

★★★★ GREAT DANCE HITS OF TODAY

The Champs, Challenge 613—A top-notch dance selection, for the teen set, particularly. The original "Tequila," gang do it all over again, this time in the Twist groove. In addition to "Tequila Twist" there are other fine dance rhythms, like "Caterpillar Stroll," "Limbo Rock," "Red Eye (Pony)," "The Hokey Pokey," "The Bunny Hop," "The Shoddy Shoddy," etc. This set could stir up a good bit of noise.

★★★★ SIR CHARLES ROCKIN' RHYTHM

Columbia CS 8463 (Stereo & Monaural)—This is a relaxed, easygoing Sir Charles, playing organ in a genial sort of mood, and yet making each tune interesting enough to hold attention. The songs include a group of standards, from "Cow Cow Boogie" and "Rockin' Chair," to "I'll Never Smile Again" and "Baby Won't You Please Come Home." Good instrumental album.

★★★★ LEON BIBB SINGS

Columbia CS 8562 (Stereo & Monaural)—This is baritone Leon Bibb's first LP for Columbia and the varied repertoire (from folk songs and blues to show tunes and opera) provides an excellent showcase for his versatile vocal talents. Although primarily known for his folk music recordings, Bibb has performed in other categories including opera, and with his polished and perfectly controlled strong baritone voice Bibb is most successful here with "Summer-time" and "Joey, Joey, Joey." "John Hardy," "A Quiet Girl" and "Bonnie Wee Girl" are well done, too. Bibb's recent TV,

(Continued on page 24)

## It's great...

for a label to take a hit single, "Midnight in Moscow," have the great Eddie Condon record it with nine other tunes and put it into the hands of dealers in fourteen days.

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LA VIE EN ROSE / THE SHEIK OF ARABY / MIDNIGHT IN MOSCOW

## It's great...

for a label to have an album on the charts called "Twistin' in High Society," then follow it up with still another great Lester Lanin album, "MORE Twistin' in High Society."

LN 3836/BN 625\*



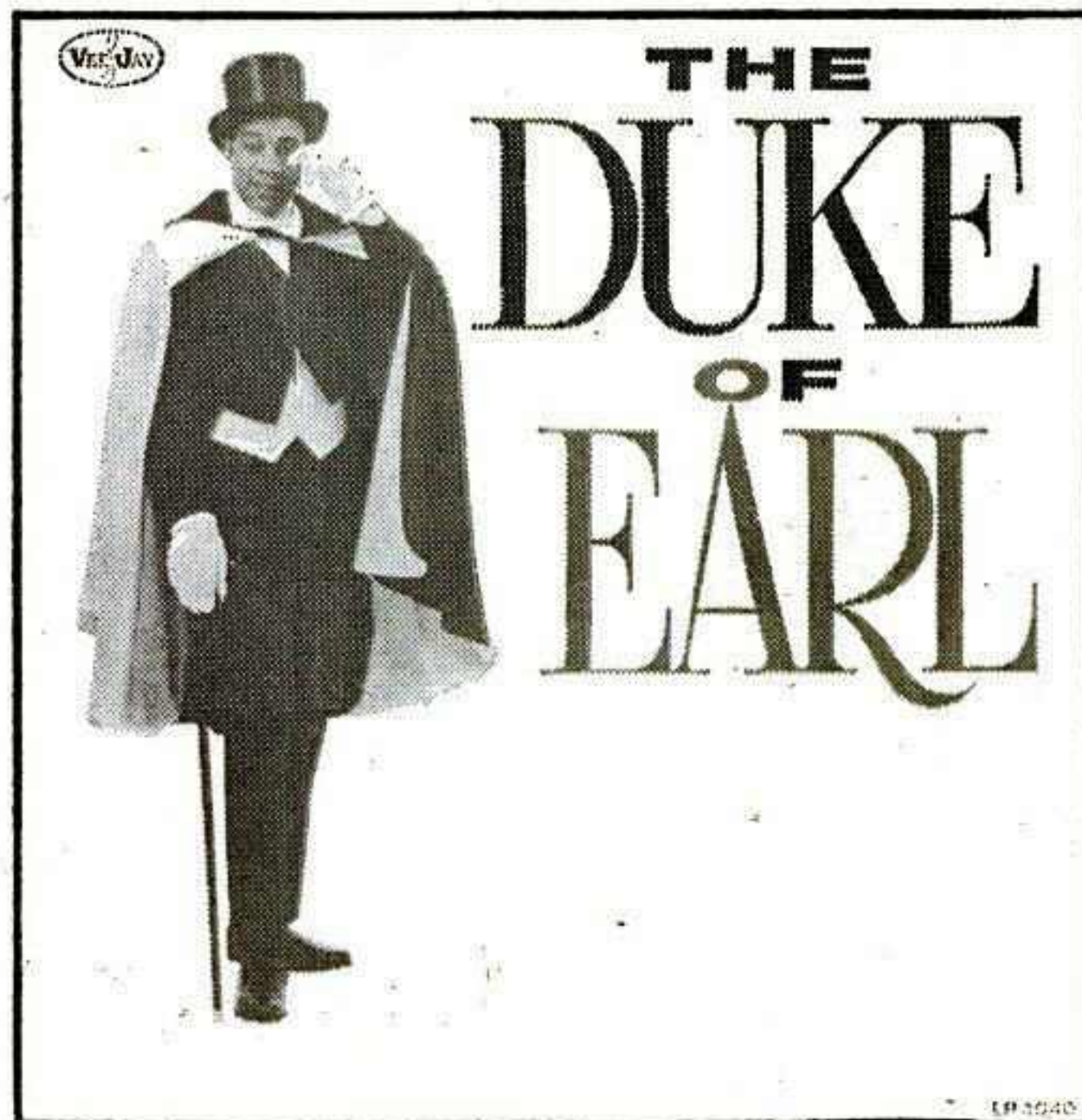




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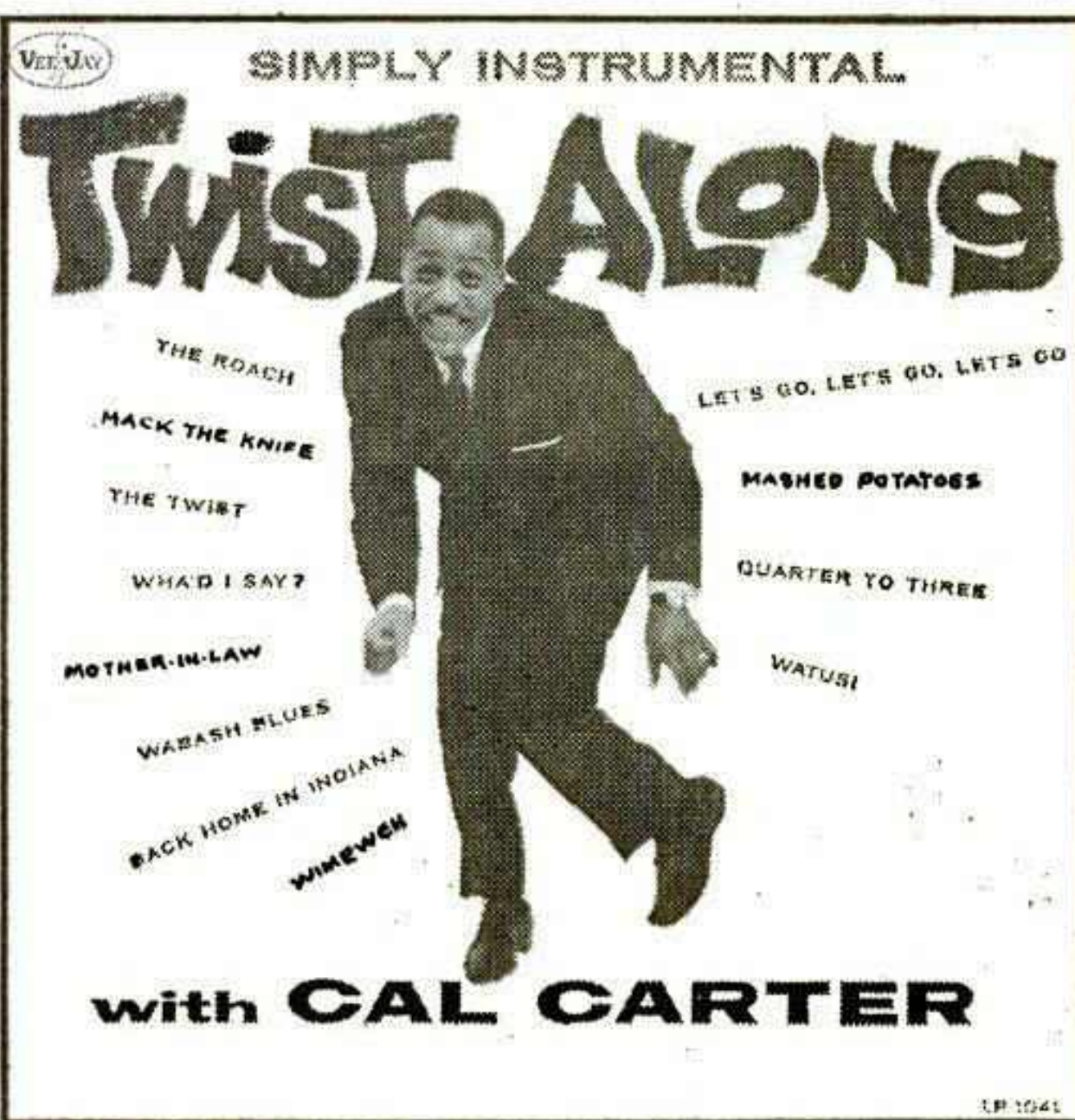
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THE PEARLETTES

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RECORDS 1449 S. Michigan, Chicago 5

The pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 24

## Folk

### THE MANY VOICES OF MIRAN MAKEBA



**Kapp KS 3274 (Stereo & Monaural)**—Miss Makeba is truly an artistic find, and she proves this fact all over again here with an assortment of folk songs from various regions of Africa, not to mention an American tune and several of West Indian and calypso lineage. She is accompanied by a combination of percussion, guitars, bass and a trumpet in highly original arrangements, worked out at the recording sessions by Harry Belafonte, who also wrote the interesting liner notes about his young protege from Johannesburg. The lady has a versatile talent indeed.

## Sacred

### SONGS OF DEVOTION



**Red Foley, Decca DL 74198 (Stereo & Monaural)**—Red is in wonderful, reverent form in this latest collection of songs of the gospel. The backing is simple and tasteful with rhythm and guitar featured with the fine support of the Jordanaires. The songs include "I'll Fly Away," "No Tears in Heaven," "Lord, I'm Coming Home" and "Farther Along," and other songs of great intentions for the life to come. A fine set.

# SPECIAL MERIT ALBUMS

## Classical

### BERNSTEIN: JEREMIAH SYMPHONY; HARRIS: THIRD SYMPHONY



**New York Philharmonic (Bernstein), Columbia MS 6303 (Stereo & Monaural)**—Leonard Bernstein and the New York Philharmonic Orchestra offer the modern classical music collectors a recorded treat. This is the first stereo version of both works and Bernstein's own "Jeremiah Symphony" is a moving and impressive work. Mezzo-soprano Jennie Tourel renders her solo with conviction and sensitivity, as she did when the symphony was first presented some years ago. Roy Harris' "Third Symphony" is given a technically precise and expressive reading. With the Bernstein name, the package should draw many sales.

### LE VIN HERBE



**Winterthur Symphony Orchestra (Desarzens), Various Artists, Westminster WST 232**—This is the first recording of composer Frank Martin's "Le Vin Herbe," which is an oratorio in three acts based principally on the Tristan and Isolde story. When this contemporary work was performed here for the first time recently, it received most favorable reaction. This attractive and well-made two-disk package, made in Switzerland under the supervision of the composer, and featuring Martin at the piano, should be of great interest to the classical collectors and music students.

## Jazz

### CAL TJADER PLAYS HAROLD ARLEN



**Fantasy 3330**—The wide divergence of popular tastes that seems to be taking in the softer jazz sounds, could prove an important sales core for this album. Tjader is heard in two contrasting types of ensemble. Side 1 has the vibes player in his usual small combo setting, while the flip makes effective use of some unique string section work with arrangements written by Clare Fischer. Most of the Arlen standards are done in lovely ballad style which makes for excellent better music programming. Better tracks include "Over the Rainbow," "The Man That Got Away" and "Blues in the Night."

# Reviews of New Albums

Continued from page 24

quality and the package should draw its fair share of the classical market.

★★★★ **DEBUSSY: IMAGES POUR ORCHESTRE; STRAVINSKY: SYMPHONIES FOR WIND INSTRUMENTS; RAVEL: PAVANE POUR UNE INFANTE DEFUNTE**

**L'Orchestre de la Suisse Romande (Ansermet), London CS 6225 (Stereo & Monaural)**—The programming of these three works provide a half hour of great enjoyment. Conductor Ansermet offers a masterful and colorful reading of each piece, with an especially rewarding interpretation of the Debussy, "Images Pour Orchestre." The album is a worthwhile addition to any classical collection.

★★★★ **MENDELSSOHN: A MID-SUMMER NIGHT'S DREAM**

**Philharmonic Orch. and Chorus (Klempner), Angel S35881**—Otto Klemperer and the Philharmonic Orchestra and Chorus furnish the listener with a most colorful and stimulating reading of this popular Mendelssohn work. There are numerous recordings available on this piece, but the famous name of Otto Klemperer should draw the sales to this particular version.

★★★★ **FRANCK: PIANO QUINTET IN F MINOR**

**Vienna Philharmonic Quartet, Clifford Curzon, London CS 6226 (Stereo & Monaural)**—One of the most respected works in the chamber repertoire receives its first stereo outing in a glowing performance. This version is sure to attract chamber fans, especially with the addition of one of the current piano greats, Clifford Curzon, in the keyboard role.

★★★★ **BEETHOVEN: PIANO SONATA IN E MAJOR, OP. 109; PIANO SONATA IN A FLAT MAJOR, OP. 110**

**Fou Ts'ong, Piano, Westminster WST 17002**—The young Chinese pianist follows  
*(Continued on page 28)*

## BALLADS WANTED!

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and

AIN'T THAT LOVING YOU

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BLUE MOON

and

WHO WILL THE NEXT FOOL BE

Duke 347

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**JUNIOR PARKER'S ANNIE GET YOUR YO YO**

Duke 345

3 Great Spirituals

Robert Ballinger  
KINGS HIGHWAY b/w THERE ARE DAYS  
Peacock 1846

The O'Neal Twins  
MAKE ME A BLESSING b/w EVERY DAY WITH JESUS  
Peacock 1851

The Spiritual Five  
JOY IN JERUSALEM b/w SWEET BYE AND BYE  
Peacock 1852

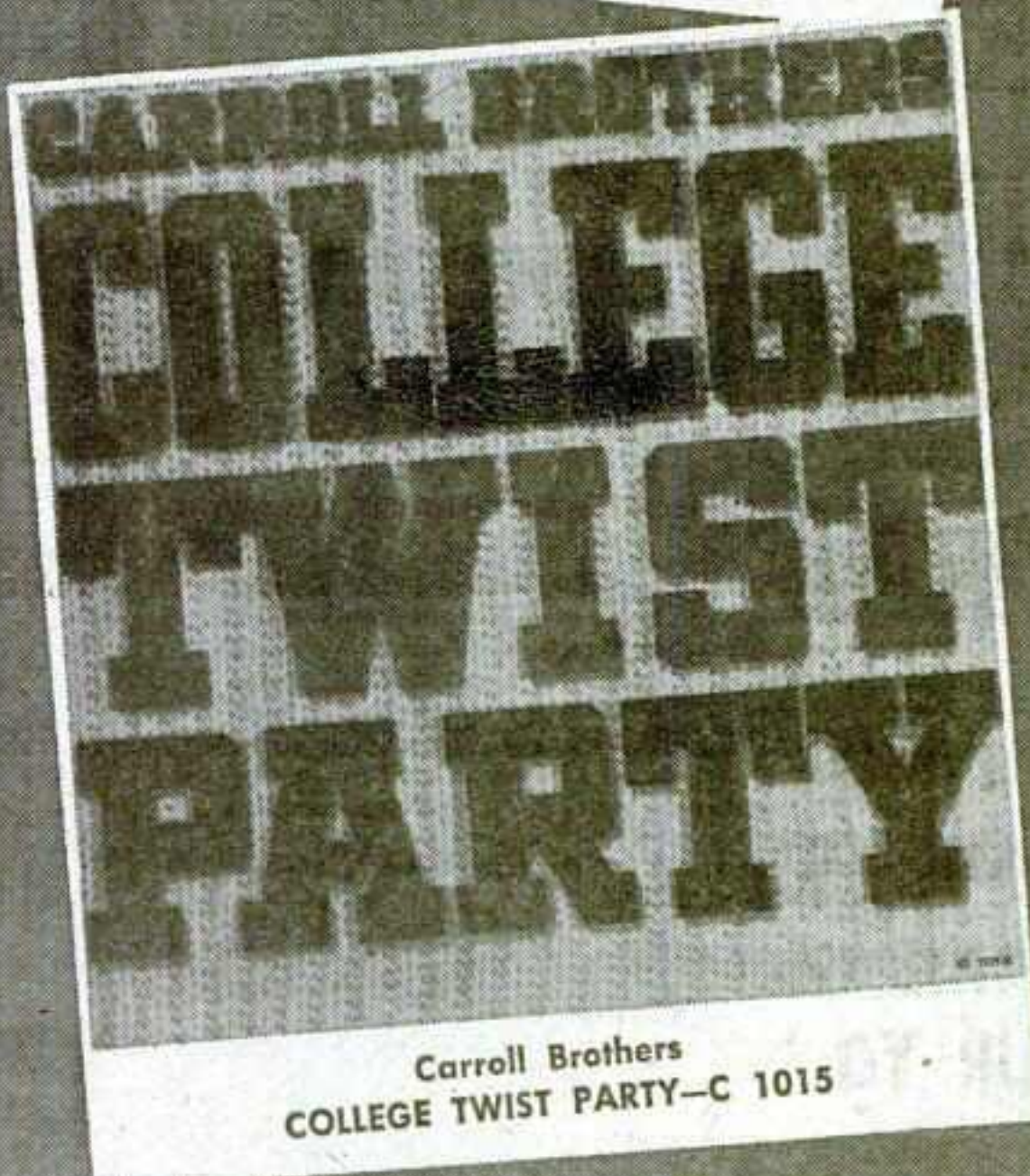
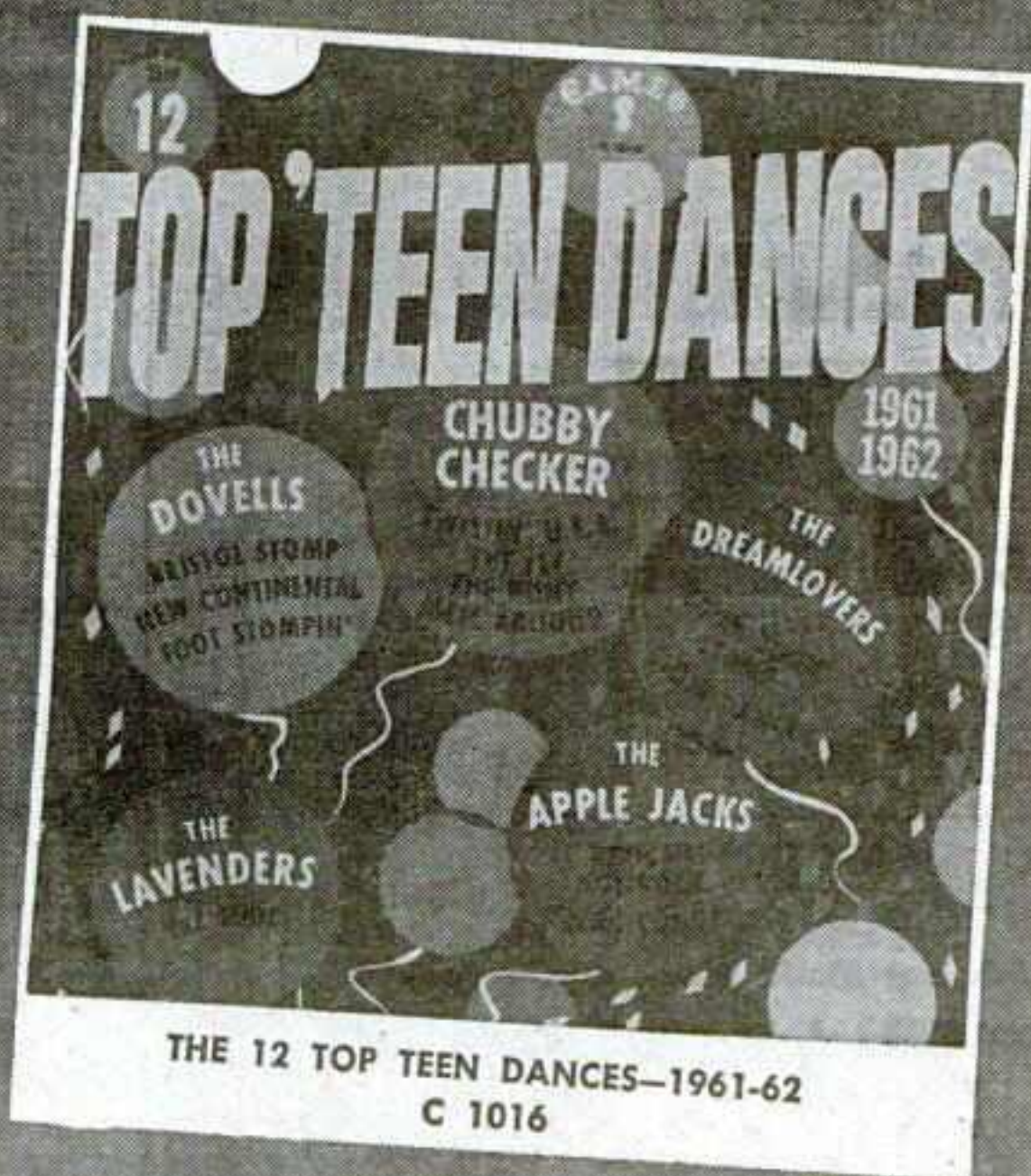
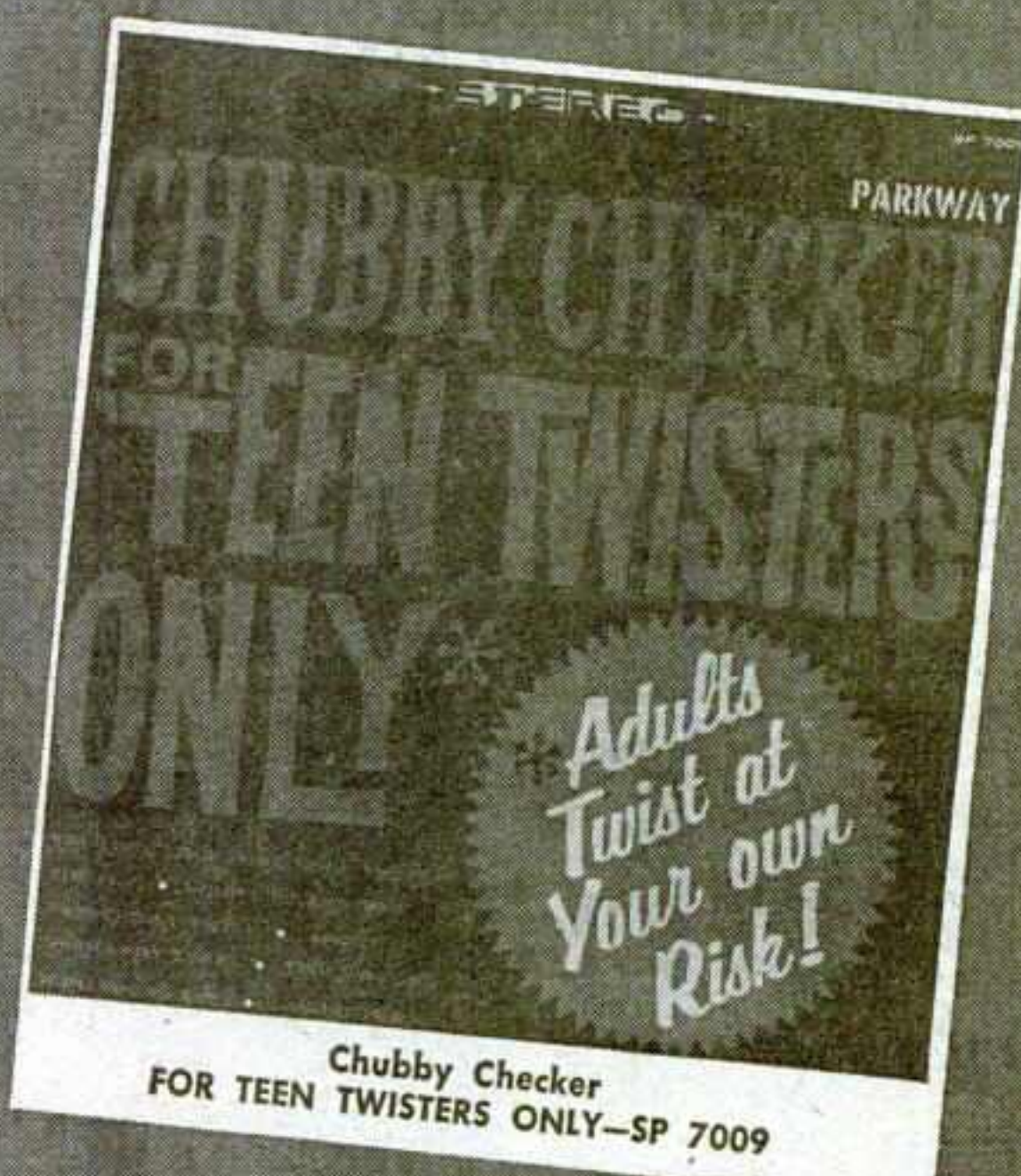
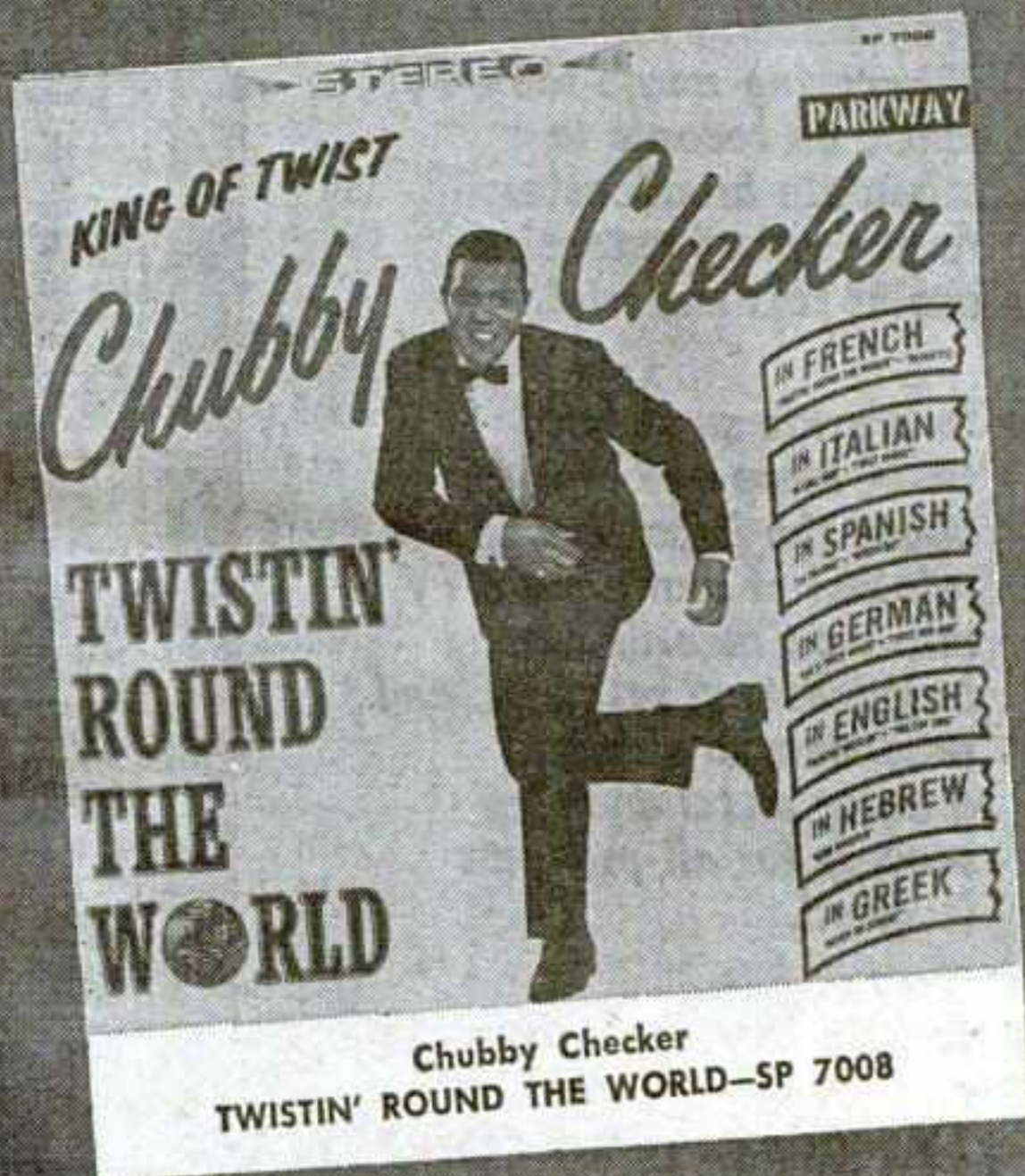
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## SPECIAL MERIT ALBUMS

Continued from page 26

### Spoken Word

#### DEMOCRACY IN AMERICA (7-12")



Various Artists. Spoken Word SW A30—Despite the size and cost of a seven-disk package, this one may get some action, especially in stores near schools and colleges. The contents are four half-hour dramatizations about the elements that make this country great. They are now getting wide promotion via weekly broadcasts over the NBC and Canadian Broadcasting radio webs, and indie stations, too, are offered air privileges. A unique big-ticket package for specialty dealers.

## Reviews of New Albums

Continued from page 26

his fine Mozart and Chopin albums with two of Beethoven's greatest sonatas. If they are occasionally unorthodox in detail, they are nevertheless faithful to the composer's intent and should fortify the artist's growing reputation. Concert and air appearances also should help promote and popularize the pianist, who is Yehudi Menuhin's son-in-law.

#### ★★★★ BARTOK: CONCERTI FOR PIANO NOS. 1 AND 2

Hungarian State Orchestra (Ferencsik). Westminster WST 17003—Bartok seems to be gaining in stature and popularity as a composer and some works formerly regarded as "difficult" no longer seem so ultra-modern. These concertos are excellent examples, as even the craggy First Concerto

now sounds related to Gershwin's at times. Both receive idiomatic performances by Hungarian pianists Kornel Zempleny and Tibor Wehner, respectively as Westminster's East European disks are paying off in fine quality.

#### ★★★★ FRANCK: SYMPHONY IN D MINOR; LE CHASSEUR MAUDIT

L'Orchestre de la Suisse Romande (Ansermet). London CS 6222 (Stereo & Monaural)—A most satisfactory reading of the familiar Franck Symphony, plus the composer's romantic "Le Chasseur Maudit." There have been a number of recordings recently of the Franck symphony, but this version, under Ansermet, should do well, especially with new collectors.

## JAZZ LP'S

### ★★★★ STRONG SALES POTENTIAL

★★★★ DIXIELAND SUPPER CLUB—Red Nichols and the Five Pennies. Capitol ST 1665—The smooth, danceable output of Red Nichols and his combo offers no surprises, and will appeal to the many admirers who have bought his previous efforts. Among the best efforts here in the group's version of arranged Dixieland are "Corky," "Harlem Nocturne" and "Summertime."

#### ★★★★ CARMEN McRAE SINGS LOVER MAN AND OTHER BILLIE HOLIDAY CLASSICS

Columbia CS 8530 (Stereo & Monaural)—Seldom has Miss McRae been in better voice or better recorded than in this, the empty umph time somebody has elected to salute the late Lady Day. The songs, of course, are fine—"Them There Eyes," "Trav'lin' Light," "God Bless the Child," "Strange Fruit," etc.—and in a way it seems a better salute to the singer that Carmen does not make a conscious effort to emulate the Holiday sound. She's just herself here, poised and relaxed and the combo backing, with Nat Adderley, Mundell Lowe and Eddie (Lockjaw) Davis added to her own trio, suits her well.

#### ★★★★ THE MONTGOMERY BROTHERS IN CANADA

Fantasy 3323—The Montgomery Brothers have another fine album here. The group swings in its usual style and there are fine solos by each of the brothers: Wes on guitar, Monk on bass and Buddy on vibes. Paul Humphries is the drummer. No clue is given as to where the set was recorded in Canada, but any audience Canadian or not, should enjoy this relaxed effort. Taking honors as the best tracks are "Angel Eyes," "Jeanie" and "Beaux Arts."

#### ★★★★ HERE'S HAROLD

Harold Harris. VeeJay LP 3018—An interesting debut for Harris, a young pianist operating in Chicago's Playboy Club. He has a strong dramatic and dynamic flair and uses it not only in his own solos but also to showcase the trio as a unit; bassist Lennell Glass and drummer George Harpe are the other two members of the trio. The material is split pretty evenly between standards and original compositions. Best tracks emerge as "Swing Low," already released as a single, "Bluesville" and "A Little Understanding."

#### ★★★★ THE LAST SET

Richard Twardzik. Pacific Jazz PJ 37—If this LP of reissued tracks (save one) makes today's audience aware of the greatness of the playing of the late pianist, Dick Twardzik, it will mightily have achieved its purpose. This is a collectors item no modern jazz devotee should be without. The Twardzik style might be called impressionistic with subtlety, grace and wide-ranging imagery. The pianist died in 1955 while on tour with Chet Baker and one of the tracks included here contains Baker and his group. This is a set modern collectors will want.

#### ★★★★ INTO THE HOT

Gil Evans Ork. Impulse A-9—Modern conceptions for jazz orchestra here by Gil Evans. The band is a highly cohesive group that plays avant-garde compositions by Cecil Taylor and John Carisi with distinction.

(Continued on page 30)

## Announcing the SECOND in a series of SPOTLIGHTS\* for 1962:

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- to provide successful tie-in ideas and stories about the important interrelation of movie-show-TV music on records among broadcasters, retailers, and producers to achieve greater merchandising success for all products involved.
- to help increase sales and profits from movie-show-TV music on records for everyone concerned.

March 17th issue

BILLBOARD MUSIC WEEK

\*A word on the SPOTLIGHT SERIES:

In an industry encompassing such a great variety of profitable product, we at Billboard Music Week feel we can stimulate retailers, broadcasters and operators to take advantage of the full sales potential of this industry by spotlighting from time to time special segments or product categories with information, ideas and success stories for better promotion, marketing and merchandising of each particular spotlighted product. With this purpose in mind we shall publish a series of Spotlights during 1962.

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#### LP REVIEW POLICY

All albums received by Billboard Music Week are listened to and reviewed by the BMW Reviewing Panel. LP's 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 albums reviewed during the week and are picked to hit the Top LP chart. FOUR-STAR albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

THREE-STAR albums, having moderate sales potential, are listed thereafter; these frequently will be of particular interest to dealers with specialized clientele. Other LP's with limited sales potential, are listed following the Three-Star albums.

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

All LP's 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.

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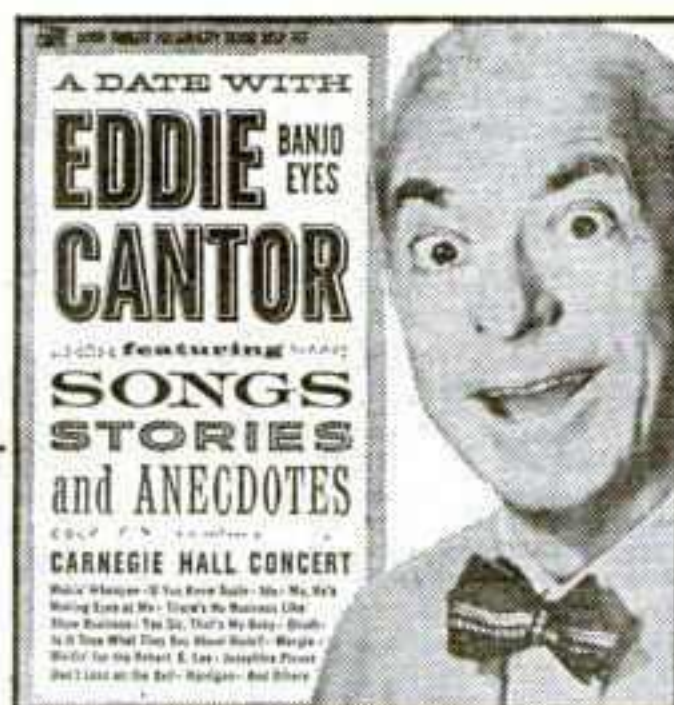
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CARNAVAL DO BRASIL, MARCHAS, FREVOS, SAMBAS AFLP 1953 • AFSD 5953



MEXICO WITH LOVE, Jo Basile, Accordion & Orch. AFLP 1946 • AFSD 5946



NICKEL MUSIC, The Sound of Nickelodeons at Paul Eakins' Gay Nineties Village AFLP 1960 • AFSD 5960



PERCUSSIVE LATINO, PACHECO & RENE FERNANDEZ ORCH. AFLP 1973 • AFSD 5973



BALDWIN ORGAN AND BONGOS EDDIE OSBORN AFLP 1974 • AFLP 5974

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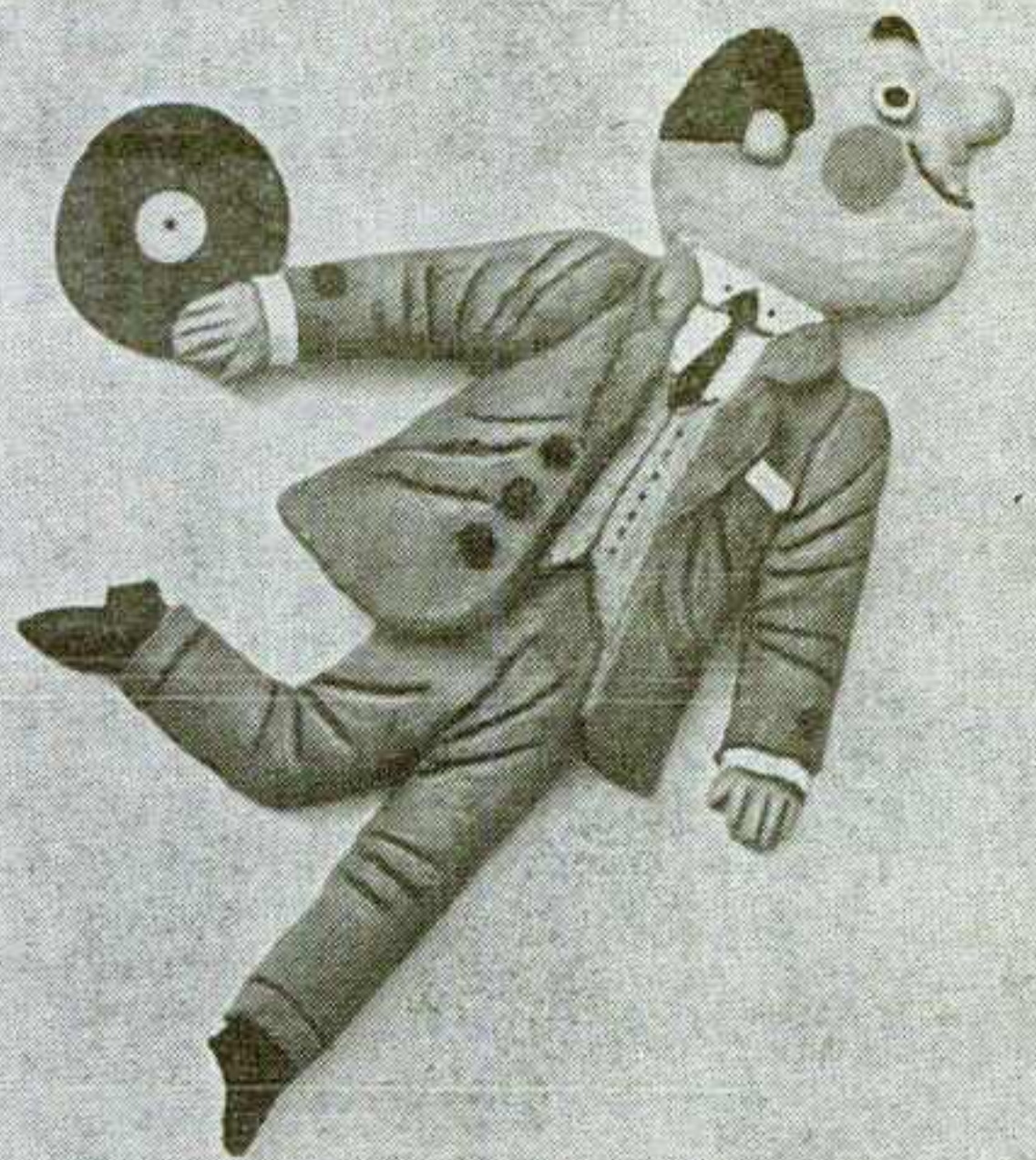
## THE BEST OF THE DUKE OF DIXIELAND

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GEORGIA CAMP MEETING • THERE'LL BE A HOT TIME IN THE OLD TOWN TONIGHT  
DOWN BY THE RIVERSIDE • WAIT TILL THE SUN SHINES NELLIE



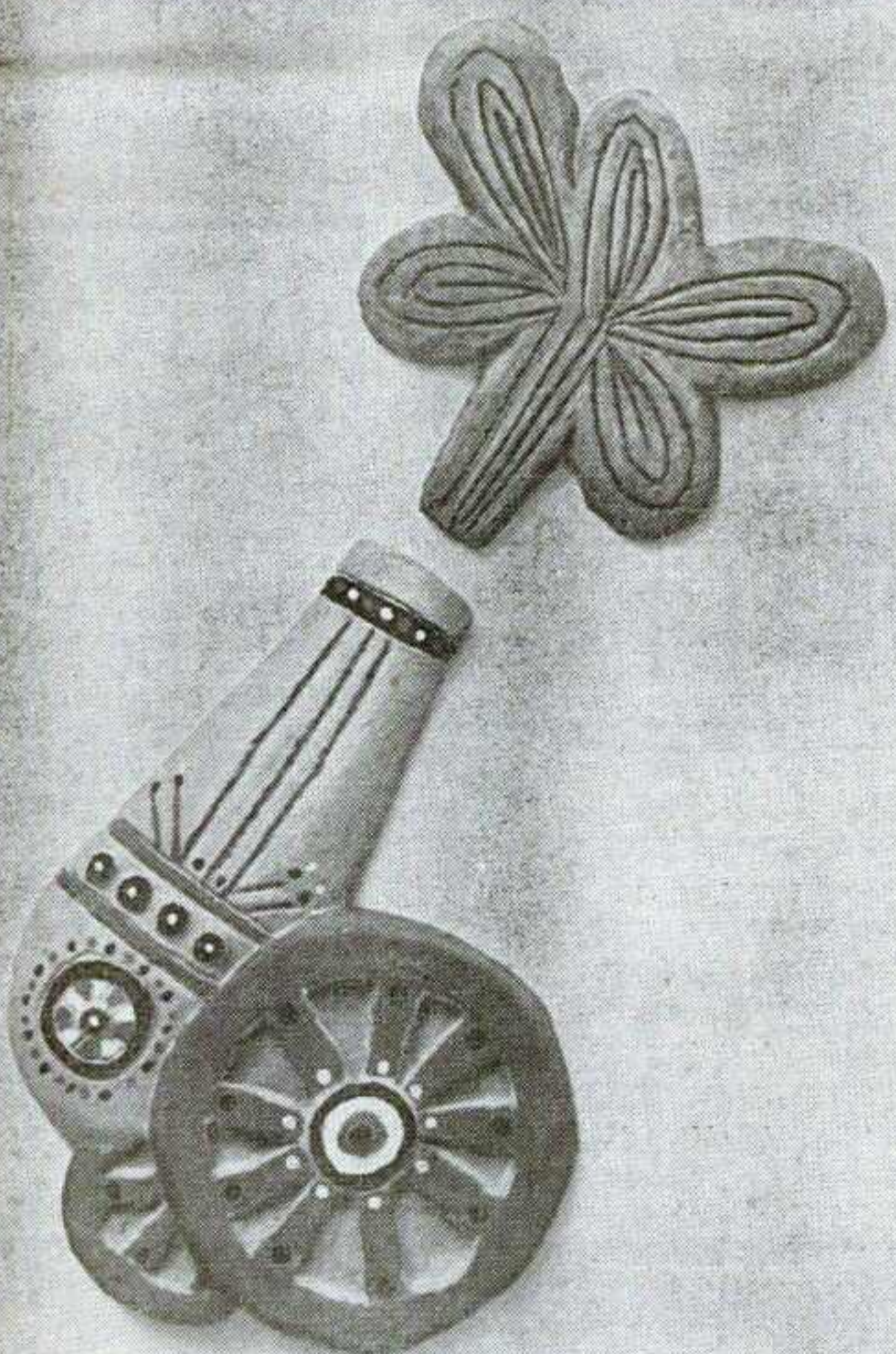




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### Boston, Philly Orks on Tour

NEW YORK — Arthur Fiedler and the Boston Pops left last week for a tour to cover 18 States. The orchestra will travel through the East, Midwest and South. Tour will last 63 days. During the tour the orchestra will feature a new

composition by Dimitri Kabalevsky, the Second Piano Concerto. Meanwhile, the Philadelphia Orchestra is preparing for its spring tour which will last for five weeks and will cover the United States. The Philadelphians will introduce a newly discovered work by the late Anton Webern called "Im Sommerwind." World premiere will be held in Seattle, Wash., May 25.

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## THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING FEBRUARY 17

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	PEPPERMINT TWIST	By Joey Dee-Henry Glovers—Published by Impact-Ware (BMI)	11
2	2	THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMI)	28
3	4	DUKE OF EARL	By Williams-Edwards-Dixon—Published by Conrad (BMI)	4
4	6	NORMAN	By John D. Loudermilk—Published by Acuff-Rose (BMI)	6
5	7	THE WANDERER	By E. Maresca—Published by Schwartz-Disal (ASCAP)	7
6	5	I KNOW	By Barbara George—Published by Saturn-At Last (BMI)	8
7	3	CAN'T HELP FALLING IN LOVE	By Weiss-Peretti-Creatore—Published by Gladys (ASCAP)	9
8	8	A LITTLE BITTY TEAR	By Hank Cochran—Published by Pamper (BMI)	7
9	11	DEAR LADY TWIST	By Guida—Published by Pepe (BMI)	5
10	12	BREAK IT TO ME GENTLY	By Lampert-Seneca—Published by Northern (ASCAP)	5
11	9	BABY IT'S YOU	By Mack David-Barney Williams-Bert Bacharach—Published by Dolfi (ASCAP)	6
12	15	CRYING IN THE RAIN	By Greenfield-King—Published by Aldon (BMI)	3
13	10	THE LION SLEEPS TONIGHT	By Weiss-Peretti-Creatore—Published by Folkways (BMI)	11
14	13	COTTON FIELDS	By Dave Fisher—Published by Westside (BMI)	6
15	23	HEY! BABY	By Cobb-Channel—Published by LeBill (BMI)	2
16	25	CHIP CHIP	By Barry-Crofford-Resnick—Published by Trinity & Gio-Mac (BMI)	2
17	14	RUN TO HIM	By Keller-Goffin—Published by Aldon (BMI)	13
18	16	IRRESISTIBLE YOU	By Kasha-Dixon—Published by Lloyd & Logan (BMI)	5
19	22	SHE'S EVERYTHING	By Lapham—Published by Alan K (BMI)	3
20	17	TOWN WITHOUT PITY	By D. Tiomkin-N. Washington—Published by United Artists (ASCAP)	7
21	—	I'M BLUE (The Gong-Gong Song)	By Turner—Published by Progressive-Placid (BMI)	1
22	18	WHEN I FALL IN LOVE	By Victor Young-Edward Heyman—Published by Northern (ASCAP)	10
23	20	LETTER FULL OF TEARS	By Don Covay—Published by Betalbin (BMI)	3
24	27	SHADRACK	By Robert MacGimsey—Published by Fischer (ASCAP)	3
25	21	MOON RIVER	By Mancini-Mercer—Published by Famous (ASCAP)	14
26	—	CAJUN QUEEN	By W. Walker—Published by Cedarwood (BMI)	1
27	26	SMOKY PLACES	By Abner Spector—Published by Annie-Earl & Sun Flower (ASCAP)	2
28	—	LET ME IN	By Y. Baker—Published by Arc-Kae Williams (BMI)	1
29	29	TUFF	By Cannon—Published by Jec (BMI)	2
30	—	MIDNIGHT IN MOSCOW	By Soloviev-Sedoi-Matusosovsky-Ball—Published by Melody Trails (BMI)	1

- RECORDINGS AVAILABLE**  
 (Best Selling Record Listed in Bold Face)
- PEPPERMINT TWIST** — Joey Dee and the Starliners, Roulette 4401.
  - THE TWIST** — Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 815; Ernie Freeman, Imperial 5793; Billy Wade, Operators 2003.
  - DUKE OF EARL** — Gene (Duke of Earl) Chandler, Vee Jay 416; Timmy Reynolds, Operators 2008
  - NORMAN** — Sue Thompson, Hickory 1159.
  - THE WANDERER** — Dion, Laurie 3115.
  - I KNOW** — Barbara George, AFO 302.
  - CAN'T HELP FALLING IN LOVE** — Four Esquires, Terrace 7502; Elvis Presley, RCA Victor 7968; Keely Smith, Dot 16298.
  - A LITTLE BITTY TEAR** — Burl Ives, Decca 31330; Wanda Jackson, Capitol 4681.
  - DEAR LADY TWIST** — Gary (U. S.) Bonds, LeGrand 1015; Timmy Reynolds, Operators 2007.
  - BREAK IT TO ME GENTLY** — Brenda Lee, Decca 31348; Sandy Lynn, Operators 2007.
  - BABY IT'S YOU** — Shirelles, Scepter 1227.
  - CRYING IN THE RAIN** — Everyly Bros., Warner Bros. 5250.
  - THE LION SLEEPS TONIGHT** — Tokens, RCA Victor 7954.
  - COTTON FIELDS** — Highwaymen, United Artists 370.
  - HEY! BABY** — Bruce Channel, Smash 1731
  - CHIP CHIP** — Gene McDaniels, Liberty 55405
  - RUN TO HIM** — Bobby Vee, Liberty 55388.
  - IRRESISTIBLE YOU** — Bobby Darin, Atco 6214.
  - SHE'S EVERYTHING** — Ral Donner, Gone 5121.
  - TOWN WITHOUT PITY** — Gene Pitney, Musicor 1009.
  - I'M BLUE** — Ikettes, Atco 6212.
  - WHEN I FALL IN LOVE** — Lettermen, Capitol 4658.
  - LETTER FULL OF TEARS** — Gladys Knight and the Pips, Fury 1054
  - SHADRACK** — Brook Benton, Mercury 71912.
  - MOON RIVER** — Jerry Butler, Vee Jay 405; Henry Mancini, RCA Victor 7916; Fuller Brothers, Challenge 9119; Carmen Cavallaro, Decca 31304; Calvin Jackson, Reprise 10022; Richard Hayman, Mercury 71869; Hollyridge Strings, Capitol 4631; Mantovani, London 2021; Jane Morgan, Kapp 431; Eddie Harris, Vee Jay 420.
  - CAJUN QUEEN** — Jimmy Dean, Columbia 42282; Red Sovine, RCA Victor 7981.
  - SMOKY PLACES** — Corsairs, Tuff 3030
  - LET ME IN** — Sensations, Argo 5405.
  - TUFF** — Ace Cannon, HI 2040
  - MIDNIGHT IN MOSCOW** — Kenny Ball, Kapp 422; Jan Bergens, London 10503.

**WARNING**—The title "HONOR ROLL OF HITS" is a registered trade-mark and the listing of the hits has been copyrighted by Billboard Music Week. Use of either may not be made without Billboard Music Week's consent. Requests for such consent should be submitted in writing to the publishers of Billboard Music Week at 1564 Broadway, New York 36, N. Y.

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**AMERICA'S HOTTEST DANCE RAGE!**

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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.



CHAD MITCHELL TRIO (Kapp)

PERSONAL MANAGER: Bertha Case. BOOKING OFFICE: MCA. NAMES: Chad Mitchell, Mike Kobluk, Joe Frazier (and guitarist Jim McQuinn). AGE: All are about 22. HOME TOWN: Spokane. EDUCATION: College. BACKGROUND: The boys met as students at Gonzaga University in Spokane, where they appeared together in the university glee club. Their professional career was launched by their first

'booking agent,' Rev. Reinard W. Beaver of St. Augustine's Church, Spokane. Reverend Beaver, who had heard the boys perform many times on the campus, convinced them to make singing their career and, as he was driving cross-country to New York, offered the boys a lift where the boys hoped to begin their new chosen career. Father Beaver talked various club owners into giving the boys one-night stand tryouts in the cities they visited including the very night they arrived in New York, when the trio appeared at a noted Greenwich Village night spot. Soon after, the Chad Mitchell Trio was under contract to MCA, and TV, radio guest shots and a recording contract soon followed. Personal appearances with Shelley Berman and Harry Belafonte and a recent concert tour with Bob Newhart aided in gaining the group wide popularity. The trio recorded for Colpix Records before moving to Kapp Records.

LATEST SINGLE: 'Lizzie Borden' is the tune spinning on the Kapp label that has become the first chart item for the Chad Mitchell Trio.



EDDIE HOLLAND (Motown)

AGE: 21. HOME TOWN: Detroit. EDUCATION: High school. BACKGROUND: Holland began singing at local gatherings while still in grade school. After graduation from high school, he found a job with a local music publishing house. His duties there included singing all the company's songs for interested buyers and singers on demonstration disks, which were sent to various recording companies. It was one of these demo

disks that brought Eddie Holland to the attention of Berry Gordy Jr., president of the Motown Record Corporation. Gordy was enthused about Holland's sound and vocal styling and signed the young man to a recording contract.

LATEST SINGLE: Holland's debut disk for Motown tagged, 'Jamie,' is moving up on the 'Hot 100.'

Young Would Screen Lyrics

Continued from page 5

'Perhaps the really offensive quality of contemporary lyrics,' opined Young, 'is the age of the musical participants. Since 'Too Young,' the emphasis has been on immature love. It is not nearly so unwholesome to hear the wail of 'These Foolish Things,' with its suggestion of cohabitation in an apartment, as it is to croon 'Happy Birthday, Sweet Sixteen.' The exec also likes old songs "because a great many of the old ones had the decency at least to suggest marriage."

Commenting on current "Top 40-type songs," Young described "The Door to Paradise" as "a thinly disguised proposition; and 'Here Comes the Night' as "a short ode to the night that is like all night except it happens to be divine, possibly because the young lady in question took the advice contained in 'Let True Love Begin,' and answered with the sentiments expressed in 'I Love How You Love Me'."

Young also objected to the preoccupation with tragedy and violent death" in contemporary music. "Such songs are not tear-

B'casters of FM Stereo Must Log Hours for FCC

WASHINGTON — FM broadcasters of stereo programming will have to continue to keep the Federal Communications Commission informed in detail of when and how many hours of stereo transmission they are airing. The FCC last week refused a petition by the Charles River Broadcasting Company (WCRB-FM), of Walton, Mass., to amend the logging rules and require only the logging of actual hours of stereo broadcasts by FM licensees.

The FCC says that quick and accurate information on the new stereo service is of great importance to the public, the trade press, and other publications, and to the broadcasting industry. These groups want to know "readily and quickly" what and how much stereo broadcasting is being done by stations in a particular area. Notice of scheduling of stereo broadcasting or any change in hours has to be submitted within 10 days to the FCC.

jerkers," stated Young. They're not even music. They are slices of perversion, perhaps masochism."

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 use any special programming or promotional gimmicks on St. Patrick's Day?

THE ANSWERS

BILL BENNETT WLOL, Minneapolis

At WLOL we had St. Patrick's Day fun with a contest asking listeners to send a story of the "greenest" thing they had ever done. In most cases they interpreted "greenest" as the most "inexperienced" embarrassment they had suffered. Prizes for the "greenest" stories naturally were folding green. Incidentally, on St. Patrick's Day, the LOL in WLOL, which normally stands for "Land o' Lakes," becomes "Lots o' Luck."



In addition to being a day for the "airin' of the green" — Irish records, that is—St. Patrick's Day has turned into an occasion for the "givin' of the green" on KDKA. Last March 17 Art Pallan, Clark Race and I awarded 100,000 green trading stamps on our shows throughout the day. Ten persons, selected from thousands of cards sent in by listeners, received 10,000 stamps each. One name was announced each hour. Naturally, you didn't have to be Irish to win.

BOB TRACEY KDKA, Pittsburgh

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GARY STEVENS WIL, St. Louis

Our special St. Patrick's Day programming and promotion gimmicks include: (1) Prizes to gals or guys who come to WIL with dyed green hair; (2) giveaway green ties to the people who call us and whose last names are Patrick; (3) prizes to those who come to the studio with four-leaf clovers.



Schwartz WMGM Program Director

NEW YORK — Roy Schwartz, formerly program director of the Storer station WIBG, Philadelphia, is moving into the operations manager post at Storer Broadcasting's newly acquired station here, WMGM.

His replacement at WIBG is William Wheatley, heretofore program manager of KGBS, Storer's Los Angeles outlet. The new manager at WMGM (soon to change its call letters to WHN) is John C. Moler, ex-general manager of WIBG.

VOX JOX

By JUNE BUNDY

THIS 'N' THAT: Medy Tong, 20-year-old music librarian at WNEW, New York, was Queen of the Chinese New Year—the Year of the Tiger—when it was celebrated last week in New York. . . . Bob (Coffeehead) Larsen, WEMP, Milwaukee, took a satirical dig at Southern California last month when the "sunny" State was hit by a snow storm. The jock started a campaign asking listeners to send in all their fresh frozen orange juice for shipment to California, because they "need the vitamin C for sunshine." Then, Larsen called deejay Dick Whittinghill, KMPC, Los Angeles, and asked him to pass the word along to L. A. radio audiences.

CHICAGO: Pete Marshall, ex-WEEP, Pittsburgh, has replaced Joel Sebastian at WIND. Latter jock has moved to WXYZ, Detroit. . . . Wally Phillips, WGN, originated his show from a State Street window of Carson, Pirie, Scott and Company one day last month as part of the annual Cerebral Palsy Radio-thon. . . . Station WFMT has started live stereo broadcasts by the Fine Arts Quartet on Fridays at 8 p.m. The series, first live concerts aired in stereo FM in the Midwest, is sponsored by Musicraft, a local stereo dealer.

CHANGE OF THEME: Jan Newby has been appointed station operations manager of K VLC, the new all-fem-deejay station in Little Rock, Ark. The station launched its new operation January 28, with Henry H. Steele as manager. . . . Ken Burkhardt has been upped to general manager status at WQXI, Atlanta. Also new at WQXI are Red Jones as operations manager (in addition to his air show) and Pat Hughes ex-KBOX, Dallas, and Mike Holliday, ex-WJJD, Chicago, as new jocks. . . . Jim Mendes, formerly with WICE, Providence, R. I., has joined WRIB, Providence, R. I. He will feature albums (old, new and current hits) in an afternoon time slot.

Ray Lawrence, WHAY, New Britain, Conn., writes "Contrary to rumors that may be floating around, I'm not leaving WHAY. Effective January 13, I'm program director. I'll be continuing in my early-morning spot too." Other new appointments at WHAY include Bob Regan, from news director to operations manager, and Randy Lotane, from deejay to news director. . . . Tom Ferren is the new program director at WSJM, St. Joseph, Mich., Mo., as erroneously reported by Vox Jox last month. . . . Larry Wilson, former news director at CJQC, Quebec City, Quebec, Canada, has moved to CKWS, Kingston, Ontario, as feature newscaster. He and his frau became the parents of a son, Kevin Ralph, two months ago.

Steve May, ex-WICE, Providence, R. I., and WINY, Putnam, Conn., has joined WESO, Southbridge, Mass. He writes "My show continues to emphasize good sound pop music with the accent on the better pop singles and a great deal of album play." . . . New staffer at WFFG, Marathon, Fla., is Ronald G. Toller, formerly with WHIZ, radio and TV, Zanesville, O. Toller needs wax. . . . Ken Carter, "Pepsi-Cola Dance Party" host, has taken over the midnight to 6 a.m. time slot on Saturday over WCOP, Boston. . . . Alan Grant's "Jazz Nocturne" show debuted on WRFM, New York, Saturday, February 3. It is heard every Saturday and Sunday night from 11 to midnight.

Dr. Abe Laufé, associate professor of English at the University of Pittsburgh, is emceeing an alternate Friday night show from 8 to 10 on KDKA Pittsburgh. On his first show he discussed show music with "PM" host John Stewart and gave examples of hit tunes from flop musicals and flop songs from hit shows. . . . Jerry Blavat has returned to WCAM, Camden, N. J., in the 10 p.m.-midnight slot. . . . Kal Rudman, formerly with WCAM, has joined WAAT, Trenton, N. J.

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 16, 1957

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

POP-10 Years Ago February 16, 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. Any Time, E. Fisher-H. Winterhalter, RCA Victor
5. Slow Poke, Pee Wee King, RCA Victor
6. Tiger Rag, L. Paul-M. Ford, Capitol
7. Blue Tango, L. Anderson, Decca
8. Please Mr. Sun, J. Ray, Columbia
9. Tell Me Why, E. Fisher-H. Winterhalter, RCA Victor
10. Shrimp Boats, J. Stafford-P. Weston, Columbia

RHYTHM & BLUES-5 Years Ago-February 16, 1957

- Blue Monday, F. Domino, Imperial
Love Is Strange, Mickey & Sylvia, Groove
Jim Dandy, L. Baker, Atlantic
Since I Met You Baby, I. J. Hunter, Atlantic
Blueberry Hill, F. Domino, Imperial
Without Love, C. McPhatter, Atlantic
Too Much, E. Presley, RCA Victor
Thousand Miles Away, Heartbeats, Rama
Young Love, T. Hunter, Dot
Girl Can't Help It, Little Richard, Specialty

# Another 2 sided smash by ROY ORBISON

## THE ACTRESS

## DREAM BABY

**Monument**  
RECORDS

45-456

**BILLBOARD MUSIC WEEK** **SPOTLIGHT SINGLES OF THE WEEK**

Pop

ROY ORBISON



**DREAM BABY (HOW LONG MUST I DREAM)** (Combine, BMI) (2:36)—**THE ACTRESS** (Acuff-Rose, BMI) (2:35)—Two fine sides by Roy Orbison that could rise swiftly on the charts. "Dream Baby" is a bright rhythm effort sparked by a lively arrangement. "The Actress" is a tender ballad handled soulfully by the chanter.

**Monument 456**



**Pick of the Week**

**"DREAM BABY (HOW LONG MUST I DREAM)"** (2:36) [Acuff-Rose BMI—Orbison, Melson]  
**"THE ACTRESS"** (2:35) [Acuff-Rose BMI—Orbison, Melson]

**ROY ORBISON (Monument 456)**

Orbison, who just turned in a fantastic double-header in "Crying" and "Candy Man," appears to have done it again here. Both the snappy upbeat "Dream Baby (How Long Must I Dream)" and the emotional rock-a-chau, "The Actress," build to electrifying climaxes. Stellar two-sided ork-choral support from the Bob Moore aggregation. Pairing's already a hot sales item.

the music reporter  
**SINGLE SCOOP**

**ROY ORBISON**

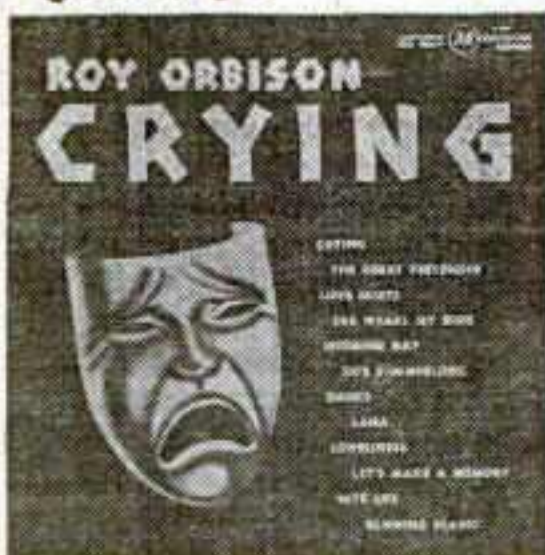
**"THE ACTRESS"**  
(Acuff-Rose, BMI) 2:35  
(Orbison-Melson)

**"DREAM BABY (HOW LONG MUST I DREAM)"**  
(Combine, BMI) 2:36  
(Melson-Walker)

**MONUMENT 456**  
539 W. 25th St., New York, N.Y.

Exclusive Management  
**ACUFF-ROSE ARTISTS CORP.**  
Nashville 4, Tennessee  
Cypress 7-5366

### Flash! Orbison's new LP already a hit



**CRYING**  
Roy Orbison  
Crying; The Great Pretender; Love Hurts; She Wears My Ring; Wedding Day; Summersong; Dance; Lana; Loneliness; Let's Make a Memory; Nite Life; Running Scared.  
Stereo SM14007 Mono M4007

ATTENTION DJ's:  
Write on station  
letterhead for  
promotional copy

# Monument

RECORDS

ONE OF THE

## LONDON GROUP

OF HIT LABELS

539 West 25th Street, N.Y. 1, N.Y.

## 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 \$100 AND \$150

Pos. This Issue	Pos. 11/6/61 Issue	Brand	% of Total Points
1	1	Magnavox . . . . .	30.5
2	3	Voice of Music (V-M) . . . . .	18.0
3	7	RCA Victor . . . . .	14.5
4	2	Decca . . . . .	14.1
5	5	Motorola . . . . .	3.9
Others . . . . .			19.0

## 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.

**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.

**AUDIO-FIDELITY**—Expires February 23, 1962. Started January 22, 1962. One album free for every six purchased on new releases plus catalog, in addition to extension on special price offer pre-pak deal on "Best of Dixieland" LP.

**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.

**SMASH**—Expires March 16, 1962. Started February 5, 1962. Inauguration '62. Label is offering one free LP for every seven purchased on its six LP's.

**PHILIPS**—Expires March 20, 1962. Started February 12, 1962. Label is offering, through distributors, 12-on-100, with deferred payment on its album catalog.

**VEE-JAY**—Expires March 26, 1962. Started February 5, 1962. Album Discount Program. Label is offering one free for every seven purchased on pop, spiritual and blues albums, and one for five on jazz albums. Program covers complete catalog plus new releases.

**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 12 1/2 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.

## Penney's Crandall Opens Own Store

NEW YORK — Chet Crandall, record buyer for the J. C. Penney chain of stores, has left the firm to go into business for himself. Crandall wound up his activities at Penney Friday (9) and headed for his new base in Wilmington, Del. He will take over the Carousel, a store specializing in greeting cards, costume jewelry and gift merchandise, in a suburban shopping center, the Merchandising Mart. Crandall does not expect to handle records in the store. No replacement has been named for him at Penney.

## Large Package Pulls For Puli's Needles

ATTLEBORO, Mass. — The Transcriber Company here has chalked up increased sales of its Puli diamond needle line through its unique, oversized, 12 by 12-inch package for each needle. The package is designed for use in record racks (it's the same size as an LP) on the counter top, in windows or on walls. Each package is pilfer-proof.

On the front cover of the highly visible record-size package, the customer finds complete identification information and replacement instructions with diagrams designed to simplify installation. Also on the cover is a list of sets employing the specific needle in the package. This, it is claimed, cuts down the return problem considerably.

## Keeping Inventory Dealers' Problem

● Continued from page 4

surge noted during December 1961. The indications are strong that December 1961 sales of singles were at least twice those of the same month in 1960. It is also now indicated that there were some tremendous individual single sellers all packed into the last month of the year, with at least three million sellers. These were the notable, "Big Bad John," by Jimmy Dean; the Tokens' "The Lion Sleeps Tonight," and Presley's "Can't Help Falling in Love."

At the same time, "Please Mr. Postman," by the Marvelettes and Neil Sedaka's "Happy Birthday Sweet Sixteen," both hit close to the million mark. Perhaps the greatest single stimulus to the disk business in toto at the year's end was the Twist, with three Chubby Checker Twist records selling heavily while Joey Dee and the Starlighters achieved the No. 1 spot with their "Peppermint Twist." Some observers openly claimed the Twist as the biggest boost to record sales since Elvis Presley's first hit big.

### The Hit Cure

And all this without regard to special prices or different speeds of records. It perhaps goes a long way to back up an oft-stated contention of Cadence Records' Archie Bleyer, to the effect that "there's nothing wrong with the singles business that a good record or two won't cure fast."

Many dealers contacted have indicated they tried stocking 33 singles when several major firms first issued them, but received virtually no calls for them from customers. Bugged by inventory problems spawned by the necessity of stocking stereo and monaural LP's, they were happy enough to avoid another inventory headache.

It is also noted that many traders believed at the beginning that the 33 single would never go over unless customers were, in effect, forced into buying them. This could have been done, some feel, if 33-only players had been put on

## Dealer Sees Give and Take in Discount Battle

NEW YORK — You've got to lose money on some specials to get customers into your store, according to Mike Spector, owner of Spec's Record Shop, Coral Gables, Fla. Spector was in town on a brief business trip this week and noting the 10 degree temperature, remarked that he couldn't wait to get back home.

Spector, who has one of the solid disk retailing establishments in the greater Miami area, admits to being "practically surrounded by big discount chains. We have Jefferson's Grandway, Reco and CMA, and others are moving into the territory," continued Spector. "These stores have a price level that makes the going tough, but there is a way to combat them and we're doing it. Our business is up 20 to 25 per cent over the same period last year. But the competition now is rougher than ever.

"We've developed a formula that seems to work. First, we do a lot of advertising in the daily papers. The others do a lot more in terms of space, but at least we're represented. In each ad we feature one or two specials of the day. We cut them real low and I admit we lose money on them. But it's worth it because record buyers are inveterate browsers. Rarely does a customer come into the store without buying more than he came in to get. And the

other things he buys more than make up the loss on the leader," the dealer continued.

"We discount on practically everything, but our general level is not as low as that of the discounters. They may get \$2.79 for a certain album and we'll get \$2.98 for it. But the difference of 20 cents or so isn't enough to make the average customer go running off to the other store.

"We recently decided to close our branch store in Fort Lauderdale. Probably a lot of dealers would have simply held a sale in the store that was closing. But we closed the store and moved all the merchandise down to our Coral Gables place and held the sale there. Why should we have a sale to people we'll never see again?" Spector said.

"We marked everything way down, to just a little over our cost. One fellow came in and ordered something like \$150 worth of merchandise in the chamber music field and he got it for \$80. He got a bargain and he knows it. And he'll be back to order more stuff. We made a new friend," the dealer said.

## Phonos, Radios Lead RCA Climb

NEW YORK — RCA Victor home instruments enjoyed the biggest January sales volume in 11 years, according to W. Walter (Wally) Watts, president and board chairman of RCA Sales Corporation. January sales were 85 per cent ahead of 1961 and February orders already exceed production capacity.

Leading the parade in home instruments was the "Victrola" phonograph line. Dollar volume was nearly triple that of January last year with unit sales 373 per cent ahead. RCA tape recorders enjoyed the best single month of sales in the firm's history. The latter line was beefed up last summer with the addition of four new models of tape cartridge recorder-players. The firm is not presently marketing any of the reel-to-reel type recorders.

Also sharing in the increase were radios, with dollar volume up 78 per cent and unit sales 121 per cent over last January for the best level since 1951. Both color and black and white TV sales were also up over last year.

time in recent months, the matter of a "single-speed industry" or brining about "new and sensible prices," can be expected to be quietly forgotten until the next crisis comes along.

As far as the juke box field is concerned, Seeburg, with an ally in Columbia Records, kicked off the 33 speed single idea. Seeburg is believed to have felt that a single speed industry, no matter how remote or delayed, was in the works for the disk business, and the company simply wanted to be first with the equipment to play both 45 and 33 speeds. Seeburg was first, and still maintains its "Artist of the Week" program, with diskeries furnishing 33-speed selections from hit albums especially for Seeburg boxes.

As an all-industry factor, however, the 33-speed single is no closer to making the grade than ever. And some operators, it is known, have felt trapped in that they were not able to switch 33 disks from machine to machine (see separate story).

# Another TRIPLE PROFIT WINNER For DOMINO!\*



\*Fats Is the Most Consistent Chart Maker of Any Artist in Record Biz!

**“IDA  
JANE”**

∴  
b/w  
∴

**“YOU WIN  
AGAIN”**

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**IMPERIAL RECORDS**

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IN CANADA • LONDON RECORDS, Ltd.

# BILLBOARD MUSIC WEEK EASY LISTENING

This Week Last Week From this week's Hot 100 Weeks on Hot 100

1	1	CAN'T HELP FALLING IN LOVE, Elvis Presley, RCA Victor 7968.....	11
2	2	A LITTLE BITTY TEAR, Burl Ives, Decca 31330.....	9
3	3	COTTON FIELDS, Highwaymen, United Artists 370.....	12
4	4	WHEN I FALL IN LOVE, Lettermen, Capitol 4658.....	13
5	6	CAJUN QUEEN, Jimmy Dean, Columbia 42282.....	4
6	10	MIDNIGHT IN MOSCOW, Kenny Ball, Kapp 442.....	3
7	7	TO A SLEEPING BEAUTY, Jimmy Dean, Columbia 42282.....	5
8	5	MOON RIVER, Henry Mancini, RCA Victor 7916.....	19
9	16	SHE'S GOT YOU, Patsy Cline, Decca 31354.....	4
10	11	CHATTANOOGA CHOO CHOO, Floyd Cramer, RCA Victor 7978.....	5
11	12	I'LL SEE YOU IN MY DREAMS, Pat Boone, Dot 16312.....	4
12	20	DON'T BREAK THE HEART THAT LOVES YOU, Connie Francis, MGM 13059.....	2
13	14	AFRIKAAN BEAT, Bert Kaempfert, Decca 31350.....	5
14	19	WHERE HAVE ALL THE FLOWERS GONE, Kingston Trio, Capitol 4671.....	5
15	-	HE KNOWS I LOVE HIM TOO MUCH, Paris Sisters, Gregmark 10.....	4
16	15	HAPPY JOSE, Jack Ross, Dot 16302.....	6
17	8	DEAR IVAN, Jimmy Dean, Columbia 42259.....	7
18	9	GO ON HOME, Patti Page, Mercury 71906.....	8
19	-	COME BACK SILLY GIRL, Lettermen, Capitol 4699.....	1
20	-	LET ME CALL YOU SWEETHEART, Timi Yuro, Liberty 55410.....	3

## ● Reviews of New Singles

● Continued from page 30

### ★ ★ ★ ★ STRONG SALES POTENTIAL

with feeling aided by an unusual and touching trumpet sound. Side is distinctive enough to grab a lot of air play. (BIEM) (2:41)

★★★★ **Ballad of the Trumpet**—Here's a faster version of the unusual Italian tune, with a group vocal rather than a lead singer, and the same unusual trumpet lament. Two interesting sides. (BIEM) (2:23)

#### TOM AND JERRY

★★★★ **The French Twist** — MERCURY 71930—Here's the familiar French melody "Alouette" done in rocking Twist style by the combo which features an organ and rhythm. Good beat and sound with some "Oo la la" chicks tossed in. (Earl Barton, BMI) (2:05)

★★★★ **I'll Drown in My Tears**—A strong, slow instrumental, with an exciting gospel piano and non-lyric chorus. Side has a real sound. Two sides with good potential. (Jay & Cee, BMI) (2:48)

#### SARAH VAUGHAN

★★★★ **One Mint Julep** — ROULETTE 4413—The old hit is revived in shouting fashion by the gal, for good results. A blaring big band backing goes with her all the way. Solid wax that could move. (Regent & Progressive, BMI) (2:44)

★★★★ **Mama**—The old Ruth Brown hit is done up in bright, knowing fashion by the gal, again to a solid big band backing bated by Quincy Jones. Two good sides. (Marvin, ASCAP) (2:36)

#### JOHNNY MADDOX

★★★★ **Glad Rag Doll**—DOT 16320—A happy hunk of ragtime piano wax. The tune is a catchy, old-time kind of melody. Great for the boxes and it has a chance for good air play. Watch it. (Advanced, ASCAP) (2:07)

★★★★ **Frency**—A sprightly Continental-styled tune with harmonica, touches of the Maddox piano, a la-la chorus and fiddles. Bright juke box wax. (M. Witmark, ASCAP) (1:45)

#### JOHNNY HORTON

★★★★ **Words** — COLUMBIA 42302 — A fine hunk of material, full of philosophy and warmth. A powerful performance by the late chanter, with a wonderful assist from the choral group. This could move out. (American, BMI) (2:25)

★★★★ **Honky-Tonk Man**—Here's the title tune of a recent album of Horton performances by Columbia. It's a snappy rhythm item and it's done in solid style. Two fine sides. (Cedarwood, BMI) (2:13)

#### ANITA BRYANT

★★★★ **Step by Step**—COLUMBIA 42257—Vivacious chirping by canary on catchy tune with bouncy country flavor and effective harmonic solo work on backing. (Western, ASCAP) (2:10)

★★★★ **Cold, Cold Winter** — Haunting theme is sung with dramatic impact by gal and chorus. Both sides are solid jockey items. (Earl Barton, BMI) (2:30)

#### THE CONTINENTAL COUSINS

★★★★ **The Paris Peppermint Twist**—PALLETTE 5092—The Joey Dee hit "Peppermint Twist" is sung brightly here in French by the Continental Cousins. Smart wax that should interest jocks. (Frost, BMI) (2:22)

★★★★ **Manhattan Spiritual** — (Zodiac, BMI) (2:09)

#### TRILONS

★★★★ **I'm the One** — TAG 449 — A tune with the lead girl shouting out the message. Gals back her up with repeating phrases. Wax has a chance. (Criss Cross, BMI) (2:05)

★★★★ **Forever**—New girl group has much the sound of the earlier Shirelles. The lead gives the slow, ballad song much heart and the others fill in. (Criss Cross, BMI) (2:15)

#### SHELBY FLINT

★★★★ **I Love a Wanderer**—VALIANT 6017—The sweet-voiced thrush sings of her love for a wanderer. Song is styled along soft, folksy lines, with a gently strummed guitar and a harmonica in the backing. Pleasant wax. (Sherman DeVorzon, BMI) (2:33)

★★★★ **The Riddle Song**—Here's a pretty, traditional folk air, done prettily by the thrush, again with tasteful guitar backing. Tune was also once waxed by Johnny Mathis as "The Twelfth of Never." (2:08)

#### RONNIE ALDRICH AND HIS TWO PIANOS

★★★★ **My One and Only Love**—LONDON 9511—Pretty effort by Ronnie Aldrich and his twin pianos of the attractive standard that could grab a lot of air play. (Sherwin, ASCAP) (2:18)

★★★★ **April Love**—Same comment. (Leo Feist, ASCAP) (2:45)

#### TONY AND THE HOLIDAYS

★★★★ **My Love Is Real**—ABC-PARAMOUNT 10295—A sweet-voiced lad has the lead with this group. His feelingful style is nicely showcased on this rockaballad. The rest of the group backs him nicely and a combo adds its support. (Mirsula, BMI) (2:35)

★★★★ **There Goes My Heart Again**—Latin tempo sets the pace on this side. Tony sings here about the way love destroys one's composure. The side is nicely turned out for the group. (Mirsula, BMI) (2:30)

#### AL CASEY COMBO

★★★★ **Hotfoot**—STACY 925—A driving medium tempo version of "Put Your Little Feet Right Out" here. Instrumental side features torrid tenor and gutty guitar. (Renda, BMI) (2:05)

★★★★ **Cookin'**—Tune here is built upon a simple blues riff. Side features good organ work along with some driving tenor all in a medium tempo. (Renda, BMI) (2:12)

#### PETE KING ORK

★★★★ **Care for Me**—MEDALLION 608—This is a vocal version of the theme from the film "Judgment at Nuremberg." The choral group does a bouncy vocal job against a firm ork backing filled with strings. (United Artists, ASCAP) (2:55)

★★★ **The One Two Three Waltz**—(United Artists, ASCAP) (2:29)

#### LLOYD PRICE

★★★★ **Pop Eye's Irresistible You**—ABC-PARAMOUNT 10299—Here's Bobby Darin's current hit done as an instrumental with lots of brass flying around the place. The dancers will dig this even though it's a bit on the fast side to register as the Pop-eye. (Lloyd-Logan, BMI) (2:49)

★★★ **Twistin' the Blues**—(Prigan, BMI) (2:45)

#### GEORGE GREELEY

★★★★ **Tender Is the Night**—WARNER BROS. 5239—A lovely version of "Tender Is the Night" from the film of the same name spotlighting the fine George Greeley piano. This one has a real chance for action. (Miller, ASCAP) (2:54)

★★★ **Tonight** — (G. Schirmer, ASCAP) (2:19)

#### JO STAFFORD

★★★★ **Misty** — COLPIX 623 — The fine Erroll Garner ballad is wrapped up in soft, creamy style by the gal, with good rippling piano backing. This, too, is worth air play. (Vernon, ASCAP) (3:15)

★★★ **Adios, My Love (The Song of Athens)**—(Peter Schaeffers, BMI) (2:52)

#### PILTDOWN MEN

★★★★ **Big Lizzard**—CAPITOL 4703—A strong walking tempo blues instrumental from the Piltown Men on this side. Sax sound, highly danceable beat and good lead tenor sax work with organ could get it some action. An effusion of bells also adds to the distinctiveness of the disk. (Ace Cee Mem, BMI) (2:16)

★★★ **A Pretty Girl Is Like a Melody**—(Irving Berlin, ASCAP) (2:16)

#### KATHY LINDEN

★★★★ **Beautiful Brown Eyes**—CAPITOL 4700—The old folk melody is nicely sung by the lass on this side. Her soft style is beautifully abetted by strings and chorus. (American, BMI) (2:10)

★★★ **Remember Me (to Jimmy)**—(Jack Gold, ASCAP) (1:58)

#### JO ANN CAMPBELL

★★★★ **I Changed My Mind Jack**—ABC-PARAMOUNT 10300—Showmanly thrush-ing stint by gal and chorus on hard-driving, frantic rocker with sock tempo. (Marielle, BMI) (1:52)

★★★ **You Made Me Love You**—(Broadway, BMI) (2:07)

#### JOE HARNELL

★★★★ **Lollipops and Roses** — KAPP

MEDALLION 609 — The current muchly played tune by Jack Jones is handed a warm instrumental reading here by Harnell over strong ork support. (Garland, ASCAP) (2:44)

★★★ **Love, Look Away** — (Williamson, ASCAP) (2:51)

CHARLIE McCOY  
★★★★ **I Just Want to Make Love to You**—CADENCE 1415—Deep South-styled blues is chanted with feeling and sincerity by McCoy. (Arc, BMI) (2:44)

★★★ **Rooster Blues** — (Excellorec, BMI) (2:10)

JONI JAMES  
★★★★ **I Almost Lost My Mind**—MGM 13060—Fine bluesy oldie by Ivory Joe Hunter is wrapped up in canary's stylized delivery. Merit exposure. (St. Louis, BMI) (3:06)

★★★ **I'll Be Around** — (Regent, BMI) (2:20)

DANNY WILLIAMS  
★★★★ **Jeannie** — UNITED ARTISTS 411—English chanter who is somewhat in the Mathis vein, sells his current British hit with feeling over nice ork support. Tune is a tender ballad and the ork arrangement is lush. Worth exposure. (Picadilly, BMI) (2:46)

★★★ **A Weaver of Dreams** — (Edward Kassner, ASCAP) (3:15)

THE CAROUSELS  
★★★★ **If You Want To**—GONE 5118—A rockaballad featuring a wild, high-voiced thrush lead singing in front of a male group. Side features accented triplet rhythm. Side has a chance. (Alan K, BMI) (2:45)

★★★ **Pretty Little Thing**—(Alan K, BMI) (2:28)

RAY McCOY  
★★★★ (To Me) **The Greatest Miracle of All**—TEEN-TIME 1002—McCoy turns in a big-voiced inspirational type ballad. He's well backed by a nice, building backing. Side is worth a hearing. Recitation in the middle is effective. (Jo-Jon, ASCAP) (2:41)

★★ **Lonely Nights 'n Lonely Days**—(Jo-Jon, ASCAP) (2:16)

### ★★★ MODERATE SALES POTENTIAL

EMILIO PERICOLI  
★★★★ **Al Di La'** From "Rome Adventure" (Witmark, ASCAP) (2:04) —  
★★★ **Sassi** (Witmark, ASCAP) (2:30), WARNER BROS. 5259

BURL IVES  
★★★★ **Always** (Irving Berlin, ASCAP) (2:10) — **All Alone** (Irving Berlin, ASCAP) (2:15). UNITED ARTISTS 429

MARY MARTIN  
★★★ **Daughter of Silence** (Chappell, ASCAP) (2:46) — **I Got the Sun in the Morning** (Irving Berlin, ASCAP) (2:05). CAPITOL 4702

GENE THOMAS  
★★★★ **Mysteries of Love** (Glad, BMI) (2:12) — **That's What You Are to Me** (Glad, BMI) (2:35). UNITED ARTISTS 418

THE MOONGLOWS  
★★★★ **Blue Velvet** (Chappell, ASCAP) (2:55) — **Penny Arcade** (Arc, BMI) (2:40). CHESS 1811

MARGIE RAYBURN  
★★★ **Hello, Mr. Heartbreak** (Lansdowne-Winston, ASCAP) (2:05) — **Mud Pies** (Lansdowne-Winston, ASCAP) (2:20). DOT 16327

CAROL SLOANE  
★★★★ **Night and Day** (Harms, ASCAP) (1:57) — **I Want You to Be the First One to Know** (Sixty-two Revue, ASCAP) (2:33). COLUMBIA 42334

RUNABOUTS  
★★★★ **Charleston Twist** (Harms, ASCAP) (1:55) — **Rolling Wheels** (Lionel, ASCAP) (2:00). COLUMBIA 42308

DAVE EDGE  
★★★★ **Tears That I Wasted** (Glad, BMI) (2:25) — **Chained to a Love** (Glad, BMI) (2:15). D 1225

BOBBY RYDELL  
★★★★ **Happy, Happy Tower** (BMI) (2:11) — **Fatty, Fatty** (Tower, BMI) (2:10). VENISE 201 A-B

FRANK D'RUONE  
★★★★ **Twist L/H Liza** (MRC, Lyndale, BMI) (2:38) — **What's in It for Me** (Florence, ASCAP) (2:42). MERCURY 71939

BARBARA EVANS  
★★★★ **The Pretty One** (Vanno, ASCAP) (2:30) — **The Good Old Days** (Fokvan, BMI) (2:32). PIONEER 1736

GEORGIE CAMP  
★★★★ **Someone's in the Kitchen** (With Dinah) (Damian, ASCAP) (2:14) — **Jimmie Told a Lie** (Kimbar, ASCAP) (2:10). ATLANTIC 2139

RED PRYSOCK  
★★★ **Hand Clapping One More Time** (Continued on page 40)



**This is the Side That's Breaking  
for a Smash All Over the Country!**

---

**"I'VE GOT  
BONNIE"**

**C #209**

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***Bobby  
Rydell***



**CAMEO/PARKWAY**

**PHILADELPHIA, PA.**





STEREO ABCS 395

MONO ABC 395

## "CLOSEUP IN SWING"

### A vital new album

#### *An Explosion in Improvisation!*

"... Even more enjoyable than his first, 'Dreamstreet,' which turned into a solid seller. . . . Garner, creating excitement by his warmth and feeling, but without neglecting his happy and individual style. Outstanding renditions of 'All of Me,' 'Back in Your Own Backyard,' 'St. Louis Blues.' Good cover art, too. *Strong wax here.*" — *Billboard Music Week.*

"Again, Erroll adds real joy to his always musicianly ways, so that everyone on the inside, as well as the outside of Jazz, can really love this album."

— George P. Simon, Author and Critic, *N.Y. Herald Tribune.*

"The musical mood is in high gear in this second package by Erroll Garner in his current Octave (ABC-Paramount) tie. By stressing a swinging beat Garner virtually bounces out of the grooves with a keyboard enthusiasm that can't be beat. . . . Everything swings along a happy road." — *Variety.*

"Based on the large, if not overpowering Garner following which made his first Octave distributed LP a success, this album should follow suit and sell well. It is excellent Garner, flowing along its own swingful way."

— *Music Vendor's Album Picks.*

"Pianist's nimble virtuosity is beautifully displayed as he reads 'You Do Something To Me' and 'Some of These Days.' LP includes two new self-penned items 'Shadows' and 'El Papa Grande,' which give proof of Garner's artistry as a composer. *Disk should be a sure-fire hit . . .*" — *Cash Box.*

"Pianist Erroll Garner is represented with his second album of the year — 'Closeup in Swing.' It's up to Garner's usual standards . . . meaning better than good."

— Dean C. Miller, *United Press International.*

"Something old, something new, (occasionally blue but never borrowed) from the unique Mr. G. accompanied by Eddie Calhoun on bass and Kelly Martin, drums . . . in opulent, juicily chorded, fleet-fingered style."

— *Atra Baer, N.Y. Journal American.*

"THE GARNER TOUCH . . . is what you definitely get on the new Erroll Garner LP 'Closeup in Swing.' There's only one Garner and he has enough musical talent, keyboard and composing-wise, to be three or a half-a-dozen."

— *Izzy Rowe, Pittsburgh Courier.*

"Garner romps through such welcome songs as 'You Do Something To Me,' 'Some of These Days.' And Garner's fascinating right hand time lag — a kind of Garner trademark which many have tried to imitate but no one has imitated well — is delightfully emphasized on 'My Silent Love'."

— *Tom Scanlan, Army Times.*

"... This new release brings forth more of the beautiful, melodic and joyously swinging Garner style."

— *Ralph J. Gleason, San Francisco Chronicle.*

"Erroll Garner, one of the great jazz interpretative piano players of the day, has come up with another that will make his fans happy in 'Closeup in Swing'."

— *Evans O'Brian, Boston Herald.*

**IMPORTANT NOTICE:** The only new recordings by Erroll Garner are on Octave Records, distributed by ABC-Paramount (see albums mentioned). These recordings also are truly authentic Stereo and Hi-Fidelity Monaural, and are correctly labeled as such.

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DISTRIBUTED BY ABC-PARAMOUNT



Another Garner Album Bestseller "DREAMSTREET"

## International News

Continued from page 18

presso," "Rudys Flutey," "Conga Rock" and "Comet Boogie." All these numbers have already been recorded by Bill Haley and His Comets in his second LP for Dimsa (not yet released).

During his recent trip to the U. S., Luis Adell, international manager of Discos Mexicanos, signed exclusive contracts for distribution of his three labels, Orfeon, Dimsa and Maya, with Phonodisc of Canada and with Loubriel Trading Company for Puerto Rico. Adell has been also in negotiations with Ampar Records about the pressing in Mexico of Whitehall and Westminster, labels distributed formerly by his company for many

years. . . . Discos Columbia de Mexico appointed Armando De Llano general manager of the Commercial Division, and Roberto Pitman, sales manager.

### NEW ZEALAND

## Bumper Crop of U. S. Disk Stars

By FRED GEBBIE  
Box 5051, Auckland

It looks like a bumper year for local show promoters. Already

Harry M. Miller has brought Bobby Rydell to New Zealand, and he performed to capacity houses. Local press rated him as the best teenage act to appear here. Del Shannon accompanied Rydell on tour and made many new fans. Harry Miller has also announced the intended tours of such greats as Louis Armstrong, Sammy Davis Jr., Connie Francis (here in 1961), Ella Fitzgerald, Oscar Peterson, and current Twist topper Joey Dee (his "Peppermint Twist" has really broken out here). But the man everybody wants and whose name is spoken about most is Frank Sinatra, and there is much speculation whether he will ever stop over on one of his trips to Australia.

R. J. Kerridge also announced that he will be bringing top English vocalist Helen Shapiro, and another tour for the Dave Brubeck Quartet has been announced.

Everybody's Twisting here. In fact, the rejected disk of Chubby Checker's "Let's Twist" has finally been given air time on NZ radio, but not until the local cover version by the Keil Isles (Viking) had received nationwide plugs. Dance halls, cabarets and night spots are featuring Twist demonstrations. Benny Levin has a show here next week featuring Twist numbers and starring Australian stripper Sunset Strip along with many local record artists. Two sleepers broke out here over the holiday season. First was Eddie Fisher's "Tonight" (Viking), and in spite of a great start, sales petered out to less than 5,000.

## FOLK TALENT & TUNES

By BILL SACHS

"Louisiana Hayride," one of the best known of the nation's established country music shows, cracks its new season at Municipal Auditorium, Shreveport, February 24, with a talent line-up featuring Johnny Cash, Hawkshaw Hawkins, Stonewall Jackson, Mac Wiseman, Johnny Western, Gordon Terry, Jean Shepard, Jimmy Newman, Nat Stuckey and the Tennessee Two. Frank Page, show's producer and program director of KWKH, Shreveport, reports that "Hayride" will operate on a once-a-month basis through the spring and summer. . . . Sonny James, currently on the road to promote his new RCA Victor wax, "The Legend of Brown Mountain Light," stopped off at KCUL, Fort Worth-Dallas, recently to guest on Lawton's Williams' platter show.

"The Johnny Cash Show" grossed over \$20,000 in three performances at the KRNT Theater, Des Moines, Sunday, January 28, according to Smokey Smith, Des Moines booker, who promoted the venture. The figure broke the house record for a country music show by \$6,000, Smith says, topping the mark established by Johnny Cash April 9, 1961. In the talent line-up were Johnny Cash and the Tennessee Two, Patsy Cline, George Jones, June Carter, Carl Perkins, Gordon Terry, Johnny Western and Barbara Mandrell, 13-year-old country singer. . . . Comedian Pete Stamper, who appeared as a regular with the Red Foley radio and TV shows in the past, cut an album for Imperial Records in Nashville January 27. Slim Whitman began an album for Imperial in Nashville February 7 in celebration of his 10th year with the label. Deeja's needing a copy of Slim's latest Imperial release, "It Sure Looks Lonesome Outside," may obtain same by writing on their station's letterhead to Herb Shucher at P. O. Box 232, Madison, Tenn.

Chuck Bernard, a director of the Country Music Association, is readying a country music show to be presented at the Radio-Tele-

## BILLBOARD MUSIC WEEK HOT R & B SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	By special survey for week ending 2/17	Weeks on Chart
1	2	DUKE OF EARL, Gene (Duke of Earl) Chandler, Vee Jay 416	5	5
2	1	I KNOW, Barbara George, AFO 302	13	13
3	3	LOST SOMEONE, James Brown & the Famous Flames, King 5573	9	9
4	5	THE TWIST, Chubby Checker, Parkway 811	10	10
5	6	BABY IT'S YOU, Shirelles, Scepter 1227	7	7
6	7	LETTER FULL OF TEARS, Gladys Knight & the Pips, Fury 1054	8	8
7	9	POOR FOOL, Ike & Tina Turner, Sue 753	8	8
8	14	PEPPERMINT TWIST, Joey Dee & the Starlifers, Roulette 4401	8	8
9	12	I'M BLUE, Ikettes, Atco 6212	6	6
10	10	DEAR LADY TWIST, Gary (U. S.) Bonds, LeGrand 1015	4	4
11	24	LET ME IN, Sensallons, Argo 5405	3	3
12	19	JAMIE, Eddie Holland, Motown 1021	6	6
13	21	SMOKY PLACES, Corsairs, Tuff 3030	6	6
14	4	TURN ON YOUR LOVE LIGHT, Bobby Bland, Duke 344	11	11
15	11	UNCHAIN MY HEART, Ray Charles, ABC-Paramount 10266	9	9
16	13	SOOTHE ME, Sims Twins, Sar 117	20	20
17	8	JUST GOT TO KNOW, Jimmy McCracklin, Art-Tone 825	18	18
18	15	BABY DON'T LEAVE ME, Joe Henderson, Todd 1066	3	3
19	30	SUGAR BABE, Buster Brown, Fire 507	2	2
20	—	TWISTIN' THE NITE AWAY, Sam Cooke, RCA Victor 7983	1	1
21	18	BUT ON THE OTHER HAND BABY, Ray Charles, ABC-Paramount 10266	9	9
22	25	DO-RE-MI, Lee Dorsey, Fury 1056	2	2
23	—	TWISTIN' POSTMAN, Marvelettes, Tamla 54054	1	1
24	16	IF YOU GOTTA MAKE A FOOL OF SOMEBODY, James Ray, Caprice 110	6	6
25	26	PLEASE MR. POSTMAN, Marvelettes, Tamla 54046	23	23
26	20	WHAT'S SO GOOD ABOUT GOODBYE, Miracles, Tamla 54053	6	6
27	27	MY SOMETIMES BABY, B. B. King, Kent 365	2	2
28	28	HOW LONG CAN THIS GO ON, Little Junior Parker, Duke 340	2	2
29	—	SOUL TWIST, King Curtis, Enjoy 1000	1	1
30	29	THE LION SLEEPS TONIGHT, Tokens, RCA Victor 7954	7	7

vision Executives Society luncheon at the Hotel Roosevelt, New York, February 21. . . . A c.&w. package headlining Faron Young and Ray Price played to some 4,500 paid at the Coliseum, Spokane, Wash., January 28, with Lonnie Bell and Bruce Hughes, KPEG deejays, splitting the emcee chores. Lending support to Young and Price were Louie Andrew, Darrell McCall, Tommy Jackson, Helen Carter and Price's Cherokee Cowboys. . . . Joe D. Taylor, talent director for the Wil-Helm Agency, Nashville, recently accompanied the Wilburn Brothers and Don Helm to New York on a two-day business and pleasure trip. Veteran booker-manager Bob Neal, who recently joined the Wil-Helm forces, is working with Taylor in lining up fair and park bookings for the upcoming season.

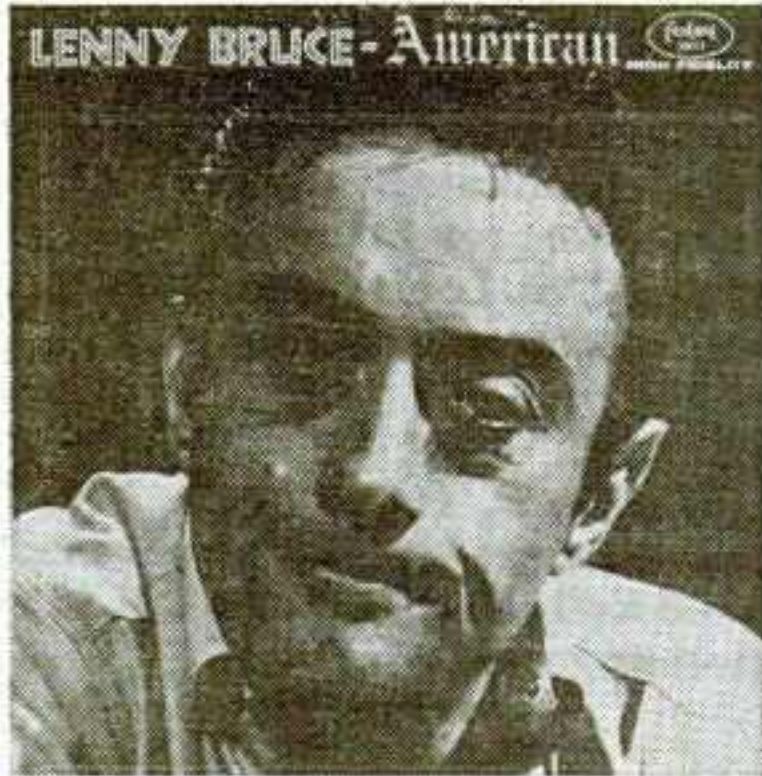
Wendy Bagwell and the Sunlites, of Atlanta, well known on the Southern gospel music circuit, where they have appeared frequently on the Wally Fowler all-night sings, were a feature of the gospel singing program presented

Sunday afternoon (11) at the new Gospel Music Hall, Rockland Palace, in New York's Harlem, the first white group ever to appear on a gospel sing there. Bernice Cole, gospel singer in her own right, is presenting a series of winter and spring gospel programs at the Harlem spot. Other features on last Sunday's program were Clara Ward and the Ward Singers; the Swanee Quintet, of Augusta, Ga.; the Soul Stirrers, of Chicago; the Gospelaire, of Dayton, Ohio, and the Cross Jordan Singers, of North Carolina.

Mabelene Baker continues to handle promotional duties for Al Rearigh's Kisky Valley Records, Vandergrift, Pa., while holding down a new full-time post as bookkeeper at Station WHJB, Greensburg, Pa. She is also doubling on promotion for Cowboy Phil, who does a daily two-hour country show on the station. Newest Kisky release features the Barnes Brothers, formerly of WWVA, Wheeling, W. Va., on "All Mixed Up Inside" b.w. "Don't Blame Me."

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● **Reviews of  
New Singles**

● *Continued from page 40*

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SALES POTENTIAL**

Lebel, Conducting. Westminster WST 17004

**JAZZ**

★★★ CAL TJADER PLAYS-MARY STALLINGS SINGS Fantasy 3325  
★★★ LOVE LIFTED ME Ron Jefferson. Pacific Jazz PJ 36

**SPOKEN WORD**

★★★ MEDIEVAL ROMANCE POETRY (2-12") Dr. Mario Pel. Folkways FL 9578

★★★ THE LOVE LETTERS OF IRISH PATRIOTS Arthur Luce Klein, James O'Connor. Spoken Arts 812

★★★ GOLDEN TREASURY OF CHILDREN'S VERSE Jill Balcon, Robert Speaight. Spoken Arts 820

★★★ INAUGURATION ADDRESS OF JOHN FITZGERALD KENNEDY; FAREWELL BROADCAST OF DWIGHT DAVID EISENHOWER Spoken Word SW 130

**COMEDY**

★★★ BED TIME STORES FOR ADULTS Archie Campbell. Starday SLP 167

★★★ THE PARTY SWINGS Various Artists. Nocturne HI-FI 105

**RELIGIOUS**

★★★ GREGORIAN CHANTS London 5633

★★★★ GREGORIAN CHANTS London 5632

**DOCUMENTARY**

★★★ THREE OF THE GREAT DEBATES OF THE 1960 PRESIDENTIAL CAMPAIGN (3-12") John F. Kennedy, Richard M. Nixon Spoken Word SW 167-168-169

★★★ DOCUMENTARY SOUNDS VOL. 1 Folkways FX 6181

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★★★ POLKA MAESTRO PLEASE Lou Prohut and The Polka-Rounders. ABC-Paramount 405 (Stereo & Monaural)

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★★★ BIBLE STORIES FOR CHILDREN Bud Collyer. Harmony HL 9532

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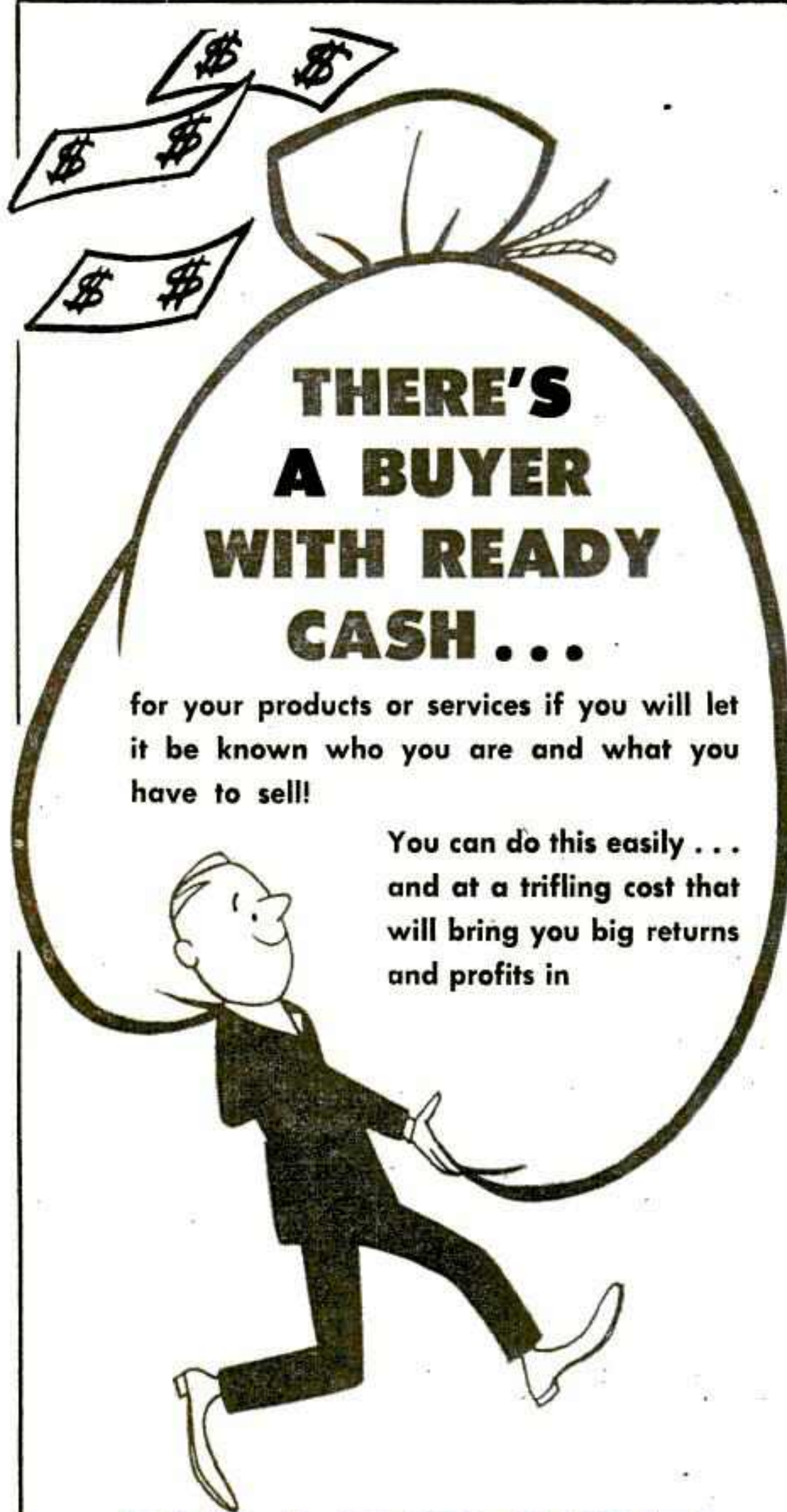
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**Hits of the World**

Continued from page 12

**BRAZIL**

- 7 ESCONDIDO—Francisco Egydio (Odeon)
- 8 \*POEMA—Renato Guimaraes (Chantecler)
- 9 \*PALAVRAS DE AMOR—Alcides Guardí (Columbia)
- 10 \*RANCHO DAS FLORES—Banda dos Bombeiros (Odeon)

**PERU**

- (Courtesy La Prensa, Lima)  
\*Denotes local origin
- This Last Week Week
- 1 1 LA DEL VESTIDO ROJO—Fernando Borges (RCA)
  - 2 8 ERES TODO PARA MI—Sergio Murillo (Columbia)
  - 3 2 QUINCE ANOS TIENE MI AMOR—Arturo Millan (RCA)
  - 4 3 PEPPERMINT TWIST—Joey Dee (Roulette)
  - 5 5 Y...—Lucho Gatica (Odeon)
  - 6 4 ESCAMDALO—Javier Solis (Columbia)
  - 7 7 \*FINA ESTAMPA—Los Chamas (Sono Radio)
  - 8 9 ABANDONADO—Sergio Murillo (Columbia)
  - 9 — PIDE—Lucho Gatica (Odeon)
  - 10 10 BRIGITTE BARDOT—Gastone Parigi (Durium)

**MEXICO**

- (Courtesy Audiomusica, Mexico)  
\*Denotes local origin
- This Last Week Week
- 1 1 \*EL LOCO—Javier Solis (Columbia)—Pham
  - 2 2 \*POPOTITOS (Bonnie Moronie)—Los Teen Tops (Columbia)—Emmi
  - 3 4 MULTIPLICATION—Bobby Darin (Gamma)—Pending

- 4 — \*CIEN KILOS DE BARRO (A Hundred Pounds of Clay)—Enrique Guzman (Columbia)—Pham
- 5 3 \*ELODIA—Carlos Campos (Musart)—Pham
- 6 5 \*MUCHO CORAZON—Amalia Mendoza (RCA)—Pham
- 7 7 \*POR UN PUNAO DE ORO—Sonora Santanera (Columbia)—Compas
- 8 9 \*CREO ESTAR SONANDO (I Must Be Dreaming)—Hnos Carrion (Dimsa)—Pending
- 9 8 \*LA CHICA DEL CALENDARIO (Calendar Girl)—Rebeldes del Rock (Dimsa)—Brambila
- 10 6 \*MUCHACHO SOLITARIO (Lonely Boy)—Cesar Costa (Orfeon)—Brambila

**PHILIPPINES**

- This Last Week Week
- 1 2 MARIA LA O—Cuarteto Chester (RCA Victor)—Filipinas
  - 2 3 WHILE THERE'S STILL TIME—Steve Lawrence (United Artist)—Mareco
  - 3 5 COMPOSITE CONDUNGA—Tito Rodriguez (United Artists)—Mareco
  - 4 9 HIT THE ROAD JACK—Ray Charles (Dyna)—Dyna
  - 5 — THE LION SLEEPS TONIGHT—The Tokens (RCA Victor)—Filipinas
  - 6 4 DOOR TO PARADISE—Bobby Rydell (Cameo)—Dyna
  - 7 8 MAGMATES—Eddie Hodges (Dyna)—Dyna
  - 8 1 ROCK-A HULA BABY—Elvis Presley (RCA Victor)—Filipinas
  - 9 — JUST LET ME DREAM—Pat Boone (Dot)—Mareco
  - 10 — ANDORLINA—Nat King Cole (Capitol)—Mico

**'Concerto' N. Y. Hit**

Continued from page 6

"Hot 100" this week were also accounting for a lot of traffic. The two are "Joey Baby" by Anita and The So and So's, on Victor, and "Our Anniversary" by Shep and The Limelites on Hull.

The disk business continued on the upbeat side in the five boroughs. Dealers stated that sales of both singles and album were still rolling at a steady clip, a theme that has been prevalent ever since December in this city.

One dealer, Tri-Boro Record Shop in Jamaica, New York, noted that it was taking a long time to receive delivery on a flock of new sides on smaller labels. He said that he felt manufacturers were playing it "close to the vest." By this he meant that some of the smaller labels and their distributors were waiting to make sure that a record was really going to sell before they even shipped it. To do this the spokesman said they wait to make sure that the air play is really creating lots of dealer calls before they even fill the distributor orders. This is not a new trend, but it does indicate a more cautious outlook on the part of some of the smaller indies.

**Gleason Breakout**

Continued from page 6

gram director, said the station's pick hit for the week was Johnnie Mathis' "Sweet Thursday." WLOL is also very big on "Midnight in Moscow" by Kenny Ball on Kapp (a steady chart climber on BMW's "Hot 100" to date), and a vocal version of the same tune by Julius La Rosa, "You Can't Keep Me From Loving You." The La Rosa tune broke this week in Milwaukee so WLOL could just have something with its pick.

**Others**

Other tunes being pushed by the station are "Twist Little Liza," Frank D'Rone on Mercury and, of course, the Connie Francis tune already mentioned.

Dealers generally are very op-

**Philly Analysis**

Continued from page 6

part, top 40 material. Many stores here rely heavily on the so-called "Wibbage" (WIBG) lists before they'll even stock a record.

This week stores moaned aloud when WIBG scheduled a full day of Frank Sinatra material. The all-day airing moted through hefty ads in the daily papers Tuesday (6) the day before the programming of "the master," as the ads referred to Sinatra.

"That stuff just kills our album business for awhile on Sinatra and it leaves a void for that day on the singles front," said one irate dealer.

Another dealer, Leon Pennick of Downbeat, attacked the general concept of repeated air play for specific disks. "It seems that new records just can't get played here," he remarked. You take a fellow like George Woods. He's a good disk jockey all right but I don't like that routine where he says: "I like it so nice, I'll play it twice." Who needs it. Let them play something new.

"And when they do play a new one, it seems to me all they do is push out-of-town records. We've got some good artists right around here in Philly who don't get a fair shake. They can't get their stuff played. You've got the 'Duke of Earl' on 10 or 12 times a day, but then we've got the Dreamlovers and the Philadelphians. They're both from here but they have a hard time. I think you should help your neighbor if you can."

timistic throughout the area. Most credit the very excellent crop of new single releases—especially since the first of the year—for the surge in sales.

Personal appearances have also helped boost sales for various artists. As an example, RCA Victor's Peter Nero recently toured the area and dealers immediately felt a pick-up in demand for his material. Other artists have brought similar results.

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## N. Y. C. COINMEN SUPPORT ITALY'S BOYS' TOWN FUND

NEW YORK—The local coin trade has launched a fund-raising drive for Boys' Town of Italy, with Meyer Parkoff, president of the Atlantic-New York Corporation, and Al Miniaci, president of Paramount Vending, serving as general chairmen.

The following letter has been sent to local coinmen by Parkoff and Miniaci:

"Our good friend, Monsignor J. Patrick Carroll-Abbin, the Irish founder of the famous Boys' Town of Italy, which has given a home and a chance in life to thousands of once-homeless boys and train them in our American democratic way of life, has appealed to our industry for help.

"Our industry is no stranger of Boys' Town of Italy. We are sure that every member of it will respond to this call. Every dollar donated in this drive will go directly to the children without any deduction from administrative expenses, to help needy boys and give them the chance to become good citizens.

"They will certainly never forget the American people who do not pay lip-service to brotherhood and international goodwill, but really did extend a friendly and helping hand to assist them as though they were their own sons.

"So let's all get behind this appeal for a very worthwhile charity. We can show the world that the coin machine industry has a warm and generous heart for the youth of the future. Please fill out the enclosed contribution card and mail it, together with your check, in the enclosed self-addressed envelope.

"On behalf of the coin machine industry, we extend to you our sincerest thanks for your co-operation."

Assisting Parkoff and Miniaci in the drive as co-chairmen are: Harry Pugliese, Joseph DeBartola, Al (Senator) Bodkin, Joe Orleck, Aaron Sternfield, Irving Holzman, Frank Breheny, Harry Suskind, Lou Tartaglia, Al Denver and Nash Gordon.

Also, Tom Greco, Jack Wilson, Carl Pavesi, Abe Fish, Mac Perlman, Oscar Parkoff, Al Simon, Barney Sugarman, Abe Lipsky and Sal Trella.

Gotham coinmen have a history in promoting charitable drives, with local operators and distributors also active in the United Jewish Appeal and Cardinal Spellman's activities on behalf of servicemen.

## Members of Memphis Music Assn. Electing New Officers at Meeting

MEMPHIS—Members of Memphis Music Association, phonograph, game and some vending operators, will elect new officers at a dinner meeting on Tuesday (20) at Bill and Jim's Restaurant, 1835 Madison.

Outgoing President is Edward H. Newell, owner of Or-Matt Amusement Company. Other incumbent officers are Alan Dixon, general manager of S & M Sales Company, vice-president; Klyce Perry, office manager of S & M Sales Company, secretary, and Charles V. McDowell, vice-president of Southern Amusement Distributing Company, treasurer.

Drew Canale, owner of Canale Tobaccó Distributing Company, and a large music route, said he would nominate Dixon for Presi-

dent for 1962. Dixon served as president in 1959. Canale was president in 1960.

Newell said he is beginning this year to keep detailed data on burglaries on coin machines on his route to help the association in the furtherance of its work with police to try to catch coin machine burglars and reduce the number of break-ins.

Newell, in a going-out-of office statement, also said the industry needs solution to the problem of fire insurance for machines. Insurance is now so high as to be prohibitive.

Newell said a location burned recently, a cafe, which destroyed three of his machines, a juke box, a shuffle alley and a cigaret vender.

## Newest Double 'Double' Game From Gottlieb



LIBERTY BELLE

CHICAGO — Gottlieb's new four-player pinball game has two "Double Twin" roto-targets, giving the player four different targets in scoring position at all times.

Other features on the game include: (1) Top right and left roll-overs, spinning corresponding side targets and scoring 50 points when lighted; (2) two bumpers spin all targets; (3) one target is always lighted for 10 times value; (4) game has three pop bumpers, one always lighted for high score.

Hitting the center target scores five to 50 points. A bull's-eye lights all pop bumpers for high score.

Liberty Belle has four flippers, two for booster action at mid-play-field.

## Clarence Camp Wed To Frances G. Baugh

MEMPHIS—Clarence A. Camp, veteran Memphis music, game and cigaret machine operator, and Mrs. Frances G. Baugh of West Memphis, Ark., were wed recently in West Memphis by the Rev. James Keith, pastor of Rosewood Methodist Church.

## Ops Find 33 Single Is of Limited Use

• Continued from page 4

Seeburg was the first of the juke box manufacturers to break with a two-speed phonograph, with AMI, Wurlitzer and Rock-Ola either following soon with conversion kits for the second speed, or with two-speed models. Today, all the automatic phonograph manufacturers are in production on two-speed models.

Unfortunately, it hasn't worked out quite that way.

### Adult 45's

The 33 single never did catch on at the retail level, and more 45 adult product has become available in the last year, further decreasing the need for a 33 single record.

When the 33 single was pressed, it was also generally available in a 45. Hence, the operator, given a choice of getting the same record in either 33 or 45, would invariably pick the latter.

Why? Simple. Assume the operator has 100 machines on location, with 90 of them capable of playing 45's only and the other 10 capable of playing both speeds. If he wants to switch a 45 record from one machine to any of the other 99, he has no problem. But, if he wants to switch a 33 record, there are only nine other stops on which he may place it.

### Same Sound

In itself, the 33 offers no advantage over the 45. Played on the same machine, the sound and fidelity should be the same. The patron certainly is not able to tell the difference.

The advantage of the 33 was to have been that it provided adult music not available on 45's. This would make a great deal of difference.

Also, if the industry went to a standard 33 single speed, the operator with a 45 box would have a worthless property. The dual-speed phonograph was insurance against that day.

### Insurance Money

Hence, the operator paid for a conversion or paid for a two-speed phonograph, with the extra cost running from \$20 to \$30 per machine. This was insurance money.

The need for this insurance appears to be less pressing today than it was a couple of years ago. According to a check by the BMW Music department (see separate story) the 33 single is on its way to oblivion.

## DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

THE WANDERER AND THE MAJESTIC	DION Laurie 3115
BREAK IT TO ME GENTLY AND SO DEEP	BRENDA LEE Decca 31348
IRRESISTIBLE YOU AND MULTIPLICATION	BOBBY DARIN Atco 6214
CAJUN QUEEN AND TO A SLEEPING BEAUTY	JIMMY DEAN Columbia 42282
SHE'S GOT YOU AND STRANGE	PATSY CLINE Decca 31354
CHATTANOOGA CHOO CHOO AND LET'S GO	FLOYD CRAMER RCA Victor 7978
DRUMS ARE MY BEAT AND BIRTH OF THE BEAT	SANDY NELSON Imperial 5809
I'VE GOT BONNIE AND LOSE HER	BOBBY RYDELL Cameo 209
YESSIREE AND TOWN CRIER	LINDA SCOTT Congress 101
I SURRENDER DEAR AND ROUGH LOVER	ARETHA FRANKLIN Columbia 42266

## Ops Vote on MOA Winners

CHICAGO—Music Operators of America closed its nominations for its first annual MOA Awards last week, with a flood of artists, singles and record companies named in the initial balloting.

Operators will now vote for a winner in each of three categories—most popular record, most popular artist and most consistent record company.

Among artists nominated were Connie Francis, MGM; Brenda

Lee, Decca; Elvis Presley, RCA Victor; Chubby Checker, Parkway; Fats Domino, Imperial; Ray Charles, ABC-Paramount; Patsy Cline, Decca; Brook Benton, Mercury; Jimmy Dean, Columbia, and Lawrence Welk, Dot.

Among most popular record nominations were "Big Bad John," Columbia; "Calcutta," Dot; "The Twist," Parkway; "I Fall to Pieces," Decca; "Exodus," United Artists; "Hello Walls," Capitol; "Wooden

Heart," Smash; "Don't Worry," Columbia; "You're the Reason," United Artists, and "Fool #1," Decca.

Most consistent record company nominations included Decca, RCA Victor, Columbia, Capitol, Dot, Mercury, ABC-Paramount, Liberty, MGM and United Artists.

Other record companies nominated in one or more of the three categories included Vee Jay, Hickroy, Laurie, Warwick, Atlantic, Cadence, Monument, Plaza, Hi, Atco, Swan, Sar, Crest, Reprise, LeGrand, Sceptor, Tamla, Beltone, Minit, Golden Crest and Big Top.

All MOA members will receive a ballot and be asked to vote for a single entry in each category. The winner in each category will receive MOA's first annual MOE Award. Presentation will be made at the association's May convention at the Morrison Hotel here.

Only about the top five nominees in each category will be listed on the ballot, MOA's managing director, E. R. Ratajack, said.

## Dallas Police Arrest Copper Slug Counterfeiters of Coins

DALLAS—A 24-year-old dairy worker and a 27-year-old car salesman recently ended a brief but lively career of tripping vending machines with slugs. The end came when they were arrested by Dallas police.

Following arrest of the men it

was learned that detectives planned State counterfeiting charges against the pair. They are accused of using copper slugs cut to the size of half dollars and quarters to trip coin-changers and vending machines. Their opera-

(Continued on page 54)

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**State Revenue Agents Seize 50 Vend  
Machines for Non-Payment of Taxes**

By ELTON WHISENHUNT

MEMPHIS—State Revenue Department agents last week raided various locations and seized 50 penny vending machines, most of them gum ball, on which the State taxes had not been paid.

Owner of the machines is H. L. Willis, doing business as Chickasaw Vendors, reported to be in Florida. He had a Memphis State University student servicing the route for him.

Virgil H. Wilder of Memphis, regional director of the State Revenue Department, who led the raid, said the \$1 per machine enrollment tax and the 1.5 per cent gross receipts tax, in lieu of the State 3 per cent sales tax, had not been paid on any of the machines.

He said the State had been trying for two years to get Willis to comply with the tax law.

The State agents had distress warrants with them authorizing seizure of the machines. They explained to each location owner their business, took the machines and gave receipts for them.

State law requires a stamp or decal be on the globe of each machine. This is an initial enrollment cost on each machine; \$1 is paid for the stamp.

This enrollment cost is paid only one time. After that, the 1.5 per cent gross receipts tax is paid by the operator.

Wilder said none of the 50 machines seized had the \$1 stamp on them. He said Willis had about 100 other machines on location in Memphis and others throughout West and Middle-Tennessee.

"These confiscations are the beginning of a strict enforcement of laws pertaining to vending and amusement machines," said Wilder.

"In the past, our orders from Nashville (the State capital) were that when we found a coin machine with the license not attached, as required by law, to unplug it and turn it to the wall.

"Our orders now are to pick the machine up. It will now cost the machine owner the cost of transportation and storage of the ma-

chine, plus the license costs if he does not have a license."

This new policy will come as (Continued on page 52)

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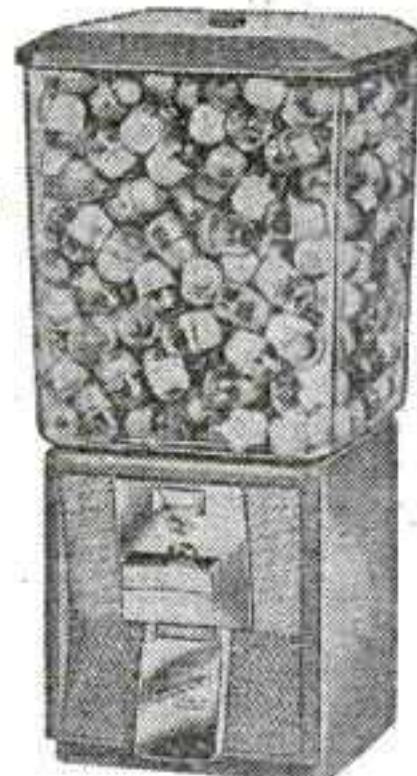


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# NVA to Wage Legislative Fights in Several States

CHICAGO—An all-out fight to correct legislative inequities in various States affecting the bulk vending industry was predicted last week by Donald Mitchell, counsel for National Vendors Association. Mitchell said final plans would be decided upon by NVA's executive committee at the association's convention in Miami Beach, Fla., March 15-18.

problem into three categories: (1) Excessive per-machine taxes or fees, (2) archaic interpretations of health ordinances, (3) application of chance and lottery ordinances to the vending industry.

### States Listed

Citing examples, Mitchell said that such problems currently existed in West Virginia, Virginia, Florida, Wisconsin and Ohio.

NVA's executive committee will decide upon first areas of concen-

# NVA Offers Package Plan For '62 Miami Convention

CHICAGO—Operators are being offered a package plan for two, at under \$100, for National Vendors Association's Miami Beach, Fla., convention, March 15-18, at the Deauville Hotel.

Jane Mason, executive secretary, says the plan will cover the four days and three nights of the convention.

Included are a room for two at the Deauville, breakfast and dinner each day plus admission to all exhibits and business meetings.

### Special Ladies' Program

Also being planned is a special ladies' program that will include a boat ride and style show plus other activities. Sue Folz has been

named chairman of the ladies' activities. Additional details will be announced later.

Miss Mason reports that exhibit reservations are coming in at a good clip and the association expects at least as many firms to show as last year in Chicago.

Price set for the package deal is \$98.50. Starting Thursday (15), operators will check into their rooms and be treated to a barbecue chicken and rib dinner by the side of the pool. Manufacturers' suites will also be open that evening.

### Program Outlined

On Friday (16) there will be a breakfast meeting, with business to be transacted following. Exhibits will be opened during the day and conventioners will be treated to dinner and a floorshow in the Casanova Room. An evening party by Eppy-Guggenheim, Inc., is also on the agenda.

On Saturday (17) there will be a second breakfast meeting, with exhibits opened during the day. Leaf Brands will stage its traditional Hawaiian party that night.

On Sunday (18), exhibits will again be opened with the day to (Continued on page 52)



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DONALD MITCHELL

tration and set up a timetable for action.

Efforts in each case would be determined by local conditions, Mitchell said. These would probably consist of presenting arguments to the proper governmental bodies and, if necessary, bringing test cases in the courts.

### Confident

Asked about chances for correcting so-called legislative inequities throughout the country, Mitchell said he is confident it can be done if the proper effort is expended.

"The whole thing is a question of education," he noted. "The laws have been on the books for years; no one has given them much thought."

"The problems of bulk vending are peculiar to the industry," Mitchell continued. "We're part of the whole vending picture, but many times an ordinance or tax that would be fair to major equipment would not be fair to the bulk operator, whose problems are distinct and different."

### Cost of Program

How about the cost of such a program? Mitchell said it was hard to make an estimate, but that the program would have to have the support of all segments of the industry's operators, distributors and manufacturers.

## Leaf Gum With Baseball Lingo

CHICAGO—Leaf Brands bowed its Baseball Centuries, 100-count ball gum imprinted with baseball phrases, to the bulk vending trade last week.

Thirty-five different phrases are included in the assortment, ranging from "Bases loaded . . . safe on first . . . kill the umpire . . . peanuts . . . home run . . . and hot dogs, to out on first." Every 35 pieces gives a home run.



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Spanish Peanuts	.30
Virginia Spits Peanuts	.30
Rainbow Peanuts (Candy)	.30
Boston Baked Beans	.30
Licorice Lozenges	.30
Confection Mix	.30
Jumbo Pistachios, Red	.30
Medium Pistachios, Red	.30
Small Pistachios, Red	.30
Leaflets (M&M Style Candy)	.25
Teeny Jelly Beans	.27
Candy Corn	.30
Hershey's Kisses	.25
Chiclé Base Cup Chicks 320	.42
Chiclé Base Cup Chicks 320	.42
Rainbow Tabby-Lets 520	.32
Sugar Pops (Bulk Candy)	.24
Maltettes (Ball Style, 100 Ct.)	.15

**BALL GUM VARIETIES**

Pack	Per Lb.
140-170-210 Rainbio Gum	.25
Rainbio 100's Centuries, Ass'd.	.34
Colors—Grape, Cherry	.18
Rainbio Screwballs, 100's	.33
Rainbio 1/2 Chiclé 140	.25
Cherry 210 Count	.32

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2-Col. 5c-10c Stamp (Folder)	15.00
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N.W. Super 60's like new	14.95
N.W. 10-Col. Tab w/removable drums	21.50

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Pistachio Nuts, Vendor's Mix	.55
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.65
Cashew, Butts	.60
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.38
M & M, 500 ct.	.47
Hershey's	.47

Rain-Bio Gum, 72 ct. . . . . \$ .32  
Maltettes, 100 ct., per 100 . . . . . .35  
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct. . . . . .32  
Rain-Bio Ball Gum, 100 ct. . . . . .34  
300 lb. minimum prepaid on all Rain-Bio Ball Gum.

Adams Gum, all flavors, 100 ct. . . . .45  
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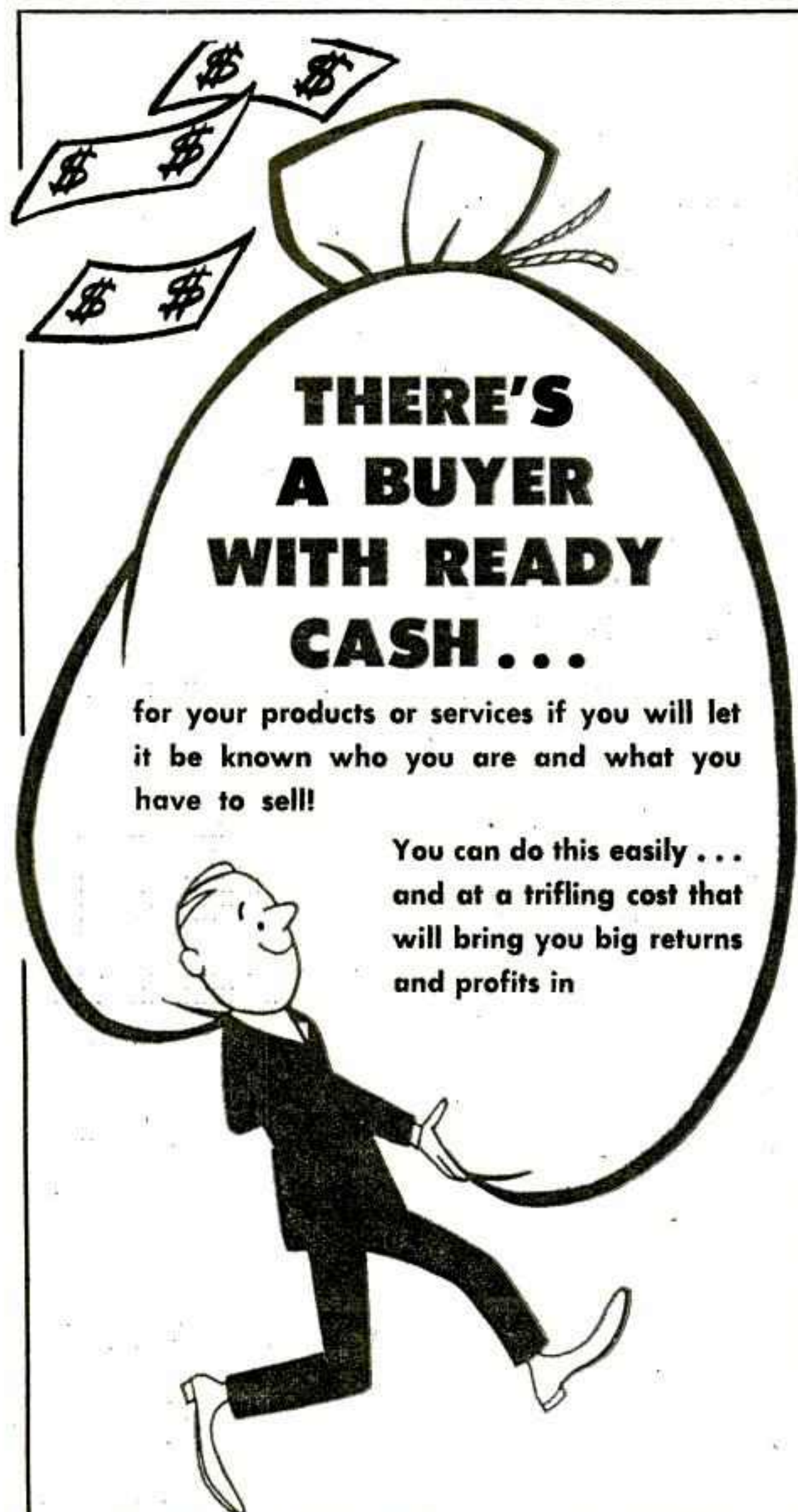
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## Scarcity of American Pop Singles Prompts Hungarian Phono Decline



By PAUL GYONGY

**BUDAPEST** — The cartoon pictured above appeared in a recent issue of Magyar Nemzet, a daily newspaper aimed at Hungarian intellectuals. It requires some explanation, other than the translation, which is "... and it would be high time to buy a Wurlitzer!"

Small farms here are collectivized, and some of the profits are put aside for cultural purposes, such as libraries, radio and television sets, etc.

Members of these farm co-operatives hold general meetings to discuss how the profits will be spent. The peasant woman is making her pitch for a Wurlitzer.

As the first juke box in Hungary, placed in a popular snack bar in the center of Budapest in 1957, was a 104-selection Wurlitzer, the name has remained a synonym for juke boxes here, whatever their make may be.

Daily press-cartoons referring to the Wurlitzer are fairly common, and one of the recent pop songs was entitled, "The Wurlitzer Is No Barrel Organ."

The first juke boxes — imported from Austria about five years ago, helped popularize American pop music here. The first machine installed delivered one play for a forint (about 4 1/3 cents) and grossed about \$13 daily—from 10 a.m. to midnight. Unknown American pop singles registered heavily with the Budapest teen-agers.

After the first installation, a pair of 120-selection

Rock-Olas and one 60-selection German Tonmaster were placed on location, and they, too, were immediate successes.

While the teen-agers were happy about the whole thing, and the location owners were doing more business because of the excitement generated by the juke boxes, several segments of the local population had reservations.

Many adults preferred quiet restaurants, the musicians' union complained about the elimination of live music, and others charged that juke box snack bars became meeting places for undesirable people. Some juke boxes were removed after police raids where location managers were unable to meet with the situation.

All told, there probably aren't more than 20 juke boxes in the country—in workers' clubs, provincial towns and in summer resorts at Lake Balaton.

The scarcity of American pop singles accounts for the decline in juke box interest here. As U. S. disks get worn out, they are replaced by Hungarian and Czechoslovakian dance music. Evidently this music is not nearly as popular as the American product.

Where West German tunes are pressed here and elsewhere in Eastern Europe, performing rights royalties are paid to GEMA, the West German licensing society, through reciprocal contracts. So the Hungarian operator still has the royalty headache.

## Collections Dip; Disk Buying on Par

**CHICAGO** — Crippling winter weather has hurt collections here in the Windy City but a strong new crop of singles has kept operator buying about even with last year.

Both Singer One-Stop and Music Box report sales about even with last year, perhaps down a shade. Operators are having trouble making many of their service calls, but the Chicago winter with its below zero temperatures and seemingly never-ending snows has kept on for so long that the trade has had to learn to live with its problem.

Dealers are selling a lot of records, air-play is bullish (that's Wall Street talk meaning they're playing a lot of hot new material) and the operators have had to keep abreast.

### Big Sellers

Big sellers to the juke box industry, according to Fred Sipiora, of Singer, are "Hey! Baby" Bruce Channel on Smash (one of the hottest of the new tunes in dealer sales throughout the Midwest); "Dear One," Larry Finegan on Old Town; "Patti Ann," Johnny Crawford on Delfi (also big in store sales); "God Didn't Make Honky-Tonk Angels," Kitty Kallen on Columbia. The Kallen tune is an old honky-tonk hit now going pop. The flip side of the record is also good for the operator trade, "You Are My Sunshine."

Also selling at Singer is Anita Bryant's new "Step by Step" on

Columbia, an up-tempo ballad. Both the Kallen and Bryant tunes were dubbed good cover records by Sipiora, good in virtually any location.

At Music Box, Russ DiAngelo reports an exceptionally large listing of disks moving well to the juke box trade: Patsy Cline's "She's Got You" on Decca; Connie Francis' "Don't Break the Heart That Loves You" on MGM (strong throughout the Midwest in store sales); "Come Back, Silly Girl," by the Lettermen on Capitol (broke out strong throughout Midwest and seems destined for big chart action); "Jamie," by Eddy Holland on Motown, and "Chattanooga Choo Choo" and its flip side, "Let's Go," by Floyd Cramer on RCA Victor.

### Old Tunes

Also Bruce Channels "Hey! Baby" on Smash; "Go On Home," Patti Page on Mercury (an old tune but still selling well to the juke box trade here); "Midnight in Moscow," Kenny Ball on Kapp; "White Rose of Athens," David Carroll on Mercury; Frank Sinatra's "Pocketful of Miracles" on Reprise (also not new but chalking up impressive operator sales); "Dansero," Lew Douglas on Vassar; "African Beat" and its flip, "Echo in the Night," Bert Kaempfert on Decca; "Lili Marlene," Ralph Marterie on United Artist; "If I Had My Way," Julius La Rosa on Kapp.

The LaRosa tune is interesting in that the flip side, "You Can't Keep Me From Loving You," broke in Milwaukee and was picked in Minneapolis by dealers last week. The song is a vocal version of "Midnight in Moscow," itself a good seller to operators here. DiAngelo said, however, that operators are buying the LaRosa tune on the basis of the "If I Had My Way" side.

Also selling well at Music Box are two tunes from Columbia's new Playtime series: "Petite Fleur" and "Joe's Song," by the Four Friends, and "Frankie and Johnnie" and "Heartaches," by the Banjo Barons.

### Weather Gets Blame

Both Singer and Music Box blamed the weather, with resultant lower operator collections responsible for a very slight set-back in sales.

Commenting on the large number of singles selling to operators, DiAngelo at Music Box noted they had enlarged a special display counter designed to showcase singles to the juke box trade. He noted that this had spurred operator buying considerably.

Both Sipiora, at Singer, and DiAngelo, at Music Box, commented on the large number of hot new singles now available. Both feel they are a big spur to the entire record business even if operators aren't buying all the new tunes for their stops.

## CARESIO WINS LAS VEGAS TRIP

CHICAGO — Don Carecio of Deming, N. M., wins a free trip to Las Vegas for two. Carecio, who heads Deming Music and Coin Machine Company, is the January winner in A C Automatic Service, Inc.'s "Big Challenge" contest. Distributor is R. F. Jones with offices in Denver. Last month's winner was Stanley Kuznicki, Chautauqua Amusement Company, Dunkirk, N. Y. Distributor submitting Kuznicki's name was Sheldon Sales Distributing Corporation, Buffalo. A. C. Automatic has been holding monthly drawings, with Nick Biro, BMW, and Lee Brooks, Cashbox, alternating in picking winners.

## Chi Game Ops Hit by Stamp Rule

CHICAGO—In-line game operators got another blow here last week as the Illinois Liquor Control Commission began a crackdown on tavern keepers holding \$250 U. S. gaming stamps.

Holders of such stamps are being asked to appear before the commission and show cause why their State liquor licenses should not be suspended.

Possession of a \$50 federal wagering stamp or a \$250 U. S. gaming device stamp is automatic authority for lifting a State liquor license under a commission rule.

Of the first stamp-holders cited to appear before the commission last week, 11 agreed to give up their stamps, three had their cases continued and one failed to show up.

The stamp-holders said that federal agents ordered them to buy a \$250 tax stamp for in-line pinball games. Meanwhile, test cases challenging the federal regulation turning some pinball machines gambling devices are pending in federal courts.

## Acquit Chicago Op Of Assault Charge

CHICAGO — A local operator and his associate were acquitted of assault and conspiracy charges in a River Grove police and pinball machine scandal case here.

Sam Ariola and Louis Eboli were found not guilty by a criminal court jury. The pair was accused of beating two men who had admitted rigging pinball machines belonging to Ariola.

One of the allegedly beaten men testified that they were picked up by River Grove policemen after winning \$72 from a pinball machine owned by Ariola in a River Grove tavern.

At the River Grove station, the men said they were marched out to the street at gunpoint by Ariola, Eboli and a third man, Guy Cervone, with three policemen watching the incident.

Still under indictment are the three policemen and Cervone.

## Bryant a Wurlitzer Distrib

PHOENIX, Ariz.—Bill Bryant, formerly of Arizona Stereophonic Music Systems, has opened his new Wurlitzer distributing center, Valiant Distributing Company, on Washington Avenue here. The new building is well equipped with a separate front showroom, service department, parts room, and parking front and rear.

# Fruit Machines Dominate 18th Annual British Amusement Trades Exhibition

LONDON — Fruit machines dominated the 18th annual British Amusement Trades Exhibition, which ended its three-day run at New Royal Horticultural Hall here, Thursday (1), as exhibitors reported healthy cash sales and substantial confirmed orders.

While Ruffler & Walker, London Rock-Ola distributor, reported increased sales in the U. S. juke box, the sales jump was attributed largely to the fact that fewer competing juke boxes were displayed than in previous years.

While 68 exhibitors were listed at the show, many of the exhibit space holders shared their booth with firms who were unable to book space.

Apart from the "swag" merchants and the specialist, the accent was undoubtedly on the 1d play machines which are permitted in arcades in Britain. Indeed, both manufacturers and distributors of this equipment reported sales in batches of anything from 10 to 20 units at a time.

### Biggest Exhibitors

As usual Ruffler & Walker and Phonographic Equipment vied for who had the largest selection of machines. R&W had a very large concentration of all types of fruit and wall payout machines. The latest Jennings—the 6d-play Governor and 1d-play Comet — were there as well as the company's own designed Space Flight wall machine.

The Williams Voice-O-Graph was flown in from America in time for the opening of the exhibition. The customer enters a booth and records a message on a minute-long 45-r.p.m. disk, and if he so wishes, he can purchase a stiff-backed envelope at the same time for mailing purposes.

The cost of making a record has not yet been decided but it is expected that a 2-6d coin will be required. The other eye-catcher was the British-made Calypso which is a multi-coin type of amusement

machine. There are 50 coin slots in batches of five and by inserting one penny the player gambles on a certain color coming up. A clock numbered from two pennies to 12 pennies denotes the amount of payout at the end of each play. The Nixon Company of Littlehampton makes this machine out of fibre glass, and if one panel of five slots goes on the blink it can be disconnected and the other nine still remain in play.

### Sega Fruit Units

Phonograph Equipment showed the 1962 Wurlitzer 2600, but here again the accent was very much on fruit machines with the models on 1d play catching the eye. Reports from this stand said that the biggest sellers were the Sega models. These were the three on six-penny play, the Diamond Star the Bonanza Star and the 777 Sega, and the 1d play representative, the Copper Sega. The new Mills one-penny, three-penny and six-penny machines had also been brought over especially for the exhibition by members of the Mills organization.

There were many other stands showing fruit machines of one type or another whether imported or their own conversions. Mayfield Automatics of Lancashire specializes in the color finish of its fruit machines and the offering this year was rainbow-colored.

Summing up the fruit machine trend in Britain, it is safe to say that the peak day of the six-penny play machine for private club use is over. In its place is the 1d play machine, which is legal in public places, but the brands which are going to hit the jack pot themselves will be those that include all the refinements such as coin rejection and easy accessibility and maintenance. Operators must cut down their costs and anything that helps will be welcomed.

There were two new brands of fruits which had not been seen in this country before—one of all

British manufacture and the other built in Britain from tools and dies brought over from the States. The all-British machine is Modernmatic's Challenge Mk. 1, which was worked on night and day for three days before the show to have it ready for presentation. The other company showing for the first time was from the Bell Fruit Corporation. Their models were the 6d Tic-Tac-Toe and its 1d table and Consuls. L. Fleischer said that his company had recently received an

(Continued on page 52)

## KEENEY SHIPS 2 NEW UNITS

CHICAGO — Keeney last week began shipping El Rancho and Hacienda, new two-ball pinball games.

Both games have an extended-ball feature, enabling the player to take his score or an extra ball. Both games utilize "Star" and "Lighted-Arrow" scoring.

Paul Huebsch, Keeney vice-president, says that both games have servicing innovations, including sliding playfield and light glass, adjustable coin divider and metal coin box door.

**NEWS!!  
NEWS!!  
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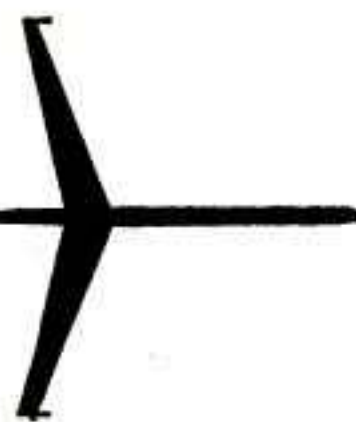
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## EUROPEAN NEWS BRIEFS

### Belgian Op Trade Luncheons

BRUSSELS—Belgium's coin machine trade is borrowing a chapter from American service clubs and sponsoring monthly business luncheons for trade executives in the Belgium area. Called "bourse de l'Automatique," the luncheons are planned to be just that—a market place for machines and ideas. Problems will be taken up at each luncheon, and there will be a speaker of importance in the trade, a guest from abroad when possible. The luncheons are designed to elevate the status of the trade to a respected local business. It is planned to conduct transactions in equipment in an exhibition room adjoining the dining room in a Brussels hotel.

### German Ops Hire Live Music

FRANKFURT—German operators are making it a policy to hire dance bands for their social affairs to dispel the suspicion they are bent on technologically unemploying "live musicians" with juke boxes. It is the contention of the operators that the phonograph complements rather than replaces the band and orchestra. They seek to demonstrate this fact by hiring bands appropriate to the occasion instead of playing their own juke boxes. The latest such demonstration of "music goodwill" was the gala winter festival of Baden-Wurtemberg operators in Eltingen, near Leonberg on the edge of the Black Forest. A dance band played for the banquet and dancing.

### Cinebox Drive in Netherlands

AMSTERDAM — Cinebox, the Italian-produced film phonograph, is conducting a hard-sell sales promotion campaign in the Netherlands, aimed at getting the box entrenched in the Dutch market ahead of its competitors, the Caravelle and Scopitone. Cinebox is being put on a trial basis at locations all over the country, and at nearly all locations the box is pulling large crowds. As with Caravelle and Scopitone, Cinebox shows a color sound film in lieu of playing a phonograph record. Some enthusiastic Dutch locations are acclaiming the film box as the answer to bistro and cafe television.

### Baden-Wurtemberg Ops to U. S.

STUTTGART, W. Germany—Baden-Wurtemberg operators have scheduled an "information visit" to the United States. (Continued on page 58)



DOROTHY AND IRA HIRSCH chat with Oscar Hopka during the grand open house held by Philip Moss & Company in Des Moines recently. Some 200 operators and guests were in attendance to view the firm's new quarters and see the unveiling of the Seeburg line.

## Hit-Making Power Is Op Wedge in GEMA Fight

• Continued from page 4

Operator strategists believe the juke box tune research will enable them to approach composers and authors directly with the argument that juke boxes are the principal vehicle for promoting sales of their records.

The operators propose coupling the leverage of phonograph exposure with the threat to begin independent GEMA-free disks, pressings of tunes uncontrolled by GEMA.

The operators believe that if the case were put in blunt terms to the composers, a substantial number of established composers could be induced to support the operator position.

#### New Trend

Moreover, and even more to the point, it is argued, a great many young composers could be placed under contract to write music for juke box play outside GEMA. Executives of Hessischer Automatenvertrieb, for example, believe that the phonograph trade could become a vital force in the development of new musical talent by entering the direct production of phonograph disks.

Most arguments for trade production of its own disks go beyond

#### Revenue Agents

• Continued from page 48

news to Memphis operators, as well as operators all over Tennessee, because it is a State-wide policy.

Wilder said further: "We are finding some instances in which the amusement and phonograph machine owners don't have the State license attached to the machine, but have it at their office or their routeman has it.

"The law requires that the license be attached to the machine."

#### License Schedule

The privilege licenses operators pay are: on phonographs, \$10 each to city, county, State and federal government. There are also small clerk's fees involved. On pinballs and other amusement machines, \$15 each to city, county and State and \$10 to the federal government, with also small clerk's fees required.

The penny machines the agents seized were gum machines mostly. Some vended peanuts. In some gum machines, Willis had charms.

Wilder said more than \$100 in taxes were due on the 50 machines confiscated.

It is the first time such a raid has been conducted in Memphis by State revenue agents.

the immediate GEMA dispute. Aside from the royalty complaint, operators feel they are paying too much for their disks, and that disks produced for disk shop sale are not necessarily suitable for juke box play.

German trade thinking, influenced by the GEMA dispute, is crystallizing behind proposals for increased emphasis on juke box disks—records produced solely for phonograph play.

This concept would aim at exploiting to the hilt the hit-tune shaping power of the phonograph. It would give juke box operators greater flexibility in music programming and reduce their record costs.

For the protracted hassling with GEMA has persuaded the great majority of German operators that trade production of non-GEMA repertory disks is inevitable.

This conviction is based, too, on studies showing that this country, with 50,000 phonographs played regularly by 20 million persons, is approaching phonograph saturation. In theory, Germany could support up to 150,000 boxes, but in practice trade experts anticipate very slow future growth.

#### Fruit Machines

• Continued from page 51

order for 175 machines from Nevada—a flow against the usual trend.

Australia was represented by the Silver Jubilee line and the Aims-worth Consolidated Aristocrats.

Also attracting a good deal of attention was the Wheel 'Em In machine made in Great Britain by Streets.

In general, flippers, bowlers and other amusement machines filled the gap left by phonographs.

Overseas visitors at the show included: Lars K. Skriver, president of the German Amusement Arcade Owners Association; Dave Shuman, Atlas Distributors, Boston; Hans Scheidegger, head of Wurlitzer's Zurich office; Sam Stern, president of Williams Electronic Manufacturing Corporation; Suren D. Fesjian, president of the Mondial Commercial Corporation, New York; Dr. Foelkel, Deutsche Wurlitzer, Hamburg; John Haddock and Paul Hunger, both of Automatic Canteen; Herr Bergmann and Herr Scopp, Th. Bergman, Hamburg; Marty Bromley, Sega, Japan; Joseph Barranco, Barranco's World Export Company, and Maurice Sykes, Mar-Matics, Baltimore.

## SILBERT AND WIFE CLEF A POP TUNE

NEW YORK—Art Silbert, personable young vice-president of Standard Financial, leading handler of paper in the coin machine industry, has developed another avocation. In addition to his well-known interests in dog breeding, Silbert and his wife Pat have become songwriters, a fact which came to light when a recording of their first song was received for review last week by BMW. The tune was turned out by the Silberts and Mr. and Mrs. Alex Roman, on a vacation jaunt the two couples took to Bermuda. The song, "The Lobster and the Crab," is a folk-styled ditty, and it has been cut by comic Jackie Kannon on the Radar label. The disk is one of several new projects on singles and albums marking a step-up in the activity of Radar Records.

## Moss Unveils Latest Seeburgs & New Hdqs.

DES MOINES — Some 200 operators and guests joined Philip Moss for a combination unveiling of the 1962 Seeburg line and grand opening of his distributorship's new quarters here recently.

Several thousand dollars in prizes was awarded and operators held a beauty contest voting Mrs. Robert Applegate, North Platte, Neb., as queen, and Willson Strait, Des Moines operator, king.

Moss was joined by his staff in entertaining the guests. Hosts and hostesses included Mr. and Mrs. Phil Moss, Mr. and Mrs. Joe Blend, Sid Rosenfeld, Dale Hooten and Warren T. Merrill.

Contributing prizes were Chicago Coin, Williams, Fischer, J. H. Keeney, Records, Inc., and Lieberman One Stop. Among officials representing the various factories were Ed Clelland, Charles Gates and Ted Burrows, Seeburg; Art Weinand, Williams; Mort Seore, Chicago Coin; Clayton Nemeroff, J. H. Keeney.

## NVA Package

• Continued from page 49

be taken up with meetings and informal sessions.

#### State Groups to Attend

Several State bulk vending associations are planning to attend as a group and will hold meetings simultaneously with the other activities.

Winner of NVA's membership contest will also be announced at the show. The operator bringing in the most new members during the past year receives free accommodations for two during the four-day meet. Chairman of the membership committee is Richard Rollins.

By a special arrangement between NVA and The Billboard Publishing Company, operators joining the association now receive a year's subscription to BMW as part of their regular membership fee.

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AMI—G-120	275.00
AMI—E-120	125.00
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AMI—D-80	99.50
AMI—D-80 HIDEAWAY	125.00
ROCK-OLA 1438	195.00
ROCK-OLA 1455	295.00
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**Midwest**

**MILWAUKEE MENTIONS**  
The National Automatic Merchandising Association's Wisconsin Council meeting January 22 in Milwaukee drew a big turnout. The roster included a number of coinmen also active in the music and games field. On hand, were Mr. and Mrs. C. S. Pierce, Pierce Music, Brodhead; Herb Wagner, G. & W. Novelty Co., South Milwaukee; Bibs De Rusha, Fond du Lac; Harry Jacobs Jr., United, Inc.; Jimmy Nicholas and Lou Glass, Modern Specialties, Madison; Sam Hastings, Hastings Distributing Company; Jerome (Red) Jacomet, Red's Novelty Company, West Allis; Ken Kulow, and Herb Tonnell, Cigarette Service, Appleton. . . . Willie Litsey, United, Inc.'s shop man, recently joined the ranks of the married men. . . . Frank Bartnik, Banaco Music, now that his seaplane has been put back in tip top shape, is waiting for a couple of clear days to fly to Cleveland. He plans to visit Al Witalis, his brother-in-law, who is also a coinman, and operator of Western Music in that town.

An added note from Frank Bartnik: "I liked that Billboard issue recently that discussed location loans. It hit the topic on the head. This whole situation has gotten out of hand." . . . Visitors this past week at the Rock-Ola headquarters, Badger Novelty Company, included Les Reick, Chicago, Rock-Ola's sales manager. Coinmen stopping by according to Badger's Orville Carnitz, included Martin Oberdieck, Watertown; John Wercinski, West Side Sales, Stanbaugh, Mich., and Roger and Cliff Bookmeier, Bookmeier Sales, Green Bay. . . . Jim Jacobi, H. & H. Amusements, has a rewarding hobby. He is an animal trapper in his spare time. But the heavy snow and extreme cold of recent weeks has cut into his side line. "The animals are all hibernating," he says.

Clarence Smith, Milwaukee Amusement Company, became a daddy again on January 3. Another boy—this makes three boys and one girl. Newcomer was named Garry David. Smith followed this up with another winner last week. This time he copped grand prize at the Lake Nagawicka Ice Fisherie. The prize was a 7½ horse power West Bend outboard motor. . . . Slim attendance at the January meeting of the Milwaukee Coin Machine Operator's Association forced postponement of the election of officers. "We'll schedule the election for the February meeting," said prexy Sam Hastings, "and hope for better weather." Benn Ollman

**DETROIT DOINGS**  
Art Sauve of A. P. Sauve and Sons announced that his firm has been appointed distributor for the Michigan territory by J. H. Kenney and Company, and that he has gained approval from the city for a new type game developed to meet local regulations.

Mrs. Grace Ziegler, who has operated juke boxes for many years in the Detroit area, was re-elected chaplain of the Ladies' Auxiliary of the Michigan Showmen's Association, of which she is a past president as well. She officiated to open the 16th annual installation banquet. Mrs. Ziegler, who now has only a small route, was formerly active with her late husband, Charles Ziegler, in operating a carnival in Michigan, and continues to operate a small park at Island Lake. Hal Reves

**East**

**BOSTON BRIEFS**  
Si Redd of Redd Distributing Company, Allston, has just returned with his wife to frosty Boston after a sunny 10 days in Puerto Rico. (Continued on page 54)

**Texas Bulk Venders Sue Over 2% Tax**

AUSTIN, Tex.—A suit filed by four vending machine companies last week attacked Texas' new 2 per cent sales tax.

The suit seeks a ruling that the tax cannot be lawfully applied to their type of business under provisions of the legislative act setting it up—or if this interpretation is correct—that the act itself is unconstitutional.

Filed in the 53d District Court, the suit was brought by Neeley Vending Company of Austin, Canteen Company of Dallas, Galleneau Brothers of Amarillo and B and M Vending Company of Lubbock.

The suit says, in effect, that while a vending machine company is prohibited under the sales tax law from collecting the tax on a candy bar from the consumer (because the individual sale is for less than 25 cents), it is being required to pay to the State on the basis of all its receipts from total sales.

Named as defendants are State Comptroller Robert S. Calvert, State Treasurer Jesse James and Attorney General Will Wilson.

**Revenue Agents Hit Six Tenn. Locations**

KNOXVILLE, Tenn.—U. S. Internal Revenue agents raided six locations here last week and confiscated 10 pin games because, they said, the location owners had paid off in cash instead of free games.

The machines were therefore classified as gaming devices, the revenue agents said, and did not have the \$250 federal gaming stamp.

W. P. Gray of Nashville, Internal Revenue agent in charge in Tennessee, said the machines were worth an estimated \$12,000 and would be destroyed.

Gray said the raid was made after agents played the machines, won games and received pay-offs in cash from the location owner when they asked for it.

The raids involved two Knox County sheriff's deputies. One, Jimmy Dykes, was listed by the agents as owner of one of the machines. Deputy Jess Chamberlain was identified as owner of a cafe where one machine was confiscated.

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Continued from page 53

Redd's sales manager, **Bob Jones**, immediately took off on a long ski weekend and is reported to be still in one piece.

**Freddy Faretra**, visiting the Hub, reports he has tried diversification with fine success. He has gone into five bowling establishments in the Concord, N. H. area with a full line of food vending. So far, results are good, and Freddy says it's a good thing since music in the New Hampshire region has been a bit slow of late.

**Jim Hunter**, general manager of the Boston Wurlitzer factory branch, is happy about the response to the firm's new addition, the Smokeshop cigaret machine, and says the new Wurlitzer model is doing all right, too. Jim took his wife on a trip to Miami to store up some energy for the showings and the rough weather ahead. Wurlitzer's sales manager, **Bill Sweeney**, took a trip back to West Virginia, which cured a slight case of home sickness.

At Dick's Record One-Stop **Richard Peach** has just come back from the service and, **Tony Patliocca** expects to be called any day now. . . . In the light of the crucial loan situation here, one operator had a strange experience this week. A location owner called and asked him if he needed money. So he took it while the taking was good. . . . **Walter Legenza**, in town from Pawtucket, R. I., reports business is picking up nicely in his area.

**Irwin Margold**, general manager of Trimont Automatic Sales Corporation, has been playing golf every weekend and has finally admitted that it's beginning to get a bit chilly. . . . **Donald Oliver** of Portland, Me., a sports car buff, was an official on the 24-hour Tri-State Rally which ran for 800 miles. . . . **Saul Robinson** of Paramount Music Company, Newton, is back looking fit from a two-week sojourn in Florida.

Cameron Dewar

**West**

The many friends of **Nick Beaver** of Cactus Amusement Company in Lancaster, Calif., will regret to hear of the death of his wife **Frieda**. . . . **Mrs. Lee Walker** is a patient in Memorial Hospital in Long Beach. . . . **Charles Koski**, Long Beach operator, is passing up his weekend trips to his mountain cabin until there is more snow. Six weeks ago there was plenty but none right now.

(Continued on page 56)

**Dallas Police**

Continued from page 47

tions ranged over a wide territory, from Dallas to Austin.

Following their arrest, both men were quick to deny any knowledge of the get-rich-quick scheme, but police, it appeared, had an airtight case against them. Slugs found in a number of the machines matched those of slugs found by police in the garage of a relative of one of the men.

Detective **Bill Cantrell**, whose investigation unmasked the scheme, said: "We can definitely link them to the slugs by their fingerprints." According to Cantrell, Austin police were first to get a lead on the case by tracing the license number of a car to the dairy worker, who was later arrested by Dallas police.

The Dallas man was arrested by Cantrell a short time afterward following a tip which lead the detective to the garage in which was hidden the minting equipment of the pair.

**Punch Presses**

It was in the garage that detectives found punch presses which had been used to stamp out the fake half dollars and quarters. They were punched out in copper strips, the thickness of real coins. Also discovered in the garage and seized by detectives were more than a dozen rolls of the fake coins, neatly done up in money wrappers.

Cantrell said that the men could keep on tripping a 50-cent coin-changer with the slugs until they had milked it dry. He said that the men must have hit at least 100 places in Dallas alone, in addition to all the other Texas towns.

A note of irony was added to the case when several of the fake coins showed up in a vending machine at police headquarters in Dallas.

**SERVICEMAN  
CAUGHT WITH  
HAND IN TILL**

**BROOKLYN**—Nathan Gordon, a local bulk vending operator, feels that he may have a serviceman who is not on the payroll. Gordon was driving past one of his locations here at 1 p.m. when he saw someone servicing the machine. As Gordon fills the machines and collects himself, he thought he had better investigate. When Gordon entered the location, he found **Harry Shurin** of Long Beach with the pennies in a cigar box. The machines had been opened with a key. Shurin's explanation was that his employer, a Valley Stream operator, had told him to service the machine. Magistrate **John F. Furey** at East New York Court suggested that when **Shurin** appears before him Friday (9), his boss accompany him.

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WURLITZER 2200 ..... 395  
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UNITED UP-100 ..... 245

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BOWL-A-RAMAS  
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MUSIC BOXES  
BINGOS  
Contact us for purchase or trade.

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100 SEEBURG R's  
Liberal trade or will purchase.

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Sharpshooter ..... \$375

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Gun Patrol ..... \$100  
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**CRANES**  
150 SUPER CRANES  
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Sales Manager



# Men Bowl While Wives Browse Through Shops

DENVER—Space is no problem in one of the Rocky Mountain States' most unusual bowler installations here. The site is the completely enclosed shopping mall at the Lakeside Shopping Center in suburban West Denver. Here, the entire shopping complex is roofed over and completely air conditioned, so that customers can shop from store to store with maximum comfort, no matter what the weather may be outside.

Lee Music Company has set up its 16-foot bowler in what would be the middle of a street between two rows of stores under ordinary circumstances. Instead, because of the roof, Lakeside Shopping Center's mall actually amounts to a huge room, some 250 feet long by 80 feet wide, with a terrazzo floor replacing the usual asphalt, and forming a continuous sidewalk.

Here, the 16-foot bowler is exposed to the heaviest traffic in the industry, with as many as 20,000 people walking through the mall on an ordinary shopping day, and as many as twice that number during seasonal rushes.

As shown, the bowler is spotted right in front of a row of specialty shoe stores, shirt shops, jewelry stores, lingerie and hosiery outlets, which at first glance seems to be a bit of unfortunate planning. Actually, however, locating the bowler directly in front of shops which appeal to women has brought more masculine play than if the amusement machine was spotted in an all masculine atmosphere such as sporting goods stores, auto accessory shops, hardware and paint shops, also on the mall, it has been found.

"The answer is simple," it was pointed out. "Most of our players during shopping hours are husbands, tagging along with their wives on shopping expeditions, who are bored with visiting the specialty stores, and jump at the chance to while away some time with the automatic bowling equipment, while their wives stock up. Wives even tell us that it is easier to get the head of the house to come along on shopping trips because the bowl-



THE 16-FOOT BOWLER STANDS right in the middle of the mall.

er is there, and they enjoy using it for entertainment while the lady of the house is buying lingerie, hosiery or shoes."

The mall of the Denver suburban shopping center, incidentally, is one of the few such which was planned for later installation of amusement machines, primarily kiddie rides. There are electrical outlets on 12-foot centers down the middle, reach through brass plates in the floor, so that it was possible to install the big bowler without the usual nuisance of long extension cords, digging into the floor, etc.

Serviced at least once a day, and sometimes as much as twice per day, the bowler is kept immaculately clean and eye-appealing, not only because of the good effect which this has on attracting play, but likewise, because a neatly painted and polished machine makes the sort of impression which keeps mother from complaining about "coin machines" thus being used in an area

which attracts many children as well as adults.

Although most of the play during the daytime comes from male shoppers who detour to the bowler while their wives are buying, there is heavy play from employees of the 60-odd stores in the area, many of whom have set up unofficial bowling leagues.

## COIN MACHINE EQUIPMENT

will be a vital part of the BUYERS & SELLERS CLASSIFIED MART

Beginning March 10 in BILLBOARD MUSIC WEEK

## NEW STEREO PHONO

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: AC AUTOMATIC SERVICES, INC. 18 South Michigan Avenue Chicago 3, Ill.

## BARGAINS FOR THE WEEK

GAMES GAMES  
350 OF THEM  
BIG INVENTORY  
CLEARANCE SALE  
Received a Large Lot of Games in Trade, Including One Lot of 10 to 20 Guns.  
WHAT DO YOU NEED? SPECIALS FOR THE WEEK  
2 Midway Red Balls... \$150.00 ea.  
1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin—Write for More Information on the Above.  
Write or Call Us Collect. MAIN 1-3511  
Write for Our Price List on Full Line of Coin-Operated Machines.

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DISTRIBUTORS, INC.  
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Say You Saw It in  
Billboard Music Week

the NEW feature for 1962

## SEEBURG Directional Stereo

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

OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE

UNITED MANUFACTURING CO. 2401 N. California Ave., Chicago 18, Ill.



A REALISTIC TEST OF TRUE DRIVING SKILL THAT GETS AND HOLDS FREE-SPENDING CROWDS!

# Williams ROAD RACER



This is Williams Road Racer—the race driving unit that operators have urged us to build. It is offered at a fractional cost of others and will enable you to retire your investment in a hurry and start generous cash earnings coming your way . . . fast.

**PACKED WITH ACTION!**  
Words and pictures cannot describe the lively action, frenzied thrills and tantalizing suspense that generate steady, repeat patronage for Williams Road Racer. You must see it—try it—don't delay.

**HOW IT OPERATES:**  
The driver tries to assume complete mastery of the red racing car when he drops the coin and takes the wheel. He must steer the car parallel with and to the right of center line and hit every third contact point straightaway or around sweeping curves to qualify as a "perfect driver". Pointer classifies the driver and tells his score in one minute's time.

Order Today from your Williams DISTRIBUTOR!



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

## Austrian Coin Trade Plans Drive To Expand & Revitalize Phono Biz

VIENNA — Austria's coin machine trade association, Verband des Oesterreichischen Automaten-Gewerbes, is planning a campaign to expand the phonograph market in this country.

There are around 9,000 phonographs operating in Austria, and, given current conditions, it is unlikely this number can be expanded appreciably without drastic measures. The replacement box market is estimated at between 5 and 10 per cent of the total box count.

The trade survey catalogs a long

list of ailments, principal among them:

1. Inflated customs duty.
2. Enormous amusement tax.
3. Artificially high disk prices.
4. Unreasonably expensive servicing charges.
5. Ridiculous low play prices.

All of which adds up to placing Austria at or very near the bottom of the international coin machine operation field. Analysis shows that it costs at least 50 per cent more to purchase and operate a juke box in this country than in West

Germany and the United States.

Not only is the Austrian trade burdened with exorbitant costs, the play price of one shilling (3 cents) is far under the world play average.

Result: the Austrian trade is contracting and deteriorating amid monolithic indifference on the part of officials, federal and local.

Effort will be made to obtain tax relief and an adjustment of customs duties to tolerable levels. In this latter connection, there is cautious optimism here that the European Common Market readjustment of customs duties will provide the opportunity for rewriting of Australian phonograph tariffs.

There is strong support in the Austrian trade, furthermore, for action to force reduction of juke box prices. There are charges that the prices are maintained at artificially high levels through cartel agreements.



Continued from page 54

Fred Allen of Allen Music Company, Bakersfield, Calif., was in town fully recovered from injuries sustained in an automobile accident. He is a sports enthusiast and attributes his good fortune, of being only slightly injured, to seat belts and other safety devices. . . . Jimmy Wilkins, Paul A. Laymon, Inc., is back from a trip to Kern County. . . . Carl Weber, past president of the Kernville Chamber of Commerce and a director of the municipal golf course, is growing a beard for the Whiskey Flats celebration to be held in his town. . . . Bill Black of Ace Amusements, Bakersfield, in town for more equipment. He is adding more Bally Bank-Balls.

Wayne Gull of Bakersfield is recovering from a back injury. . . . Carl Cline, Indio, in town shopping for his Carl Cline Music. For years he was associated with G. F. Cooper Music, Riverside. . . . The many friends of S. L. Griffin of Valley Coin Machine in Pomona are glad to see him out and around again.

Jack Gutshall is busy expanding his operations in Corona and around Lake Arrowhead. . . . Dave and Jackie Hawthorne of Las Vegas, Nev., were in town and visiting with Hank Tronick at C. A. Robinson Company. . . . Tronick is looking for a good 1962. "Business through the year progressed. There is every indication that it will carry over. The future, however, depends to some extent upon the advent of new ideas and new types of equipment to stimulate more play." . . . Veteran coinman Charles Robinson is staying close to home, and with Al Bettelman and Tronick is busy closing out the year's business. It's inventory time. Sam Abbott

### WANTED — Will pay Cash

## ALL MODELS BALLY BINGOS

### REDD DISTRIBUTING CO., INC.

126 Lincoln Street, Brighton, Mass.

PHONE: AL 4-4040

## WANTED BINGOS

Will Trade Pool Tables, Cash or Cadillacs

### Tex. Ops Sue State Over Section of Tax

AUSTIN, Tex. — A group of Texas operators have filed suit against the State to void a section of the sales tax law that requires them to pay the levy. They claim that they cannot collect the tax on sales of 24 cents or less.

Plaintiffs are the Neelley Vending Company, Austin; the Canteen Company of Dallas; Gallerneau Bros., Amarillo, and the B. & M. Vending Company, Lubbock.

State Comptroller Robert S. Calvert maintains that individuals are not required to pay the 2 per cent tax on purchases of 24 cents or less, but that the companies must pay the tax to the State.

Vending machine operators maintain that this is a tax on gross receipts.

*"Profit-Makers" From*

## chicago coin

- LONG RANGE RIFLE GALLERY
- TRIPLE GOLD PIN
- VARIETY ROLL DOWN BOWLER
- CONTINENTAL

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4

PLAYERS!

"DOUBLE TWIN"

ROTO-TARGETS!

Another Sensational Profit Maker!



GOTTLIEB'S

# LIBERTY BELLE

A Gottlieb FLIPPER SKILL GAME

New "Double Twin" Roto-Targets—four targets in scoring position at all times

Top right and left rollovers spin corresponding side targets—score 50 points when lit

Two bumpers spin all targets

One target always lit for 10 times value

Three pop bumpers—one always lit for high score

Hitting center target scores 5 to 50 points—bulls-eye lights all pop bumpers for high score

Four flippers—two for "booster action" at mid-playfield

Sparkling cabinet design • Match feature



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

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION TODAY!

## D. Gottlieb & Co.

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It's Always Profitable to Operate Gottlieb Games!

IS IT  
LEE-DOUGH?

OR  
LYE-DOUGH?

NO ARGUMENT ABOUT  
THE **DOUGH** PART!

*Bally*<sup>®</sup>

**LIDO**

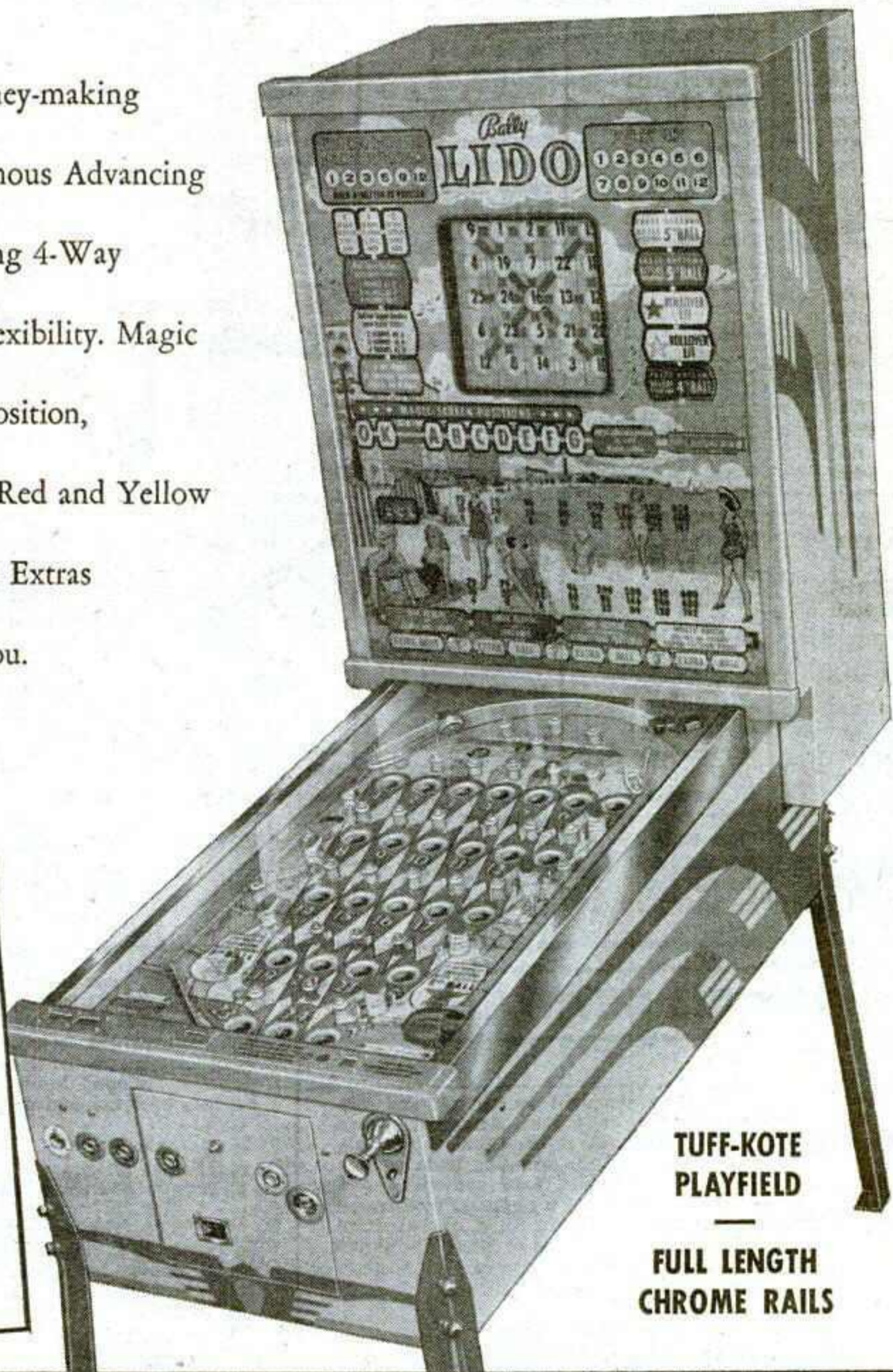
**BIGGEST BINGO BONANZA EVER BUILT**

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.

**NOW EQUIPPED WITH CONVENIENT  
"AUTO-MISSION"  
COIN-DIVIDER**

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.



**TUFF-KOTE  
PLAYFIELD  
—  
FULL LENGTH  
CHROME RAILS**

See your distributor... or write **BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS**

BILLBOARD  
MUSIC WEEK

# COIN MACHINE INVENTORY LIST

Listed below are all actively traded juke boxes made in the last 10 years and all games made in the last five years. Figures in parentheses beside the juke box listings indicate the number of selections. Figures beside games indicate the month and year the game went into production.

MUSIC	BOWLERS & SHUFFLES	PINBALLS	AMUSEMENT
AMI	HI100G (100), 1953	Deluxe Shooting Star	<b>2</b> Whirlwind 2-50
D-40 (40), 1951	HF100R (100), 1954	Deluxe Club Bowler 3-59	Wishing Well 9-55
D-80 (80), 1951	V200 (200), 1955	Jumbo Bowler 9-55	World Beauties 2-60
E-40 (40), 1953	100J (100), 1955	King-Pin Bowler 9-55	World Champ 8-57
E-80 (80), 1953	K200 (200), 1957	Lucky Alley 8-58	Current
E-120 (120), 1953	L100 (100), 1957	Lucky Shuffle 9-58	Flipper Fair
F-40 (40), 1954	201 (200), 1958	Monarch 11-59	<b>WILLIAMS</b>
F-80 (80), 1954	161 (160), 1958	Official Jumbo 3-60	Arrow Head 7-57
F-120 (120), 1954	101 (100), 1958	Pan American 6-59	Casino 8-58
G-40 (40), 1955	220 (100), 1958	Speed Bowler 11-58	<b>2</b> Circus Wagon 10-55
G-80 (80), 1955	222 (160), 1959	Star Shuffle 9-58	Club House 10-59
G-120 (120), 1955	222DH (160), 1959	Strike-Bowler 11-57	Crossword 5-59
G-120-1 (120), 1956	222DH (160), 1959	Super Bowler 1-58	Cue Ball 4-57
G-200 (200), 1956	222DHR (160), 1959	Trophy 4-58	Double Barrel (4/61)
G-200-1 (200), 1956	Current	Bally Bowler	<b>4</b> -Star 7-58
G-200-2 (200), 1956	AY160S (160)	<b>CHICAGO COIN</b>	<b>2</b> Fiesta 12-59
G-200-3 (200), 1956	AY100S (100)	All Star Team Bowler	<b>4</b> Fun House 10-56
G-200-4 (200), 1956	Y100M (100)	11-55	<b>4</b> Gay Paree 6-57
G-220-5 (200), 1956	BMS-1 (1,000 background)	Blinker 8-55	Golden Bells 9-59
H-200 (200), 1956	BMC (1,000 background)	Ronus Score 5-55	Gusher 9-58
H-120 (120), 1956	BMCA (background, audio)	Bowl Master 7-59	Hi-Hand 6-57
H-100 (100), 1956	<b>UNITED</b>	Bowling Team 10-55	Hot Diggity 8-58
H-200M (100), 1957	Current	Bull's-Eye Bowler 7-55	Jig Saw 12-57
1-200 (200), 1957	UPD 100 (Stereo)	Championship 11-56	Kings 8-57
1-120 (120), 1957	UPD 100 (Mono)	Howling League 7-57	<b>2</b> Naples 9-57
I-100 (100), 1957	<b>WURLITZER</b>	Criss Cross Target 1-55	Perky 11-56
I-200M (200), 1958	1250 (48), 1950	Double Feature 12-58	Peter Pan 4-55
J-200 (200), 1958	1400 (48), 1951	Hollywood 4-55	<b>2</b> Piccadilly 5-58
J-120 (120), 1958	1500 (104), 1952	King Bowler 3-59	<b>4</b> Race-the-Clock 4-55
J-100M (100), 1958	1500A (104), 1953	Lucky Strike 1-58	Regatta 10-55
J-200M (200), 1959	1600A (48), 1954	Miami Shuffle 10-58	Reno 10-57
J-120 (120), 1959	1700 (104), 1954	Monte Carlo 1-59	Rocket 11-59
J-100 (100), 1959	1800 (104), 1955	Player's Choice 9-58	Satellite 6-58
J-200 (200), 1959	1900 (104), 1956	Princess Bowler (3/61)	Sea Wolf 7-59
Current	2000 (200), 1956	Rebound Shuffle 11-58	<b>2</b> Shamrock 1-57
Continental 2-200 Stereo	2100 (200), 1957	Red Pin 3-59	Smoke Signal 9-55
Continental 2-200 Mono	2150 (200), 1957	Rocket Ball 2-59	Soccer Kick-Off 3-58
Continental 2-100 Mono	2250 (200), 1958	Rocket Shuffle 2-58	Spot Pool 6-59
<b>ROCK-OLA</b>	2204 (104), 1958	Rocket Shuffle Two-Player	Starfire 3-57
1436 (120), 1953	2200 (200), 1958	4-58	Steeple Chase 11-57
1438 (120), 1954	2300-5 (200), 1959	Score-A-Line 9-55	Super Score 9-56
1442 (50), 1955	2300 (200), 1959	Shuffle Explorer 6-58	<b>4</b> Surf Rider 7-56
1446 (120), 1955	2304 (104), 1959	Skee Roll 1-57	3-D 11-58
1448 (120), 1956	2304-5 (104), 1959	Star Rocket 5-59	Three Deuces 8-55
1450 (120), 1957	2310 (100), 1959	Tournament Ski Bowl	Tic-Tac-Toe 1-59
1452 (50), 1956	Current	12-56	Tim-Buc-Tu 1-56
1454 (120), 1957	2500 (200 Stereo)	Triple Strike 1-55	Top Hat 2-58
1455D (200), 1957	2504 (104 Stereo)	TV Bowling League	Turf Champ 8-58
1455S (200), 1957	2510 (100 Stereo)	11-57	Wonderland 5-55
1458 (120), 1958	(also in Mono models)	<b>UNITED</b>	Current
1462 (50), 1958	<b>BOWLERS &amp; SHUFFLES</b>	Advance 6-59	Playboy Shuffle Alley
1465 (200), 1958	<b>BALLY</b>	Atlas Shuffle Alley 9-58	7-Star Bowling Alley
1468 (120), 1959	ABC Bowler 7-55	Bonus Bowling Alley	Stardust Shuffle Alley
1468 Stereo (120), 1959	ABC Bowling Lanes	3-58	Bowlarama DeLuxe
1475 (200), 1959	ABC Champion 9-57	Bowling Alley 11-56	<b>PINBALLS</b>
1475 Stereo (200), 1959	ABC Super-Deluxe Bowler	Build-Up 5-56	<b>BALLY</b>
Current	9-57	Capitol Shuffle Alley	Ballerine 6-59
1488 (120)	ABC Tournament 6-57	6-55	Balls-A-Poppin 10-56
1493 (Princess)	All-Star Bowler 12-57	Clipper 4-55	Bally U.S.A. 7-58
1494	All-Star Deluxe 2-58	Cyclone 10-58	Beach Beauty 11-55
1495 (200)	Bally Shuffle 1-59	Deluxe Bowling Alley	Beach Time 9-58
<b>SEEBURG</b>	Challenger 9-59	7-57	Big Show 9-56
M100B (100), 1950	Club Bowler 2-59	Deluxe Flash 6-59	Bikini (6/61)
M100C (100), 1952			Broadway 12-55
100W (100), 1953			Carnival 10-57

## EUROPEAN NEWS BRIEFS

Continued from page 52

The German operators have chartered an aircraft and will make the flight in late May or early June. Arrangements are in charge of Philip Lenz. In the U. S. the German operators will study organizations of the U. S. operating trade and its relations to manufacturers, the public, local authorities, and ASCAP. The visit is the culmination of a campaign by German trade leaders to promote a linkup of the U. S. and German trades for joint action on mutual-interest matters. The three-week trip will permit the German operators to visit relatives and friends in the U. S.

## Seek GEMA-Op Regulations

MUNICH—Bavarian operators will seek support of the Central Operators Association (ZOA) in requesting the Bonn government to enact legislation regulating relations between

phonograph operators and GEMA, the German copyright society. The Bavarian operators association is unanimous that an impasse has been reached in relations between the operators and the copyright society. It can only be resolved by government intervention, the association contends. The Bavarian trade demands "reform" legislation completely re-ordering relations between operators and composer-authors and recording artists.

## Bowling Boom Aids Coin Games

PARIS—The automatic pinsetter-propelled bowling boom in France is having a chain-reaction affect on coin bowling games. Bowlers have gained sharply on location in the last year. It is estimated that there are now 1,200 bowlers on location in Paris and its suburbs, a gain of 40 per cent. Experts look for the bowler boom to bounce still higher as more automatic pinsetter bowling alleys are opened throughout France. A games distributor here explained, "We find there is a direct link between the opening of new bowling alleys and the increase in bowlers located in any given area. Bowlers tend to multiply in the wake of the automatic pinsetter alleys."

## Jackson Named Oak's Distrib for All Texas

CULVER CITY, Calif. — Jackson Vending Machine Supply Company has been appointed distributor for Oak Manufacturing Company throughout Texas, Sid Bloom of the company, announced here.

The vending machine distributor, with headquarters in Grand Prairie, is one of the largest in the State. Jackson will handle the entire 1962 line which includes ball gum, capsule and candy venders. Oak also offers specially designed machines for specific products.

# Diamond Coin Machine Exchange

## Now Represents **WURLITZER**



*President H. L. Christensen of Diamond Coin Machine Exchange, Inc.*

Headed by H. L. (Chris) Christensen, Diamond Coin Machine Exchange, Inc. is now the distributor for Wurlitzer Phonographs and allied equipment in Virginia and ten Eastern counties of North Carolina.

Presently located at 810 West 39th Street, Norfolk 8, Virginia, Diamond is manned by an experienced staff for the distribution and service of Wurlitzer Phonographs. They will soon occupy a

new building now under construction, which will contain offices, showrooms, a parts and service department as well as ample warehousing facilities.

Mr. Christensen and his sales manager, James Donnelly, invite all operators to come in for a demonstration of the new full-size Wurlitzer 2600 with its many features including the exclusive Ten Top Tunes bargain that make it the greatest money-maker in automatic music.

*Drop in and see them soon.*

## **WURLITZER 2600**

*Backed by 106 years of Musical Experience*



THE WURLITZER COMPANY

•

NORTH TONAWANDA, NEW YORK

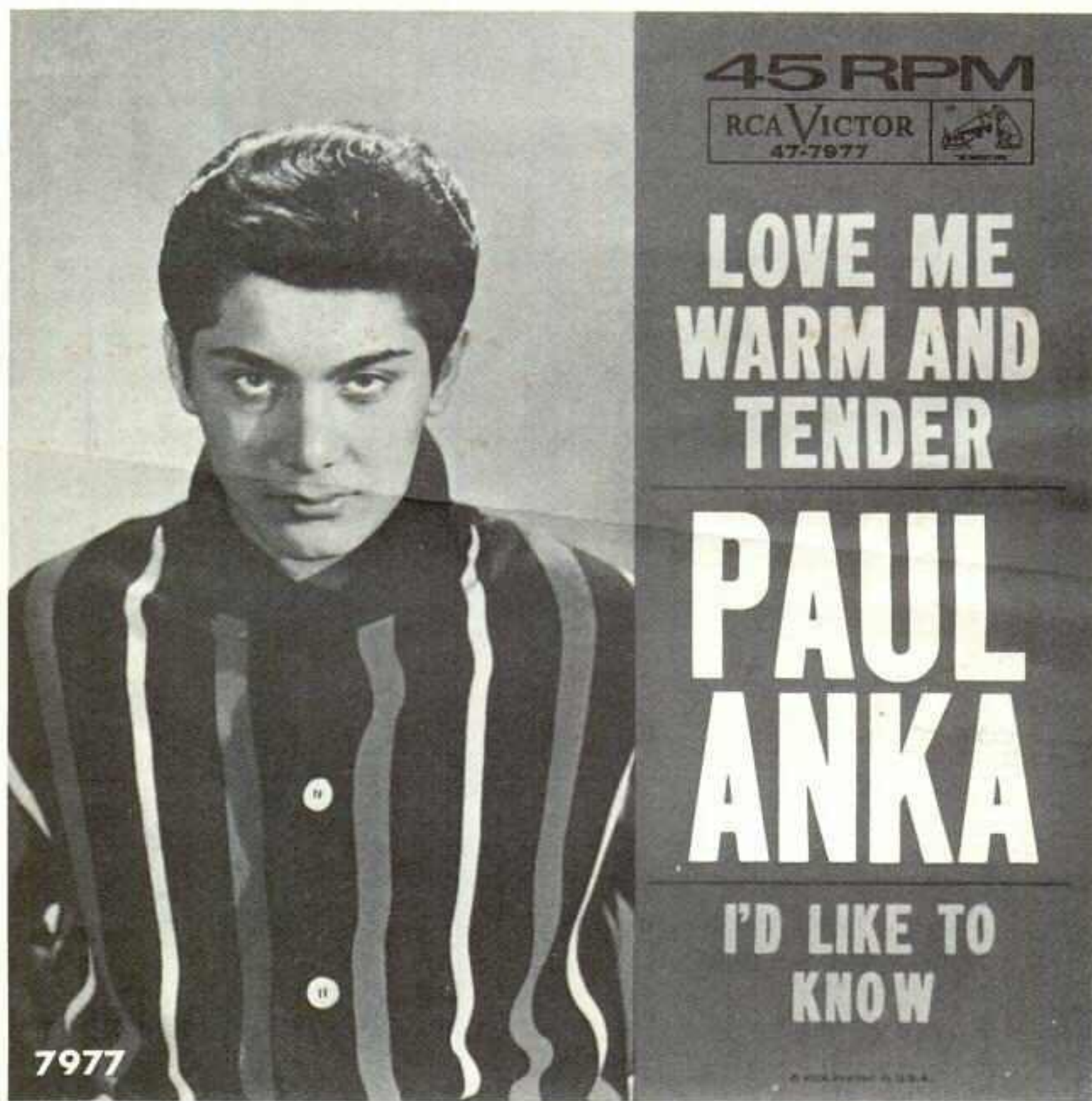
# PAUL ANKA

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## NEW SINGLE (7977)

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# SMASH!



## NOW ON RCA VICTOR

 The most trusted name in sound 

More Anka action on the way, watch for his great new album . . . coming soon!

