

BILLBOARD MUSIC WEEK

Music-Phonograph Merchandising • Radio-TV Programming • Coin Machine Operating

FRANCIS C LAUDA
118 MIDDLENECK RD
PORT WASHINGTON L I N Y
1131 B01230 32AR 6780120C

CANTEEN BEGINS OPERATING PUSH

Canteen Buys Trimount Co. As Operating Arm

By NICK BIRO

CHICAGO — Comments by Automatic Canteen Company of America's board chairman, Frederick L. Schuster, that the firm was operating juke boxes in Chicago had operators here up in arms last week.

The topic was a hot point of discussion as members of Recorded Music Service Association, the local juke box operators' association, held their regularly scheduled quarterly meeting here last Thursday (2) evening.

Also on the agenda was a discussion of license fees and regulations and the election of officers. Earl Kies, president, was re-elected, as was the entire officer slate consisting of Louis Arpaia, vice-president; Joe Filitti, vice-president and treasurer; and Dan Gaines, vice-president.

Arthur Velasquez replaced Otto Menconi on the board of directors.

(Continued on page 52)

DJ's Toast Oldie Trend

By JUNE BUNDY

NEW YORK — Billboard Music Week's recent story about increased programming of old tunes and/or disks by deejays across the country (January 23 issue), sparked a flock of reports from other spinners (and outlets) who are also playing more oldies these days.

One deejay, Freeman Hover, KEYZ, Williston, N. D., indicated that his station may be forced to adopt an oldie-programming policy

if they don't get better service. He writes, "You mentioned that record companies are concerned, or could be, because their new releases will not be given sufficient exposure (if the oldie trend increases). We only wish we had their records to expose! When repeated requests for pop records are ignored by the companies we don't give up. But, when some distributors don't even stock these tunes, and record stores can't get them either, we wonder just who is playing them outside of the metropolitan areas."

Old R.&B.

Chuck Brinkman, KQV, Pittsburgh, considers the move toward

programming of oldies a "definite trend," and has incorporated the idea into his nighttime weekend show. Brinkman says he sticks "strictly to the old r.&b. and well-established hits of the past 10 years." He adds, "Of course every market will have its own list of personal hits and the same goes for Pittsburgh. I've been running them (the oldies) for a month now and the results are phenomenal. When you can pull batches of mail without even mentioning you want it, I call it phenomenal."

"The best part of this 'old-time' jazz," continues Brinkman, "is the fact that most record companies will perhaps become hip to the fact that some of these songs can be revived, and will put heavier emphasis on releasing better material to bolster the ever-sagging state of record purchases. Let's hope so — so the letters that read 'I'd rather hear an old favorite

(Continued on page 41)

Chi Ops Jolted By Canteen Co. Operating Plan

By NICK BIRO

CHICAGO—Automatic Canteen Company of America took its first step into juke box and amusement game operating last week with the purchase of Trimount Automatic Sales Company, large coin machine distributor and operator in Boston.

Canteen's purchase comes as a bombshell, following last week's equally surprising announcement by Frederick L. Schuster, Canteen board chairman, that the giant international vending machine operating company intends to operate juke boxes and amusement games in addition to its vending interests.

In acquiring Trimount, in what was described as a straight stock transaction, Canteen obtains one of the major coin machine firms in

(Continued on page 52)

SORD Directors' Confab Probable in Feb., March

NEW YORK—There is a strong possibility that the board of directors of the Society of Record Dealers of America will have its

first meeting since last July within the next two months. When and if the meeting takes place it's expected that discussion may be led off with a proposal for a reorganization of the society.

Mickey Gensler, current vice-president of the organization, and operator of the Spinning Disk Shop, Yonkers, N. Y., told Billboard Music Week this week he will urge the establishment of regional chapters of SORD, to facilitate the taking of fast and effective action when problems arise.

Communication Lag

"There has been criticism of various of our people for not maintaining enough communication," Gensler said. "But the problem is

(Continued on page 49)

Diskeries Cater to Ops In Danish Price Battles

COPENHAGEN — Juke box operators are the target of a platter price war raging here. Operators are receiving red-carpet handling from the Borge Dalsgaard diskery. Its new Selandia shop has just opened one of the Continent's largest and smartest phono bars advertised as "stocked with platters that will make your boxes jump."

Dalsgaard's diskery apparently is proceeding on the assumption that operator platter purchasing can be increased substantially if (1) the price is reduced, and (2) the operator trade is solicited and catered to.

Operator-diskery dealings in this country have been rocky for some time. The diskeries have been plagued with pricing problems, and the operators, probably as a result, have complained of brusque handling in their record buying.

Still another dimension to the present price war is the tandem TV price-cutting war.

Fona, a big TV and radio retailer, has been selling Philips 21-inch TV sets to Fona for cut-rate retailing, and when Philips exhausted its Danish supply it

imported 500 sets from its German production and announced it would sell all 500 to Fona and any other retailer at discount prices.

The trade screamed "dumping," and a government probe is in progress.

TALMADGE URGES NEW DISK BUY-POWER INDEX

ARMADA Prexy Says Present Index Fails to Gauge Record Sales Categories

By PAUL ACKERMAN

NEW YORK — The expansion of the record business and the increasing complexity of recorded product has made mandatory the development of a more modern BPI (Buying Power Index). This

is the view of Art Talmadge, ARMADA president and general manager of United Artists Records. Talmadge is already at work on the project and he hopes to have it in sufficient shape to be presented at the ARMADA Miami convention June 26 at the Diplomat Hotel.

The present BPI, Talmadge notes, is predicated upon government statistics relating to luxury items. In the record business, there are so many types of lines — so many categories of merchandise — that a generalized BPI figure has little meaning when applied to a specific market. Thus, it is argued, when analyzing the New York area, it is not enough to simply state that New York is a 10 per cent market. What would be relevant is the following: What is New York as a classical market? As a pop market? As a jazz market? What is the ratio of package versus singles sales? What is the proportion of stereo versus monaural sales? Many other refinements are possible, extending into such categories as country and western, rhythm and blues, polka, international, comedy, spoken word.

(Continued on page 18)

Index to Contents

General

- International Music.....16
- Letter List.....51
- Manufacturer News.....4
- Talent News.....12

Music Pop Charts

- Action Albums.....20
- Best Buys in Records.....49
- Best Selling LP's by Category.....20
- Best Selling Phonographs.....49
- Bubbling Under the Hot 100.....29
- Chart Climbers.....41
- Debut Disks.....41
- Double Play Disks.....56
- Honor Roll of Hits.....26
- Hot 100.....28
- Hot C&W Sides.....32
- Hot R&B Sides.....38

- Pick Hits.....41
- Programming Guide—Singles by Category.....54
- Top Market Breakouts.....29
- Yesteryear's Hits.....48

Reviews

- LP Reviews.....23
- Single Record Reviews.....29
- Talent Appearance Reviews.....12

Radio-TV Programming

- Artists' Biographies.....48
- Chart Climbers.....41
- Debut Disks.....41
- LP Programming.....46
- Pick Hits.....41
- Programming Panel.....43
- TV Jockey Profile.....43

- Yesteryear's Hits.....48
- Year In.....41

Music-Phonograph Merchandising

- Album Cover of the Week.....50
- Best Buys in Records.....49
- Best Selling Phonographs.....49
- Disk Deals for Dealers.....50
- New Dealer Products.....51
- Retailing Panel.....50

Coin Machine Operating

- Bulk Vending.....58
- Coin Machine News.....53
- Coin Machine Price Index.....60
- Double Play Disks.....56
- Programming Guide—Singles by Category.....54

Multi-Million-Dollar Sales Story — see pages 33 thru 36

COL. DOOR-TO-DOOR SALES PLAN RAPPED BY TEST-AREA DEALERS

Challenge Theory That Plan Actually Creates Fresh Market for Disks; Worry Over Results

By REN GREVATT

NEW YORK — Columbia Records' Home Music Library, a special door-to-door marketing project now being tested in a number of different markets, has come under broad attack by dealers in areas where the tests are being carried out. These dealers regard the plan as such a serious threat to their business that discussions of the matter are promised at upcoming meetings of various dealer organizations.

The plan, according to Columbia, is designed to open new markets for records through door-to-door canvassing by a far-flung team of special representatives. These representatives offer a package to the customer consisting of complete library of LP recordings—as many as 60—in pop, classical and general categories. The disks are contained in specially bound album volumes which are housed

in accompanying bookcases. This package sells for approximately \$475, payable on a non-interest installment plan. A \$625 package includes a console rather than a portable stereo phono.

Wonderful New World

With the package, the firm includes a special gift coupon, redeemable at the neighborhood record dealer's store, entitling the customer to a gift Columbia LP of his choosing. The dealer sends the coupon to his Columbia distributor who replaces the record. The coupon is then sent to the Columbia Bridgeport plant, where a check is issued and sent to the dealer giving him his full normal profit on the LP. This process, say Columbia spokesmen, gives the dealer

the chance to make a new customer by introducing him to "the wonderful world of records."

Dealers are now contesting the theory that the plan actually creates a new market for records. Jack Seader, of Village Music Shop in Ridgewood, N. J., is in the heart of the initial Bergen County test sector. "We didn't worry too much at first," Seader remarked, "but then we began to have quite a few people coming in with the coupons. And they've opened a warehouse full of the phonos and records only five miles from my store. I guess that looks as though it's going pretty well. I'll tell you how much of a market it makes for us. These people that buy the deal, we've found out by asking, have bought it because they were phonograph prospects. So, number one, the deal has robbed us of a good phonograph sale. Secondly, they get something like \$300 worth of records in their package, which, in effect, is taking

(Continued on page 50)

Mercury Pacts Eleven Artists

CHICAGO — A line-up of 11 artists from throughout the country were signed by Mercury Record Corporation last week. Hal Mooney, the label's a.&r. director in New York, was pacted as an artist. Mooney directed several of the firm's recently released Perfect Presence Sound series albums and his first release will be in the PPS field.

Signed by Irving Green, Mercury president, was vocalist Toni Arden. A recording session is being planned shortly.

Pop vocalists Mandee Cole and Carl Carter were signed by the label's Eastern a.&r. staff. The label's Southern a.&r. head, Shelby Singleton, announced the pacting of pop vocalists Linda Brannon, Lawton Williams, Van Walker, LeRoy Van Dyke, Bulee (Slim) Gaillard, and Rex Allen.

Meanwhile, on the West Coast, the Smothers Brothers, a vocal team currently appearing at the Purple Onion, San Francisco, were signed by prey Green. The team recently scored with a 20-minute stint on the Jack Paar show.

Billy Eckstine, recently signed by Mercury (Billboard Music Week, January 16), returns to the label after several years' absence, and is planning a release shortly. Eckstine closed at the Tradewinds here last week, returns to Los Angeles for a brief rest and then opens at the Riverside Hotel, Reno, Nev.

BOOSTED BRITISH DISK SALES DUE TO GOV'T LAW?

LONDON — Increased disk sales in 1960 were seen by many to be due, in part at least, to restrictions on private capital expenditure which led to more spending on cheaper consumable items. The regulations governing deferred payments were eased slightly last month to allow the spreaded payments to go on for up to three years instead of two. The hefty capital down - payment is still called for by law, however, and it has made little difference to general consumer expenditure.

In a few weeks the annual government budget will be presented by Chancellor Selwyn Lloyd. Although it may contain some relief of duty on instruments, and possibly record players and TV sets, no relief can be expected on disks—at present levied at 40 per cent of wholesale price. This amount is borne by retailers until time of sale and most retailers are anxious that the tax should not be abolished immediately, although they would like to see it gradually reduced.

U.K.'s Disk Makers Notch All-Time High Sales Year

'60 Sales Exceed '57 Boom Year Total; But Production Probably Set No Record

By DON WEDGE

LONDON—When the final statistics are available next month it will be seen that 1960 hit an all-time high for British record manufacturers exceeding the boom year of 1957 when almost \$40 million worth of disks were shipped from the plants.

In the first 11 months of last year, total manufacturers' sales were valued at \$36.5 million, according to recently issued Board of Trade statistics. With the heavy Christmas sales of December anticipated at being around \$5 million, a total gross sales for the year of at least \$41 million can be expected.

Total disks sold may not be exceeded, however. Prices have been raised slightly during the intervening three years and there has been a substantial increase in demand for LP's. Fewer disks were probably sold, but the unit average cost was higher.

Viewed in terms of sales in Britain the 1960 figures can be expected to show a substantial increase. For the first 11 months last year they were worth \$28.2 million compared with \$29.3 million (Continued on page 14)

Dave Kapp Names Son, Mickey, V.-P.

NEW YORK — Mickey Kapp has been named vice-president and general manager of Kapp Records. The appointment was announced by the younger Kapp's father, Dave Kapp, president and founder of the firm.

Kapp has served with the firm since its inception and has long been involved in policy making, purchasing, personnel, quality control and the recording of some of the label's top talent. He is also project director for the company's Medallion stereo series.

German Music Operators' Organization Cancels Its Pact With Royalties Society

By OMER ANDERSON

FRANKFURT, Germany—West Germany's Central Organization of Coin Machine Operators (ZOA) has canceled its contract with GEMA, the German version of ASCAP.

ZOA blasted GEMA for pressing "intolerable demands." Immediate cause of the blow-up was GEMA's demand that the operators pay an additional \$27 yearly for "administrative costs."

But the dispute has a long-simmering background rooted in the conviction of the operators that

they are being unfairly burdened with taxes and fees.

GEMA, in ZOA's view, simply has pushed a good thing too far.

Linked to the dispute (at least in ZOA's view) is West Germany's Association of Artists and Entertainers, which has laid siege to the operators for royalties on a GEMA-like basis.

The artists' association claims the people who actually cut the platters, artists, orchestras and the like, are entitled to royalties. They argue that a disk is more than music and lyrics—it's people.

ZOA's position is that GEMA's royalties, in effect, must be lumped with those demanded by the artists and entertainers—that there is, and can be, only one pie, and the problem is how to slice it.

The operators have indicated that they might be willing to increase the present GEMA payment slightly, but only on condition that (Continued on page 56)

Background Music Totes Subliminal Advertising

By LEE ZHITO

HOLLYWOOD — Subliminal advertising — the imperceptible plug—is about to invade background music, promising broadcasters, juke box operators and others in the music service busi-

ness a new and highly lucrative source of additional revenue. Audio Ad, the firm formed to establish Madison Avenue's background music beachhead, further claims it has devised a plan that will turn in-the-red FM broadcast operations into thriving profit-makers.

According to Audio Ad, the "commercials" to be carried by background music systems will consist of tastefully orchestrated, well-performed instrumental versions of readily identifiable advertising jingles. These themes will be interspersed periodically with the regular music program in an inobtrusive manner. The listener, it is felt, will be unaware of the fact that he is being subconsciously pitched on a sponsor's product.

Audio Ad claims this form of advertising will deliver results far surpassing that of any other media. TV viewers and radio listeners have become conditioned to mentally tune out as soon as the sponsor's finger-in-the-chest sales pitch comes on the air. By reaching that same individual through background music while he's at a restaurant or other place of business, the listener is in a receptive mood (Continued on page 18)

Capitol to Step Up Recording Action In Nashville Realm

HOLLYWOOD — Capitol Records plans to expand its recording activities in Nashville, crown city of the country and western music realm. To lay the groundwork for the projected increase in its Nashville operation, Capitol's Creative Services vice-president and artist and repertoire chief Alan Livingston left over the weekend for an on-the-spot review of the talent picture in Tennessee's hub city.

While in Nashville, Livingston will confer with Ken Nelson, the label's producer of most of its c.&w. recordings. Following the Nashville meetings, Livingston will continue on to New York for meetings with eastern operations vice-president Joe Csida and auditions of new Broadway musical scores.

SUBSCRIPTION ORDER FORM

Without BILLBOARD MUSIC WEEK we couldn't be the success we are today. BILLBOARD MUSIC WEEK is really enjoyed by all members of the T. C. Music Shop.

ROBERT J. MURRAY
T. C. MUSIC SHOP
SOUTH BRIDGEWATER, MASS.

783



Enter my subscription to Billboard Music Week for a full year (52 issues) at the rate of \$15 (a considerable saving over single copy rates). Foreign rate \$30.

Payment enclosed Bill me

Name _____

Occupation _____ Title _____

Company _____

Address _____

City _____ Zone _____ State _____

Send to: Billboard Music Week

2160 Patterson Street

Cincinnati 22, Ohio

BILLBOARD MUSIC WEEK

Published by
The Billboard Publishing Company
2160 Patterson St., Cincinnati 22, Ohio

Publisher
Roger S. Littleford Jr., New York Office

Editorial Office
1564 Broadway, New York 36, N. Y.
Sam Chase Editorial Director
Paul Ackerman Music Editor
Aaron Sternfeld Coin Machine Editor

Robert Rolontz Assoc. Music Editor
June Bundy Radio-TV Programming Ed.
Ren Grevatt Merchandising Editor

Wm. J. Sachs, Exec. News Editor, Cincinnati
Kenneth Knauf Copy Editor, New York
Nicholas Biro, Midwest News Editor, Chicago
Lee Zhito West Coast Editor, Hollywood
Mildred Hall Chief, Washington Bureau

Circulation Office
Send Form 3579 to
2160 Patterson St., Cincinnati 22, Ohio
DUNBAR 1-6450

B. A. Brunis Circulation Director
Joseph Pace Fulfillment Manager

Advertising Office
1564 Broadway, New York 36, N. Y.
Andrew Csida Advertising Co-Ordinator
Dan Collins Music Advertising Manager
Richard Wilson Coin Mach. Ad. Mgr.
R. McCluskey West Coast Music Sales

Branch Offices
Chicago 1, 199 W. Randolph St.
Central 6-9818
Hollywood 28, 1520 North Gower
HOLLYWOOD 9-5831
St. Louis 1, 812 Olive St.
CHESTNUT 1-0443
Washington 5, 1426 G St., N.W.
NATIONAL 8-4749

Subscription rates payable in advance. One year \$15 in U.S.A. and Canada; \$30 in all foreign countries. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at Cincinnati and at additional entry office. Copyright 1961 by The Billboard Publishing Company. The company also publishes Vend, the monthly magazine of automatic merchandising; one year, \$5 in U. S. A. and Canada; Billboard Overseas Edition; Amusement Business, the weekly magazine of amusement management, and High Fidelity, the magazine for music listeners.

Vol. 73 No. 8

Dealers Analyze Dec.-Jan. Sales Results

STUDY SHOWS SUB-PAR YULE SALE OF LP DISKS

NEW YORK—An analysis of LP unit sales through retail record shops for the past year indicates that the Christmas season of 1960 did not reflect the same increase in sales as did the Christmas seasons of either 1959 or 1958. In 1960, the total number of LP units sold in stores for the period December 5 through December 31 represented 11.6 per cent of all LP's moved by dealers during the year. In 1959, however, dealers moved a total of 16.1 per cent of all LP's sold in the year in the December period, and in 1958, 13.4 per cent of all LP's for the year were moved by dealers in December.



Best '60 Period

Although the December 5 through December 31 period in 1960 did not reach the peak in LP unit sales that had been anticipated, based on previous years' business, it was still the best four-week period of 1960 for dealers from an LP-unit-sales viewpoint. Actually, unit sales of LP's in 1960 showed a deviation from sales pattern of 1959 and 1958 in a number of ways, in addition to the slightly smaller percentage of LP's sold in December. More LP units were moved by dealers during summer months of 1960 than in either 1959 or 1958 summer periods. Part of this was due to the great number of special discount plans offered to both the distributor and the dealer during the summer of 1960. And part of it was the result of the issuance of potent album product during the summer months. The high percentage of sales in the summer of 1960 indicated that the summer slump—as far as LP's are concerned—is not a built-in attribute of the disk industry.

LP Sales High

Although Christmas sales of LP's in stores was not as high as anticipated, 1960 was the best year yet for LP unit sales. As predicted by Billboard Music Week last summer, more than 50 million LP's were sold in 1960. The actual figure came to 51.8 million LP's. In 1959, dealers sold a total of 37.9 million LP's, and in 1958 they sold 29.1 million. Single sales were up strongly in 1960 as against 1959, with 81.2 million singles sold in 1960 as against 64.3 million sold by dealers in 1959. Sales in 1960 also surpassed the 1958 figure of 73.6 million singles.

Total sales of records in units through retail shops, covering LP's, singles and EP's, came to 135.8 million records in 1960. Total dollar volume of these records sold in stores (excluding clubs, racks and sales to juke box operators) came to \$317.9 million. In 1959, all records sold by dealers totaled 105.3 million units, and dollar volume reached \$235.9 million. (Dollar volume here is based on manufacturer list price.)

Here is a comparison of the percentage of LP units moved in retail record shops, for each four-week period of 1960, as against the same periods in 1959 and 1958. (Four-week periods are used for accurate comparisons from year to year). It shows the slightly lower LP unit sales, from percentage standpoints during Christmas 1960, as well as the higher percentage during the summer months of 1960 as against the other years.

TOTAL LP UNIT SALES IN STORES (On a Per Cent Basis)

Four-Week Periods	1958	1959	1960
1st	8.2%	6.6%	6.9%
2d	7.6%	7.1%	6.2%
3d	6.5%	8.2%	6.6%
4th	7.6%	7.9%	7.1%
5th	6.5%	7.4%	6.8%
6th	6.5%	7.1%	6.8%
7th	6.2%	5.0%	7.5%
8th	6.2%	6.1%	8.3%
9th	6.5%	6.6%	7.5%
10th	7.6%	7.4%	7.9%
11th	7.2%	7.4%	8.1%
12th	10.0%	7.1%	8.7%
13th	13.4%	16.1%	11.6%
	100.0%	100.0%	100.0%
TOTAL UNITS	29.1 Million	37.9 Million	51.8 Million

These statistics are derived from the most recent report analyzing national trends of record sales in retail record stores, as prepared by Billboard Music Week every four weeks under the supervision of the New York University School of Retailing. The complete confidential reports, issued to subscribers of this service, also provide competitive figures broken down by speed, price, mono vs. stereo, etc. The reports are compiled from diaries of actual cash register sales made by a scientifically selected, rotating sample of record dealers across the nation.

Nashville Reports Slight Sales Drop

By PAT TWITTY

NASHVILLE — A survey here last week of record sales for December, 1960, and January, 1961, indicated that most Nashville retailers' sales during this December and currently in January are under sales of the previous year. Record retailers, however, were quick to point out that the current "slump" (Continued on page 8)

Boston's Business Keeps Steady Pace

By CAMERON DEWAR

BOSTON — Dealers contacted in this city felt that the December blizzard had its effects on sales, but that business never had been as brisk in the pre-Christmas period as either the time between Christmas and New Years or the period immediately following New Years. One out of six dealers said (Continued on page 8)

Trade Spotty In Washington

By MILDRED HALL

WASHINGTON—Only one record dealer out of half a dozen checked in this area attributes good record sales early in January to Christmas buys of phonographs. Most of them feel that while the Christmas phonograph buys ranged from moderate to excellent, they produced about the same number of new customers and increased disk sales in the first week of January this year as they have averaged on previous years.

Most dealers attributed the rise in post-holiday record sales (when they had it—and some did not) to the usual gift money available after Christmas and, above all, to a slight let-up in bad weather and traveling conditions which have plagued the area since early in December. In fact, it was hard to get Washington dealers to talk about anything but the icy blasts and poor traffic movement which kept customers home.

Heavy Phono Sales

Irving Music, which carries a full line of 45 singles as well as LP's, had a strong lift in post-holiday sales, and attributed much of it to the December phonograph buying. "We sold a lot of phonographs. I'd say phono sales were definitely a big factor in January first-week record sales," was one spokesman's comment.

In contrast, Glen Music asked gloomily: "What good sales? January has been a disappointing month to most dealers in this area as a result of the bad weather." The Glen store spokesman says they expect to "pick up and square away" in record sales rise in the near future, but the store's December record sales were "far better" than any of its January volume. Glen Music is chiefly an LP store, carrying very few 45 singles.

Todd's Record Center had the same story—big sales the week before Christmas, in spite of bad weather, were "better than any week in January." Sales of phonos may have brought in a few more customers early in January of this year, as against last, but they were not a large factor by any means.

Dan Danziger, owner of the Disc Shop, which stocks few pop singles and caters to a carriage trade, said phono buys were "just average" as a factor in his sales lift during the first week in January. Danziger attributed the post-holiday sales to a high volume of mail-outs by customers who were sending records to far-off Christmas donors they hadn't remembered with gifts. Also, the let-up

STORMS BLAST N. Y. AREA DISK DEALERS' NET

By REN GREVATT

NEW YORK — The most bitter, snow-infested winter in many years has botched things up but good for disk dealers here during the past two months. An informal tally of several locations revealed that the heaviest snowfalls occurred on dates that couldn't have been better timed to spoil the business if somebody had planned it that way.

Irving Randolph of Bandwagon Records in suburban East Orange, N. J., said pre-Christmas business was way down this year due to the record-breaking snowstorm which occurred December 11-12. "That storm killed us," moaned Randolph. "Not only were cars immobilized but we couldn't get deliveries. We couldn't put through any special orders, so it hurt. Another storm on January 19-20 came along and hurt us some more. It was just about as big as the first one."

Jack Seader, who operates Village Music in Ridgewood, N. J., said the storm "cut us just about in half for the Christmas period." He said that over-all, he was down about 10 per cent over the same period in 1959. Another factor, according to Seader, was that all during 1959, he sold everything at list. "Then I started discounting in 1960 to keep myself in the race. That has to affect profits in the long run. Things were really rough."

New York dealers contacted also suffered some decline. However, their losses this holiday period were not believed as heavy, since city public transportation—subways and buses—are back to normal after a storm considerably faster than private autos, the bulwark of transportation in the suburbs.

in the bad weather played a strong role, Danziger felt.

Big Upturn in January

A Baltimore dealer, Your Record Shop, had the same story. The store hadn't sold any great number of phonos, but had a big January upturn because "people could get out that week."

Jack Gutridge, of Campbell's Music, downtown Washington, said many of their January customers (Continued on page 8)

Weather Socks Sales in Philly

By MAURIE ORODENKER

PHILADELPHIA—While Philadelphia's leading retailers cannot agree on the status of business during the past month, they are in total agreement that weather had a lot to do with it. As one dealer put it after checking sales figures on December and January days that were snowed under—"You can't beat nature." Business reports for the month ranged all the way from good to bad. None put it as being "very good." But by the same token, none said it was "very bad."

The manager of the city's largest discount record shop, located in Center City, reports January sales figures way down as compared with January of last year. Although there was a brief sales flurry the first week of the new year, it died down fast, brought on by snows and the threat of major transportation strikes in the city. The bad business, he felt, reflects the tightened economic picture in the area where unemployment figures have been rising each month.

As a result, the store greatly curtailed its usual heavy January advertising program, and cut advertising. (Continued on page 8)

Chicago Dealer Receipts Slow

By NICK BIRO

CHICAGO—If there was a pick-up in record sales throughout the country after New Year's, it didn't happen in the Windy City.

A spot check of dealers throughout the area showed that business after Christmas and into the first week in January was about even with last year; certainly no better. In fact many dealers report that they had one of the slowest January's in many a year.

As far as 1960 goes, the dealers have mixed reactions. Some are a little down, some a little up. All, however, agree that December didn't live up to expectations and was way off from last year.

Reasons Vary

Reasons vary. Some dealers seem to feel that general economic and business conditions are to blame. Others blame such things as discounting, record clubs and lack of a hot Christmas single or LP. (Continued on page 8)

Announcing.....BILLBOARD MUSIC WEEK'S

1961 Winter Phono Buying Issue

Featuring a detailed check of all of the new phonographs introduced by manufacturers since early fall, packaged into one convenient . . .

UP-TO-THE-MINUTE PHONOGRAPH BUYING DIRECTORY

. . . which will be read, and kept, and used by America's record-selling phonograph dealers right into next fall.

Issue Date: Feb. 20, 1961 Ad Deadline: Feb. 15



Top Indie Mfrs. Step Up Raids on B'dway Scores

By JUNE BUNDY

NEW YORK — The leading indie record manufacturers are moving in on the original-cast Broadway show album field—heretofore the major label's private domain—this season at a sizable pace. Latest indie entry is Roulette Records which acquired the original-cast LP rights to Carol Channing's new Broadway revue "Show Girl," reportedly for an advance of \$30,000.

RCA Victor, Columbia and Capitol virtually had the original-cast field to themselves in the past. But this season MGM, Kapp, Mercury, Atlantic, ABC-Paramount, and others have actively entered the market.

ABC-Paramount grabbed off "Thirteen Daughters," the forthcoming Don Ameche musical (with score by Eaton Macgoon Jr.) last week for a reported advance of \$25,000. MGM has the upcoming "Carnival," (a musical version of the movie "Lilli" starring Anna Marie Alberghetti) with score by Bob Merrill.

Kapp has "Donnybrook," a musical version of the film, "The Quiet Man," starring Art Lund with score by Johnny Burke. Mercury has Mike Nichols and Elaine May's hit revue. Atlantic Records recently released an original-cast album featuring Bobby Scott's background music for another Broadway hit, the drama with music, "Taste of Honey."

Roulette Deal

Roulette's deal for "Show Girl" was negotiated by President Morris Levy and the label's new artist and repertoire chief, Bob Thiele, with Frank Music's Stu Ostrow, who represented both the publisher and the show's producers. "Show Girl's" score was written by Charles Gaynor. The original-cast album was cut by Roulette last Monday (30) and the label expected to have the package in the hands of dealers by the beginning of this week.

"Show Girl" is Roulette's first original-cast LP. Altho Carol Channing has recorded parts of her night club act (some of which are in "Show Girl") for other labels, little—if any—of

this material will be included in the Roulette package.

Roulette's deal for original-cast rights to the show is rather unusual, notes Levy, in that the rights were obtained after the revue had opened on Broadway to generally good notices. It is believed to be the first time that an indie label has obtained album rights to a Broadway show under these circumstances.

Meanwhile, the majors and leading indies are still bidding for a flock of upcoming Broadway shows, including "The Gay Life," with score by Arthur Schwartz and Howard Dietz; the English import, "Oliver Twist"; "How to Succeed in Business Without Really Trying," starring Robert Morse with score by Frank Loesser; Yip Hurburg's "Happiest Girl in the World," starring Cyril Ritchard; "All American," with score by the "Bye Bye Birdie" team, Charles Strouse and Lee Adams; James Thurber's "The Wonderful O" with score by "Wildcat" writers Carolyn Leigh and Cy Coleman; "Funny Thing Happened on the Way to the Forum," score by Stephen Sondheim; "Cherchez La Femme," score by Michael Brown and Milton Kaye; Ronny Graham's "Not Tonight Josephine"; Phil Rose's "The Crime of Giovanni Venturi"; Alfred Drake's "Kean," music by Robert Wright and George Forrest; Griffith and Prince's musical version of "Sunset Boulevard" starring Jeannette MacDonald.

HERE'S CORRECT KING NUMBERS

NEW YORK — Billboard Music Week inadvertently listed two King Records under wrong numbers last week. For the information of dealers and deejays, the correct number of the new Stanley Brothers release, "Window Up Above" and "Wild Side of Life," is King 5460. The correct number of the new Bob and Larry record, "I Want to Love You," is King 5447.

Mercury Denied Motion to Re-Try Suit With Singer

CHICAGO — Mercury Record Corporation was denied a motion for new trial in the contract suit won recently by Tony Williams, lead singer of the Platters. Mercury attorney Leonard Levin indicated the label would carry an appeal to a higher court.

The denial motion was handed down by Judge Michael Igoe, in U. S. District Court here last week.

Under the decision, Williams, signed to record for Mercury as a member of the Platters, is nevertheless free to appear as a soloist or member of another group, in personal appearances or recording dates for another label. The decision was viewed as particularly important in the industry, in that it sets the precedent that individual members of a recording group are not bound by the group's exclusive recording contract—a decision that could have wide effects in the field of artist-diskery contracts.

DISC Extends Official Welcome To W. Coast, Chi Co-Op Moves

NEWARK, N. J. — Dealers in Sound Corporation (DISC), a record dealer buying co-operative formed here last spring, has officially welcomed a newly projected West Coast co-op group.

The group, being spearheaded there by Garden Grove, Calif., dealer, Howard Judkins, who is also president of SORD, was announced three weeks ago. DISC board members, meeting here Tuesday evening (31), issued the follow-

ing message to the Californians, and to a group of Chicago retailers reportedly interested in the same kind of set-up:

"DISC extends to the California and the Chicago dealers its best wishes in their co-operative ventures. We hope that dealer groups will be organized in other parts of the country, so that specialty music shops, despite inequitable competition and the highly questionable ethics of the record manufacturers, will still account for the greatest share in the sale of records at the retail level. We sincerely hope that the spread of the co-op movement will bring back to the record business respect for the product, sound-

(Continued on page 49)

WAX SESSION BECOMES HOP

CHICAGO — Vee Jay Records last week turned a recording session for Jerry Butler into a record hop for teenagers.

A select group of youngsters, invited by the label to its studios, sipped Cokes and coffee as Butler recorded for three hours. As an added treat, vocalist Wade Flemmons and the Dells showed up at the session to chat with the group.

When the dinking was over, the tapes were played back and the group danced to the yet unreleased tunes. An auto-graph party and photo-snapping session concluded the festivities.

The teen-agers, chaperoned by adult leaders, were picked from a group of bell ringers who spent the previous week soliciting memberships in the newly formed Evanston Township Urban League.

MUSIC AS WRITTEN

New York

Bobby Darin has formed his own movie producing firm, called Sandar Productions. Darin and Manager Steve Blauner have purchased the story "The Sound of Hell" as a starring vehicle for the singer. . . . Bobby Breen has returned to records with the signing of a contract with a new Miami label called Thunderbird. Label is owned by Aaron Courshon, Miami hotelman. . . . Trumpeter Tommy Ferrara has signed to do an album date with Epic Records. . . . Margie Bowes has signed with Cadence Records. . . . There's a rumor about that James Grayson, former president of Westminster Records, will start a new record club, aimed at the connoisseur. . . . The Century Limited label of Jackson, Miss., headed by vet record man Johnny Angle, is releasing an instrumental version of "Oh My Papa."

Writer Dan Morganstern has been added to Metronome's

editorial staff. . . . Ed Cohn of Lesco Distributors in Philadelphia is taking it easy at home waiting for a broken leg to heal. Slipped on the icy streets of Quakertown. . . . Myers Records has pacted Lloyd Arnold and his Rockin' Drifters. . . . Nat Shapiro, Columbia Records international a.&r. co-ordinator, has signed lovely Brazilian thrush Maysa, who just completed her North American debut at New York's Blue Angel. . . . Johnny Williams will conduct the original musical score for the flick "The Secret Ways." . . . Marv Holtzman, director of American Metropolitan Enterprises, the Kassner-Sporn publishing firms, returned from quick trip to Venezuela and points south on a talent and tune search. Meanwhile, President Murray Sporn of AME left for a European business trek. . . . Sy Warner has been appointed special assistant to London's national distribution manager, Joe Bott. In his new post, Warner will contact rack jobbers for London. . . . Al Melnick is now the sole owner of the Philadelphia firm A. & L. Distributors and has moved into a new Fairmount Avenue location in that city. Bob Rolontz.

Hollywood

Warner Bros. is extending its January trade-in sales program into February. Plan allows dealers to return \$1 in obsolete merchandise (any label, size or speed) for each \$5 purchase of WB product. Deal covers the complete Warner LP line with the exception of the two Bob Newhart albums. Label requires a \$10 purchase of the Newharts for every \$1 worth of obsolete stock it will take in exchange. Extension moves the program's cut-off date to February 25.

Capitol spotlights two newcomers in this three-single release this week: Al Bradley, and the Hollywood Vines. Third single features the Ray Anthony aggregation in "The Burney Slade" series. . . . Rimus Records, headquartered in San Bernardino, named Bob (the Flying Distributor) Heller to handle its line in Philadelphia. . . . Antone and Curtiss are taping a comedy album for Candix Records. . . . Bob Reisdorf, head of Liberty's Dolton subsidiary label, has signed singer-dancer Vic Dana.

ON THE SOUND TRACK: Warner Bros. assigned Max Steiner to score "Portrait of a Mobster." . . . By matrimony and contract: composer-arranger June Star was signed to collaborate with husband Alex Alexander in scoring Allied Artists' "Operation Eichmann." . . . Film composer Leith Stevens turns teacher for UCLA's first class in "Film Scoring." Class draws 21 students. . . . Belle Montroe, Steve Allen's 74-year-old mother and a vaudeville top-liner and comedy star in her own right, makes her screen debut in Walt Disney's comedy, "The Absent-Minded Professor." Lee Zhitto.

Cincinnati

Tom Moore, promotion hustler for Decca Distributing Corporation here under Chick Doherty, leaves there this week to join Is Nathan's Hit Records Distributing Company of Cincinnati in the same capacity, replacing Ray Hill, who has joined London Records in New York. Besides the Cincy sector, Moore will cover Louisville and Lexington, Ky.; Columbus and Dayton, Ohio, and Huntington and Charleston, W. Va. Early last week, Moore chaperoned Cadence Record's Johnny Tillotson over the local deejay and music house circuit to promote the latter's new release, "Jimmy's Girl." Tom reports exceptional reaction in the territory on Decca's "Battle of Gettysburg" as done by Bobby Bobo of WLW's "Midwestern Hayride." Platter is slated for release Wednesday (1). Tom also notes that Webb Pierce's new one, "More Pretty Girls Than One," is swinging into the pop field in the area. . . . Ralph H. Jones, 76, founder of the local ad agency bearing his name, died recently in Fort Lauderdale, Fla., where he has resided since retiring 17 years ago.

Ike Klayman, head of A.&I. Record Distributing Company here, notes an upswing in over-all business since the first of the year. Ike reports particular success with Stereo Fidelity's recently announced deal which offers store customers an album for \$2.98 and a second album for the payment of an additional cent. Klayman claims he moved 25,000 pieces in a month. Ike also reports more-than-average action on "There's a Moon Out Tonight," as done by the Capris on the Old Town label; "Lst Love," by H. B. Barnum on Eldo, and Sarah Vaughan's "True Believer" on Roulette. . . . Chuck Campbell, formerly one-nighter booker with GAC here, on the West Coast and in Chicago, has resettled here to free-lance on the same phase of band bookings. . . . Harry Carlson, Fraternity Records president, currently on a fortnight's tour to promote his firm's latest release, "I Like the Way She Laughs" b.w. "The Hammer Bell Song" by Jack Larson, and Jerri Adams' "Ivory Tower," phones in to say that both platters met with solid reception in Cleveland, Detroit and Pittsburgh last week. Larson is accompanying Carlson on the trek which finds them touring the East this week. Bill Sachs

LATE BILLBOARD SPOTLIGHTS

JACK LARSON: THE HAMMER BELL SONG (Sunfran, BMI) (2:14)—**I LOVE THE WAY SHE LAUGHS** (Sunfran, BMI) (2:05)—Two potent sides by a strong new singer on the label. Larson sells the "Hammer Bell Song" with a country touch. Flip is a cute novelty and either side can happen. Fraternity 875.

THE PLAYMATES: REAL LIFE (Kahl-Winneton, BMI) (2:43)—The Playmates have a fine new ballad here and they sell it with much feeling over good ork support. Second side is "Little Miss Stuckup" (Planetary, ASCAP) (2:12). Roulette 4322.

HANK BALLARD AND THE MIDNIGHTERS: DEEP BLUE SEA (Ward, BMI) (3:01)—**LET'S GO AGAIN** (Stebrita, BMI) (3:05)—The exciting Midnigher sound is back and Ballard and the boys turn out two fine sides. First up is a strong walking blues item with gospel overtones, while the flip is much in the pattern of recent hits by the group. Both have a strong chance. King 5459.

CLYDE McPHATTER: TOMORROW IS A-COMIN' (January, BMI) (2:25)—**I'LL LOVE YOU TILL THE COWS COME HOME** (Edison, BMI) (2:20)—Two smart efforts that can get the chanter moving chartward again. First is a stylishly handled blues with a smart double time drum rhythm figure. Flip is a good, minor key effort. Both hear the strong Clyde Otis touch. Watch these. Mercury 71783.

Country

FRANKIE MILLER: RICHEST POOR BOY (Starday, BMI) (2:04) **I'LL WRITE TO YOU** (Bob Wes-Starday, BMI) (2:06)—Miller has been a strong chart entry of late and here are two more sides that can keep him up there. First is a finger-snapping rhythm tune with a philosophical message. Flip has good traditional material, well performed. Either way here. Starday 537. For other single record spotlights, see regular record review section.



NOW MOVING UP FAST ON ALL TRADE CHARTS!
GENE PITNEY • I WANNA LOVE MY LIFE AWAY

MU 1002

PRODUCED BY AARON SCHROEDER

A NATURAL INSTRUMENTAL FOR OPERATORS
CHUCKLES FINNEGAN • FUNNY BONE

MU 1004



DISTRIBUTED BY UNITED ARTISTS RECORDS • 729 SEVENTH AVE. • NEW YORK 19, N.Y.

Tunes of Glory

4-41941 / ALSO AVAILABLE ON 33


whistles are whistling...drums are drumming...Mitch is marching again...
AND SO ARE SALES! EXCLUSIVELY ON COLUMBIA RECORDS 



© Columbia • Marcus Reg. Printed in U.S.A.



Sing and sell along with Mitch!

Mitch's newest... **Happy Times Sing Along with Mitch!** The best-selling album series in the entire history of the record industry. Sing Along with Mitch ♦ More Sing Along with Mitch ♦ Still More Sing Along with Mitch ♦ Folk Song Sing Along with Mitch ♦ Party Sing Along with Mitch ♦ Fireside Sing Along with Mitch ♦ Saturday Night Sing Along with Mitch ♦ Sentimental Sing Along with Mitch ♦ Memories Sing Along with Mitch ♦ Exclusively on Columbia Records  NOW 25 MILLION VIEWERS SING ALONG WITH MITCH ON TV, TOO. EVERY OTHER FRIDAY NIGHT.

THE ORIGINAL
IS ON ATCO!

"GURNEY SLADE"

BY

MAX HARRIS

With His Group
6187



THE HITS COME FROM



ON ALL THE CHARTS!

"AT LAST"

ETTA JAMES

ARGO 5380

DANSATIONAL!

"WATUSI THE VIBRATIONS"

CHECKER 969

"I DON'T KNOW WHY"

ARGO #5378

CLARENCE (Frogman) HENRY

CHESS PROD. CORP.

2120 S. Michigan, Chicago 5



VIC DANA

Chicago Dealer Receipts Slow

• Continued from page 3

Most dealers note that the post-Christmas period is usually a good buying time, with some people spending their Christmas gift money on records and some buying libraries for new phonographs received over the holidays.

Generally, it appears that the big push is right after Christmas, with the week after New Year's tapering off a little. This year was no exception.

No Pick-Up

Comments of Henry Elsnic, one of the city's leading dealers, is typical. Elsnic noted that his firm was about 3 to 4 per cent ahead in sales for the year over 1959, but that December was about 5 per cent down. He noted no pick-up after New Year's. Business was good, but Elsnic added, "it was always good."

He cited poor weather and lack of a hot-selling hit as reasons for the holiday fall-off. "A couple of years ago we sold about 2,000 copies of 'Rudolph the Red-Nosed Reindeer.' This year we didn't sell more than 50 of any single."

Jack Schaps said 1960 was about 3 per cent up, but December was about even with last year, with no pick-up after the first of the year. Schaps said he first noted a dip in September, that continued through November. "December was good compared to that three-month period," he said. "The week between

Christmas and New Year's was good, about even with last year, and the week following was just a little less."

Phono Sales

Dale Shonrock, Alexander Music, said his firm was down for the year about 10 per cent and that December was even worse—about 15 to 20 per cent off. Shonrock said he had a pick-up between December 26 and January 5, which was normal, but that now business is considerably off again.

He felt that new phonograph sales had stimulated interest in disk buying after Christmas and noted that about 50 per cent of their sales in that period were of stereo material.

Bernie Strickler, with several stores in the city, said that one was up and two down for the year but that December was about 18 per cent off for all and that the decline has continued ever since. Strickler cited general economic conditions and keener competition, especially from discount houses for the drop.

Andy Anderson, Record Center, is another one who blamed the lack of a hot new Christmas tune. He noted his business was slightly ahead for the year but that December was substantially down and that business after New Year's continued slightly down from last year. Anderson said the outlook was weak and that January was generally a poor month.

Weather Socks Sales in Philly

• Continued from page 3

tising also was a factor in sales being cut down so heavily.

The short sales flurry experienced by all was attributed more to the fact that kids were still home from school and that most local firms handed out the Christmas bonus after Christmas. None felt that phonograph sales were strong enough in December to be reflected in any January record sales.

On the other hand, the owner of a chain of record shops—taking in both Center City and key neighborhood centers—expressed satisfaction over January sales. His upswing, however, is credited to the January record sales and the late delivery of the Christmas bonus money. And while he, too, blamed the snows for the heavy cuts, he blamed the competition from the record clubs as effective as the weather in hurting the cash registers. The bumper crop of new releases with the new year also helped some.

Hit by Snows

Neighborhood retailers presented an even different sales picture. They were hit harder by the snows because neighborhood streets were not cleared and shoppers couldn't even get near stores or shopping centers.

Business was down and the only spurt shown in the neighborhoods was when the "special sales" signs went up. If increased phonograph sales were any reason, they claim they couldn't see it. The only instrument sale, they claim, was in transistor radios—but they don't count for record sales, they said.

Lack of a hit "original cast" show album was also a major factor, according to neighborhood

dealers, for lower sales. They pointed out that December of 1959 was a great month for show album sales. Since they make such an ideal gift, show albums were a real shot in the sales arm.

This season, however, they point out, there hasn't been a real hit show around. They were hopeful that "Camelot" would do what "Sound of Music" and "My Fair Lady" did in earlier holiday seasons. However, the "original cast" album didn't make it in time for Christmas present-giving.

Nashville Reports

• Continued from page 3

is only about 4 per cent under sales this time a year ago.

Record distributors here, on the other hand, reported their December and January sales just about the same as they were a year ago. Southern Distributors said their current sales are up as compared to those of January, 1960. Southern and Music City Distributors both reported this year's January sales to be topping those of December and indicated the increase is due to retailers' reorders following the Christmas traffic.

Patty Warren, owner of Patty's Record Shop, said (as did other record retailers who handle phonographs) that most of the phonographs sold were the small, less expensive portables rather than costly consoles. And she was in agreement with Zibart's and Mill's book stores and Cain-Sloan's Department Store in confirmation that current record sales and those of this December are slightly off as compared to sales a year ago. Buckley's Record Shop was the only retailer contacted who reported this December's and current record sales above those of this time last year.

The one aspect here generally agreed upon by wholesale phonograph and record distributors and record retailers alike: the healthy sale of phonographs during the holiday season in December had no marked effect upon an increase in record sales during this month.

Washington Trade

• Continued from page 3

rode in on the tide of Christmas gift certificates the store had sold during December rather than on new phono sales. A spokesman for Campbell's phonograph department said their sales had been lower this year than last, during the holiday season, with the biggest drop in stereo phonos.

Capitol-Disney Exchange Teams Annette & Sands

HOLLYWOOD—Trade deal was concluded last week between Walt Disney's Disneyland-Vista labels and Capitol Records whereby Disney artist Annette Funicello will duet with Tommy Sands on a Capitol release and Sands will be heard in a Disney album.

Capitol will issue a single teaming Annette and Sands in tunes from Walt Disney's "Parent Trap," live action film. Single couples the film's title tune (which the pair voice off screen and "Let's Get Together," also a duet from the same picture. Accompaniment was arranged and conducted by Tutti Camarata. Single will be released April 3, with the movie scheduled to be issued in June.

Capitol will allow the Disney labels to issue the original soundtrack LP of the Walt Disney film, "Babes in Toyland," whose cast includes Sands, Annette, along with Ed Wynn, Ray Bolger, Henry Calvin, Gene Sheldon and Tommy Kirk. Calvin and Sheldon are regulars from the "Zorro" TV film series. Kirk appeared in "Shaggy Dog" and currently is starring in Disney's "Swiss Family Robinson" film. Disney labels will issue the "Babes" LP in mid-October, with the film scheduled for Christmas release.

Trade deal was negotiated between Capitol's Creative Services Vice-President Alan Livingston and the head of Disney's music and record firms, Jimmy Johnson.

Boston's Business

• Continued from page 3

Christmas phonograph purchases had the largest effect on sales, but believed a lower December sales gross was quite understandable. Only one of the six reported 1960 sales below the 1959 figure. But all thought they had done reasonably well considering the weather and the general feeling of a slight recession in the air. The lack of a big hit also was mentioned as keeping sales from climbing this year.

Finding this year below was Sid Ritva, of the Cambridge Music Box, who reported an after-Christmas up-swing mostly in singles. His main complaint was that there was no "Rudolph" this year to stimulate buying. He felt strongly that manufacturers should think more in terms of singles to give the little dealer a break.

Bob Kelley of Stereo Sound and Music of Boston was the sole supporter of the theory that phonograph sales had the biggest effect on any post-holiday surge in business. His December totals were below last year, but this, he believes, was due to the snowstorm.

Frank Homeyer, of Homeyer, Inc., of Boston, a solid Back Bay establishment, said there had been no appreciable increase in sales and no particular trend that was different from other years. He was happy, he said, that sales of records had held up well in spite of the bad weather.

Sales were down this year over 1959 in December at Briggs & Briggs in Cambridge where Dick Spenser noted that the spurt came between Christmas and New Years. He said this was not unusual since there is always a good deal of Christmas money around and many wait for the markdowns at this period.

Irving Falk, of the Radio Shack in Boston, said it was probably slower in December this year than a year ago largely because of the storm, but that a sales pick-up is quite usual right after the holidays.

At Book Clearing House in Boston, Ed Stevens found no different conditions this year over last. He reported a fair Christmas business but said the first three weeks of January were off from last year.

HERE COMES...



**THE
ROCKIN' ROSE**

OF

TEXAS



SUNG BY

MARTY EVANS

CORAL No. 62251



A Sincere Message of Thanks—

To all our manufacturers and the record dealers in the New England area.

Your patience, consideration and help extended to us, during our temporary interruption of business, due to the serious fire at 792 Commonwealth Avenue, was greatly appreciated.

We are proud of the standards and accomplishments set by our firm, and will continue to do our utmost to represent our manufacturers, and service our customers from our new quarters at 189 Albany Street, Cambridge, Mass.

Gratefully,



HERB DALE

DALE ENTERPRISES, INC.
189 Albany Street, Cambridge, Mass.
Phone: UNiversity 8-7440

SAN REMO FEST MOVES TWELVE TUNES TO FINAL

SAN REMO, Italy—At presstime, 12 tunes had been selected by three San Remo festival audiences for consideration towards an ultimate winner.

The final tabulation, which is going on now, was made available in national lottery form at a cost of 100 lira to each voter; the winning tabulation will be worth 20 million lira.

Record shops and newspapers invited the population to vote for their favorite song. Among those that stand the best chance of winning the competition are "24 Mila Baci" (24 Thousand Kisses), "Mandolino, Mandolino," "Un Uomo Vivo" (A Living Man), "Come Sinfonia" (Like a Symphony), "A Di La" (Wings From There) and "Il Mare Nel Cassetto" (The Sea Is a Drawer). Also standing a good chance of racking up the winning prize is "Io Amo, Tu Ami" (I Love, You Love) which is included in the sound track of a film which has been released during the voting period. "Le Mille Bolle Blu" (One Thousand Blue Bubbles) is also in the running.

Five other tunes are also included in the list of 12 final offerings: "Carolina Dai," (Carlina Give), "Lei" (She), "Non Mi Dire Chi Sei" (Don't Tell Me Where You Are), and "Febre Di Musica" (Music Fever).

Lively Time

Something resembling the excitement and tactics of election time are evident these days in Italy. Publishers and record companies are waging publicity campaigns for particular festival songs in which they have an interest.

The recording and publishing world is inclined to think that this festival will increase their sales. But there is no indication at the moment of such an increase. In 1959 the number of records sold was approximately the same as 1958. Although the 1960 figures are not quite tabulated, figures are not expected to be too much different from the previous year— in spite of a larger number of record makers.

CMA Slates Ambitious Program Touting C&W

NEW YORK — The most ambitious program in its two-and-one-half-year history was projected Saturday (28) by the officers and board of directors of the Country Music Association in its first quarterly meeting here. Envisioned are plans to set up legislatively a special "Country Music Week"; a survey of 3,600 American and Canadian AM radio stations; and to work toward a country music TV spectacular.

With the expiration of the annual Jimmy Rodgers day at Meridian, Miss., the CMA conference decided to have Connie B. Gay of Connie B. Gay Broadcasting Corporation, check with Congressional leaders to see if a full week might not be set aside, honoring country music. Gay told the meeting that he felt optimistic toward the project, based upon previous co-operation received from Congress in spotlighting the Meridian fete.

The market research survey to determine the extent of country music programming in U. S. and Canadian radio will attempt to

factually show country music's exact percentage of programming time. In addition, advertising representatives, meeting Friday (27) with CMA (BMW, Jan. 30) pointed out that as time buyers, they refer to Standard Rate and Data's radio media edition for music programming lists and are able to find lists of r.&b. stations, but there is no listing under country music. Clients, they aver, often ask for wide blocks of time on such stations, but no such information is available.

In surveying those stations which do program country music regularly, it is hoped to gain information on the best methods of programming; best sales promotion methods and other factual material which will enable the stations participating to co-operatively strengthen their rustic rhythm segments.

Don Pierce, Starday Records, Nashville, further amplified the country music swath by reporting that he had contacted the American Federation of Musi-

(Continued on page 50)

Reprise Moves to New Headquarters

HOLLYWOOD—Frank Sinatra's Reprise Records is moving from its temporary headquarters in the William Morris Agency's Beverly Hills building to the label's newly completed offices at 8380 Melrose Avenue, Los Angeles. Mo Ostin, Reprise's administrative head, and newly appointed sales chief Jay Lasker, along with the rest of the staff, will move to the firm's permanent location Monday (6).

Line-up of the Sinatra label's distributors has neared completion, with the full list to be unveiled next week. Reprise will adhere to the releasing schedule previously reported by Billboard Music Week, starting with a Sinatra single, followed by the singer-owner's "Ring-a-Ding" LP, with albums featuring Mavis Rivers, Sammy Davis Jr. and comic Joe E. Lewis to be issued soon thereafter. Negotiations are under way for other artists but no agreements had been signed at press time.

Garner, Col. in Renewed Feud

NEW YORK — Erroll Garner and Columbia Records are at it again. Columbia has just issued another album featuring the pianist, "The Provocative Erroll Garner," and Garner says that the album is "unauthorized." This is the second album in the past six months that has raised a protest from Garner, the other being "The One, the Only Erroll Garner."

The pianist and the diskery have been in a hassle for the past two years. Garner has refused to work for Columbia, claiming his contract has been breached, and Columbia has claimed that he is still under contract. Garner has filed a suit against Columbia for breach of contract and Columbia has counter-filed claiming that Garner is at fault.

Late last year Columbia issued the first Garner album in a long time, which brought a protest from the pianist that the release was unauthorized since he had not approved the tapes. The pianist says that the latest album contains tapes which were recorded in 1951 and 1953 and which at that time were considered "not suitable for release."

on 20th FOX

ALL YOU HEAR IS BEAUTY

Mills
HIT REMINDERS

BLUE TANGO
Bill Black's Combo (Hi)
Lester Lanin (Epic)

CORRINA, CORRINA
Ray Peterson (Dunes)

THEME from "THE APARTMENT"
Ferrante & Teicher
(United Artists Single & LP)

Mills Music, 1619 Bway., New York 19

WRITE SONGS?

Magazine for Songwriters.
Established 1946.

Song Contacts—Vital Technical Tips.

THE SONGWRITER'S REVIEW

Sample 25¢—\$2.50 per year (U.S.A.)

1650-B Broadway New York 19



VIC DANA

PUBLISHERS—SONGWRITERS

We are currently making demo records for many of the nation's leading publishers and writers. We have 8 different singers, 11 instruments, vocal groups (all types). The right combo or vocal for any song. Ampex tape, Hi-Fi disk equipment (45 or 78); Piano or organ and vocal: 1 Song, \$11.50; add any or all these instruments for \$4 each per song. Guitar, Bass, Clarinet, Sax, Drums, Steel Guitar, Violin, Celeste, write for free info sheet and price list.

DEMONSTRATION RECORD CO. (our 9th year of operation)
BOX 3404 LINCOLN, NEB.

30 years

...of service to the entertainment industry.

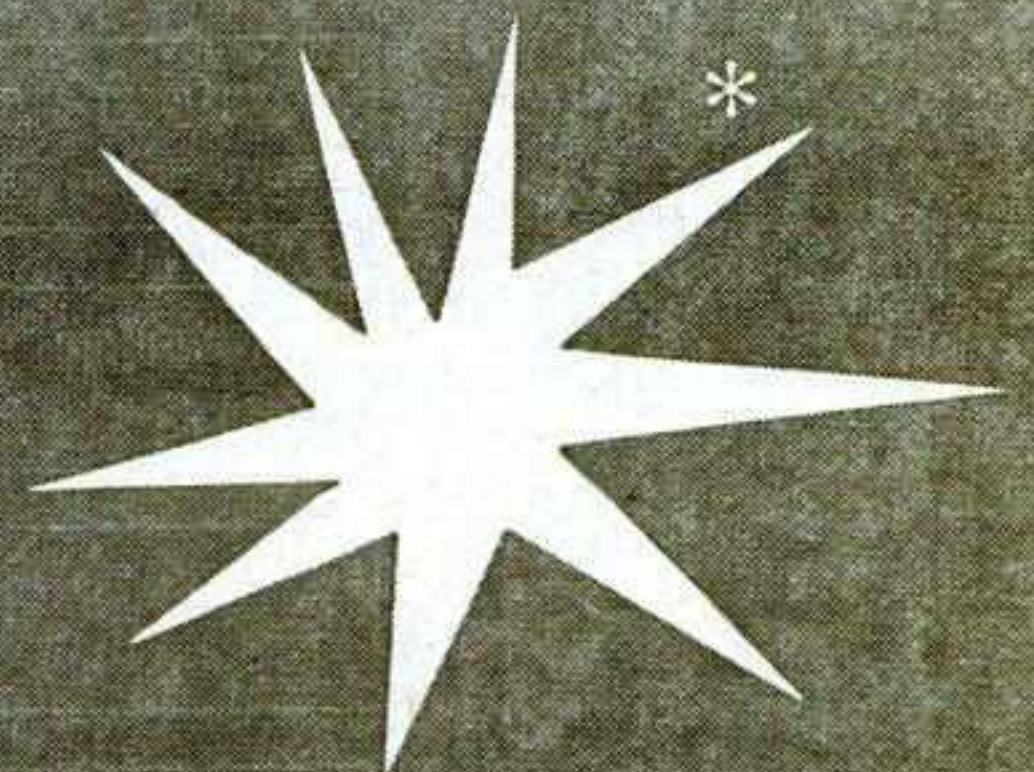
1931-1961



SESAC INC.

producers of

SESAC RECORDINGS*



*trademarks

TALENT TOPICS

NEW YORK

RCA Victor has signed Ann Margret, the Swedish lass who received a spread in Life magazine last week, to a record contract. Thrush has been touring with the George Burns act. . . . Johnny Tillotson is off on a new Midwest road tour. . . . The McGuire Sisters open at the Celebrity Club in Palm Beach, Fla., March 19. . . . Tony Martin is at the Eden Roc in Miami and opens at the Palm Beach, Fla., Playhouse February 9. . . . Cannonball Adderly opens at the Southerland Lounge, Chicago, February 6. . . . Horace Silver headlines the Apollo, New York, starting February 10. . . . The Dukes of Dixieland are on a one-nighter trip during February and March, with a series of location dates set for April in Columbus, Ohio; Pittsburgh and Houston.

Oscar Brown Jr., new Columbia pactee, is now at the Village Vanguard in New York. . . . Vet music man Art Johnson is setting up his own label called Aku Records. . . . Patti Pickens' son, David Simmons, made his first public appearance as a professional on the Ed Sullivan TV Show last Sunday. He is half of the new vocal team, Hank and David, the other half being Hank Mixsell, friend of young Simmons. . . . Conway Twitty is set for his second tour of Japan. . . . Tommy Sands will star in the forthcoming Walt Disney picture "Babes in Toyland." . . . Lou Gottlieb, musical director and comedy spokesman for the Limelinters, is now writing a music-record column for college newspapers. The Limelinters are playing college one-nighters through February. . . . Erroll Garner will appear in concert in Kansas City February 12. His concert dates after that include Portland, Seattle and Vancouver in the Pacific Northwest. . . . The Maynard Ferguson Ork has kicked off a February one-nighter trek, which started in Greencastle, Ind., and ends in Bridgeport,

Conn., February 26. After that the swinging band opens at Birdland, New York, March 2.

CHICAGO

Aretha Franklin, Columbia's recently signed 18-year-old thrush, currently having a picnic at Chicago's Playboy Club, will continue on an extended club tour: New York's Apollo, with Sam Cooke, for a week; Boston's Storyville, for a week, and then three one-nighters, again with Cooke, in Atlanta. Aretha has been working clubs for about eight months, but she's been singing since she was 10. The daughter of a Detroit Baptist minister, she concentrates on blues and jazz, and hopes to start an acting career in the "sometime future." . . . Johnny Preston, on the charts with his Mercury release, is slated for a guest spot on "American Bandstand" tonight (7).

Burns and Carlin, comedy team recording on Era, work the Playboy Club here, March 30 through April 20. They're currently at the hungry i in San Francisco. They go then to a Storyville appearance in Boston April 24-30 then on to the Racquet Club, Dayton, Ohio. Murray Becker handles the group. . . . The Tarriers are working on a spring LP release for Atlantic. The folk-singing group is concentrating too on college personal appearances. . . . Nino Nanni, sophisticated piano-vocalist who goes from Bach to Brubeck with matching humor in his current Playboy stint, is mulling a disking of "sophisticated recitatives and poetry readings." He's already got one album on Stereodiddies, taped in a New York studio with a live audience.

Jonah Jones opens at the London House here tomorrow (7). . . . Erroll Garner starts a national tour, arranged by Sol Hurok, with a Kansas City concert Sunday (12). He goes on to tour the Pacific Northwest. . . . Rakhel Hadass, Israeli songstress at the Gate

of Horn, does songs in 16 different languages, mostly Middle-East, and accompanies herself on a unique vase-shaped Arab drum. Born in Athens, Greece, she moved with her father to Haifa, Israel, graduated from Tel Aviv Academy and happens to speak English perfectly.

CINCINNATI

The Limelinters, new on the RCA Victor label, return here February 20 for their third guest shot on the Ruth Lyons "50-50 Club" beamed over the Crosley Broadcasting four-city TV network via WLW-TV here. They'll be in to plug their latest album, "Tonight in Person." Their two previous appearances on "50-50 Club" won them heavy album sales in the WLW area. On February 25, the Limelinters display their wares at Milt Magel's Castle Farm here. . . . Jon Arthur, whose "Big Jon and Sparky" was one of the hottest kid shows on radio a few years back, is in town scouting for a new post. He is reportedly negotiating with WCPO-TV's boss, Mort Watters, as a possible replacement for the 90-minute spot just vacated by George Palmer. . . . Jon Hendricks, of the jazz-singing team of Lambert, Hendricks and Ross, is reported framing a jazz show for kiddies woven around his Columbia album, "A Child's History of the Blues."

Area nitery performers and music trade folk gathered at Caproni's, downtown eatery, Sunday night (29) for a surprise party in honor of Dale Stevens, The Cincinnati Post & Times-Star showbiz columnist and record expert. The plot was engineered by comedian Al Schenk, now headquartering here. . . . Jack Larson ballys his new Fraternity release, "I Like the Way She Laughs" b.w. "The Hammer Bell Song," on the Dick Clark TV-er Wednesday night (8). . . . Harry Belafonte set for a concert date at Cincinnati Gardens May 21. . . . Jimmv
(Continued on page 50)

FOLK TALENT & TUNES

By BILL SACHS

Around the Horn

Bill Anderson (Decca) joins the Marty Robbins unit for four dates beginning February 9 in Toledo and winding up February 12 in Hammond, Ind. Three tunes penned by Anderson are currently in the charts — "I Missed Me," "Fickle Fun" and "Walk Out Backwards." . . . Little Dickie Chaffin, currently appearing at the Ohio State Country Round-Up, Columbus, Ohio, has just had his initial release on Hilltop Records, "Cryin' Heart" b.w. "Lost Love." First makes with the calypso beat; second is in the c.&w. groove. Dickie signed with Hilltop in December. . . . Jim Reeves and the Blue Boys, making the hops in Jim's new bus, left Nashville last week for an extended tour which began in Hattiesburg, Miss., Wednesday (1). They play San Antonio February 8-11; Amarillo, Tex., 16; Savannah, Ga., 17; Macon, Ga., 18; Lincoln, Neb., 22; Scotts Bluff, Neb., 23; Omaha, 24; Wichita, Kan., 25, and Kansas City, Kan., 26.

Jan and Patti North, who scored so successfully with "Lonely Moonlight" on the MGM label, are currently showing their wares at the

Variety Ranch, Minneapolis, where they've been handed a holdover until February 20. On February 7, they are staging a benefit for Dave Dudley, long-time emcee at the Flame Cafe, Minneapolis, who is confined in Methodist Hospital, that city, with injuries sustained early in December when struck by a hit-and-run driver. . . . Ernest Tubb and his lads are set for Birmingham February 7; Jackson, Miss., 8; Pensacola, Fla., 9; Jacksonville, Fla., 10; Columbia, S. C., 11, and Greensboro, N. C., 12.

Curtis Artists Productions, Goodlettsville, Tenn., announces the signing of Roger Miller (RCA Victor) to an exclusive management pact. Roger is currently on tour in the Pacific Northwest with Johnny Cash, and February 15 kicks off an extended tour of California. . . . George Hamilton IV, "Grand Ole Opry" regular, opened Monday (6) for a six-day stand at the Flame Club, Minneapolis. February 22-25 finds him in Kansas City, Mo. . . . Wilma Lee and Stony Cooper carry the "Grand Ole Opry" banner to Birmingham February 7; Jackson, Miss., 8; Pen-

sacola, Fla., 9; Jacksonville, Fla., 10; Columbia, S. C., 11, and Greensboro, N. C., 12. . . . Vista Records' first album release of 1961 is a c.&w. item featuring Stan Jones, now starring in the TV series, "The Sheriff of Cochise," in a melange of his own tunes, most prominent of which is "Ghost Riders in the Sky," which also happens to be the title of the album.

Officers of the Country Music Wives Auxiliary, formed recently in Nashville, are Mrs. Jimmy Dickens, president; Mrs. Faron Young, vice-president, and Mrs. Bill Phillips, secretary-treasurer. Purpose of the organization, according to Mrs. Dickens, is to aid needy children and to raise funds for c.&w. performers in distress. In addition, the CMWA will assist in entertaining wives of delegates to Station WSM's country music festival in Nashville in November. Wives of anyone associated with the country and western music business is eligible to membership, Mrs. Dickens says. For further details write to Country Music Wives
(Continued on page 51)

NIGHT CLUB REVIEWS

O, Oysters! Tunes Potential Hits

Having previously specialized in jazz and folk talent, Art D'Lugoff's Village Gate now has switched to the intimate musical revue format. First presentation is titled "O, Oysters!" (with a nod in the direction of "The Walrus and the Carpenter"). It has some bright and capable talent, several clever ideas and a group of interesting songs which include a couple of potential hits. On the negative side, the satire varies in quality; those sketches with a distinct point of view come off best, while those which seek merely to be irreverent turn out to be tedious.

The cast consists of four young men and two girls. The latter are Elly Stone and Louise Troy, who have songs that stop the proceedings. The four men include Bill Heyer, Zale Kessler, Danny Meehan and Jon Voight. Heyer, former trumpeter with Claude Thornhill, serves as a sort of narrator and also rendered his own sock version of "The 12 Days of Christmas" that graphically showed the transformation of a reformed German into a Nazi and back again, before the audience's eyes.

The two most interesting songs, which also have the greatest potential, are titled "Ne Me Quitte Pas" (Do Not Go Away) and "Carousels and Cotton Candy." Both tunes were clefted by Parisian songwriter Jacques Brel and have been very popular in France; Columbia Records is understood to have early plans for recording both. English lyrics have been provided by Erric Blau, co-producer of the revue, and both songs are sung by Elly Stone, effectively and dramatically. The first is a mysterious, wistful song of heartbreak, the second an innocent-sounding item that suddenly turns into a terrifying and unforgettable experience.

A novelty tune with possibilities is "29.50," with music and lyrics by Danny Meehan, bemoaning the sum that invariably is left from the paycheck after taxes, despite increases. It's a catchy item hitched to a Latin beat. Miss Troy's "Least of All Love" is a torrid selection with a somewhat cynical lyric that was performed to the hilt. A selection with possibilities as an instrumental is a novelty labeled "Marching Song of World War III."

The sketches are the aspects of "O, Oysters!" that need doctoring most. A running skit, stemming from the tale of Chicken Little, continued at intervals between musical selections, but is just not strong enough for such prominent use. Since there were five separate segments, their replacement by some really sock sketches could make the show a real contender. As is, there are some interesting positives to counterbalance the weaker aspects.
Sam Chase.

★ ★ ★

Playboy Club Treats Ears & Eyes

Chicago's long-eared, but not long-haired Playboy Club claims you can do a night on the town without leaving the premises—you just about can. The club's new bill, unwrapped last week, featured the folk-singing Tarriers, comic Dick Gregory and hypnotist Sam Vine, in its new Penthouse Room (no relation to the Playboy's television show of the same name); and songstress Aretha Franklin, comic-balladeers Will Holt and Dolly Jonah, and piano-vocalist, Nino Nanni, in The Library. This, plus what the club itself describes as a "bustly brace of cottontailed bunnies," makes for an interesting evening of fun.

The Tarriers, now on Atlantic, don't appear to have hurt a bit from a recent change in personnel. Bob Carey, guitar, is the only holdover from the group's Glory Record days. Eric Weissberg, banjo, and Clarence Cooper, guitar, replace former lead singer Erik Darling, and Alan Arkin. Sticking to straight folk-favorites like "Rock Island Line," "John Hardy" and "Hallelujah," the boys trade choruses back and forth and add a strong instrumental backing that is very listenable in itself. They give out with a rousing, laughing, foot-stomping selection of songs and are generally apt, in the chorus, to throw their heads back, yell "here we go," and have half the audience pounding or humming with them.

Aretha Franklin, at 18, has a lot of poise and just plain good jazz sense for one of her years. Accompanying herself on piano, and backed by bass and drums, she opened with a jumpy "Lover," and moved into a slow, wistful, heavily-accented "The Masquerade Is Over," that unfortunately was too quiet for a convention audience that was listening with a tilted glass. So, she jumped back into a good, heavy-beat "Sweet Love," and had her audience right back again. Aretha is a strong jazz-type vocalist, shows a lot of imagination in her timing and phrasing, and above all, sounds very good.
Nick Biro.

★ ★ ★

TV REVIEW

Mitch Miller Show Folksy, Nostalgic

Incongruous though it sounds, Mitch Miller may very well be 1961's Lawrence Welk. His first regularly scheduled "Sing Along" show (Friday, January 27, NBC-TV, 9-10 p.m. EST) was a brightly paced hour of sock musical nostalgia and wholesome family-type entertainment.

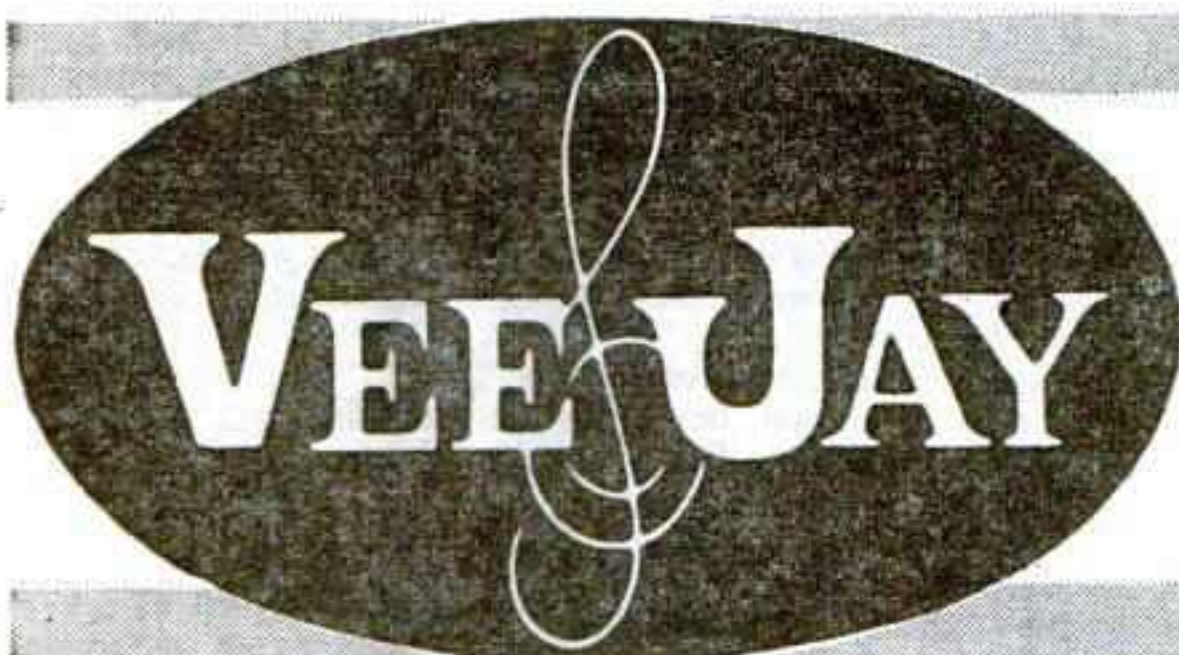
Miller himself was an affable emcee, but seemed a trifle ill at ease at times. However, that only added to the folksy quality of the show, and for all we know it may be a calculated move to offset the Beatnik aura of his famous beard.

The show offered a bonanza of plugs to old-line music publishers, with 25 tunes—mainly oldies—featured last Friday (27). Columbia Records also benefited strongly since all three guest canaries—Diana Trask, Leslie Uggams and Gloria Lambert—are Columbia artists. In addition, of course, all 11 of Miller's phenomenally successful "Sing-Along" albums were accorded invaluable exposure throughout the entire show.

The three guest thrushes all registered nicely in showmanly production numbers but the real stars of the show were the 25 virile-voiced, middle-aged members of the all-male "Sing Along" chorus. Their rich, robust renditions of old favorites was the vital heart of the program. June Bundy.

BUY 10 - GET 1 FREE

IN THE CATALOG - WIDE



ALBUM PLAN TILL FEB. 24, 1961

VEE JAY POP & FOLK ALBUMS

TITLE	ARTIST	CATALOG NO.
OLD FAVORITES	ROCK & ROLL ALLSTARS	LP 100
DANCEABLE DIXIELAND	DAVE REMINGTON AND HIS DIXIE SIX	LP 101
CRAZY LITTLE MAMA	THE EL DORADOS	LP 1001
GOODNITE, IT'S TIME TO GO	THE SPANIELS	LP 1002
WE BRING YOU LOVE	SARAH McLAWLER & RICHARD OTTO (Stereo)	SR 1003
I'M JIMMY REED	JIMMY REED	LP 1004
I'M JOHN LEE HOOKER	JOHN LEE HOOKER	LP 1007
ROCKIN' WITH REED	JIMMY REED	LP 1008
GENE ALLISON	GENE ALLISON	LP 1009
OH, WHAT A NITE	THE DELLS	LP 1010
WADE FLEMONS	WADE FLEMONS	LP 1011
MEMPHIS SLIM AT THE GATE OF HORN	MEMPHIS SLIM	LP 1012

SPECIAL PRICE FOR DEALERS—\$1.86

BUT NOT INCLUDED IN THE 1-WITH-10 PLAN

TEEN DELIGHTS

DEE CLARK, WADE FLEMONS, FLAMINGOES, MOONGLOWS, SPANIELS, EL DORADOS, JERRY BUTLER, Etc.

All on one album

LP 1021

YOU'RE LOOKING GOOD	DEE CLARK	LP 1019
THE BLUES	JIMMY REED, GENE ALLISON, ROSCOE GORDON, JOHN LEE HOOKER, J. B. LENOIR, Etc.	LP 1020
FOUND LOVE	JIMMY REED	LP 1022
TRAVELIN'	JOHN LEE HOOKER	LP 1023
THE SPANIELS	THE SPANIELS	LP 1024
DEE CLARK	DEE CLARK	LP 1026
	(Stereo)	SR 1026
JERRY BUTLER, ESQ.	JERRY BUTLER	LP 1027
HOW ABOUT THAT	DEE CLARK	LP 1028

BRAND NEW POP AND FOLK LP's:

TITLE	ARTIST	CATALOG NO.
NOW APPEARING	JIMMY REED	LP 1025
HE WILL BREAK YOUR HEART	JERRY BUTLER	LP 1029
AT THE BREAK OF DAY	RICHARD OTTO & SARAH McLAWLER (Stereo)	SR 1030

VEE JAY JAZZ ALBUMS

TITLE	ARTIST	CATALOG NO.
WE BRING YOU SWING	RICHARD OTTO & SARAH McLAWLER (Stereo)	SR 1006
THE SWINGIN'EST	BENNY GREEN, GENE AMMONS, FRANK WESS, NAT ADDERLEY (Stereo)	SR 1005
WALTER PERKINS AND THE MJT+3		LP 1013
	(Stereo)	SR 1013
GO	PAUL CHAMBERS	LP 1014
	(Stereo)	SR 1014
BILL HENDERSON	BILL HENDERSON	LP 1015
KELLY GREAT	WYNTON KELLY	LP 1016
	(Stereo)	SR 1016
FANTASTIC FRANK STROZIER	FRANK STROZIER	LP 3005
	(Stereo)	SR 3005
INTRODUCING WAYNE SHORTER	WAYNE SHORTER	LP 3006
	(Stereo)	SR 3006
HERE'S LEE MORGAN	LEE MORGAN	LP 3007
	(Stereo)	SR 3007
MAKE EVERYBODY HAPPY	MJT+3	LP 3008
	(Stereo)	SR 3008
DIXIE ON THE ROCKS	DAVE REMINGTON & HIS DIXIE SIX (Stereo)	SR 3009
KELLY AT MIDNITE	WYNTON KELLY	LP 3011
	(Stereo)	SR 3011
1st BASSMAN	PAUL CHAMBERS	LP 3012
	(Stereo)	SR 3012

BRAND NEW JAZZ LP's:

TITLE	ARTIST	CATALOG NO.
LOUIS HAYES	LOUIS HAYES	LP 3010
	(Stereo)	SR 3010
MJT+3	MJT+3	LP 3014
	(Stereo)	SR 3014

VEE JAY SPIRITUAL ALBUMS

TITLE	ARTIST	CATALOG NO.
UNCLOUDY DAY	THE STAPLE SINGERS	LP 5000
AMAZING GRACE	MACEO WOODS at the Organ	LP 5001
THE HARMONIZING FOUR	THE HARMONIZING FOUR	LP 5002
THE SWAN SILVERTONES	THE SWAN SILVERTONES	LP 5003
THE ORIGINAL FIVE BLIND BOYS	THE ORIGINAL FIVE BLIND BOYS	LP 5004
THE HIGHWAY QC'S	THE HIGHWAY QC'S	LP 5005
SINGIN' IN MY SOUL	THE SWAN SILVERTONES	LP 5006
WILL THE CIRCLE BE UNBROKEN		LP 5008
THE LORD WILL MAKE A WAY	MACEO WOODS at the Organ	LP 5010

BRAND NEW SPIRITUAL ALBUMS

TITLE	ARTIST	CATALOG NO.
JESUS IS WAITING	HIGHWAY QC'S	LP 5007
GOD WILL TAKE CARE OF YOU	HARMONIZING FOUR	LP 5009

ORDER TODAY

FROM YOUR VEE JAY DISTRIBUTOR



1449 S. Michigan, Chicago 5, Ill. (Ph.: WEBster 9-3970)

Disk Clubs Spawn Hybrid Deals for Special Groups

NEW YORK — The continued success of the major labels' record clubs has spawned a number of interesting variations on the idea. Examples are the Jewish Record Club of America, The Business Man's Record Club, and The Top Hit Club, a record club specially designed for dealers.

The Jewish Record Club of America ran a page ad in The New York Times a couple of weeks ago offering the LP, "Great Cantors of the Past," as a free bonus record to new members.

Members must agree to buy four additional records (prices ranging from \$2.98 to \$4.98) from the club within 12 months. Postage, sales tax and handling costs are extra. Additional free bonus albums are sent to members after every fourth LP purchase.

The club's first month's selection is "Great Cantors of the Present," with "Memories of the Yiddish Theater" (starring Molly Picon, Maurice Schwartz, Menasha Skulnick and others) as alternate selection. Charter members also receive a Jewish Record Club Newsletter (featuring essays, reviews and the history of Hebrew Music) as an extra bonus.

The Business Man's Record Club, which was advertised in Manhattan newspapers last month, spotlights spoken-word-type LP's featuring well-known business executives. Each month's album selection features discussions of various management problems.

The Top Hit Club, launched by Macy's Department Store here, is a packaged service, whereby dealers offer patrons membership in a singles club. With the initial shipment of 18 "top hit tunes" (covers of the original hit singles disks) members receive 12 current hit tunes

NARM Appoints Jules Malamud to Exec. Sec'y Post

NEW YORK — Jules Malamud has been appointed as full-time executive secretary of the National Association of Record Merchandisers (NARM). The appointment was made by NARM President Harold Goldman.

Malamud has been for the past five years the vice-president in charge of sales for Dave Miller's record firms, Somerset and Stereo Fidelity Records. Prior to that post, Malamud was with Jubilee and Essex Records and with the record division of Simon and Shuster. He has resigned his post with Somerset-Stereo Fidelity, and will start his job with NARM, March 1.

Malamud worked closely with rack jobbers while he was at the Dave Miller labels. He helped set up arrangements for rack jobbers to buy their product directly from Somerset instead of through distributors, controversial policy followed by some other manufacturers of low-price goods.

The new executive secretary's first job will be to work closely with NARM counsel Earl Foreman, to plan the organization's third annual convention in Miami Beach, April 24 to 28. He expects to act as liaison between NARM members and record manufacturers.

free for a total of \$2.98, plus postage and handling charges.

Members also receive free copies of the "Top Hit Club News" and an extra bonus certificate with every shipment of 18. Four bonus certificates entitle a member to receive a bonus record. (See story in Merchandising Department for further details on club.)

Kessler Quits Post At Col. Mex. Plant

MEXICO CITY — Mike Kessler, long-time manager of the Columbia plant here, resigned his post two weeks ago. The new manager of the Columbia label here is J. M. Villarreal. Columbia has also made changes in its sales department. The new sales chief is Armando De Llano, who succeeds Fred Speilberger, who resigned.

U.K.'s Disk Makers

• Continued from page 2

lion during the whole of 1957. Exports of pressed disks fell heavily last year.

As in general sales, 1957 marked the peak demand for 78 r.p.m. disks. Some 54.1 million were sold then, whereas 1960's total is not likely to exceed 3 million, most of which were specially made for export. It was not until 1958 that all manufacturers switched to primarily 45 r.p.m. production for singles. The end has come remarkably swiftly.

Latest official figures cover November and show sales of \$4.7 million, which was 13 per cent more than in November, 1959. As a reversal of the recent trend, exports at \$975,000 were about 9 per cent higher than the previous November.

Unit sales in the month totalled 8.4 million, 1.7 million more than November, 1959. Elvis Presley's "It's Now or Never," which had incredible success at the end of the year, must have accounted for nearly one million of the six million sales of 45's during the month—a 28 per cent increase on the previous year. LP production, at 1,989,000 was 23 per cent more, but 78 r.p.m. sales, at 336,000 were 14 per cent fewer.

ROACH GROUP NOT ON CANDID

NEW YORK—In a jazz album record review (BMW, January 23), the Max Roach group was erroneously listed as being a part of the "We Insist—Max Roach's Freedom Suite" disk on Candid. Roach, who is a Mercury artist, was given special permission to appear on the date by his firm, but other members of his group did not appear.

TV Committee Groups Named

WASHINGTON — The All-Industry Committee which will negotiate TV music licensing with the American Society of Composers, Authors & Publishers has set up two special subcommittees, one on finance and one on legal affairs. Hamilton Shea, chairman of the committee and president of WSWA-TV, Harrisonburg, Va., appointed the subcommittee members at the first meeting of the music license negotiators held recently.

Membership of the committee on finances includes Campbell Arnoux, WTAR, Inc., Norfolk, Va., chairman; Clifford M. Kirtland Jr., of Transcontinent Television Corporation, New York, and J. B. Fuqua, president and general manager of WJBF, Augusta, Ga.

Appointed to the legal affairs subcommittee were William Grant, president and general manager of KOA-TV, Denver, chairman; Charles C. Woodard Jr., vice-president Westinghouse Broadcasting Company, New York, and John E. McCoy, vice-president and secretary, Storer Broadcasting Company, Miami Beach, Fla.

Other members present at the All-Industry Committee meeting were Alan J. Hartnick, Metropolitan Broadcasting Corporation, New York; Nathan Lord, WAVE-TV, Louisville; John T. Murphy, vice-president for television, Crosley Broadcasting Company, Cincinnati; Robert H. Smith, WCYB-TV, Bristol, Va., and Raymond W. Welpott, WRCV-TV, Philadelphia.

Columbia Offers Prize for Finest L. A. Show Display

HOLLYWOOD — Columbia's branch here is launching a dealer contest in conjunction with the label's February show-album restocking program. Winner will get an all-expense paid trip to New York for two to see the Lerner & Loew musical, "Camelot." Contest is open only to dealers in the Los Angeles branch territory.

To qualify, a dealer must submit a photo of an all-Columbia Broadway show-window display. Any size or type photo will be accepted. It must be mailed to the Columbia branch here, postmarked no later than February 24. Submission of the photo entitles a dealer to as many drawing coupons as copies of the "This Is Broadway's Best" album he has purchased.

The show-album sales drive kicked off Monday (30) and will remain in effect until March 3. It offers dealers a 10 per cent discount on all Columbia original-cast Broadway albums. "This Is Broadway's Best" is a double-LP sampler consisting of 20 tracks from Columbia's show albums. It lists at \$4.98 for "available" stereo or monaural. Half of the selections are available in stereo, inasmuch as the earlier show albums were made in pre-two channel days.

Columbia is limiting the sale of the sampler to equal the number of show albums each dealer orders. Thus, dealers here who will receive

CRDC Execs Given Special Selling Areas

HOLLYWOOD — Capitol Records Distributing Corporation last week divided its executive sales echelon into three separate units, each of which will concentrate its efforts entirely on its assigned segment of Capitol's product—albums, singles and portable phonographs and accessories.

Each group is headed by a product sales manager who reports to CRDC vice-president, national sales and operations manager Bill Tallant. Purpose of the move: to devote full-time, specialized attention to the sales management of each line.

This arrangement, according to CRDC president Mike Maitland, will give the firm a far more flexible sales operation. Sales trends, he said, would be spotted more readily in each field and with a specialist at the sales helm of each product group, CRDC could move with greater speed to cash in on changing market conditions.

CRDC's newly named sales triumvirate includes Bill Mikels as album sales manager embracing pop, classical and Angel package merchandise (he was CRDC merchandising manager); Jay Swint as singles sales manager (he was promotion manager); Don Hassler as sales manager of portable phonographs, accessories and special products (he was CRDC's special markets sales manager).

Each will work with CRDC's branch and distributor sales and operations managers on the sales side, and in conjunction with its merchandising department in mapping promotions. Swint, the new singles sales chief, will dovetail his activities with Voyle Gilmore, singles artist and repertoire head, and with Joe Csida, Capitol eastern operations vice-president, who holds the executive reins on all facets of the company's activities.

Gould Joins Ram; To Manage Firms

HOLLYWOOD—Veteran music publisher Mike Gould last week joined Buck Ram's Personality Productions as an associate to take charge of Ram's world-wide music publishing interests. In addition to serving as general manager of the music firms, Gould will scout new talent for the personal management facet of Ram's activities as well as work with him in the placement of the Ram-produced masters.

Gould has been in the music publishing field the past 20 years. He headed Capitol's subsidiary firms, Ardmore and Beechwood, for six years. Prior to that he was with Bourne Music for five years. More recently, he has been active in placement of talent in Australia and arranged several Down-Under tours for U. S. disk artists. Travels abroad include three trips to Europe in setting publishing affiliation deals.

Ram's music firms include AMC and Glean Music, both ASCAP, and Argo and Symbol, both BMI. Ram also owns Antler Records.

HOLLYWOOD—Clu Gullieger, who portrays Billy the Kid on NBC-TV's "The Tall Man" series, has been signed to a long-term Capitol Records contract. His debut release will be an original song-recitation single, "Billy the Kid." Label is banking on his current TV popularity and his promising film future to make him a hot disk prospect.

drawing coupons based on the number of "Broadway's Best" albums they buy will, in effect, get a coupon for every show album they purchase during the program.

ANDY WILLIAMS

DON'T GO TO STRANGERS

CADENCE 1389



VIC DANA

OUR PICK OF THE WEEK

Record Dist., Philadelphia
Cadet Dist., Detroit
Todd Dist., Miami
Southern Dist., Nashville
John O'Brien, Milwaukee
Tri-State, Ft. Wayne, Ind.
Hoosier Dist., Indianapolis
Alan Dist., Richmond
Jather Dist., Minneapolis
B & K Dist., Okla. City
Mid-America, Des Moines
Arnold Dist., Charlotte
General Dist., Baltimore
S&W Dist., Memphis
Stan's, Shreveport
Cosnat Dist., Cincinnati

"KATIE DEAR"

b/w

"BECAUSE OF YOU"

by the

BREWSTER BROTHERS

Janet #221

Thanks, DJ's, from JANET RECORDS
139 Bridge St., Manchester, Ky.

"..one of the Best novelty records in a long while"



MARK

("TEEN ANGEL")

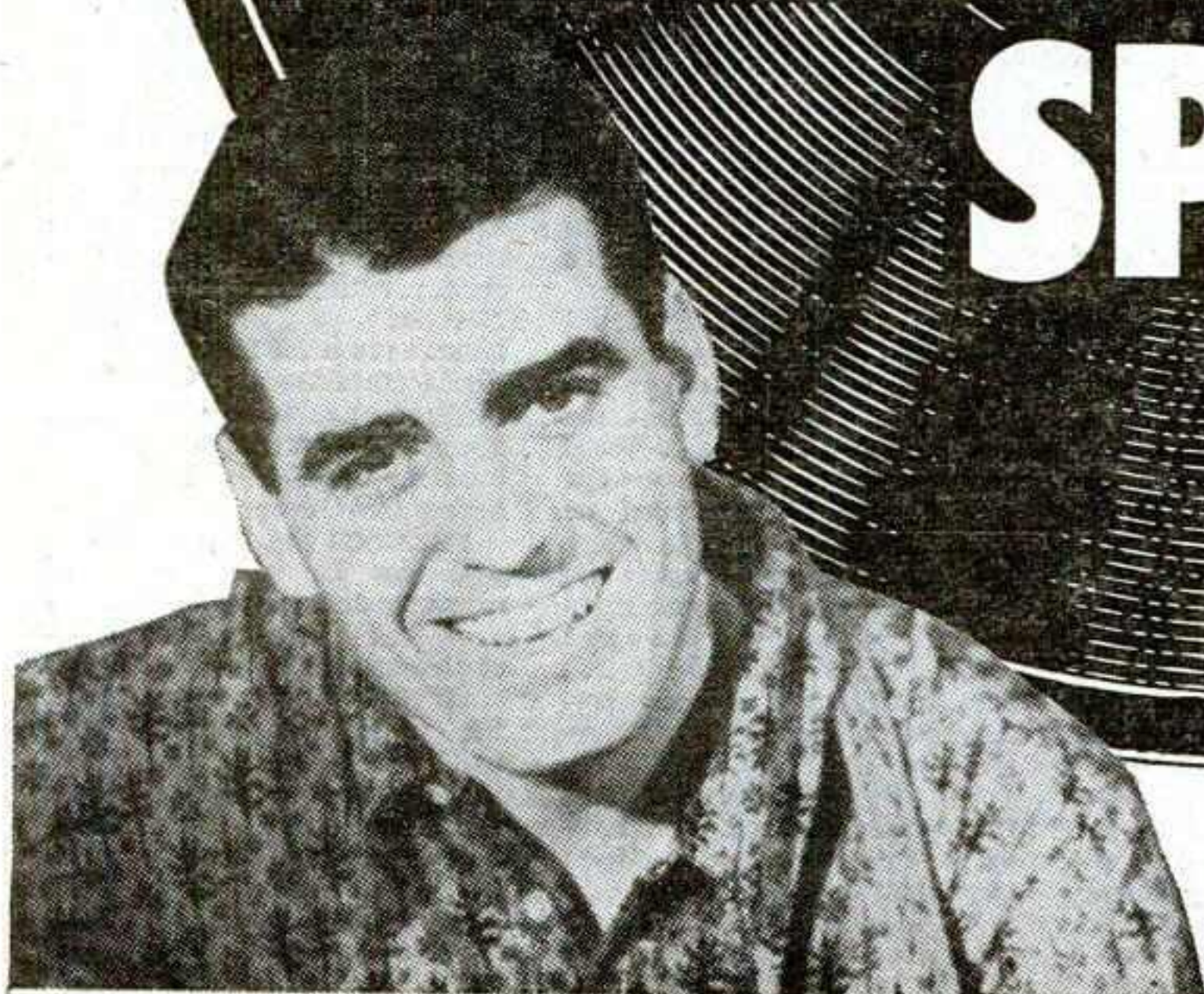
DINNING

sings

**TOP FORTY, NEWS
WEATHER AND
SPORTS**

K 12980

PICKED AS
A HIT
BY ALL
TRADEPAPERS



the
starpower
label...

M-G-M Records

1540 Broadway N. Y. 36, N. Y. JU 2-2000

BRITISH NEWSNOTES

Polydor Distributes Hickory; 'Digest' to Offer More Disks

By DON WEDGE
News Editor
New Musical Express

Polydor, the pop label of Deutsche Grammophon, is making an energetic attempt to become a substantial force in the British market. Its latest move is a catalog deal with Wesley Rose's Nashville-based Hickory Records, negotiated by Polydor's Sales Manager John Phillips and visiting attorney from the United States, Harold Orenstein, last month.

Previously, Polydor had released several Hickory sides on individual deals—the latest being Tommy Zang's "Hey Good Lookin'."

The Reader's Digest which is launching a pilot scheme to test the market for its special RCA LP offer, on similar lines to its American scheme, is expected to put out a second batch of disks in the next few weeks.

DISTRIBUTION: MGM has picked up Marion Ryan's EMI recording of "It's You That I Love" for American issue... The U. S. label Tikva, specializing in Jewish records, will be handled here by a new indie line, Transatlantic.

VISITORS HERE: Shapiro-Bernstein's Vice-President Dick Voltter due in London tomorrow (7) for negotiations with Cyril Shane on activating the British branch of the firm.... Dimitri

BELGIAN NEWSNOTES

Cousins Slate TV Continental Dates

By JAN TORFS
Juke Box Magaine,
Mechelen, Belgium

The Cousins' Palette effort "Kili Watch" is still climbing on the Belgian charts. The group was invited to appear on Dutch television January 18, Belgian television January 29, and French television January 30, while dates for Luxembourg and Frankfurt TV have yet to be confirmed.

Elvis Presley flicker "G.I. Blues" made its debut in Belgium. The German folk song "Muss I Denn" (Wooden Heart) has been released as a single and will surely bring a third Elvis record to our Top 20 since "Are You Lonesome Tonight" and "It's Now or Never" are still enjoying good sales.

NEW RELEASES: "Welcome Home," a Belgian tune penned by Jean Evans has been given English lyrics by Marcel Stellman and sold for foreign release by Belgian publisher Peter Plum. A first recording has been made by Sammy Kaye, with Johnny Amoroso and the Kaydets.

Will Tura, Belgium's most popular teen-ager's idol, still doing his military service, has a new Palette platter, "Zwart, Geel, Rood," meaning "Black, Yellow, Red," the colors of our national flag.

DISTRIBUTION: Starting February 1, Funkler records will be distributed in Belgium by Palette.

EXHIBITION: Every year, Flemish Television organizes a TV-Exhibition in Antwerp. This year, it will take place from February 25 to March 6. Many well known recording artists will be present and a national singing contest will be held. Winner of this contest gets a recording contract and is invited for further TV appearances. The annual TV-dance is scheduled February 17, before the opening of the Exhibition.

Tiomkin was here to work on the score for "The Guns of Navarone."

PERSONALS: Paul S. Lynton has resigned as general manager of Rank Audio Plastics, a company formed to manufacture in the printed laminated plastic disk field. Lynton is re-forming his Lyntone Recordings firm which was bought by Rank when he joined the group last year.

WITHDRAWN: "My Empty Arms" by Jackie Wilson, issued by the British Decca subsidiary Coral, had to be withdrawn because of copyright complications.

TALENT TOURS: After visiting the Continent, Connie Francis is expected in London for about 10 days from March 4; she will use the period for recording another London album, one concert and one TV date.

PUBBER ROW: The Southern group has set up a subsidiary, Meridian Music, to handle British compositions exclusively. In charge will be Terry McGrath who will also be responsible for Iver Records, Southern's disk producing firm. Bobbie Britton moves up to replace McGrath as professional manager of Southern with all working in the direction of managing director, Bob Kingston.

RECORD SALES: "Sailor" again takes the chart limelight this week—now with two Top 10 versions; Petula Clark's Pye version is at No. 2 and strongly placed, while Anne Shelton (Philips) has moved up 12 places to No. 10.... "Rubber Ball" has bounced upwards also in duplicate; Bobby Vee (London) at No. 8 and Marty Wilde (Philips) at No. 12.... Among new entries in the chart are Billy Fury's cover of "A Thousand Stars" (Decca); Conway Twitty: "C'est Si Bon" (MGM) and the late Buddy Holly's "What to Do" (Coral)... Moving chartward are "A Scottish Soldier" by Andy Stewart (Top Rank) and the Avons' version of "Rubber Ball" (Columbia).

NEW SINGLES: There were two cases this week of a U. S. chart number being released on the same label. The Innocents' "Gee Whiz" (from Indigo) was
(Continued on page 18)

Best-Selling Pop Records in BRITAIN

Week ending February 3, 1961
(Courtesy New Musical Express, London)

Last This Week	This Week	Title	Artist
1	1	ARE YOU LONESOME TONIGHT?	Elvis Presley (RCA)
6	2	SAILOR	Petula Clark (Pye)
2	3	POETRY IN MOTION	Johnny Tillotson (London)
5	4	PEPE	Duane Eddy (London)
3	5	PORTRAIT OF MY LOVE	Matt Monro (Parlophone)
4	6	I LOVE YOU	Cliff Richard (Columbia)
11	7	YOU'RE SIXTEEN	Johnny Burnette (London)
15	8	RUBBER BALL	Bobby Vee (London)
9	9	COUNTING TEARDROPS	Emile Ford (Pye)
20	10	SAILOR	Anne Shelton (Philips)
7	11	BUONA SERA	Acker Bilk (Columbia)
18	12	RUBBER BALL	Marty Wilde (Philips)
13	13	IT'S NOW OR NEVER	Elvis Presley (RCA)
10	14	STAY	Maurice Williams and the Zodiacs (Top Rank)
14	15	MANY TEARS AGO	Connie Francis (MGM)
12	15	PERFIDIA	Ventures (London)
21	17	SWAY	Bobby Rydell (Columbia)
21	18	PILTDOWN RIDES AGAIN	Piltown Men (Capitol)
8	19	SAVE THE LAST DANCE FOR ME	Drifters (London)
16	20	LIKE STRANGERS	Everly Brothers (London)
19	21	DOLL HOUSE	King Brothers (Parlophone)
26	22	PEPE	Russ Conway (Columbia)
25	23	LITTLE GIRL	Marty Wilde (Philips)
—	24	A THOUSAND STARS	Billy Fury (Decca)
29	25	NEW ORLEANS	U. S. Bonds (Top Rank)
17	26	GOODNESS GRACIOUS ME	Peter Sellers and Sophia Loren (Parlophone)
30	27	CHARIOT	Rhet Stoller (Decca)
—	28	C'EST SI BON	Conway Twitty (MGM)
—	29	WHAT TO DO	Buddy Holly (Coral)
—	29	BANGERS AND MASH	Peter Sellers and Sophia Loren (Parlophone)

JAPANESE NEWSNOTES

Production Hits High in Japan

By JOHN LUCKWEST
Tokyo

November production of Japanese phonograph records surpassed the previous month and set an all-time high for the industry here. Some 78 r.p.m. sides (a few native recordings are still pressed at this speed) showed a 53 per cent decrease in quantity and sales. There was an increase of some 38 per cent in LP quantity and an increase of 32 per cent in the amount of sales. The 45 singles increased by 18 per cent in quantity and 7 per cent in sales in comparison to the same period for 1959.

Stereo LP's sold 258,000 for \$552,777, while stereo singles and EP's did 64,000 for \$48,472.

The breakdown of the production is:

	Japanese	Foreign	Total	Sales
LP	332,988	538,629	871,617	\$1,853,328
EP	57,734	76,219	133,953	\$ 112,658
Single	712,027	636,529	1,348,556	\$ 695,311
78	260,013	—	260,013	\$ 177,208
Total	1,362,762	1,251,377	2,614,139	\$2,778,505

The above figures include only the records produced by nine member companies of the Japan Phonograph and Record Association.

VISITORS: Ives Montand arrived January 11 to play in the movie "My Geisha" with Shirley MacLaine, Edward G. Robinson and others. In reply to a question as to the cancellation of his last scheduled concert tour in Japan, he said that he paid \$125,000 in damages to his Japanese sponsor which is three times more than what he could get here, and that he would come back this autumn when he makes a round-the-world concert tour. Further, he said he would contribute his earnings from "My Geisha" to charity in Japan. He

will stay here for two months, but will have no time to sing for Japanese people.

Sammy Davis Jr. is expected sometime late in March or April. Warner picture "Ocean's 11" is now being shown in Tokyo. And his "EEE-O Eleven" and "Ain't That a Kick in the Head?" from the picture was released by Verve Records.

SESSIONS: King Records, an affiliate of Mercury and London Records here, recorded NHK Symphony Orchestra at the Bunkyo Public Hall, January 8. The orchestra is owned by NHK (Radio Corporation of Japan) and recently completed the round-the-world concert tour. The selections included "Wild Man" by Urato Watanabe, one of the most popular Japanese orchestral compositions and other classical

works. The recording is one of the projects to commemorate the 30th anniversary of King Records.

Nippon Columbia recorded an LP by Siegfried Behrend, German guitarist, consisting of Paganini "Sonata in D Major," Villa-Lobos "Prelude and Etude No. 1 and 3" and others.

Nippon Westminster Records cut a couple of stereo LP's by the visiting Vienna Concert Quartet and Badura-Skoda, Viennese pianist. Skoda's recording includes popular numbers such as "For Elise" and "Rondo Capriccio" by Beethoven and other European composers. Westminster is now offering those masters to overseas recording companies.

ITALIAN NEWSNOTES

Medals for San Remo Finalists

By SAM'L STEINMAN

Piazza San Anselmo 1, Rome Each of the singers who entered the finals of the San Remo Festival received gold medals on the third and final evening of the competition, but since no decision was reached on account of the nation-wide balloting, the occasion lacked the glamor of the final evenings of other years.

Of the various labels represented in the competition, only four failed to be represented in the final.

Greatest surprise of the event was a severe criticism of the entire event by the Vatican's newspaper, Osservatore Romano, for "the poverty of inspiration and content of the songs... a festival that we should forget as soon as possible."

VISITORS: Lionel Hampton spent a week of vacation in Rome. One of his visits was to the producers of "America By Night," for whose film he composed and played the theme.... Bob Azzam, French - Egyptian singer, whose "Mustapha" was one of France's hits of 1960, is in Milan for appearances at the Olympia Music Hall.

NEW RECORDINGS: Sophia Loren, who was a British best-seller with Peter Sellers, in 1960, is now being offered with Paolo Bacilieri to Italian audiences by Decca Italiana on the (Dot) sound track of "It Happened in Naples"... The only hit of the late and unlamented "Canzonissima" series, the "La La La" song of Alberto Lionello will be offered as a new Italian disk.... RCA Italiana has jazzed up Neil Sedaka's "Calendar Girl" release in Italy by putting Scilla Gabel, comely Italian film starlet on the cover.... One which will confuse record-buyers are two forthcoming film sound tracks from "I Love, You Love" and "I Kiss, You Kiss"... Graz, lots!

Best-Selling Pop Records in ITALY

Week ending February 4, 1961
(Courtesy Musica e Dischi, Milan)

Last This Week	This Week	Title	Artist
1	1	WHAT A SKY	Nico Fidenco (RCA)
2	2	IL CIELO IN UNA STANZA	Mina (Italdisc)
4	3	DUE NOTE	Mina (Italdisc)
3	4	TE VURRIA VASA'	Peppino Di Capri (Carisch)
5	5	SASSI	Gino Paoli (Ricordi)
15	6	ARE YOU LONESOME TONIGHT	Elvis Presley (RCA)
6	7	LES ENFANTS DU PIREE	Dalida (Barclay)
7	8	SE CI SEI	Umberto Bindi (Ricordi)
8	9	DOVE SEI/SUMMER'S GONE	Paul Anka (Columbia)
9	10	LOOK FOR A STAR	Garry Mills (Top Rank)
10	11	NOTTE DI LUNA CALANTE	Domenico Modugno (Fonit)
12	12	TELL LAURA I LOVE HER	Ricky Valance (Columbia); Ray Peterson (RCA)
13	13	LIEBELEI	Rolf Bauer (Voce del Padrone)
11	14	IT'S NOW OR NEVER	Elvis Presley (RCA)
16	15	JEALOUS OF YOU	Connie Francis (MGM)
—	16	THE GREEN LEAVES OF SUMMER	Nelson Riddle (Capitol)
19	17	THEME FROM THE APARTMENT	Ferrante and Teicher (London)
—	18	ERA SCRITTO NEL CIELO	Mario Marini (Durium)
14	19	MILORD	Dalida (Barclay); Edith Piaf (Columbia)
—	20	TAKE ME TO YOUR LADDER	Buddy Clinton (Top Rank)

FRENCH NEWSNOTES

U. S. Disks in Parisian Bistros

By EDDIE ADAMIS

92, Quai du Marechal Joffre Courbevoic (Seine)

Recorded music is the latest thing to invade the Parisian night club scene. The famous Le Carroll's has recently begun to use recorded music as the background for its shows and any number of other night spots are doing the same thing. The popularity of U. S. music on disks with dancers and choreographers accounts for the fact that 80 per cent of the staging music is American-made.

ON THE WAY UP: Charles Trenet has snipped his long-time ties with publisher Raoul Breton to sign with Chappell. First song to be published is "Les Voix du Ciel." Some 20 recorded versions are already scheduled. According to Georges Roquiere, Chappell's director, "Les Voix du Ciel" might break internationally as did the biggest of Trenet's hits: "La Mer."

NEW RELEASES: "Stay" appeared in duplicate — Maurice Williams and the Zodiacs on Ricordi and Little Joe and the Thrillers on Fontana.... Vocal group Les Barclay recorded a new version of "Le Bleu de l'Ete" (Green Leaves of Summer).... Aime Barelli has come out on Barclay label with an instrumental version of "La Joie d'Aimer" (The Unforgiven).... Also on Barclay, a vocal version of the oldie "Bye Bye Blackbird" by Renee Lebas.

SALES FIGURES: Gerard Philippe's record of Saint Exupery's "Le Petit Prince" has been translated into 17 languages. 400,000 copies have already been sold.... 100,000 copies of "Le Bleu de l'Ete" (Green Leaves

of Summer) by Les Compagnons de la Chanson have been sold in one month.

NEW ALBUMS: Guy Lafitte has recorded for Columbia an EP containing four U. S. standards.... Capitol has released "Bells Are Ringing" by Judy Holliday and Dean Martin.... Bobby Darin's album "Darin at the Copa" (Atlantic) has been issued here.

PUBBER ROW: Publisher Paul Beusher has been busy on "Tu Peux" (French version of oldie, "Narcissus"). There are eight vocal and 11 instrumental recorded versions of the tune.

NEW SINGLES: "Exodus" by Ferrante and Teicher and "The Magnificent Seven" by Al Caiola, both come from United Artists. "Seat Down" b-w "Dry Bones" by the Delta Rhythm Boys are on Vega.... "Mack the Knife" gets numerous airings along with "Good Morning Blues" by Ella Fitzgerald (Barclay)... "Roosting Goose" and "Revival" by Johnny and the Hurricanes is on London and "I Could Have Danced All Night" by Peggy Lee is on Capitol.... "Sway" b-w "Groovy Tonight" by Bobby Rydell on Columbia, have appeared here.

PERSONALS: Pierre Hiegel, who was for years artist and repertory director for Pathe-Marconi, has been appointed general counsellor of Artec-Odeon.

OBITUARY: Jacques Larue, 55, well-known French lyric writer, died January 23 in Paris. Vice-president of honor of the SACEM (French Society of Authors and Composers), Jacques Larue had written many French lyrics to hits among them "Moulin Rouge," "Bambino" and lately "Never On Sunday."

BOBBY DARIN'S

LAZY RIVER



Richard Behrke, Arranger-Conductor

ATCO 6188

Bobby's Biggest since "MACK THE KNIFE"!

b/w

"OO-EE TRAIN"

Ernie Freeman, Arranger-Conductor



A GUARANTEED SALESMAN TWO RECORDS FOR THE PRICE OF ONE "BROADWAY'S BEST"

- ★ A two-record set of show-stoppers by the stars who made them famous.
- ★ Every song taken from a great Columbia Original Cast album.
- ★ Packaged with an exciting 16-page picture story of Broadway on records.



Plus

- ★ Animated Display—Brochure—Merchandiser—National Advertising.
- ★ A complete package that will help you sell the entire Columbia Original Cast album catalog.

THE BUY OF THE YEAR ON COLUMBIA RECORDS 

© Columbia, © Brunswick, Philadelphia, S. A.

BILLBOARD MUSIC WEEK

BEST SELLING

NOTE: The listings on this spread are the nation's best selling LP's in the period specified above...

BEST SELLING POP VOCAL LP'S

Listed Alphabetically

MALE VOCALISTS

- Anka at the Copa (M) Paul Anka... ABC-Paramount ABC 353
Paul Anka Sings His Big 15 (M) ABC-Paramount LP 323
Belafonte at Carnegie Hall (M-S) Harry Belafonte... RCA Victor LOC 6006...

FEMALE VOCALISTS

- Annette Sings Anka (M) Vista BV 3302

BEST SELLING COMEDY LP'S

Listed Alphabetically

- An Evening With Mike Nichols and Elaine May (M) Mercury OCM 2200
Button-Down Mind of Bob Newhart (M) Bob Newhart... Warner Bros. 1379
Button-Down Mind of Bob Newhart Strikes Back (M) Bob Newhart... Warner Bros. 1393...

DUOS AND GROUPS

- Date With the Everly Brothers (M) Warner Bros. WB 1395
Encores of Golden Hits (M) Platters Mercury MG 20472
Fabulous Style of the Everly Brothers (M) Cadence 3040
From the hungry I (M) Kingston Trio Capitol T 1107...

CHORUSES

- Fireside Sing Along With Mitch (M-S) Mitch Miller... Columbia CL 1389; CS 8184
Folk Song Sing Along With Mitch (M-S) Mitch Miller... Columbia CL 1316; CS 8118
March Along With Mitch Miller (M) Columbia CL 1475
Memories Sing Along With Mitch (M-S) Mitch Miller... Columbia CL 1542; CS 8342...

BEST SELLING SHOW MUSIC LP'S

Listed Alphabetically

ORIGINAL CAST

- Bye Bye Birdie (M-S) Original Cast... Columbia KOL 5510; KOS 2025
Camelot (M-S) Original Cast... Columbia KOL 5620; KOS 2031
Fiorello (M-S) Original Cast... Capitol WAO 1321; SWAO 1321
Flower Drum Song (M-S) Original Cast... Columbia OL 5350; OS 2009...

SOUND TRACK

- The Alamo (M) Sound Track... Columbia CL 1558
Ben-Hur (M-S) Rome Symphony Orchestra (Savina)... M-G-M 1E1; 1SE1

- Can Can (M-S) Sound Track... Capitol W1321; SW 1321
Carousel (M) Sound Track... Capitol W 694
Exodus (M-S) Sound Track... RCA Victor LOC 1058; LSO 1058
G. I. Blues (M-S) Elvis Presley... RCA Victor LPM 2256; LSP 2256...

- Student Prince (M) Mario Lanza... RCA Victor LM 1837
Theme From The Apartment (M) Sound Track... United Artists 3105

MUSIC FROM MUSICALS, FILMS AND TV

- Ballads and Rhythms of Broadway (M-S) Johnny Mathis... Columbia C2L 17; C2S 803
Broadway in Rhythm (M-S) Ray Conniff... Columbia CL 1252; CS 8064
Camelot (Music From) (M-S) Percy Faith... Columbia CL 1570; CS 8370...

ACTION

On the Charts

MONOPHONIC

Table with 4 columns: This Week, Last Week, Title, Artist, Label and Number, Weeks on Charts. Contains 20 entries for Monophonic records.

LP'S by CATEGORY

FOR WEEK ENDING
FEBRUARY 12

BEST SELLING MISCELLANEOUS LP'S

Listed Alphabetically

RHYTHM & BLUES

Genius Hits the Road (M)
Ray Charles... ABC-Paramount ABC 335

COUNTRY & WESTERN

He'll Have to Go (M)
Jim Reeves... RCA Victor LPM 2223

RELIGIOUS, SACRED & SPIRITUAL

His Hand in Mine (M)
Elvis Presley... RCA Victor LPM 2328
Hymns (M)
Tennessee Ernie Ford... Capitol T 756
The Lord's Prayer (M-S)
Mormon Tabernacle Choir...
Columbia ML 5386; MS 6068
Nearer the Cross (M)
Tennessee Ernie Ford... Capitol T 1005
Sing a Hymn With Me (M)
Tennessee Ernie Ford... Capitol TAO 1332
Spirituals (M)
Tennessee Ernie Ford... Capitol T 818

KIDDIE

Alice in Wonderland (M)
Cyril Ritchard... Riverside 1406
Huckleberry Hound (M)
Sound Track... Colpix CP 202

BEST SELLING LOW PRICE LP'S

(List Price \$2.98 or less)

Listed Alphabetically

LOW PRICE POP

Back Street Symphony (S)
101 Strings... Stereo Fidelity SF 11500
B. B. King Wails (M)
B. B. King... Crown 5115
Concerto Under the Stars (S)
101 Strings... Stereo Fidelity SF 6700
East of Suez (S)
101 Strings... Stereo Fidelity SF 11200
Ebb Tide (M-S)
Frank Chacksfield... Richmond 20078;
S 30078
Hawaii in Hi Fi (M)
Leo Addeo... Camden CAL-510
John J. McCormack Sings Irish Songs (M)
John J. McCormack... Camden CAL 407
Music Man (S)
Various Artists... Lion SL 70091
101 Strings Play the Blues (S)
101 Strings... Stereo Fidelity SF 5800
101 Years of Familiar Songs (S)
101 Strings... Stereo Fidelity 2RS
Opera Without Words (S)
101 Strings... Stereo Fidelity SF 8700
Perry Como Sings Just for You (M)
Perry Como... Camden 440
Persuasive Percussion, Vol. 1 (M-S)
Terry Snyder... Command LP 800;
Command RS 800 SD
Quiet Hours (S)
101 Strings... Stereo Fidelity SF 10200
Silver Screen (S)
101 Strings... Stereo Fidelity SF 7000
Soul of Spain, Vol. I (S)
101 Strings... Stereo Fidelity SF 6600
Soul of Spain, Vol. II (S)
101 Strings... Stereo Fidelity SF 9900
Symphony for Lovers (S)
101 Strings... Stereo Fidelity SF 4500
You Do Something to Me (M)
Mario Lanza... Camden 450

LOW PRICE SPECIALTY

Good Housekeeping Reducing Off
the Record (M)... Harmony 7143

Mr. Lucky (M-S)
Henry Mancini... RCA Victor LPM 2198;
LSP 2198
Music From Exodus and Other
Great Themes (M-S)
Mantovani... London LL 3231; PS 224
Operetta Memories (M)
Mantovani... London LL 3181
Peter Gunn (M-S)
Henry Mancini... RCA Victor LPM 1956;
LSP 1956
Theme From A Summer Place (M-S)
Billy Vaughn... Dot DLP 3276;
DLP 25276

BEST SELLING PERCUSSION, SOUND LP'S

Listed Alphabetically
Bongos (M-S)
Los Admiradores... Command RS 809;
RS 809 SD
Bongos, Flutes and Guitars (M-S)
Los Admiradores... Command RS 812;
RS 812 SD
Persuasive Percussion, Vol. II (M-S)
Terry Snyder and the All Stars...

..... Command RS 808; RS 808 SD
Perfined Percussion Cha, Cha (S)
Enoch Light... Command RS 814
Provocative Percussion, Vol. I (M-S)
Enoch Light and the Light Brigade...
..... Command RS 806; RS 806 SD
Provocative Percussion, Vol. II (M-S)
Enoch Light and the Light Brigade...
..... Command RS 810; RS 810 SD
Quiet Village (M-S)
Martin Denny... Liberty LRP 3122
Taboo (S)
Arthur Lydon... Hi Fi SR 806

BEST SELLING INSTRUMENTAL & MOOD LP'S

Listed Alphabetically
Always (M)
Roger Williams... Kapp KL 1172
Blue Hawaii (M-S)
Billy Vaughn... Dot DLP 3165;
DLP 25165
Calcutta (M-S)
Lawrence Welk... Dot DLP 3359;
DLP 25359

Concert in Rhythm, Vol. II (M)
Ray Conniff... Columbia CL 1415
Continental Encores (M-S)
Mantovani... London LL 3095;
PS 147
Gems Forever (M-S)
Mantovani... London LL 3032; PS 106
It's the Talk of the Town (M-S)
Ray Conniff... Columbia CL 1334;
CS 8143
Jealousy (S)
Percy Faith... Columbia CS 8292
Last Date (M-S)
Lawrence Welk... Dot DLP 3350;
DLP 25350

Lel's Dance Again (S)
David Carroll... Mercury MS 20470
Look for a Star (M-S)
Billy Vaughn... Dot DLP 3322;
DLP 25322
Music for Lovers Only (M)
Jackie Gleason Orch., Buddy Hackett...
Capitol W 352
Near You (M-S)
Roger Williams... Kapp KL 1112;
KL 1112-5
The Other Chet Atkins (M)
..... RCA Victor LPM 2175
'S Wonderful (M)
Ray Conniff... Columbia CL 925
Sail Along Silvery Moon (M)
Billy Vaughn... Dot DLP 3100
Say It With Music (M-S)
Ray Conniff... Columbia CL 1490;
CS 8282

Songs to Remember (M)
Mantovani... London PS 193
Strauss Waltzes (M-S)
Mantovani... London LL 685; PS 118
Temptation (M-S)
Roger Williams... Kapp KL 1217;
K 3217-5
Theme From "The Sundowners" (M-S)
Billy Vaughn... Dot DLP 3349;
DLP 25349
Till (M-S)
Roger Williams... Kapp KL 1081;
KL 108-5
Wonderland by Night (M-S)
Bert Kaempfert... Decca DL 4101;
DL 7-4101
Wonderland by Night (M)
Louis Prima... Dot DLP 3352
Young at Heart (M-S)
Ray Conniff... Columbia CL 1489;
CS 8281

Sixty Years of Music America Loves Best,
Vol. I (M)
Various Artists... RCA Victor LM 6074
Sixty Years of Music America Loves Best,
Vol. II (M)
Various Artists... RCA Victor LM 6088
Tchaikovsky: 1812 Overture; Capriccio
Italian (M-S)
Minneapolis Symphony Orchestra
(Dorati)... Mercury MG 50054; SR 90054
Tchaikovsky: 1812 Overture; Ravel: Bolero
(M-S) Morton Gould...
..... RCA Victor LM 2345; LSC 2345
Tchaikovsky: 1812 Overture; Romeo &
Juliet; Marche Slav (M)
Phila. Symphony Orchestra (Ormandy)
..... Columbia ML 4997
Tchaikovsky: Nutcracker Suite (M-S)
Boston Pops Orchestra (Fiedler)...
..... RCA Victor LM 6803; LSC 6803
Tchaikovsky: Piano Concerto No. 1 (M-S)
Van Cliburn... RCA Victor LM 2251;
LSC 2251

BEST SELLING JAZZ LP'S

Listed Alphabetically
Bernstein Plays Brubeck, Brubeck Plays
Bernstein (M-S)
N. Y. Philharmonic, Dave Brubeck
Quartet-Leonard Bernstein...
..... Columbia CL 1466; CS 8257
But Not for Me (M)
Ahmad Jamal... Argo 628
Ray Charles in Person (M)
..... Atlantic 8039
Pete Fountain's New Orleans (M-S)
..... Coral CRL 57282; CRL 7-57282
Genius of Ray Charles (M)
..... Atlantic 1312
Like Love (M)
Andre Previn... Columbia CL 1437
Time Out (M)
Dave Brubeck... Columbia CL 1397
White Satin (M-S)
George Shearing... Capitol T 1334;
ST 1334

BEST SELLING CLASSICAL & SEMI-CLASSICAL LP'S

Listed Alphabetically
Brahms: Piano Concerto No. 2 (M-S)
Sviatoslav Richter, Chicago Ork...
..... RCA Victor LM 2466; LSC 2466
Concerto Under the Stars (M-S)
Leonard Pennario... Capitol P-8326;
SP 8326
Gershwin: Rhapsody in Blue (M-S)
Leonard Bernstein... Columbia ML 5413;
MS 6091

Gershwin: Rhapsody in Blue (M-S)
Leonard Pennario... Capitol P-8343;
SP 8343
Grofe: Grand Canyon Suite (M-S)
Morton Gould... RCA Victor LM 2433;
LSC 2433
Grofe: Grand Canyon Suite (M-S)
Philadelphia Orchestra (Ormandy)...
..... Columbia ML 5286; MS 6003
Lanza Sings Caruso - Caruso Favorites
(M-S) Mario Lanza, Enrico Caruso...
..... RCA Victor LM 2393; LSC 2393
Mussorgsky: Pictures at an Exhibition (M)
Philadelphia Orchestra (Ormandy)...
..... Columbia ML 4700
Puccini: Turandot (M-S)
Tebaldi, Nilsson, Bjoerling, Tozzi, Rome
Opera House Orchestra (Leinsdorf)...
..... RCA Victor LM 6149; LSC 6149
Rachmaninoff: Piano Concerto No. 2 (M-S)
Artur Schnabel...
..... RCA Victor LM 2068; LSC 2068
Rachmaninoff: Concerto No. 3 (M-S)
Van Cliburn... RCA Victor LM 2355;
LSC 2355
Ravel: Bolero (M-S)
Morton Gould... RCA Victor LM 2345;
LSC 2345
Respighi: Pines of Rome (S)
Phila. Orchestra (Ormandy)...
..... Columbia MS 6001

Rodgers: Victory at Sea, Vol. I (M-S)
RCA Victor Symphony Orchestra (Ben-
nett)... RCA Victor LM 2335; LSC 2335
Rodgers: Victory at Sea, Vol. II (M-S)
RCA Victor Symphony Orchestra (Ben-
nett)... RCA Victor LM 2226; LSC 2226
Schumann: Concerto in A Minor (M-S)
Van Cliburn... RCA Victor LM 2455;
LSC 2455
Sixty Years of Music America Loves Best,
Vol. I (M)
Various Artists... RCA Victor LM 6074
Sixty Years of Music America Loves Best,
Vol. II (M)
Various Artists... RCA Victor LM 6088
Tchaikovsky: 1812 Overture; Capriccio
Italian (M-S)
Minneapolis Symphony Orchestra
(Dorati)... Mercury MG 50054; SR 90054
Tchaikovsky: 1812 Overture; Ravel: Bolero
(M-S) Morton Gould...
..... RCA Victor LM 2345; LSC 2345
Tchaikovsky: 1812 Overture; Romeo &
Juliet; Marche Slav (M)
Phila. Symphony Orchestra (Ormandy)
..... Columbia ML 4997
Tchaikovsky: Nutcracker Suite (M-S)
Boston Pops Orchestra (Fiedler)...
..... RCA Victor LM 6803; LSC 6803
Tchaikovsky: Piano Concerto No. 1 (M-S)
Van Cliburn... RCA Victor LM 2251;
LSC 2251

Sixty Years of Music America Loves Best,
Vol. I (M)
Various Artists... RCA Victor LM 6074
Sixty Years of Music America Loves Best,
Vol. II (M)
Various Artists... RCA Victor LM 6088
Tchaikovsky: 1812 Overture; Capriccio
Italian (M-S)
Minneapolis Symphony Orchestra
(Dorati)... Mercury MG 50054; SR 90054
Tchaikovsky: 1812 Overture; Ravel: Bolero
(M-S) Morton Gould...
..... RCA Victor LM 2345; LSC 2345
Tchaikovsky: 1812 Overture; Romeo &
Juliet; Marche Slav (M)
Phila. Symphony Orchestra (Ormandy)
..... Columbia ML 4997
Tchaikovsky: Nutcracker Suite (M-S)
Boston Pops Orchestra (Fiedler)...
..... RCA Victor LM 6803; LSC 6803
Tchaikovsky: Piano Concerto No. 1 (M-S)
Van Cliburn... RCA Victor LM 2251;
LSC 2251

Sixty Years of Music America Loves Best,
Vol. I (M)
Various Artists... RCA Victor LM 6074
Sixty Years of Music America Loves Best,
Vol. II (M)
Various Artists... RCA Victor LM 6088
Tchaikovsky: 1812 Overture; Capriccio
Italian (M-S)
Minneapolis Symphony Orchestra
(Dorati)... Mercury MG 50054; SR 90054
Tchaikovsky: 1812 Overture; Ravel: Bolero
(M-S) Morton Gould...
..... RCA Victor LM 2345; LSC 2345
Tchaikovsky: 1812 Overture; Romeo &
Juliet; Marche Slav (M)
Phila. Symphony Orchestra (Ormandy)
..... Columbia ML 4997
Tchaikovsky: Nutcracker Suite (M-S)
Boston Pops Orchestra (Fiedler)...
..... RCA Victor LM 6803; LSC 6803
Tchaikovsky: Piano Concerto No. 1 (M-S)
Van Cliburn... RCA Victor LM 2251;
LSC 2251

BEST SELLING TEEN BEAT LP'S

Listed Alphabetically
Encore (M)
Santo and Johnny... Canadian-American
CALP 1002
Especially for You (M)
Duane Eddy... Jamie J 3006
Have Twangy Guitar, Will Travel (M)
Duane Eddy... Jamie J 3000
Million Dollars' Worth of Music (M)
Duane Eddy... Jamie J 3014
Oldies But Goodies (M)
Assorted Artists... Original Sound 5001
Santo and Johnny (M)
..... Canadian-American SCALP 1001
Solid and Raunchy (M)
Bill Black's Combo... Hi HL 12003
Twang's the Thing (M)
Duane Eddy... Jamie J 3009
Twist (M)
Chubby Checker... Parkway P 7001
Walk, Don't Run (M)
The Ventures... Dolton BLP 2003

ALBUMS

Chart listing 21-25 albums with titles like 'Evening with Mike Nichols & Elaine May', 'Theme from the Apartment', 'Solid and Raunchy', etc.

STEREOPHONIC

Main chart listing 15 stereophonic albums with titles like 'Exodus', 'Music from "Exodus" and Other Great Themes', 'Wonderland by Night', etc.

WHY IS THIS ALBUM THE HOTTEST SELLING PACKAGE IN AMERICA?

ORIGINAL SOUND TRACKS AND HIT MUSIC FROM 

GREAT MOTION PICTURE THEMES

THEME FROM **EXODUS** FERRANTE & TEICHER

NEVER ON SUNDAY DON COSTA

THEME FROM **THE APARTMENT** FERRANTE & TEICHER

THE MAGNIFICENT SEVEN AL CAIOLA

THE GREEN LEAVES OF SUMMER FROM **THE ALAMO** NICK PERITO

THE BIG COUNTRY

I WANT TO LIVE GERRY MULLIGAN
SHELLY MANNE

THE VIKINGS THE UNFORGIVEN DON COSTA

ON THE BEACH

SOME LIKE IT HOT GOD'S LITTLE ACRE
SOLOMON & SHEBA THE HORSE SOLDIERS
THE WONDERFUL COUNTRY

SMILE

UAS 6122 (STEREO) UAL 3122 (MONO.)



**BECAUSE IT OFFERS
TREMENDOUS VALUE TO THE CONSUMER-
FIVE ORIGINAL SMASH SINGLES...
EXODUS by FERRANTE & TEICHER, NEVER ON SUNDAY
by DON COSTA, THE APARTMENT by FERRANTE &
TEICHER, THE MAGNIFICENT SEVEN by AL CAIOLA,
THE UNFORGIVEN by DON COSTA PLUS 11 ORIGINAL
SOUND TRACKS ALL IN ONE FABULOUS PACKAGE!
NOW NO. 10 ON ITS FIRST CHART APPEARANCE
IN BILLBOARD AND CLIMBING FAST TO THE TOP!
ORDER NOW! WE CAN'T
KEEP UP WITH THE DEMAND!**



THE HIT THEME MAKERS

729 SEVENTH AVENUE • NEW YORK 19, NEW YORK

The pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Pop

HAPPY TIMES—SING ALONG WITH MITCH MILLER AND HIS GANG



Columbia CL 1568—Here's another sure-fire sing-along package by Mitch Miller. The added sales impetus of Miller's new network TV show should make this album one of the week's biggest to date. The handsome double-fold package features duplicate copies of lyrics to the old songs, all Shapiro-Bernstein copyrights. Virile warbling by the male chorus is heard on "Side by Side," "My Melancholy Baby," "That's My Weakness Now" and other great nostalgic items.

CAREFREE



Percy Faith and His Orchestra, Columbia CL 1560—Percy Faith lends his lushly melodic instrumental touch to 12 of his own compositions—including "Bouquet," "Lisa," "Pizzicato Polka" and "Souvenir." As the first LP devoted solely to Faith tunes, this package should have special interest for jocks and loyal Faith fans.

BENNY GOODMAN SWINGS AGAIN



Columbia CL 1579—Twenty-three years after the famous 1938 Carnegie Hall Concert the Benny Goodman ork has been recorded live with his new band, and it adds up to a sock album. Goodman is the best he has been in years, ably supported by Red Norvo, Flip Phillips, and many other cats who formed his exciting new crew during 1960. And the tunes are Goodman classics, from "Air Mail Special" and "Slipped Disc," to "After You've Gone" and a wild new version of "Sing, Sing, Sing." The recording is a bit ragged but Goodman is back and that's enough for a lot of record buyers.

LET FREEDOM SING



Fred Waring, Capitol TAO 1504—This is an ambitious project, beautifully done. It is the story of America, from its discovery to the death of Lincoln, told through song and narration—using the words of noted Americans of several generations. In essence, it is "The Song of America, conceived and arranged by Roy Rinwald, for many years with the Waring organization, and narrated by Waring. Package includes an attractive brochure with the lyrics and narration, plus drawings of stirring historical events such as the ride of Paul Revere, etc. In all, an unusual package of lasting value.

PLEASE, MR. GRAY



Glen Gray and the Casa Loma Orchestra, Capitol T 1506—This is a fascinating disk. The performances are big-band re-creations . . . such as "King Porter Stomp," in the Benny Goodman version; "Stardust," in the Krupa arrangement; "Topsy," the Basie arrangement. Glen Gray has written an interesting set of notes, telling about each tune and each arrangement.

EXCITING HONG KONG



Lionel Newman, ABC-Paramount ABC 367—This is an exciting album spotlighting background music from the new TV show "Hong Kong," as composed by Lionel Newman. The material combines the style and form of the racy "Peter Gunn" music with the sounds of the Orient to add up to very provocative music. It is played with style here by the orchestra under the direction of the composer, with each of the tunes hiply showcased by name arrangers. Outstanding sides are "Hong Kong," "Evans Theme," "Joanna" and "Tully's Bar."

SPECTACULAR VOICES WITH BANJOS



Art Mooney and his Orchestra and Chorus, MGM E 3899—All of the ingredients that Art Mooney put into his million-selling singles are present in this LP. It features bright, happy arrangements featuring banjos, a 25-voice chorus and even kazoos on occasion. It delivers an irresistible beat to a batch of standards, including Mooney's own famed versions of "I'm Looking Over a Four-Leaf Clover," "Honey Babe" and "Baby Face." It also has catchy renditions of "I Ain't Down Yet," "Doddle-Doo-Do" and "Sound Off," among others.

Classical

SCHUBERT: SYMPHONIES NO. 5 IN B FLAT, NO. 8 (UNFINISHED) IN B MINOR, NO. 9 (THE GREAT) IN C MAJOR



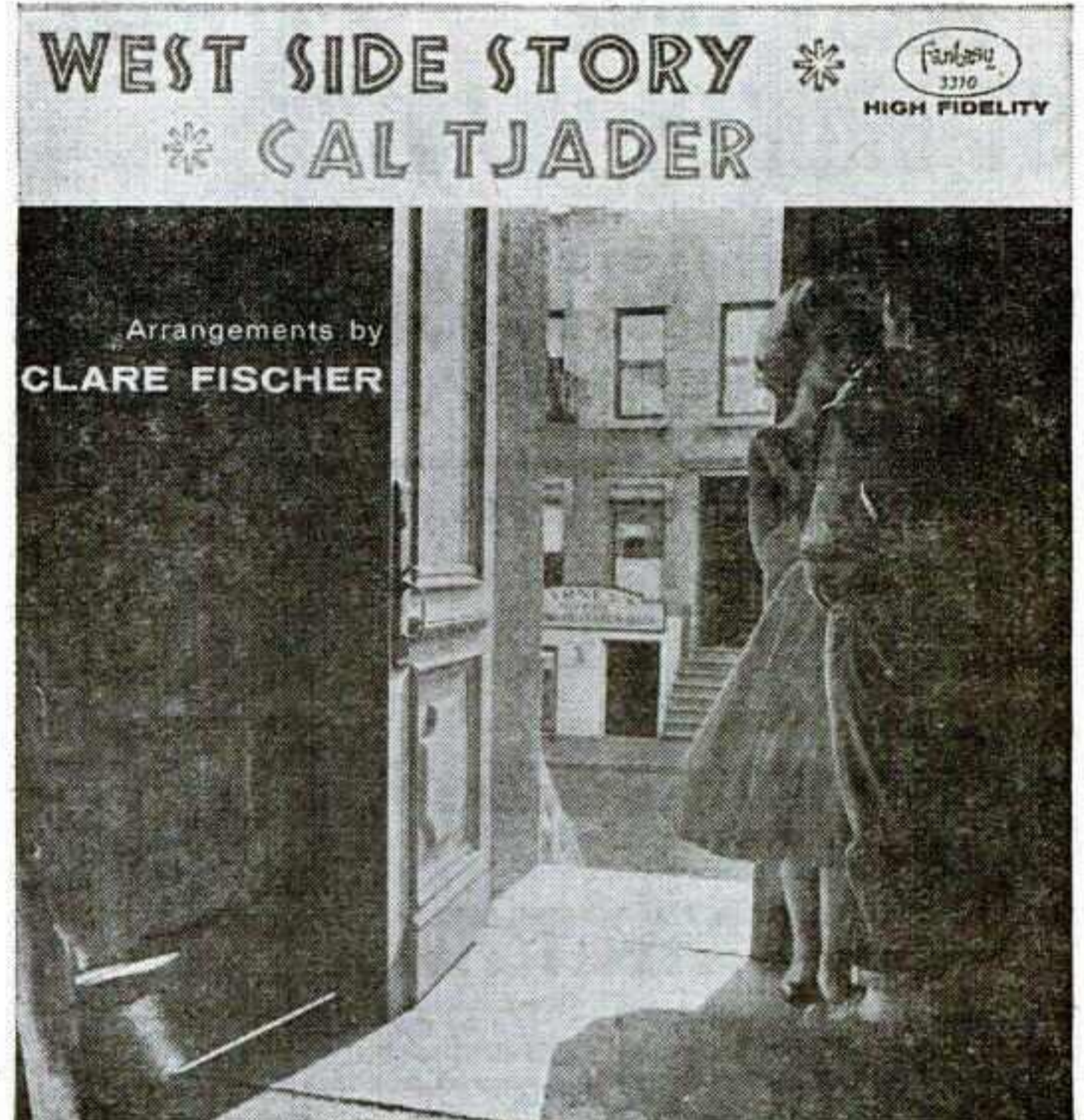
New York Philharmonic and the Columbia Symphony (Walter), Columbia M2S 618 (2-12") (Stereo & Monaural)—A natural best-selling package. Titled "The Great Schubert Symphonies," this two-disk set contains the composers three best-loved symphonies. Bruno Walter's way with Schubert has been a matter of record for decades, his natural tendency toward warm and open-hearted performances being particularly appropriate with this composer. For a combination of top quality performance and convenience of presentation in a single package, this should be the top Schubert sales item. Liner notes, too, are above average in interest.

(Continued on page 24)

Cal Tjader's

WEST SIDE STORY

is a Hit!



MONAURAL
Fantasy 3310

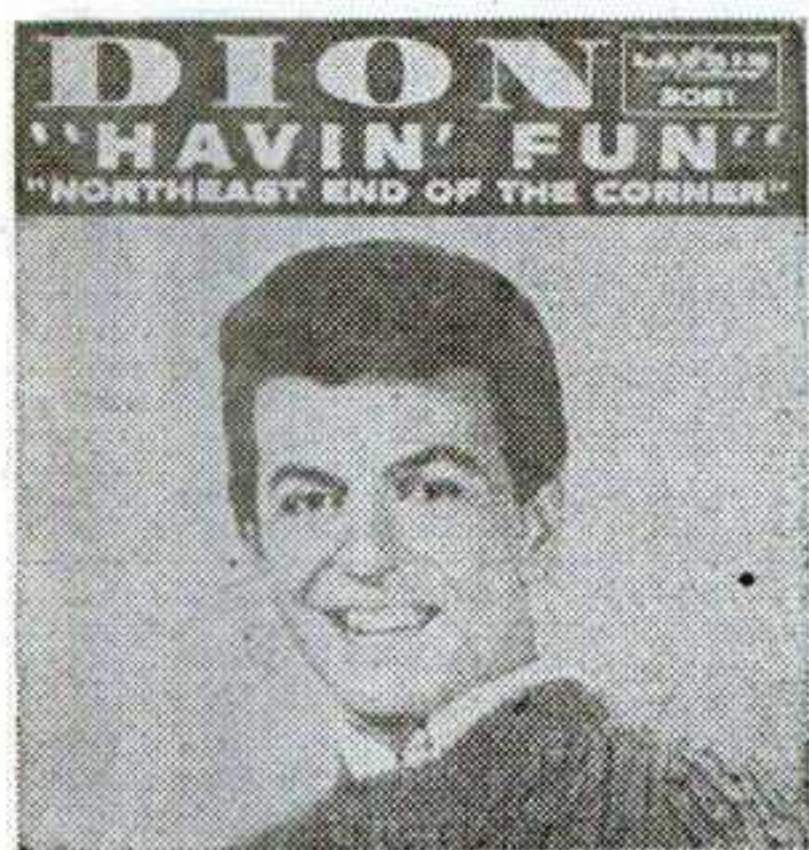
STEREO
Fantasy 8054

and
for a very limited time

\$2⁹⁸ MONAURAL

\$3⁹⁸ STEREO

Call Your  Distributor Now!



IN ATTRACTIVE FULL COLOR SLEEVE

A Solid Hit

"HAVIN' FUN"

b/w

"NORTHEAST END OF THE CORNER"

LAURIE 3081

A ONE-TWO PUNCH FROM

DION

AMERICA'S HOTTEST HITTER

A Winning Combination

"ALONE WITH DION"

LAURIE LLP 2004

ARRANGED BY BOB MERSEY



THE NATION'S TOP TUNES

HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING FEBRUARY 12

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.

Table with 5 columns: This Week, Last Week, Tune, Composer-Publisher, Weeks on Chart. Lists top hits like EXODUS, CALCUTTA, WONDERLAND BY NIGHT, etc.

RECORDING AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. EXODUS—Pat Boone, Dot 16176; Ferrante and Telcher, United Artists 274; Mantovani, London 1953; Medallion Strings, Medallion 602. 2. CALCUTTA—Four Preps, Cap 4508; Werner Muller, Dec 31189; Vico Torriani, London 1965; Valiants, Col 41931; Lawrence Welk, Dot 16161.

SPOTLIGHT WINNERS OF THE WEEK

The pick of the new releases:

Strongest sales potential of all albums reviewed this week.

Continued from page 24

wax for the upper Pennsylvania, Ohio, and New York State areas.

Sound

"BRAZEN BRASS" PLAYS SONGS EVERYBODY KNOWS



Henry Jerome and His Orchestra. Decca DL 74106 (Stereo & Monaural)—Henry Jerome, who is getting to be Decca's answer to Enoch Light, takes his "Brazen Brass" on a trip through familiar standards here.

TEN TROMBONES LIKE TWO PIANOS



Pete Rugolo and Orchestra. Mercury PPS 6001 (Stereo & Monaural)—Here's a solid entry in Mercury's new Perfect Presence Sound Series with strong appeal for sound fans.

Reviews and Ratings of New Albums

Continued from page 24

"Singin' the Blues" and others. A solid sales package with strong play-appeal for deejay segs.

**** FIRE AND FRENZY Valente and Ros. London TW 91253 (Monaural & Stereo)—Caterina Valente does a superb job on this set of Latin tunes most of which fall into standard category.

**** FOLK SONGS OF MANY LANDS Paul Evans. Carlton STLP 12-130 (Monaural & Stereo)—This is an unusual set for the fine pop singer who has a good, natural feeling for the folk idiom.

**** HEAR PAUL EVANS IN YOUR HOME TONIGHT Paul Evans. Carlton STLP 12-129 (Monaural & Stereo)—The boy sings and swings on this packaging of his chart-topping disks.

**** THAT'S SHOW BIZ Ray Anthony. Capitol ST 1496 (Stereo & Monaural)—Ray Anthony and his two "bookends" Anita Ray and Diane Hall frolic through this LP of standards and special material in fine style.

**** TENDERLOIN Nelson Riddle. Capitol ST 1536 (Stereo & Monaural)—The great Riddle arranging skill comes into sharp focus on this imaginative recreation of the fine score from "Tenderloin."

their wake a lot of solid sides. Here are some of these, including the hit "That Old Black Magic," and a flock of other familiar numbers like "Just a Gigolo," "I've Got You Under My Skin," etc. There's a lot of good hot salespower here.

**** THE RED MILL Vienna Theater-Konzert Orchestra (Lieder). Kapp KL 1227—Here's another in Kapp's delighted "Operetta Without Words" series.

*** MODERATE SALES POTENTIAL

*** GREAT FOR DANCING, VOLUMES I & II The Sociables. ABC-Paramount 374, 375—Two listenable, danceable albums, both of which contain a whole lot of music—40 tunes in fact.

THE SOUND OF JESSE CRAWFORD AT THE MAJESTIC PIPE ORGAN Decca DL 74028 (Stereo & Monaural)—Jesse Crawford plays a fine collection of tunes from the movies, TV shows and Broadway musicals on this new organ set.

*** THE BROADWAY SCENE The Charles Henderson Singers. Decca DL 74030 (Stereo & Monaural)—The Charles Henderson Singers, a large, mixed vocal group, salute the great writers of the Broadway musical scene in this new album with a collection of 32 outstanding show tunes.

*** DON COSTA CONDUCTING HIS FIFTEEN HITS ABC-Paramount ABC 362—This title is something of a misnomer, since few of the records contained in the package were hits, although a few of the songs were.

*** ETHEL SMITH SWINGS SWEETLY Decca DL 74095 (Stereo & Monaural)—Ethel Smith's expert touch and swingy organ solo style is showcased here on a group of fine standards. Items—all spinnable sides for jockey segs—include "Tenderly," "Misty," "Sophisticated Lady" and "Lullabye of Birdland."

(Continued on page 38)

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.

*It's never too late to join in
BMI's 20th Anniversary
Celebration!*



To maintain a creative publishing firm that will inspire our writers to produce hits in the American medium of such stature that they will develop an international relationship is the function of our organization.

Robert Mellin



Est. 1947
Robert Mellin
INC.
1650 Broadway New York 19 N. Y.
Suite 611 Plaza 7-3287
Cable Address: Mellimus

SERVING MUSIC THROUGH BMI SINCE 1947

Publishers of:

BAHAMA BUGGY RIDE
BALLAD OF WALTER WILLIAMS
BELLA BELLA DONNA MIA
BIG WIDE WORLD OF ROMANCE
BLACK SLACKS
BLUEBIRD ON YOUR WINDOW SILL
BOHEMIA
BOP LOOK AND LISTEN
BUENO
BY GEORGE
CARRIAGE TRADE
CLOSE TO MY HEART
CONCEPTION
CORNBELT SYMPHONY
CRAZY GEORGIA SHAKE
COULD YOU
EARTHBOUND
EIFEL TOWER BLUES
EVERY NIGHT
FIVE HUNDRED GUYS
FLIGHT TO HONG KONG
GOD'S IMAGE
GOLDEN KEY
GOODBYE JOHN
GOOD TO THE LAST BOP
HAIR OF GOLD, EYES OF BLUE
HAPPY COBBLER
HERE IN MY HEART
HONEY HAIR, SUGAR LIPS, EYES OF BLUE
HOPELESSLY
HOW MANY
I DON'T WANT TO LOVE YOU
I GUESS I'LL BE ON MY WAY
I LOVE YOU OH SO VERY MUCH
I WANT A BABY JUST LIKE YOU
I'M SORRY
I'M YOURS
IN A CHINESE GARDEN
IT ISN'T RIGHT
JUDY
JUST BECAUSE
JUST BETWEEN FRIENDS
LEAVE THE LAUGHING TO ME
LIKE A THIEF IN THE NIGHT
LOST IN THE SHUFFLE
LOVE IS SO TERRIFIC
LOVELY LADY DRESSED IN BLUE
MAN WITH THE BANJO
MARIANNA

MISSING
MOMENT I SAW YOU
MONTE CARLO STORY (Theme Song)
MY HEART IS BREAKING
MY HEART SAYS NO
MY IMPOSSIBLE LOVE
MY ONE SIN
MY OWN
NO ONE BUT YOU
NO STRINGS ATTACHED
OLEE DOLEE DOFF
ONLY YOU
PATRICIA
RAIN
RED HEAD
RIVER
SAY YOU CARE
SEA
SERENADE TO A LOST LOVE
(It's No) SIN
SKIPPING ALONG
SOMEHOW
SOMETHING TELLS ME
STAR SHOWERS
STOLEN LOVE
STORMY
TEENAGER SUSAN
TELL ME HOW
VIENI SU
WE COULD MAKE SUCH BEAUTIFUL MUSIC
WEDDING BELLS
WHAT A SHAME
WHAT MORE IS THERE TO SAY
WHAT'S THE USE OF CRYING
WHERE WERE YOU (On Our Wedding Day)
WHISPERING SHADOWS
WHITE OAK SWAMP
YOU ARE MY DESTINY
YOU BROKE YOUR PROMISE, MR. SANDMAN
YOU'RE BREAKING MY HEART
YOU'RE MINE
YOU'RE REALLY MUCH TOO MUCH
YOU YOU YOU

ROBERT MELLIN LIMITED
64 New Bond Street London, W. 1, England

ROBERT MELLIN MUSIKVERLAG A. G.
Am Biederstein 7 Munchen 23, Germany

EDITIONS ROBERT MELLIN S.A.R.L.
27, Rue Du Faubourg Poissoniere Paris IX, France

EDIZIONI NEAPOLIS S. R. L.
Galleria del Corso 4 Milan, Italy

ROBERT MELLIN PTY. LTD.
250 Pitt Street (G. P. O. Box 1486) Sydney, Australia

ROBERT MELLIN SOUTH AFRICA (PTY.) LIMITED
32 Bosman Road Johannesburg, South Africa

CANCIONES ROBERT MELLIN S. A.
Calle Totuan 22 Madrid, Spain

CANCIONES ROBERT MELLIN S. A.
Corcoga 298 Barcelona, Spain

EDITIONS ROBERT MELLIN
(Belgique-Hollande) S. P. R. L., Rue Saint-Christophe, 30 Brussels, Belgium

ROBERT MELLIN (SCANDINAVIA) AKTIEBOLAG
Hornsgatan 29, B Stockholm, Sweden

ROBERT MELLIN (CANADA) LIMITED
58 Advance Road Toronto, Ontario, Canada

EDITORIA ROBERT MELLIN LTDA. (BRAZIL)
Avenida Ipiranga 1123 Sao Paulo, Brazil

EDITORIAL ROBERT MELLIN LTDA. (ARGENTINA)
San Martin 640 Buenos Aires, Argentina

FOR WEEK ENDING FEBRUARY 12

BILLBOARD MUSIC WEEK

HOT 100

Table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, TITLE, Artist, Company, Record No., STEREO, WEEKS ON CHART. Includes songs like 'WILL YOU LOVE ME TOMORROW', 'CALCUTTA', 'EXODUS', etc.

Table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, TITLE, Artist, Company, Record No., STEREO, WEEKS ON CHART. Includes songs like 'HOOCHIE COOCHIE COO', 'LOST LOVE', 'MAGNIFICENT SEVEN', etc.

Table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, TITLE, Artist, Company, Record No., STEREO, WEEKS ON CHART. Includes songs like 'HE WILL BREAK YOUR HEART', 'CHERRY PINK AND APPLE BLOSSOM WHITE', 'EXODUS SONG', etc.

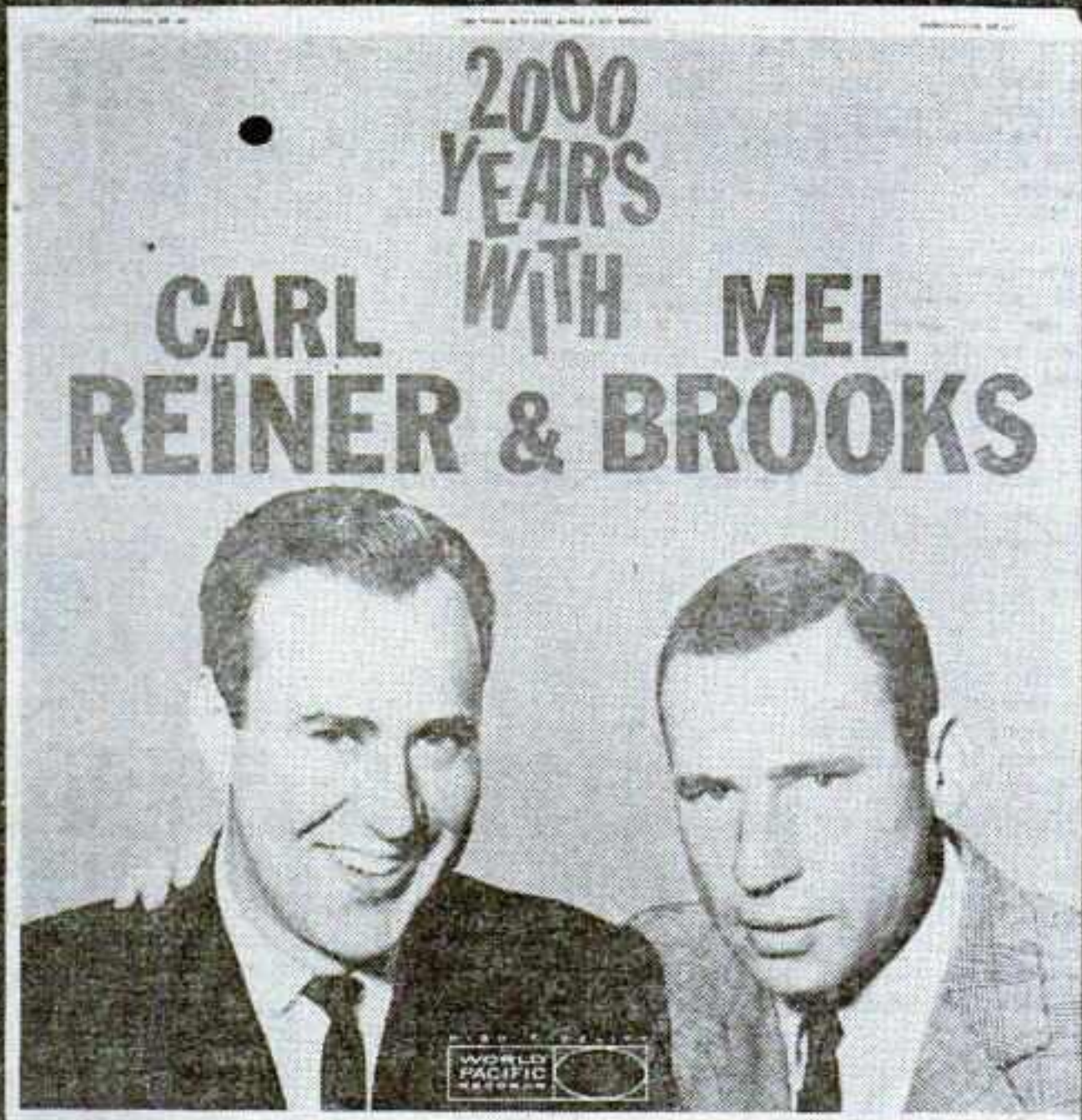
#44 ON THE CASHBOX CHART!

(and coming up fast everywhere)

CARL REINER & MEL BROOKS

!!SEE THEM SUNDAY
(FEBRUARY 12TH, 1961—8 PM, CBS)
THE ED SULLIVAN SHOW

SELL THEM MONDAY
(AND FOR A LONG TIME TO COME)
WORLD-PACIFIC WP-1401



DEALERS: next Sunday night more than *40 MILLION RECORD BUYERS will see the hottest comedy team on record — are you ready for the big sales this show will generate? Better stock up.

ARIZONA:

M. B. Krupp Dist.
1919 N. 16th St.
Phoenix (KE 2-4961)

CALIFORNIA:

Calif. Record Dist.
3009 W. Pico Blvd.
Los Angeles (RE 1-8601)
C & C Dist. Co.
1325 Howard St.
San Francisco (UN 3-2578)

CANADA:

Morris Dist. Co.
1580 Queen St. W.
Toronto (HU 5-6372)
Aragon Entr. Ltd.
1925 Burrard St.
Vancouver (TA 2838)

COLORADO:

Pan American Supply
36 S. Santa Fe Drive
Denver (RA 2-5731)

FLORIDA:

Pan American Dist. Corp.
3401 Northwest 36th St.
Miami (NE 3-2513)

GEORGIA:

Southland Dist. Co.
1235 Techwood Dr. Northwest
Atlanta (TR 3-2081)

HAWAII:

Polynesian Dist. Co.
P. O. Box 2418
Honolulu (5-5921)

ILLINOIS:

Summit Dist.
1345 W. Diversey Parkway
Chicago (BI 8-3621)

LOUISIANA:

Pelican Record Dist.
616 Girod St.
New Orleans (JA 5-2155)

MARYLAND:

General Dist. Co.
2329 Pennsylvania
Baltimore (MA 3-6411)

MASSACHUSETTS:

Dumont Record Dist.
1280 Tremont St.
Boston (HI 2-0800)

MICHIGAN:

Cadet Dist. Co.
3766 Woodward Ave.
Detroit (TE 2-5000)

MINNESOTA:

Harold N. Liberman Co.
257 Plymouth Ave. North
Minneapolis (FE 9-0031)

MISSOURI:

Commercial Music Co.
2388 Olive St.
St. Louis (OL 2-7813)

MONTANA:

Central Dist. Co.
P. O. Box 1928
Billings (8-8447)

NEW JERSEY:

Apex-Martin Record Sales
351 Washington St.
Newark (MA 3-7231)

NEW YORK:

Superior Record Sales
656 Tenth Ave.
New York City (CI 5-3655)
Delta Record Dist.
1122 Broadway
Albany (HO 3-8360)

NORTH CAROLINA:

Mangold Dist. Co.
2212 Moorhead St.
Charlotte (ED 3-3210)

OKLAHOMA:

Sonart Dist.
133 Northwest 23rd St.
Oklahoma City (JA 4-3993)

OHIO:

Benart Dist.
327 Frankfort St.
Cleveland (MA 1-4547)
A & I Record Dist.
1000 Broadway
Cincinnati (CH 1-7644)

PENNSYLVANIA:

Universal Record Dist.
1330 W. Girard Ave.
Philadelphia (ST 2-3333)
East Coast Music
633 Liberty
Pittsburgh (AT 1-6344)

TENNESSEE:

Music City Record Dist.
127 Lafayette St.
Nashville (AL 5-7315)

VIRGINIA:

Allen Dist. Co.
3409 W. Leigh St.
Richmond (EL 5-22597)

WASHINGTON:

Stanley Dist.
3711 Hudson St.
Seattle (MA 2-2597)

WISCONSIN:

Tell Music
2702 Monroe St.
Madison (CE 3-1540)

REMEMBER **THE ED SULLIVAN SHOW** SUNDAY

*NIELSON RATING (DECEMBER, 1960): 28.3% AUDIENCE — REACHES APPROXIMATELY 14 MILLION HOMES



Advertisement for 'The Original The Fast-Moving CHARLENA' with The Sevilles, featuring 'Loving You' on J.C. Records.

Advertisement for Bobby Bland's 'Pity the Fool' on Duke Record 332.

Advertisement for HAM-MIL DISTRIBUTING CO. with contact information and details about record distribution.

when answering ads . . . SAY YOU SAW IT IN BILLBOARD MUSIC WEEK

Best Selling Sheet Music in U. S.

Table listing top-selling sheet music titles such as 'EXODUS', 'CALCUTTA', 'WONDERLAND BY NIGHT', etc., with columns for 'This Week' and 'Weeks on Chart'.

Reviews and Ratings of New Records

Continued from page 31

is given a solid going over here by Curtis on tenor, with the assistance of a good rhythm group. Side builds nice excitement.

★★★★ All the Way—Here's a soulful rendition of the Cahn, Van Heusen hit, with Curtis blowing a lot of moody tenor against the smart backing of the piano. Two listenable efforts.

WILLIS JACKSON
★★★★ Blue 'Gator (Parts I & II)—PRESTIGE 187—A fine medium-tempo blues record by the tenor sax star. Besides blowing by Jackson and organist Jack McDuff, the side features an interesting time figure. All this should make the disk go in rhythm and blues boxes as well as on the more fundamental jazz, jukes and air shows. (Prestige, BMI)

ARNETT COBB
★★★★ Smooth Sailing—PRESTIGE 185—A neat, easy-paced blues by Cobb, again with smart organ backing. A solid dance side well-suited to juke boxes and jocks as well. (Prestige, BMI)

★★★ Ghost of a Chance—From the album "Smooth Sailing," comes this soft, whispery Cobb tenor solo against a sneaky organ backing. An interesting reading of the oldie and worth programming, especially on late night segs.

JAZZ ★★★
OLIVER NELSON QUINTET
★★★★ SCREAMIN' THE BLUES (Parts I & II)—NEW JAZZ 508—Tenor sax, bass clarinet and piano are spotted in the solos here with rhythm backup. It's a blues in slow tempo and the boys blow with good feeling. Nice sound somewhat in the after-hours tradition. Between the two sides, everybody gets a good chance to blow. Programmable for the boxes.

JOHNNY (HAMMOND) SMITH QUARTET
★★★★ I'll Remember April—NEW JAZZ 509—Organist Johnny Smith turns in a Garner-styled organ lead on this revival of the oldie. Listenable side. (Prestige, BMI)

★★ That Good Feelin'—An original by Smith. It's an interesting blues riff by the organ, again with rhythm backing. Okay sides. (Prestige, BMI)

COUNTRY & WESTERN ★★★
THE LOUVIN BROTHERS
★★★★ I Love You Best of All—CAPITOL 4506—Affecting and charming is this performance by the brothers. They sing in solo and as a duo. Merits play. (Acuff-Rose, BMI) (2:51)

★★★★ Scared of the Blues—A pretty song with a plaintive quality (as compared with a weeper). The brothers sing it beautifully. (Central Songs, BMI) (2:09)

COUNTRY & WESTERN ★★★
JOHNNIE HUMBIRD
★★★★ One Heartache at a Time—COLUMBIA 41937—The singer sells this sad weeper with much feeling aided by chorus and

band. Side could get some action in country markets. (Tree-Champion, BMI) (2:28)

★★★ Ghost of Misery—Johnnie Humbird, a country chanter, comes through with a fetching performance of a weeper which concerns a broken love affair. Worth spins. (Cedarwood, BMI) (2:26)

DARREL, GIB AND ERNIE
★★★★ Just or Unjust—SHASTA 147—A medium-tempo ballad is sung neatly by the group. Lead has a fervent quality here as he sings against a thrush chorus backing. (Riverside, ASCAP) (2:22)

★★ Don't Bet on a Promise—A slow rhythm tune by the vocal trio, with a half-sung, half-spoken narrative in the middle by the lead. Strings and rhythm back the side. (Riverside, ASCAP) (2:15)

INTERNATIONAL ★★★

AURELIO FIERRO
★★★★ Lunarella—Commercial side for Italian areas is this snappy novelty, which the chanter performs with charm. Could get juke coins.

★★★ Garzuzella Pe' Santa Lucia—Fierro sells this Mediterranean tune with emotion helped by big band backing. For specialty markets.

NINA SILVANA
★★★★ Nicolino — VESUVIUS 1022 — The thrush sings this bright novelty in Italian backed by a vocal chorus and good backing. Could appeal in Italian markets. (Denza, BMI)

★★★ Now and Forever—On this side the lass sells a pretty warm ballad both in Italian and English. She has a warm touch and the backing again is good. (BMI)

SPIRITUAL ★★★

THE MEDITATIONS
★★★★ His Eye Is on the Sparrow—HOB 117—The Meditations, a large femme choral group, handle the spiritual effort with much feeling here, as they sing of the Lord's works in exciting fashion. (Hob)

★★ One More River to Cross—Same comment. (Roberta Martin)

RICHARD WALLACE
★★★★ (The) Minister — ENSIGN 3001—Moving vocal stint by Wallace on reverent theme with dramatic lyric. (Hermosa, BMI)

★★★ Nobody Knows—Fervent chanting by Wallace and group on emotion-packed gospel theme with brisk pace. (Hermosa, BMI) (1:57)

LIMITED SALES POTENTIAL

POPULAR
FRANK VERO
You Are My Heart's Desire—Why Did You Leave Me. PIO HIT 101.

BILLBOARD MUSIC WEEK HOT C & W SIDES

Table listing top C & W records for the week ending February 12, including titles like 'NORTH TO ALASKA', 'ON THE WINGS OF A DOVE', 'I MISSED ME', etc.

Advertisement for Phillips International Records featuring 'ON MY KNEES and STAY' by Charlie Rich.

Advertisement for RECORDAID, INC. promoting record stores and increasing selling efficiency.

Advertisement for Mercury Records featuring 'The Big Hits Are On Today's Hit Trademark'.

Advertisement for TOWNE RECORDS featuring new records with a 'BIG SWINGIN' SOUND!'.

THE TRIO: FROM CAMPUS TO HUNGRY i TO CAPITOL TO "TOM DOOLEY" TO NUMBER 1 IN THE NATION

In 1957, the three clean-cut young men—Dave Guard, Bob Shane and Nick Reynolds—who are The Kingston Trio were pounding the textbooks in colleges near San Francisco. Dave, the acknowledged leader of the group, was an honor student at Stanford University. Nick and Bob were a few miles away at Menlo College.

A common interest in the native rhythms of all the countries of the world led to the formation of the Trio. But little did they dream that their backroom harmonizing in student hangouts around Stanford would lead to the success they enjoy today.

One evening in the Spring of 1957, the boys were concertizing in a colorful spot hard by the Stanford campus, The Cracked Pot. In the audience was San Francisco publicist Frank Werber, who numbered among



Frank Werber, the Trio's manager

his accounts, the esoteric nightspot, the Hungry i, Werber recognized the group's tremendous audience-pleasing talent, signed them to a personal management contract and began grooming the Trio for a professional debut.

After weeks of intensive rehearsal. The Kingston Trio was booked for brief appearances at the Hungry i, Facks II and other San Francisco bistros. They then were signed for one week by San Francisco's famed new-talent showcase, The Purple Onion. They were extended another week, then another, finally ended up spending seven months.

Word of the sensational new trio leaked across the country and they packed up their guitars, banjos and bongos and headed East. First stop was Chicago and Mr. Kelley's where, every night, cash customers formed a serpentine outside, clamoring to see the hottest property in show business. In New York City, at the Blue Angel and the Village Vanguard, the story was the same.

For their first national TV appearance, the Kingstons ran off with one of the top plums of all, Playhouse 90. On May 1, 1958, they appeared in "Rumors of Evening," playing airline pilots are well as displaying their considerable musical talents. Following this, the boys returned to San Francisco and a summer-long stint at the Hungry i.

CAPITOL CONTRACT

In January of that year, the Kingston Trio had been signed to a long-term exclusive recording contract by Capitol artist and repertoire producer Voyle Gilmore, a native



The beaming Kingston Trio received its first gold record for "Tom Dooley" from Max Callison, Regional Manager, Capitol Records Distributing Corp. The occasion was a cocktail party hosting the Trio in New York City in January, 1959.

San Franciscan. Their first long-playing album, "The Kingston Trio," was released the following June. It sold well, but was by no measure a "smash hit"—at first!

Contained in the album, though, was a haunting, century-old folk song, "Tom Dooley." Disk jockeys in scattered spots around the country, principally Salt Lake City, played the song constantly. At the request of several CRDC sales branches, a single record of "Tom Dooley" was released in the Fall of 1958. The Tom Dooley saga is pretty much legend by now.

The recording gained momentum from the day of its release, shot to the top of the national best-seller lists and remained on the charts for months afterward. Their album also took a firm grip on the top rungs of the charts. That "Tom Dooley" created a national furor is an understatement. So great was the interest in "Tom Dooley" and The Kingston Trio that Life and Newsweek, among other national magazines, devoted pages to chronicling the colorful events.

The Kingstons maintain a torrid schedule of personal appearances. In a recent period of less than two weeks played engagements



The Trio, on one of its many sold-out personal appearances.

in New York City; Billings, Montana; Seattle; Vancouver; Portland; Los Angeles; San Diego, Rexburg, Idaho; Salt Lake City; Tucson and Washington, D.C. Barely breathing hard, the boys sandwich in newspaper interviews, visit disk jockeys, autograph records in stores and, in short, do just about anything to help promote their appearance wherever they are playing.

Music has always been an accepted part of the lives of Dave Guard, Nick Reynolds and Bob Shane. Dave and Bob were born and brought up in Hawaii where they strummed ukuleles and sang native songs only shortly after they learned how to walk. Throughout their teens, Bob and Dave sang and played on the beach at Waikiki, taking time out to attend Punahou School, skin dive and ride surfboards whenever they could. In addition to the songs of Hawaii, they learned the music of the South Pacific and the Orient from visiting yachtsmen and travelers.

Nick was born "stateside" in Coronado, Calif., just outside San Diego. The son of a career Naval officer, Nick was a seasoned world traveler before he entered high school. Each time the family moved, Nick (who notes that "Dad plays a swingin' guitar") added a new set of songs to his repertoire.

WHAT'S IN A NAME?

How did the boys come to call themselves The Kingston Trio? They and their manager picked the name because they felt it suggested Calypso music, so popular when they were starting out.

Garbed in natty, striped "ivy-league" shirts open at the collar, charcoal gray slacks, white socks and gleaming shoes, The Kingston Trio presents a striking appearance on stage. They are festooned with guitars or banjos and their bongos and conga drums are within reach. They have no formal written arrangements of the songs they sing, but each is letter perfect.

Dave is married to the former Gretchen Ballard, of Pasadena, Calif., whom he met at Stanford. They have a daughter, Catherine Kent Guard, born June 1, 1958. Despite the rugged schedule he and the other boys have set for themselves, Dave manages to read a book a day. He worked his way through Stanford (B.A., Economics, 1956), still got a B average. His mother and father, a civil engineer, still reside in Honolulu.

Nick was married in September 1958 to Joan Harris whom he met when the Trio was at the Hungry i and she was a comedienne at a club up the street. She later worked as assistant to the Trio's manager, Frank Werber. Between trips, Joan and Nick live an idyllic life on a houseboat, anchored on San Francisco Bay. Nick used to be an avid sports-car racer but gave it up in 1955 after a close friend was killed. He presently owns a Fiat-Nardi-Vignale sport coupe, reportedly the only one in the United States.

Bob is married to Louise Brandon, daughter of a prominent Atlanta, Ga. corporation lawyer. Bob is a bull fight aficionado and mariachi fan. Like Nick, he also is a water-skier. When Bob and Dave lived in Hawaii, they had a comedy diving act which was in great demand.

NATION'S TOP ARTISTS

And that about sums up The Kingston Trio. Except to mention their *four* gold album awards (it'll soon be five) and the fact that they're the hottest selling group in the nation.

The Kingston Trio

MAKE WAY! THE KINGSTON TRIO

NEW ALBUM SURE TO HIT GOLD ALBUM PAYDIRT!!



"MAKE WAY! THE KINGSTON TRIO," a brand-new album by the best-selling group in the business today, is a cinch to hit gold album paydirt.

So far, four Trio albums have struck it gold-album rich. They are: THE KINGSTON TRIO, which contains a noteworthy nugget named "Tom Dooley"; FROM THE HUNGRY i; THE KINGSTON TRIO AT LARGE; and HERE WE GO AGAIN.

Two later releases, SOLD OUT and STRING ALONG, will move momentarily into that golden million-seller circle.

All, of course—plus the Trio's end-of-the-year package, THE LAST MONTH OF THE YEAR — have been Billboard chart champions.

The new album, MAKE WAY! THE KINGSTON TRIO, looks to pan out likewise. It's in the same folk-flavored vein as its powerpacked predecessors.

These are the MAKE WAY! tunes: "En El Agua," "Come All You Fair And Tender

Ladies," "Jug Of Punch," "Bonny Hielan Laddie," "Utawena," "Hard Travelin'," "Hangman," "Speckled Roan," "The River Is Wide," "Oh, Yes, Oh!," "Blow The Candle Out" and "Blue Eyed Gal."

The tunes for this new album, and all the tunes for all the Trio albums, are selected only after the group has screened hundreds of songs from almost as many sources.

"We are not students of folk music," says Dave Guard, the 6-foot-3-inch former Stanford University graduate student. "The basic thing for us is honest and worthwhile songs, songs that people can pick up and become involved in. Like ancient poetry, songs like that are successful because the audience participates in what the artist is doing."

"We don't collect old songs in the sense that the academic cats do," affirms the wiry Nick Reynolds. "We get new tunes to look over every day. Each one of us has his ears open constantly to new material or old stuff that's good."

"Good songs," adds Bob Shane, "are songs that can be made to live during the performance."

And that's exactly what each song sung by the Trio does—it lives. Millions of fans all over the world, from Tallahassee to Timbuctu, attest to the fact.

How has this fabulous success — these astounding record sales and sold-out personal appearances — effected the group?

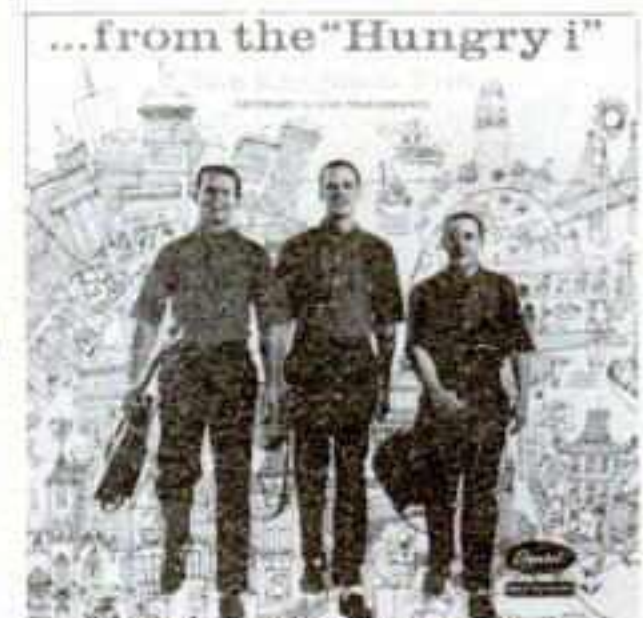
Bob Thomas, of the Associated Press, answered the question when he wrote: "No act in show business today is hotter than The Kingston Trio, three young men who refuse to act like show people. Mind you, they're not square. They're as hep as any collegiates, which they were just a few years ago. But they refuse to be swept away by their whirlwind success."

A success, to be sure, that already has become a legend.

© CAPITOL RECORDS, INC.



GOLD ALBUM NO. 1



GOLD ALBUM NO. 2



GOLD ALBUM NO. 3



GOLD ALBUM NO. 4

CAPITOL'S HOT HITS
 TAKEN FROM THE BEST-SELLING CHARTS OF BILLBOARD, CASH BOX, VARIETY, MUSIC REPORTER, MUSIC VENDOR AND TOP RADIO STATIONS AROUND THE COUNTRY.

COUNTRY & WESTERN

- 4406—WINGS OF A DOVE Ferlin Husky
 Billboard Hot 100 #16
 Cash Box Top 100 #14
 Music Vendor Top 100 #12
 Billboard Hot CGW Sides #2
 Cash Box Top 50 CGW #1
 Music Vendor Top 50 CGW #1
- 4412—EXCUSE ME Buck Owens
 Billboard Hot CGW Sides #19
 Cash Box Top 50 CGW #15
 Music Vendor Top 50 CGW #14
- 4496—FOOLIN' AROUND Buck Owens
 Billboard Hot CGW Sides #20
 Cash Box Top 50 CGW #20
 Music Vendor Top 50 CGW #36
- 4463—FORGET THE PAST Faron Young
 Billboard Hot CGW Sides #23
 Cash Box Top 50 CGW #18
 Music Vendor Top 50 CGW #22
- 4487—KISSING MY PILLOW Rose Maddox
 Billboard Hot CGW Sides #26
 Cash Box Top 50 CGW #50
 Music Vendor Top 50 CGW #33
- 4463—WORLD SO FULL OF LOVE Faron Young
 Cash Box Top 50 CGW #25
 Music Vendor Top 50 CGW #21
- 4487—I WANT TO LIVE AGAIN Rose Maddox
 Cash Box Top 50 CGW #30
 Music Vendor Top 50 CGW #49

POPULAR

- 4492—OH, HOW I MISS YOU TONIGHT Jeanne Black
 Cash Box Top 100 #80
 Music Vendor Top 100 #77
- 4508—CALCUTTA Four Preps
 Music Vendor Top 100 #96
 KSFO—San Francisco #11
 WJBK—Detroit #2
 WLOL—St. Paul #15
 KMUR—Salt Lake #1
 KALL—Salt Lake #2
 KOVO—Salt Lake #1
- 4493—MILORD Edith Piaf
 Music Vendor Top 100 #94
 KBZY—Seattle #14
 KOMA—Seattle #21
- 4481—IF I KNEW Nat King Cole
 KSFO—San Francisco #18
- 4482—LOVE IS A DANGEROUS THING Janice Harper
 WBBF—Buffalo #6

PICKED TO BE HITS
 ACTUAL SELECTIONS BY THE INDUSTRY'S LEADING TRADES

- 4519—ILLUSION Nat King Cole
 Cash Box "Best Bet." "Cole does his usual fine ballad warble on a very pretty affectionate. With enough deejay exposure, side can show up."
- 4518—SPARKLIN' EYES Dean Martin
 Cash Box "Best Bet." "The performer could have chart action with this date, a reminder of his years back smash, 'Memories Are Made Of This'."
- 4507—ANGEL WITH A HEARTACHE The Mavericks
 Cash Box "Best Bet." "Songsters could step out with this striking display of a first rate teen romantic about a guy who hopes to cure the heartache of gal whose previous flame is no longer around."
- 4512—ALL IN MY MIND Dakota Staton
 Music Vendor "Hit Pick." "Thrush handles a swingin' uptempo romancer with fine style and good assist from the Benny Carter Orchestra."
- 4501—THE GREAT IMPOSTER The Piltdown Men
 Music Vendor "Hit Pick." "The Piltdown Men's version on Capitol combines strong beat with exciting horn work."

BRAND NEW RELEASES
 OUT THIS WEEK AND ON THEIR WAY TO YOU NOW!

- 4510—SOMEONE'S GONNA GET HURT Al Brumley
 MY AFFECTION FOR YOU
 Capitol's newest artist sings a bright new song penned by the great Harlan Howard.
- 4511—WHEN JOHNNY COMES SLIDIN' HOME The Hollywood Vines
 CRUSIN'
 This rock 'n roll instrumental by a fine new teenage group is especially adaptable to the new "slide" dance craze.
- 4512—ALL IN MY MIND Dakota Staton
 HEY LAWDY MAMA
 Dakota's "moody" interpretation of this bright new tune will give it quick chart action.
- 4513—THE GURNEY SLADE THEME Ray Anthony
 RETURN TO ME
 The current hit in England is given that special Ray Anthony treatment that will make it a best-seller here.
- 4509—MY FOOLISH HEART Nancy Wilson
 THE SEVENTH SON
 Nancy's first single outing is an exciting demonstration of her fine singing talents. Destined for great sales and air-play.

THREE POWERHOUSE HITS

from **CAPITOL...**

CALCUTTA

Four Preps

#4508

MY FOOLISH HEART

Nancy Wilson

#4509

I AIN'T DOWN YET

Dinah Shore

#4476

See your Capitol representative today



The Original and 1st in Sales!

"LEAVE MY KITTEN ALONE"

Little Willie John King 5452

"HIDEAWAY"

Freddie King Federal 12401

"HONKY TONK"

Bill Doggett King 5444

"PONY TIME"

The Twi-Lites King 5461

"THE REBEL YELL"

The Shilohs King 5462

KING

ONE STOP SERVICE

1-Day Service • Free Title Strips

RECORDS

ALL LABELS

WHOLESALE

45's... 60c LP's

95c \$2.47 \$3.09 \$3.71

REDISCO

1221 W. North Ave. Baltimore 17, Md.

North 9-1515

ANDY WILLIAMS

DON'T GO TO STRANGERS

CADENCE 1389



RELIABILITY-QUALITY RECORD PRESSING... RESEARCH CRAFT CO. 1011 NORTH FULLER HOLLYWOOD 46, CALIF.

GIVE TO DAMON RUNYON CANCER FUND

Reviews and Ratings of New Albums

Continued from page 26

*** GHOST RIDERS IN THE SKY Stan Jones, Vista BV 3306—The melodies and lyrics of Stan Jones are sung by the artist himself on this LP. Jones is best-known for his "Ghost Riders in the Sky," and that tune is included. Most of the tunes are oriented to the West and there are a number of good pieces of material. "Sedona, Arizona," "Wringin' Wrangle," (from "Westward Ho the Wagons"), and "El Diablo," are a few.

*** EVERYBODY DANCE Jan Garber and His Orchestra, Decca DL 74066 (Stereo & Monaural)—Garber and his ork provide their trade-marked pleasantly schmaltzy treatments of a group of nostalgic standards and oldies. Selections include "It Had to Be You," "Baby Face," "I'll Get By" and "In Apple Blossom Time."

*** TEACH ME TIGER April Stevens, Imperil LP 9118—Miss Stevens is back in her slinky, whispery vocal form, on such tunes as her old hit, "I'm in Love Again," her newest single "Teach Me Tiger" and "Do It Again," "In Other Words" and "I Get Ideas." The gal sounds much like Marilyn Monroe in some of these tracks and the cover shot of Miss Stevens tends to implant the same sexy connotation. Good mood wax is set to a soft ork beat.

*** AS TIME GOES BY Vera Lynn, MGM E 3889—The British canary's rich, tasteful vocal talents are showcased here on a group of nostalgic standards, with pretty backing by the Williams Singers and Geoff Love's ork. Jocks should find some spinnable sides here, including the thrush's clean-cut renditions of the title song, "Young at Heart," "I'll Remember April" and "Hello Young Lovers."

LOW PRICED POPULAR ****

**** IRMA LA DOUCE The London Repertory Company, Richmond B 20089—This is a fine buy for the price. One side of the disk contains five songs from the current hit "Irma La Douce," the other side an equal number from the pic "The Bells are Ringing." The cheery melodies receive enthusiastic performances from leads Joyce Blair, Gerry Grant, Dave Carey and Ian Patterson, aided by the Cliff Adams Chorus.

LOW PRICED POPULAR ***

*** WHILE YOU WERE AWAY The Eric Rogers Chorus and Orchestra, Richmond B 2006B (Stereo & Monaural)—Songs popular during the second World War are sung by a large mixed chorus and played by a fine ork on this memory LP. Among the fine tunes are "Paper Doll," "I'll Get By," "As Time Goes By," "You Are My Sunshine" and "The Last Time I Saw Paris."

*** LOVE THEMES FROM GREAT OPERAS

Frank Chacksfield and his Ork, Richmond B 20087—Attractive orchestral arrangement by Frank Chacksfield's orchestra of 10 famed melodies from grand opera. The result adds up to an attractive instrumental package. Selections include "Celeste Aida," "La Donna e Mobile," "Caro Nome" and "Musetta's Waltz Song." Should have mood music appeal to non-opera fans as well as those who dig the idiom.

*** MUSIC FOR LOVERS

Werner Muller and His Ork, Hi Fi TP 2516—These are well-orchestrated arrangements of a broad range of American tunes, including "Love Letters in the Sand," "Sweet Sue," "Goody Goody," and "Some of These Days." The ork—which has backed such Continental stars as Caterina Valente—is excellent.

JAZZ LP'S

*** STRONG SALES POTENTIAL

**** THE HAWK BLOWS AT MIDNIGHT

Erskine Hawkins Quintet, Decca DL 74081 (Stereo & Monaural)—Erstwhile 1940's band leader Hawkins turns to the combo format here with good, pop-styled jazz results. He is joined on the date by alto man Bobby Smith and a rhythm group. Songs are a melange of standards like "Love Is Here to Stay," and older tunes identified with Hawkins, like "Tuxedo Junction" and "Tippin' In." Danceable, listenable jazz that can have appeal in the kind of pop circles that dig the Jonah Jones approach, as well more pure jazz fans.

**** GEORGE RUSSELL SEXTET AT THE FIVE SPOT

Decca DL 79220 (Stereo & Monaural)—This is one of George Russell's best sets on the label. The jazz is modern and driving,

and the performance of the mainly new material have a feeling of both vitality and excitement. Russell is supported at the piano by Dave Young on alto, Alan Kiger on trumpet, Dave Baker on trombone, Joe Hunt on drums and Charlie Israel on bass. The horn men do a fine job, both in their section work and as soloists, and Russell's piano work holds the driving tunes together. Best sides are Miles Davis' "Sippin' at the Bells," "Dance Class," "Kingdom Come" and "121 Bank Street."

**** I LOVE THE LIFE I LIVE

The Mose Allison Trio, Columbia CL 1565 (Stereo & Monaural)—The impeccable piano taste of Mose Allison and the unique humor of his singing is self-evident once again on this LP. The disk is a mixture of standards and original compositions. Among the standards played or sung are "You Turned the Tables On Me," "You're a Sweetheart" and "I Ain't Got Nobody." "Mad With You," which should make a mad single and "Fools Paradise" are among the better Allison vocals.

**** MOOD FOR THE BLUES

Pias Johnson, Capitol ST 1503 (Stereo & Monaural)—The indomitable tenor stylist performs in front of a full bank of strings and with a robust rhythm section on this set of lush bluesy standards. The program is well-paced, varying in mood and tempo from the expressive ballad reading of "Don't Let the Sun Catch You Crying," to a medium tempo version of "Please Send Me Someone to Love." Other tunes getting mood play are "Fool That I Am," "Blues in My Heart" and "Tanya."

**** THE PREVIN SCENE

Andre Previn, MGM E 3908—Previn is presenting here against two different backgrounds—David Rose's lush strings and tasteful jazz backing by drummer Shelly Manne, and bassist Red Mitchell. Both sides of Previn are equally effective. His romantic piano solos are spotlighted with Rose on "Young and Tender," "Little Girl Blue" and "Black and Blue," while his far-out side is showcased on "Get Those Elephants Outa Here," "Should I" and "Guido's Blackhawk."

**** GETTIN' INTO SOMETHIN'

The Dave Bailey Sextet, Epic LA 16011—Dave Bailey, and his combo, featuring Charlie Rouse, Curtis Fuller, Clark Terry, Horace Parlan and Peck Morrison, turn out some mighty attractive jazz on this new set. Bailey sets a solid beat on drums and the horn men pick it up from there. The modern driving jazz features a flock of new tunes, including "Slop Jah," "Little Old Mongoose," "Evad Smurd" and "Blues for J. P." Strong wax that could earn steady sales.

**** THE PROVOCATIVE ERROLL GARNER

Columbia CL 1587—Even when Erroll Garner is not at his best he's still mighty good. This waxing features Garner playing some standards and some original items, recorded two or three years ago when he was actively waxing for the label. He has one outstanding side here that he composed, called "Blue Ecstasy," and he hands it a tasty performance. Other items include "Holiday for Strings" and "Margin for Erroll." Not his strongest wax, but attractive.

*** MODERATE SALES POTENTIAL

*** LOUIS HAYES

Vee Jay LP 3010—A swingin' album, which features drummer Louis Hayes, a 21-year-old Detroit. The youngster knows how to lay down a beat as well as to get much of a musical expression from his skins, rims, tom toms, etc. He is ably assisted on this six-track production by Nat Adderly on cornet, Yusuf Lateef on tenor, Barry Harris on piano and Sam Jones on bass. Lateef and Adderly do a lot of blowing and are neatly showcased by Hayes. A lot of sound and excitement here.

*** METRONOME PRESENTS JAZZ AT THE MODERN

George Wein and the Storyville Sextet, Bethlehem BCP 6050—The first in a series of jazz concerts co-sponsored by The Museum of Modern Art in New York City and Metronome magazine, features the George Wein Sextet on this "live" presentation LP. The Wein group is what might be called swing-oriented, and the genial maestro does the introductions of tunes and artists. Group features Pee Wee Russell, Tyree Glenn and Shorty Baler in some great solo and unison work.

*** THE WORLD OF CECIL TAYLOR

Candid 8006—The pianistics of Cecil Taylor, which are considered orbital by some, should be meat on the table for avant-garde jazz listeners. The sometimes chaotic, sometimes exotic playing of Taylor is reflected in "E. B." and "This Nearly Was Mine." Tenor saxist Archie Shepp joins the trio for two of the five tracks.

*** THE MODERN SOUND OF BETTY CARTER

Richard Weiss, ABC-Paramount ABC 363 (Continued on page 40)

BILLBOARD MUSIC WEEK HOT R & B SIDES

FOR WEEK ENDING FEBRUARY 12

TITLE, Artist, Company, Record No.

Table with columns: THIS WEEK, ONE WEEK AGO, TWO WEEKS AGO, THREE WEEKS AGO, and WEEKS ON CHART. Rows 1-30 listing songs like 'SHOP AROUND', '(WILL YOU LOVE ME) TOMORROW', 'ALL IN MY MIND', etc.

HEADING FOR A MILLION! Fats Domino AIN'T THAT JUST LIKE A WOMAN b/w WHAT A PRICE #2837

REDD FOX RELEASE "WILD PARTY" Redd Foxx LP 804 EP 805-EP 806

IMPERIAL RECORDS 6425 Hollywood Blvd. Hollywood 28, Calif.

DOOTO REG. U.S. PAT. OFF.

2 to Watch! SOMEBODY KNOCKIN' LIGHTNIN' SLIM Excollo 2195 RAININ' IN MY HEART SLIM HARPO Excollo 2194 NASHBORO RECORDS, Nashville, Tenn.

"VARIETY TOP 100" "ONCE UPON A TIME" Rochell & The Candles Swingin' 623

THE TRIO IN ACTION—A SHOELESS SESSION, A TV BIT, A POOLSIDE REHEARSAL, A SAN FRANCISCO STROLL

FRONT VIEW!



VOYLE GILMORE, (left), who has produced all the Trio's albums, chats with the shoeless Trio between "takes".

BACK VIEW!



STILL SHOELESS (as always when recording) the boys are shown with their manager, Frank Werber.

REHEARSAL!



REHEARSAL AT POOLSIDE. The boys are perfectionists and rehearsal is followed by more rehearsal until each song is letter-perfect.

TV TIME!



SINGIN' AND STRUMMIN' on a recent TV appearance. The Trio is much in TV demand, too, and has appeared on many top shows.

ON TOP OF THE WORLD!



THAT'S SAN FRANCISCO in the background, the city that brought the group its first success and started The Kingston Trio on its record-breaking trip to the top of the musical world.

9 BEST-SELLING ALBUMS BY THE KINGSTON TRIO



THE KINGSTON TRIO—T-996

Three Jolly Coachmen • Wreck Of The "John B" • Bay Of Mexico • Sara Jane • Banua • Tom Dooley • Fast Freight • Hard, Ain't It Hard • Santy Anno • Scotch And Soda • Coplas • Little Maggie



FROM THE HUNGRY I—T-1107

Tic, Tic, Tic • Gue, Gue • Dorie • South Coast • Zombie Jamboree • Wimoweh • New York Girls • They Call The Wind Maria • The Merry Minuet • Medley: Shady Groove; Lonesome Traveler • When The Saints Come Marching In



STEREO CONCERT—ST-1183

Banua • Three Jolly Coachmen • South Coast • Coplas • They Call The Wind Maria • Zombie Jamboree • Tom Dooley • The Merry Minuet • Raspberries, Strawberries • When The Saints Come Marching In (Stereo Only)



THE KINGSTON TRIO AT LARGE—(S)T-1199

M.T.A. • All My Sorrows • Scarlet Ribbons • Remember The Alamo • Blow Ye Winds • Corey, Corey • The Long Black Rifle • Early Mornin' • The Seine • I Bawled • Good News • Getaway John



HERE WE GO AGAIN—(S)T-1258

Molly Dee • Across The Wide Missouri • Haul Away • The Wanderer • 'Round About The Mountain • Oleanna • The Unfortunate Miss Bailey • San Miguel • E Inu Tatou E • A Rollin' Stone • Goober Peas • A Worried Man



SOLD OUT—(S)T-1352

El Matador • The Mountains O'Mourne • Don't Cry Katie • Medley: Tanga Tika; Toerau • With Her Head Tucked Underneath Her Arm • Carrier Pigeon • Bimini • Raspberries, Strawberries • Mangwani Mpulele • With You My Johnny • The Hunter • Farewell Adelita



STRING ALONG—(S)T-1407

Bad Man's Blunder • The Escape Of Old John Webb • When I Was Young • Leave My Woman Alone • This Mornin', This Evenin', So Soon • Everglades • Buddy Better Get On Down The Line • South Wind • Who's Gonna Hold Her Hand • To Morrow • Colorado Trail • The Tattooed Lady



THE LAST MONTH OF THE YEAR—(S)T-1446

Bye, Bye, Thou Little Tiny Child • The White Snows Of Winter • We Wish You A Merry Christmas • All Through The Night • Goodnight My Baby • Go Where I Send Thee • Follow Now, Oh Shepherds • Somerset Gloucestershire Wassail • Mary Mild • A Round About Christmas • Sing We Noel • The Last Month Of The Year



MAKE WAY! THE KINGSTON TRIO—(S)T-1474

En El Agua • Come All You Fair And Tender Ladies • Jug Of Punch • Bonny Hielan Laddie • Utawena • Hard Travelin' • Hangman • Speckled Roan • The River Is Wide • Oh, Yes, Oh • Blow The Candle Out • Blue Eyed Gal

©CAPITOL RECORDS, INC.

**NOW
BREAKING
IN:**



**CHICAGO, CLEVELAND, DETROIT,
ST. LOUIS, MIAMI & NEW YORK!**

Wilson was out of this world on Marty Faye's Show, WBKB-TV, Chicago, Jan. 30. And Chicago sales immediately zoomed.

Thanks, Marty!

Wilson was a sensation on Don McNeil's Breakfast Club, Coast-to-Coast ABC Network, Jan. 31, and national sales jumped up immediately.

Thanks, Don!

(TV-Radio Producers, Take Note)

Also appeared on Bob Elson's Show, WCFL, Chicago.

Thanks, Bob!

Also appeared on Sig Sackowitz's Show, WTAQ, Chicago.

Thanks, Sig!

Our deepest thanks to the other Chicago DeeJays for their help and co-operation.

And thanks to the Seeburg-Corp. for making Justin Wilson your Artist of the Week on the nation's jukeboxes.

**OVER 90,000 ALBUMS
SOLD IN FIRST 6 WEEKS**

and heading for the 1/4 million mark

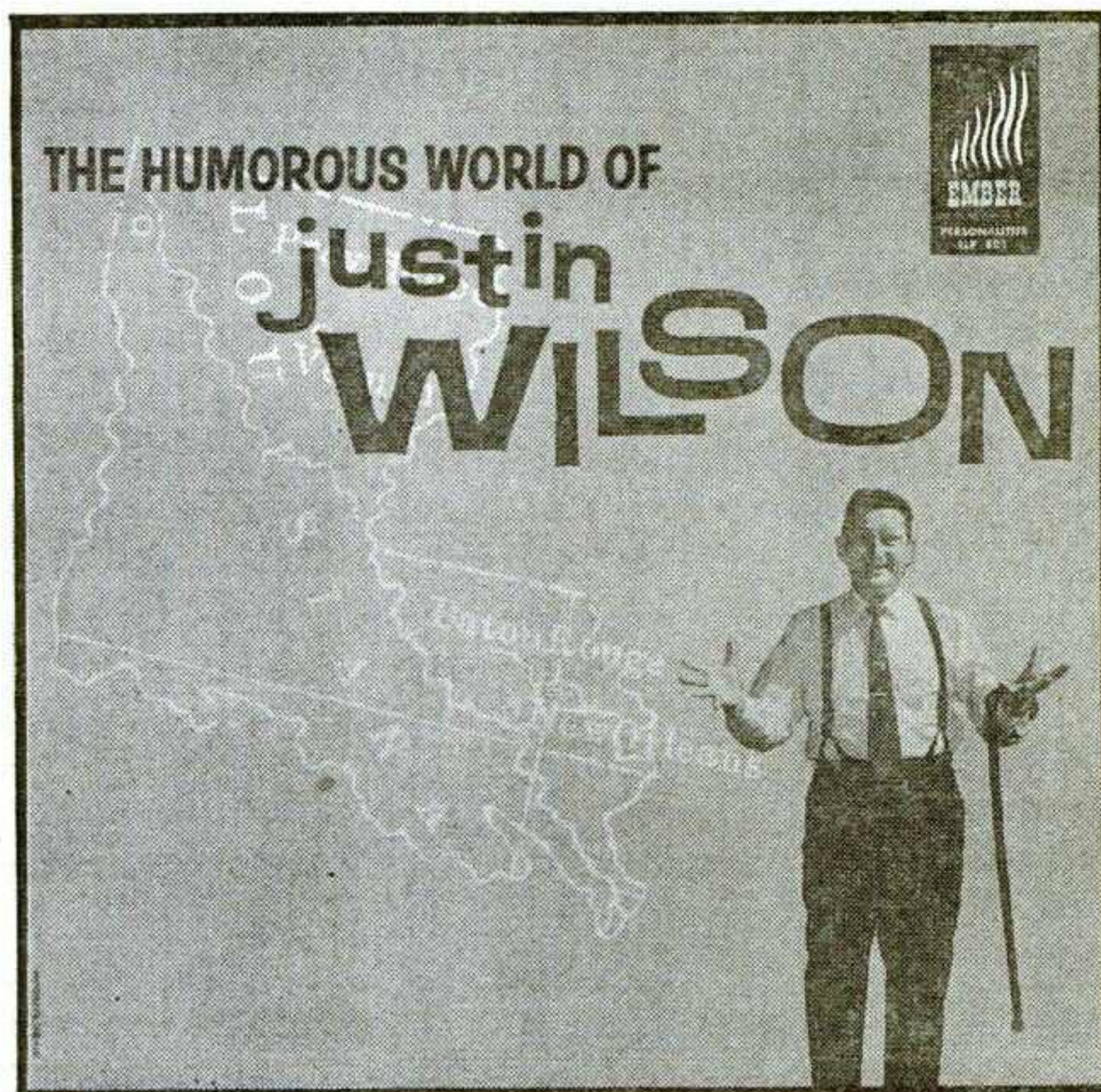
**DESTINED TO BE THE TOP
COMEDY ALBUM for 1961**

DJ's: Excerpts from specially edited version on 7" 33 1/3 records now available at your local distributor, or contact us direct.



150 W. 55th St.
N.Y.C.

**THE HUMOROUS
WORLD OF
JUSTIN WILSON**



THE HUMOROUS WORLD OF JUSTIN WILSON / EMBER LP 801 / SUGGESTED LIST \$4.98

DEALERS: Order from your nearest Ember Distributor! • JOCKEYS: He has a copy for you!

ALBANY, NEW YORK
Delta Dist.
1122 Broadway
ATLANTA, GA.
Dixie Dist. Co.
1235 Techwood Drive, N.W.
BOSTON, MASS.
Dale Enterprises
792 Commonwealth
CHARLOTTE, N. C.
Bertox Sales Co.
2214 Moorhead
CHICAGO, ILL.
All State Dist.
1450 S. Michigan Avenue

CINCINNATI, OHIO
Cosnat Dist.
27-29 W. Court St.
CLEVELAND, OHIO
Cosnat Dist.
1233 W. 9th St.
DALLAS, TEXAS
Big State Dist.
1337 Chemical St.
DENVER, COLO.
Pan American Dist.
86 S. Santa Fe Dr.
DETROIT, MICH.
Aurora Dist.
8731 Woodward Ave.

EAST HARTFORD, CONN.
Trinity Dist.
477 Park Avenue
EL PASO, TEXAS
M. B. Krupp
309 S. Santa Fe St.
GREAT FALLS, MONT.
Music Service
204 S. 4th St.
HIALEAH, FLA.
Tone Dist.
495 S.E. 10th Court
HONOLULU, HAWAII
Microphone Music
1244 College Walk


HOUSTON, TEX.
United Dist.
1613 St. Emanuel St.
INDIANAPOLIS, IND.
Hoosier Record Dist.
726 Russell Ave.
LOS ANGELES, CALIF.
Record Merchandising
2580 West Pico Blvd.
MEMPHIS, TENN.
Music Sales Co.
1117 Union Ave.
MILWAUKEE, WISC.
John O'Brien Dist.
2830 West Vliet St.

MINNEAPOLIS, MINN.
Jather Dist.
730 Lyndale St., N.
NASHVILLE, TENN.
Southern Dist.
147 Lafayette St.
NEWARK, N. J.
Cosnat Dist.
415 Halsey St.
NEW ORLEANS, LA.
Pelican Record Dist.
616 Girard St.
NEW YORK, N. Y.
Alpha Dist.
457 West 45th St.

OKLAHOMA CITY, OKLA.
B & K Dist.
608 N. Hudson St.
PHILADELPHIA, PA.
Chips Dist.
1415 N. Broad St.
PITTSBURGH, PA.
Cosnat Dist.
2226 5th Ave.
SALT LAKE CITY, UTAH
Great Western Dist.
1364 South 2nd St.
SAN FRANCISCO, CALIF.
Eric Dist.
1251 Folsom

SEATTLE, WASH.
C & C Dist.
3711 Hudson St.
ST. LOUIS, MO.
Robert's Record Dist.
1908 Washington St.
SYRACUSE, N. Y.
Onondaga Supply Co.
344 W. Genesee St.
WASHINGTON, D. C.
Schwartz Bros.
901 Girard St., N.E.
WEST TORONTO, CANADA
Raleigh Record Sales, Ltd.
108 Wellington St.

JOHNNY TILLOTSON
JIMMY'S GIRL
CADENCE 1391



HIS BIGGEST YET!
BOBBY RYDELL
Sings
GOOD TIME BABY
Cameo #180
C.A.M.E. RECORDS
1405 Locust St., Philadelphia, Pa.

Real Hot!
ALL OF EVERYTHING
b/w
CALL ME ANYTIME
C-1071
FRANKIE AVALON

Chancellor
Distributed by A.M.P.A. Record Corp.

A SMASHEROO!!
Merv Griffin
"BANNED IN BOSTON"
CARLTON 540

"TAKE GOOD CARE OF HER"
By The Year's Most Promising New Star
ADAM WADE
Coed #546
GOED RECORDS
1619 Broadway New York, N. Y.

when answering ads . . .
SAY YOU SAW IT IN
BILLBOARD MUSIC WEEK

LP'S
\$2.47—\$3.10—\$3.71
1812 WEST CHICAGO AVE., CHICAGO 22, ILLINOIS (Humboldt 6-5204)
6920 S. HALSTED, CHICAGO 21, ILLINOIS (RADcliffe 3-3144)
SINGER ONE STOP
45's—45¢ Free Strips

● **Reviews and Ratings of New Albums**

● Continued from page 38

—Miss Carter has a highly individualistic jazz vocal style. The performances here showcase her range, which is considerable, and her broad technical ability. Included are "What a Little Moonlight Can Do," "Remember," and "Mean to Me." Deejays looking for new jazz sounds will find this interesting.

★★★ **THE MANY ANGLES OF JOHN LETMAN**
Bethlehem BCP 6053—Happy swinging jazz is the keynote of this new set which features trumpeter Johnny Letman as a soloist, a singer and a composer. His trumpet work is attractive, and his musicianship is aided by a group of top-flight jazzmen, including Kenny Burrell, Panama Francis, Peck Morrison, and Dick Wellstood. The tunes include "Mabel's Dream," "Tina," "This Time the Drinks on Me," which Letman sings, and "Sittin' Alone Countin' My Tears," on which the trumpet player also comes through with a strong vocal.

★★★ **THIS IS THE BLUES—VOL. 1**
Various Artists, Pacific Jazz PJ 13—Six tracks of the blues in jazz style fill this sampler from World Pacific. Heavy weight of the artists on the set is pianist Les McCann whose sides "Oatmeal," "Tell 'Em About It" and "One More Hammock Please," add much zest and should add a good deal of buyer appeal. In addition there's a fine track by Curtis Amy on tenor sax and Paul Bryant on organ. Two of the other tracks also have organ-tenor combinations.

C&W LP'S

★★★ MODERATE SALES POTENTIAL

★★★ **SQUARE DANCES**
Carson Robinson, MGM E 3258—Square dancing fans should enjoy this set by Carson Robinson and his ork. The country artist does the calling on "The Maverick," "When the Work's All Done This Fall," and the "Devil's Bitches," among others. There's a version, too, of the "Bumps-A-Daisy."

CLASSICAL LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ **BRAHMS: SYMPHONY NO. 1 IN C MINOR**
New York Philharmonic (Bernstein), Columbia BS 6202 (Stereo & Monaural)—A direct and virile interpretation of this heroic-styled work, the first Bernstein effort with a Brahms symphony, ranks among the better performances available. With over 25 competing versions glutting the catalog, no new one can become a runaway best seller. However, a well-recorded performance will win this a goodly share of the buyers, especially among Bernstein's widespread following.

★★★★ **PIANO PORTRAITS**
Leonard Pennario, Capitol P 8541—Some outstanding shorter piano works are given sensitive performances by Leonard Pennario. Contents include Mendelssohn's "Scherzo in E Minor," Brahms's "Rhapsody in G Minor," Debussy's two "Arabesques," Liszt's "Un Sospiro" etude and "Transcendental 'Etude No. 10, two Scarlatti sonatas, Macdowell's "To a Wild Rose" and "To a Water Lily," and Moszkowski's "Caprice Espagnol." The artist does a first-rate job, especially on the more introspective works. The selections all are familiar and should receive a good reception.

★★★★ **BIZET: SYMPHONY IN C MAJOR; LA LO: SYMPHONY IN G MINOR**
Orchestre Nationale de la Radiodiffusion Francaise (Beecham), Capitol SG 7237 (Stereo & Monaural)—Sir Thomas Beecham and the National Orchestra of the French Radio Network do a most impressive job with these two familiar symphonies. The performances are detailed and crisp and the tempos are bright. The recording itself is excellent. A strong disk with two familiar works that will strongly appeal to Sir Thomas' many fans.

★★★★ **VIVALDI: THE FOUR SEASONS**
The Strings of the Kapp Sinfonietta

(Vardi), Kapp KCL 9056—There have been a number of new and attractive recordings of this popular chamber opus in recent years, but this certainly rates a good deal of attention. The four short concerti are performed with vigor and warmth and the young American, David Nadien, handles the challenging and multi-hued solo violin passages with a virtuoso touch. Emanuel Vardi is the conductor for the performance. Package has a tasteful cover design and informative liner text by Igor Kipnis.

★★★★ **VERDI: A MASKED BALL**
Rome Symphony Orchestra (Savino) Kapp KCL 9051—One of the label's "Opera Without Words" series, this is a melodic and lush reading of the opera of tragic love, set in Sweden in the 18th century. One of the good things about this label is its penchant for bringing out fine, non-war horses repertoire. This is an example of such material, which will surely interest classical buyers.

★★★ MODERATE SALES POTENTIAL

★★★ **DANUBE WAVES**
The Hollywood Bowl Symphony Orchestra (Rosza), Capitol P 8540—Six ever popular compositions from nations through which the Danube flows, given graceful and idiomatic performances under the baton of Miklos Rosza. Simple, uncluttered arrangements should help make these broadly popular. The music includes the "Radetzky March" and "Live, Laugh and Love Waltz" by Johann Strauss Sr. and Jr., respectively; Liszt's "Hungarian Rhapsody No. 14," Smetana's colorful "Bartered Bride Overture," the traditional gypsy "Zigeunerweisen" theme, and "Danube Waves," better known as the "Anniversary Waltz." Good "pops" disk.

★★★ **PRIMA BALLERINA**
Berlin Promenade Orchestra (Cramer), MGM E 3910—Some famed light ballet music, all in a familiar vein, makes an enjoyable, easy-listening instrumental collection. The 10 works include the Albeniz "Tango," Khachaturian's "Sabre Dance," Ponchielli's "Dance of the Hours," Smetana's "Polka" and Tchaikovsky's "Waltz of the Flowers." Attractive cover complements the well-known music.

★★★ **BIZET: L'ARLESIENNE SUITES I & II**
L'Orchestre de Societe de Concert de Vienne (Kaufmann), Roulette R 75005—A very adequate recording of Bizet's two "L'Arlesienne Suites" here by l' Orchestre de Societe de Concert de Vienne, under the baton of Pierre Kaufmann. The sound is good and the orchestra plays the compositions with feeling. There are many recordings of these works but if this set is displayed the attractive cover may help it garner some sales.

★★★ **TCHAIKOVSKY: SYMPHONY NO. 4**
Orchestra des Concerts de Symphonique de Vienne (Kaufmann), Roulette R 75006—The Orchestre des Concerts de Symphonique de Vienne under the direction of Pierre Kaufmann does a distinguished and in places electrifying job on the Tchaikovsky Fourth Symphony, especially in the last movement where the shock value of the opening phrase is of prime importance. The reading as a whole details the great Russian composer's music excellently.

★★★ **PIANO DUO**
Josette and Yvette Roman, Kapp KCL 9055—An extremely tasteful package for classical lovers looking for something different—for something other than warhorse repertoire. The duo piano team on these sides is brilliant—as to technique and interpretation. Couple this with the colorful repertoire—including Infante's "Andalusian Dances," Milhaud's "Scaramouche" and selections by Franck and Saint-Saens—and the listener really has a flavorful concert.

★★★ **BRAHMS: SYMPHONY NO. 4**
Hamburg State Philharmonic Orchestra (Kellberth), Hi Fi TC 8039—A good buy. The Brahms Symphony is done with sensitivity and sonorous sound. Cover art makes a good display piece.

★★★ **SCHUBERT: SYMPHONY NO. 9**
Concertgebouw Orchestra of Amsterdam (Krips), Richmond B 19078—This is the earlier of two performances of this great work conducted by Krips. Formerly in the London catalog, it is now reissued in the low-priced Richmond line. A capable though relatively undistinguished performance, it should not be confused with the excellent Krips outing with the London Symphony now in the London catalog. Nevertheless, as the sole major low-priced version, this edition should garner sales.

★★★ **RACHMANINOFF: SYMPHONIC DANCES, OP. 45 (1940); CASELLA; PAGANINIANA**
The Philadelphia Orchestra (Ormandy), Columbia MS 6205 (Stereo & Monaural)—The last composition by Rachmaninoff, the Symphonic Dances are performed relatively infrequently and this new version has only one competitor. Ormandy and the

Philadelphia premiered the work in 1940, and now have waxed an exciting performance, with a sound quality that will attract the hi-fi bugs. The Casella work that fills out the second side requires and gets a virtuoso performance from the orchestra's great string section. Neither work is a lure for buyers, but the participation of Ormandy and the Philadelphia, plus the sound quality, will attract many.

LOW PRICED CLASSICAL ★★★★★

★★★★ **BEETHOVEN: SYMPHONY NO. 7; EGMONT OVERTURE**
Berlin Philharmonic Orchestra (Kellberth), Hi Fi TC 8040—Once again the label offers a lot for a low price. The performance of the Beethoven Seventh here is excellent and the recording itself is equal to many at a higher list. The Berlin Philharmonic under Joseph Keilberth also offers an expressive reading of the Egmont Overture on the same disk. A set that is sure to appeal to the money-wise classical buyer, and the attractive cover is fine for display purposes.

SPECIALTY LP'S

★★★★ STRONG SALES POTENTIAL

POLKA ★★★★★
★★★ **WHOOPEE JOHN, THE POLKA POPPA**
(Whoopie) John Wilfahrt, Decca DL 74068 (Stereo & Monaural)—The veteran (Whoopie) John Wilfahrt, after nearly 50 years of dishing out polkas, still gets more zing out of his "old-time dance orchestra" than most of his more youthful competitors. This collection of polkas, waltzes, Scottisches and laendlers points this up. Wilfahrt himself clefled half of the dozen offerings. One surprise is a Dixieland rendition of "Dippermouth Blues," listed as written by "Joseph Oliver." Good collection for polka buyers.

FOLK ★★★★★
★★★★ **STORIES IN SONG**
William Clauson, Capitol P 8539—William Clauson is a folk singer who really can sing. As a result, these traditional ballads take on new freshness as Clauson's baritone imparts the true feeling of the troubadour. A protege of Carl Sandburg, he shows lusty humor in "Great Grand Folk," "The Dumb Wife" and "When the Old Man Was Out." He also does well with dramatic items such as "Lord Randall," "The Sailor's Return" and "I Never Shall Marry." Other old favorites are "Get Along Little Dogies" and "Cockles and Mussels." Some fine d.j. material here.

SACRED ★★★★★
★★★★ **SWEET HOUR OF PRAYER**
Jimmie Davis, Decca DL 74087 (Stereo & Monaural)—The governor of Louisiana shows that he still remembers how to sing. The country flavor is predominant in his delivery, of course, as he sings a dozen hymns and songs of devotion, backed by the Anita Kerr Singers. Included are "Church in the Wildwood," Stuart Hamblen's "Known Only to Him," and two penned by Davis himself.

SPIRITUAL ★★★★★
★★★★ **GOD WILL TAKE CARE OF YOU**
The Harmonizing Four, Vee Jay LP 5009—Here's a fine album of familiar spirituals, sung in reverent, straightforward manner by the Harmonizing Four, a fine gospel group. The lead singer on many of the songs has a sound similar to Sam Cooke and he sings the tunes with much feeling. The songs include "Mary Don't You Weep," "My Lord What a Morning," "I Love to Call His Name" and "The Lord's Prayer." Strong wax for the market.

LATIN AMERICAN ★★★★★
★★★★ **NOW IS THE HOUR TO TANGO**
The Castilians, Decca DL 74089 (Stereo & Monaural)—A big, full of ork with strings, woodwinds and brass essays a flock of pop standards in tango rhythm style. Tunes include the likes of "I'll Never Smile Again," "All or Nothing at All," and "I've Found a New Baby." Nice arrangements, well produced for stereo effects. The album also has a refreshing effect, presenting as it does something different from the overpopulated ranks of cha cha albums.

INTERNATIONAL ★★★★★
★★★★ **CONCIERTO FLAMENCO**
Vicente Gomez, Dorothy McManus (Piano), Decca DL 74088 (Stereo & Monaural)—Gomez has composed a work in his "Concierto" which captures much of the typical flavor, moods and rhythms of the Spanish flamenco dance. Here he performs that work and another shorter, original piece, "Calypso Fantasy." Gomez' solo guitar is accompanied only by the piano of Dorothy McManus, an instrument

America's Largest and Oldest
ONE-STOP RECORD SERVICE!
45 RPM 60c
ALL LP'S—REGULAR DISTRIBUTOR
WHOLESALE—NOTHING OVER
SAME DAY SERVICE
The MUSICAL SALES COMPANY
The Musical Sales Bldg.
Baltimore 1, Maryland

THE PLAYMATES
Sing
"LITTLE MISS STUCK-UP"
R-4322
Roulette Records

Two new smashes!
"AGE FOR LOVE"
by
JIMMY CHARLES
Promo 1003
"GINNY BELL"
by
PAUL DINO
Promo 2180
ADDIT RECORDING CORP.
165 West 46th St. New York, N. Y.

A GOLD HIT
SOLID
JIMMY BELL's
SHE WEARS MY RING
HICKORY 1136

Breaking for a National Hit!
"MY MIND'S MADE UP"
by
THE RENOWNS
Everest 19396
EVEREST RECORDS
360 Lexington Ave., New York 17, N. Y.

Be on the Lookout
for the New
LITTLE ANTHONY AND
THE IMPERIALS
Smash!
END RECORDS
1650 Broadway New York, N. Y.

RECORDING STUDIO
Record Processing & Pressing
45 R.P.M.—33 1/3 R.P.M., any quantities
from your tape or master.
Record Broadcast Corp.
P.O. Box 278, San Marcos, Calif.

GIVE TO DAMON RUNYON
CANCER FUND

(Continued on page 48)

Jocks to Mark Valentine's Day By Giving Their All to Listeners

NEW YORK — Disk jockeys across the country will celebrate Valentine's Day, February 14, this year by giving away everything from the traditional flowers and candy to real hearts and a live deejay.

The most grisly valentine will undoubtedly be that of Buddy Morris, program director-deejay-promotion chief of KDAN, Eureka, Calif., who is sending out real beef hearts from a local butcher shop.

Scott Muni, WABC, New York, is the jockey who will be "given away" on Valentine's Day for a night on the town with the lucky winner. The winner — femme, of course — will be chosen on the basis of lip-prints submitted to the station. The "most kissable" imprint wins Muni.

Station WKNB, Hartford, Conn., is also conducting a "Most Beautiful Lip" contest, but the prizes are more orthodox: free albums, flowers and candy. Judges will be program director Bob Leonard and deejays Phil Hale, Jack Comley and Joe Tasker.

Local Station WNEW here is staging an "all request" day on

Freberg in Disk 'Musical Revue'

HOLLYWOOD — Stan Freberg, whose "John and Marsha" and "St. George and the Dragonet" a decade ago pioneered the current comedy disk craze, is cutting new paths again. Freberg has completed an original musical revue created specifically for the LP medium. Capitol Records has recorded it and has it scheduled for release in April.

The album is called "Stan Freberg Presents the United States of America." It consists of outstanding events in U. S. history as Freberg sees them. Tongue-in-cheek treatment of the historic milestones is provided by Freberg plus a full cast, with Billy May arranging and conducting the orchestral setting. The series of songs and sketches were written by Freberg.

Alan Livingston, Capitol's Creative Services vice-president, told Billboard Music Week that in his estimation the work is on a par with Broadway's better offerings, and that Capitol has been seriously considering facilitating its presentation on the rialto. Indications are that its theatrical future will depend upon the album's sales success. If it does hit the stage, it will be one of the rare, if not only, turnabouts in theater-record history whereby a show first enjoyed disk exposure before hitting Broadway.

In that event, the theater marquee may proudly proclaim "... And With the Original Record Album Cast."

JOCK AIRS OLD ASTAIRE MOVIE

PITTSBURGH — Deejay Rege Cordic, KDKA, here, came up with a new twist on the nostalgic oldie-programming trend Monday (6). He presented the sound track of old (1935) movie musical—"Top Hat"—on radio.

The sound track, starring Ginger Rogers and Fred Astaire, was run in its entirety from 8 to 10 a.m. with Cordic and his aid, Bob Trow, re-creating the visual action to their audience. The film's score featured some of Irving Berlin's greatest standards—"Check to Check," "Top Hat" and "Isn't This a Lovely Day."

ROOSTING DJ PENS TUNES

THOMASVILLE, Ga. — Deejay - songwriter Billy Hicks, WKTG, here, set a world's record for flagpole sitting this month—123 days—in a move to publicize his tunes. He has written more than 200 songs and penned 56 more ditties while perched on the pole.

The 235 - pound spinner lived on a six-foot-square canvas-covered platform atop a 42-foot pole and broadcast 10 spots daily during the four-month marathon. Local merchants gifted him with a flock of merchandise during his ordeal—including a 1960 Chevrolet and a Jimmie Rodgers Singing Guitar. The latter item, donated by the Fred Gretsch Company, was a big morale booster, according to Hicks, because it helped him "compose up there."

Lazare Emsees First Macy Jazz Festival

NEW YORK — Jack Lazare, WNEW's all-night deejay here, will emcee the First Annual Jazz Festival at Macy's Department Store Wednesday, February 8.

The show, which will feature the reunion of the Benny Goodman Quartet, will run for six hours from 11 a.m. to 5 p.m. On hand with Goodman will be Gene Krupa, Teddy Wilson and Lionel Hamton.

February 14. Dialers submit titles of their favorite disks, and those whose names are drawn on Valentine's Day will be accorded personal on-the-air Valentine's greetings when their tunes are played.

Also in the Valentine's Day promotional groove is KOIL, Omaha, which is asking dialers to send in names of people who "deserve a Valentine gift." On February 14, KOIL will send them heart-shaped boxes of candy.

A Fresh View On Distortions

NEW YORK — Commenting upon Gordon Hinkely's (WTMJ, Milwaukee) recent protest against "increased distortion" on 45 r.p.m. singles (BMW, January 21) deejay Dale Brodt, KCHE, Cherokee, Ia., notes, "We share the same feeling about quite a few disks."

"In recent months," the jock states, "the engineers at KCHE have voiced the opinion that the singles weren't of best quality. Granted, everyone wants their new releases heard, but when they're distorted how can a person properly judge the material? This distortion can be attributed, I think, to two things — faulty reproduction and inferior raw material (mix used to make wax)."

Oldie Programming Trend in Solid With Jockeys Across the Country

• Continued from page 1

than the current junk from the Top 40 will begin to be less numerous."

'Memory Time'

Ronnie Cash, WJET, Erie, Pa., reports that WJET is now featuring a two-minute "Memory Time" seg every 90 minutes. The seg spotlights an old disk, plus brief chatter about events which took place the year the record was released. In line with this, Cash writes, "We need singles or albums which include large-selling songs from past years. They need not be million-sellers."

Commenting on the oldie programming trend, Dale Brodt, KCHE, Cherokee, Ia., writes, "KCHE has all along programmed standards, in addition to new disks. Since 1958 we have featured 'Big Hits of Yesteryear,' using Billboard Music Week's 'Yesteryear's Hits' feature as a guide. By the way, we find programming of oldies easier these days, thanks to the great new treatments of standards."

Station WNEW, New York, plays a considerable amount of oldies as part of its regular programming schedule. In addition, the outlet recently scheduled a series of "request days," whereon WNEW's entire disk programming for a 24-hour period is devoted solely to request platters, the majority of which are old tunes. The next "request day" will be staged February 14. Disks will be dedicated as "Valentines" to listeners.

Sing-Along Helps

The current sing-along album trend has helped spark, in turn, the new oldie-programming trend. More and more outlets are adopting sing-along formats, featuring community sing-styled treatments of old favorites. The latest station to switch to a sing-along format is KTUL, Tulsa, Okla. The outlet launched its sing-along programming January 29 with an extensive local promotion and advertising

campaign. A special newspaper section, featuring lyrics to a flock of old tunes, was purchased by KTUL so that dialers could "sing along" with the station's deejays.

In the works at KTUL are contests among local singing groups. Finalists will participate in "Sing Along, Sing Off" contest, which will be emceed by a top disk star, as yet unselected. Special sing-along jingles are carried by the station, and emphasis will be placed on sing-along-type commercials of participating sponsors.

Audience Participation

Altho KTUL has always featured "adult type music with accent on the big band sound, melodic singles and ample use of albums," General Manager James H. Schoonover said KTUL has long felt the need for the restoration of audience participation in radio. He thinks sing-along programming "will promote a feeling of 'togetherness,' not only with the listener and the radio, but also within the family circle."

Station WHAY, Hartford, Conn., also recently switched from a Top 40 format to what deejay Dave Stewart describes as "a sing-alongable type sound, which features albums and the better pop singles."

Johnnie Elwood, WIBM, Jackson, Mich., who has emceed "Crosby Cavalcade" (featuring only Bing Crosby wax) for the last 13 years, recently devoted a five-day segment of his program to Crosby's "Join Bing and Sing Along" LP (a two-LP set featuring 101 tunes) on the Warner Bros. label. Listeners were invited to write in and obtain copies of the 101 song lyrics so they could sing along with Elwood and the Groaner. During the five shows, the two-LP Crosby album was played in its entirety. Elwood notes, "We got the biggest telephone response (to the sing-along gimmick) in the history of our program."

DJ PROGRAMMING CHARTS

Here, for DJ's, program directors and librarians, are four ready-to-use programming features which can be integrated into record shows during the coming week.

CHART CLIMBERS

The week's most exciting sides, these records have made the biggest upward jump and have been named Star Performers as the fastest movers on this week's Hot 100 chart.

Chart Climber Rank	Hot 100 Rank	Title, Artist, Label
1	9	My Empty Arms, Jackie Wilson, Brunswick
2	15	Pony Time, Chubby Checker, Parkway
3	16	There's a Moon Out Tonight, Capris, Old Town
4	20	Where the Boys Are, Connie Francis, MGM
5	21	The Story of My Love, Paul Anka, ABC-Paramount
6	24	Baby Sittin' Boogie, Buzz Clifford, Columbia
7	27	Dedicated to the One I Love, Shirelles, Scepter
8	30	If I Didn't Care, Platters, Mercury
9	31	Good Time Baby, Bobby Rydell, Cameo
10	33	I'm Learning About Love, Brenda Lee, Decca
11	35	Lost Love, H. B. Barnum, Eldo
12	37	Angel on My Shoulder, Shelby Flint, Valiant
13	38	What a Price, Fats Domino, Imperial
14	40	Jimmy's Girl, Johnny Tillotson, Cadence
15	42	Ain't That Just Like a Woman, Fats Domino, Imperial
16	44	You Can Have Her, Roy Hamilton, Epic
17	48	Don't Worry (Like All the Other Times), Marty Robbins, Columbia
18	49	Ram-Bunk-Shush, Ventures, Dolton
19	50	What Would I Do, Mickey and Sylvia, RCA Victor
20	52	Ebony Eyes, Everly Brothers, Warner Bros.
21	55	Ghost Riders in the Sky, Ramrods, Amy
22	56	Dance by the Light of the Moon, Olympics, Arvee
23	62	(I Wanna) Love My Life Away, Gene Pitney, Musicor
24	66	Little Boy Sad, Johnny Burnette, Liberty
25	67	Apache, Jorgen Ingmann, Alco
26	71	Walk Right Back, Everly Brothers, Warner Bros.
27	73	Wheels, Billy Vaughn, Dot
28	78	Gee Whiz (Look at His Eyes), Carla Thomas, Atlantic
29	79	Your Friends, Dee Clark, Vee Jay
30	80	Wait a Minute, Coasters, Alco
31	81	Most Beautiful Words, Della Reese, RCA Victor
32	86	Havin' Fun, Dion, Laurie
33	90	Model Girl, Johnny Mastro, Coed

DEBUT DISKS

These sides, which entered the Hot 100 for the first time this week, are making their first national bid for chart honors.

Hot 100 Rank	Title (Publisher)—Artist, Label
66	Little Boy Sad (Cedarwood, BMI)—Johnny Burnette, Liberty
71	Walk Right Back (Cricket, BMI)—Everly Brothers, Warner Bros.
73	Wheels (Dundee, BMI)—Billy Vaughn, Dot
79	Your Friends (Conrad, BMI)—Dee Clark, Vee Jay
81	Most Beautiful Words (Kahl, BMI)—Della Reese, RCA Victor
86	Havin' Fun (Rumbalero, BMI)—Dion, Laurie
90	Model Girl (Alan K., BMI)—Johnny Mastro, Coed
92	Keep Your Hands Off of Him (Conrad, BMI)—Damita Jo, Mercury
94	Lazy River (Peer, BMI)—Bobby Darin, Alco
95	Once Upon a Time (Mercedes, BMI)—Richell and the Candles, Swingin'
96	Calcutta (Pincus-Symphony House, ASCAP)—Four Preps, Capitol
97	For My Baby (Play, BMI)—Brook Benton, Mercury
98	Carveza (Michele, BMI)—Bert Kaempfert, Decca
99	Cowboy Jimmy Joe (Schaeffer, BMI)—Lolita, Kapp
100	Don't Let Him Shop Around (Jobete, BMI)—Debbie Dean, Motown

PICK HITS

From all the releases of the week, these are the selections of Billboard Music Week's review panel as the records with the best chance of success. For comment on each of these Spotlight winners, see the singles reviews in this issue.

POP

JIMMY JONES: I Told You So (Sequence, BMI) (2:03)—You Got It (Shalimar, BMI) (2:17) **Cl**
BILL BLACK'S COMBO: Hearts of Stone (Regent, BMI) (2:00)—Royal Blue (Jac, BMI) (2:25) **Hi**
FRANKIE AVALON: Call Me Anytime (Bob Abbott, BMI) (2:39)—All of Everything (Roosevelt, BMI) (2:20) **Chancellor**
BOBBY MITCHELL: You're Doing Me Wrong (Ron-Show Biz, BMI) (2:29) **Ron**
EDDIE BO: It Must Be Love (Ron, BMI) (2:08)—What a Fool I've Been (Ron, BMI) (2:03) **Ric**
ERNIE K-DOE: Mother-in-Law (Minit, BMI) (2:25) **Minit**
OSCAR AND ROMEO: Come on Home (Post, ASCAP) (2:27) **Mercury**
JACK LARSON: The Hammer Bell Song (Sunfran, BMI) (2:14)—I Love the Way She Laughs (Sunfran, BMI) (2:05) **Fraternity**
THE PLAYMATES: Real Life (Kahl-Winnerton, BMI) (2:43) **Roulette**
HANK BALLARD AND THE MIDNIGHTERS: Deep Blue Sea (Ward, BMI) (3:01)—Let's Go Again (Stobrita, BMI) (3:05) **King**
CLYDE McPHATTER: Tomorrow Is A-Comin' (January, BMI) (2:25)—I'll Love You Till the Cows Come Home (Edison, BMI) (2:20) **Mercury**

COUNTRY AND WESTERN

THE WILBURN BROTHERS: The Legend of the Big River Train (Sure-Fire, BMI) (3:02)—The Flame's Still Burning (Sure-Fire, BMI) (2:31) **Decca**
RAY SANDERS: I Haven't Gone Far Enough Yet (Central Songs, BMI) (2:45)—Lonelyville (Pamper, BMI) (2:14) **Liberty**
FRANKIE MILLER: Richest Poor Boy (Starday, BMI) (2:04)—I'll Write to You (Bobe Wes-Starday, BMI) (2:06) **Starday**

RHYTHM AND BLUES No selections this week.



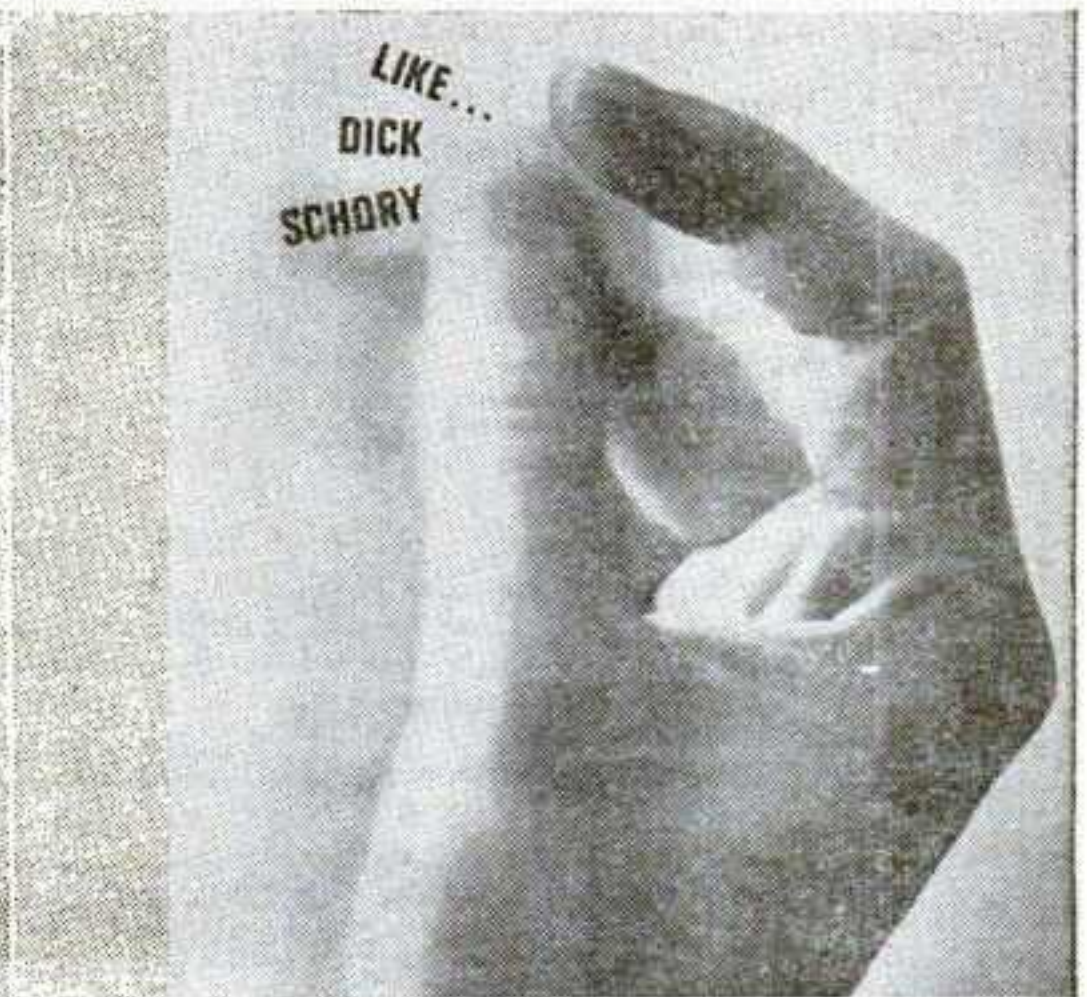
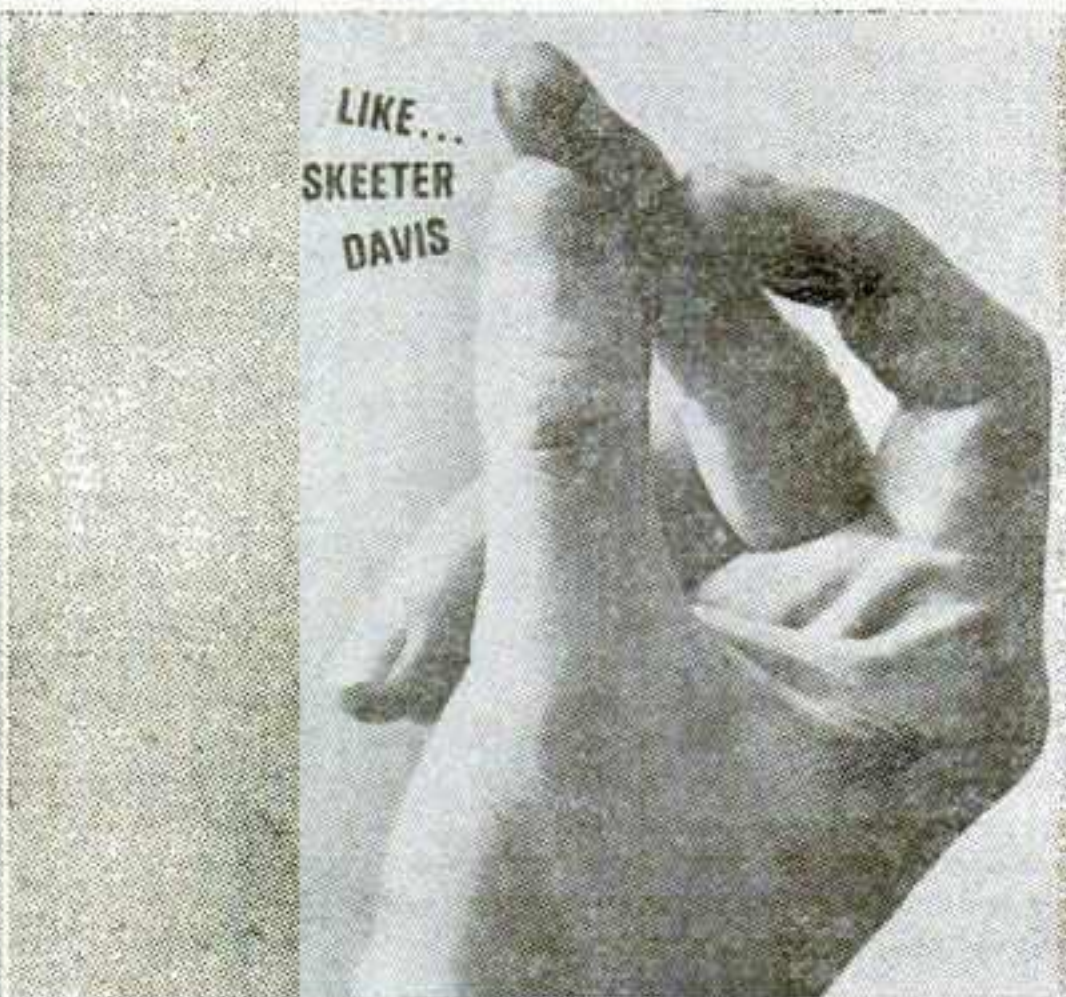
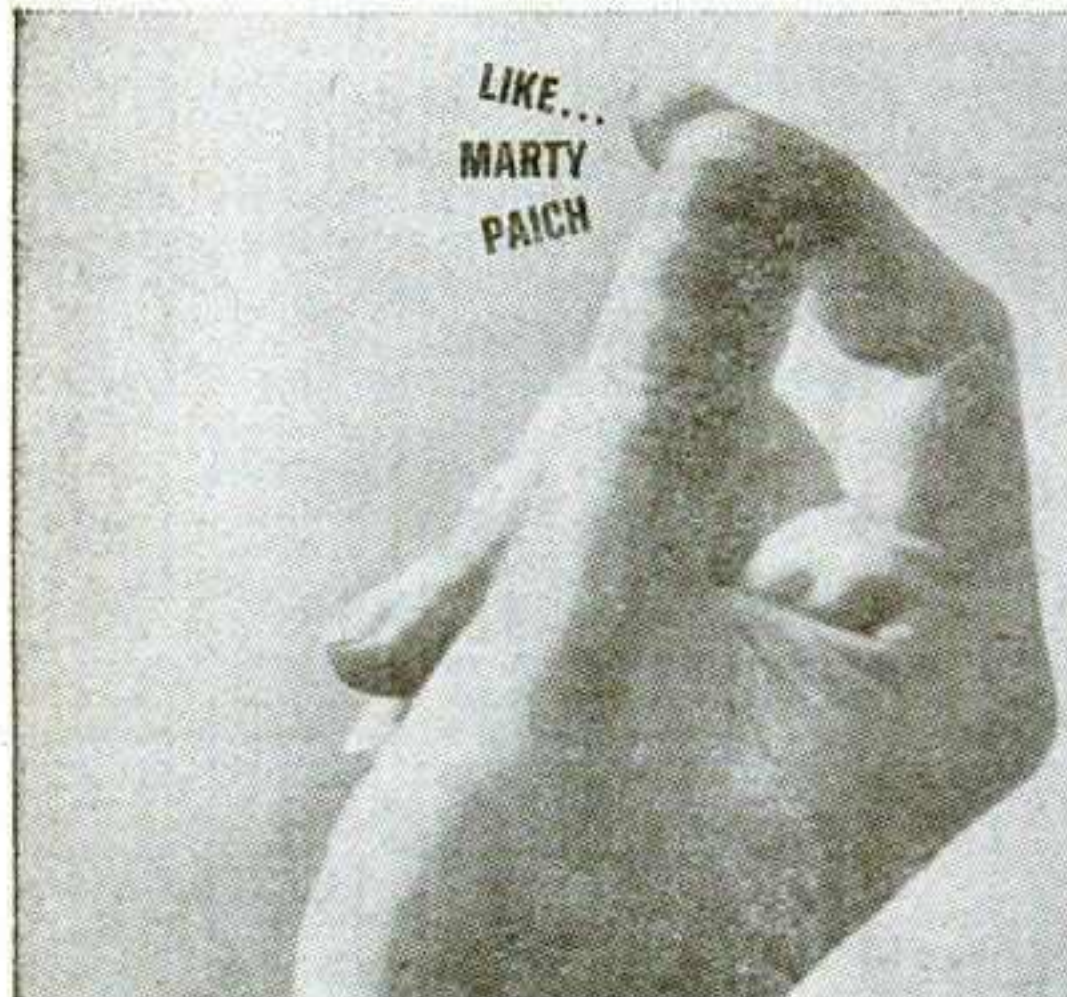
The newest album of lush, lovely, luxurious standards by the far-famed Melachrino Orchestra. LPM/LSP-2278



First RCA Victor album by the celebrated vocal group. The program? Something for everyone! LPM/LSP-2342



Jimmie's own songs about the Civil War, capturing the authentic mood of that troubled period! LPM/LSP-2316



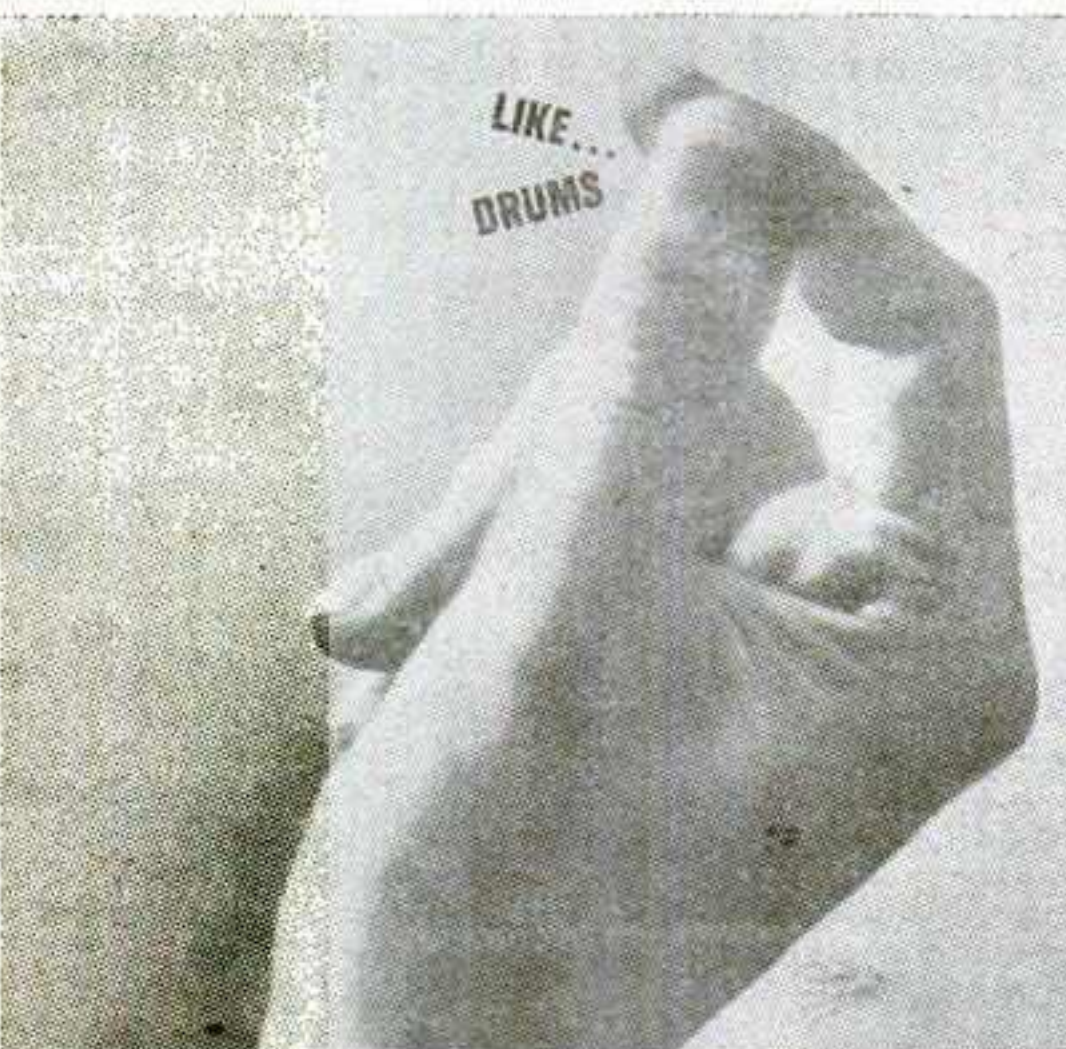
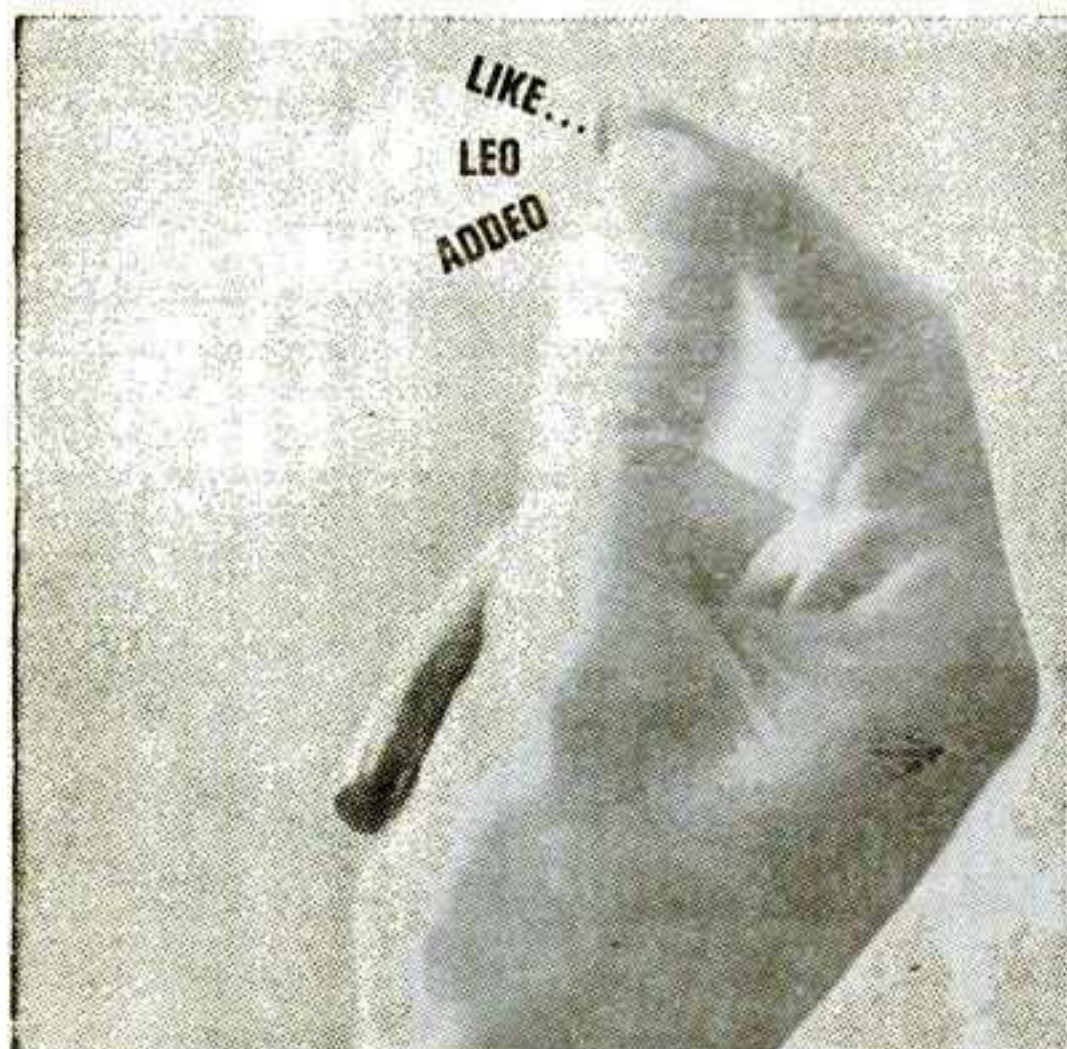
Four big-name pianists play together in this smartly styled treasure chest of pop and show gems. LPM/LSP-2259



Skeeter "answers" original hit recordings by Don Gibson, Jim Reeves, Hank Snow, others! LPM/LSP-2327



Newest idea in Stereo Standards in "Stereo Action," with real motion. Will dazzle "sound" addicts! LSA-2306



Another "Stereo Action" spectacular! Dramatic and polished arrangements of standards-in-motion! LSA-2353



Sequel to hot "Drum Suite." Five drummers in a big band setting. For jazz and "sound" fans! LPM/LSP-2312

Like profits? Order these great new pop albums... plus these three other strong entries: CATERINA VALENTE'S "SUPER-FONICS"—LPM/LSP-2241; MAUNA LOA ISLANDERS' "HAWAIIAN PUNCH"—LPM/LSP-2295; PENNY AND JEAN'S "TWO FOR THE ROAD"—LPM/LSP-2244. In Living Stereo and Monaural Hi-Fi on **RCA VICTOR**

VOX JOX

By JUNE BUNDY

COBURN CONTEST: Veteran deejay and music director Paul Coburn, Salt Lake City, celebrated his 23d year in radio this month with a special on-the-air promotion. Listeners were asked to guess how many records Coburn had played during his lengthy career. Dialer submitting the closest answer won a portable stereo phonograph, while 25 runners-up received free albums. The correct answer was 1,001,000 disks.

MORE CONTESTS: George Gregg, KSO, Des Moines, recently ran a contest on Robin Clark's record "Daddy, Daddy, I Want a Phone in My Room." The listener who submitted the best reason he or she wanted a telephone received a private phone (installed in their room at home). Capitol and KSO will foot the phone bill for six months. Free copies of the disk were given to the next 25 best entries. . . . Go-Cart races may be the next promotional trend for jocks. Two deejays at WTLB, Utica, N. Y.—Larry Light and Chip Green—manned indoor Go-Carts this month to determine which jockey was the best driver. Light was the winner.

GAB BAG: Dave Stewart, WHAY, New Britain, Conn., writes: "One of the features of my show is the 'Nightflight Roving Microphone,' which spotlights a few cuts from an in-person album (LP's cut during nitery or concert performances). My problem is that slowly but surely I'm running out of this type of LP and could use more." . . . Phil Moore of Vista Record's New York office, was considerably impressed when deejay Don Turner, KORA, Bryan, Tex., paid for a long-distance call to request another copy of Annette's new record, "Dream Boy," because he had "worn out" his first copy.

Al (Flat Top) Daly, who heads "Operation Leaky Arm," the blood drive campaign of inmates at the Michigan prison, Jackson, Mich., says the group will make its next drive February 8, 9 and 10, adding, "We'd welcome 30-second-lead-taped appeals from the nation's deejays, particularly from some of the West Coast spinners."

Tom Clay, WQTE, Detroit, writes, "I would like to get photos (8 x 10) of artists. I would like for them to pen a personal message on it—'To Tom'." . . . Another WQTE, Detroit, spinner, Chuck Daugherty, revealed an unexpected talent last week when he joined the Harmonicats on stage during a local engagement and played harmonica with them. Daugherty played harmonica professionally before he became a deejay, and appeared with the Harmonicats 13 years ago in Chicago.

Wes Hopkins, formerly with KYW, Cleveland, and WNEW, New York, has joined WAKR, Akron, O., in the 6-10 a.m. time slot. . . . New merchandising manager of WSTV, Steubenville, O., is Ginny Griffin. . . . John Harman, jazz spinner on WHIS, Bluefield, W. Va., needs wax. . . . Charles W. Purcell is new manager of WCAO, Baltimore. . . . Ed Joyce's live Dixieland jazz show, WCBS (Monday, 7:35-9 p.m.) will be carried by the Armed Forces Network. Joyce produces two other live music shows on WCBS, in addition to two disk programs.

CHANGE OF THEME: Thomas King has been appointed promotion-public relations director for KOOL and KOOL-TV, Phoenix, Ariz. . . . The Keystone Broadcasting System, Inc., nation's only national transcription radio network, celebrated its 21st anniversary January 31. . . . Darrell Huddleston has replaced Mike Miller at KTUL, Tulsa, Okla., in the 9-11 p.m. time slot. He will also emcee KTUL's late night feature "Music Out of the Night."

New air shifts at KNEW, Spokane, have moved Addy Bobkins into the 6-9 a.m. slot; Ollie Schell, 9 a.m.-noon; Frank Herron, noon-3 p.m.; Dick (Moose) Moran, 3-7 p.m.; Tom Lewis, 7 p.m.-midnight; Program Director Bob Adkins, midnight-6 a.m. . . . Fred Barr and Doc Wheeler, WWRL, New York, will appear with their "Gospel Caravan" at Harlem's Apollo Theater for one week beginning February 3. The show, headlined by Clara Ward and the Swanee Quintet, marks the 16th performance at the Apollo of the "Gospel Caravan."

Tom (TJ the DJ) Johnson has moved from KAPI, Pueblo, Colo., to WITZ, Jasper, Ind. . . . Phil Stone, Radio CHUM, Toronto, has started his 12th year with the station. . . . Bob Larkin has joined WSAF, Sarasota, Fla., as program director. Other recent additions to WSAF include deejays Gerry Pike, Larry Kent (formerly with the Miami office of Mercury and Decca in Chicago); Arnold Keck, Dick Cobb (ex-WAPG, Arcadia, Fla.); Carlene Holmes (ex-WAOK, Atlanta); new sales manager, Ned Nichols, and news director, Ray Whitlock.

Early morning deejay Lee Perkins, KJR, Seattle, is new program director of that outlet. He will continue to emcee his early bird program, with J. Walter Beethoven handling early afternoon disk seg; Pat O'Day in the afternoon time period; Ron Bailee, evening spinner, and Dick Curtis on the all-night shift. . . . New station manager and director of sales at WQAL-FM, Philadelphia, is Gordon Potter. . . . Norman Flynn is new veepee of Broadcast Time Sales.

Capitol Records and RCA Victor will alternate sponsorship of "Meet the Artist," a weekly Monday night (10-11) show on WABC-FM, New York. The program, emceed by Don Lowe and featuring interviews with well-known classical disk artists, is designed to bring the classical artists closer to the public by showcasing his or her off-stage personality and latest recordings. . . . John Stewart, KDKA, Pittsburgh, is doing a week of broadcasts as a member of the Pittsburgh Symphony Orch—giving listeners a behind-the-scenes report on the Symphony. It's all part of KDKA's tie-up with the Pittsburgh Symphony's annual fund-raising campaign.

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

What are the most important ingredients for running a successful record hop?

THE ANSWERS

CLAY COLE
WNTA-TV, Newark, N. J.

I have not ventured into the business of record hops for a profit. However, my services have always been available to community centers, youth groups, etc., for charity-promoted record hops. Ingredients for a successful hop naturally include top records for dancing, an array of guest stars, dance contests and prizes. Promotion is handled by the organization (sponsoring the hop) and also through my TV exposure. All arrangements for setting up a hop are handled by the organization.



DICK STEWART
KPIX-TV, San Francisco

A dance party show is only as good as the kids who appear on it. They are the stars, the cast and crew. If they are gay, bubbly, and responsive, the viewers are bound to enjoy watching. Like attracts like, so begin with happy, healthy, intelligent kids. Nothing transmits carefree abandon as well as a teenager, and that's entertainment.



BILL SANDERS
WDXB and WRGP-TV,
Chattanooga

In a word—Entertainment. What? Contests to entice youngsters to enter; games or contests to keep them dancing and entertained. Why? Most cities have youth centers, etc., where dancing is free. To charge admission and expect results, a deejay should offer more than just dancing. That, plus entertainment, grants success. Again, entertainment is the cause and effect of a successful record hop, just as it is of a successful deejay show.



JOHN DIXON
WALA-TV, Mobile, Ala.

The most important ingredients for running a successful record hop are predicated on having a successful "Disk Jockey" program, which without sincere and enthusiastic audience acceptance can never achieve maximum potential. Next in importance is the endorsement of a local sponsor (i.e., Jaycees, Senior Class, P.T.A., etc.) who perform the remaining requisites—obtaining an auditorium, armory or gym—and equally share the responsibility of publicizing the hop.



TV JOCKEY PROFILE

Television disk jockeys and the TV record and dance party formats have become increasingly important. Each week, this feature will provide details of an outstanding exponent.

THE MILT GRANT SHOW

Starring Milt Grant

WTTG-TV, Washington

Monday through Friday 5-6 p.m.

Saturday 6-7:30 p.m.

Sunday 6:30-7:30 p.m.



Milt Grant

"The Milt Grant Show" was launched in March 1957, and at first was carried only on Saturdays. Today, as one of the most successful TV dance shows in the country, it is televised seven days a week—the only program of its kind on the air every night of the week, 365 days of the year.

Grant is particularly proud of the caliber of guest stars who appear on his show. Top disk names make special trips to Washington to visit the program. The recent inauguration gala, which brought a flock of big name stars to the Capitol, was a particularly happy occasion for Grant, since many of the celebrities—including Harry Belafonte and Nat King Cole—sandwiched in guest shots on Grant's program at the same time.

The Grant show follows the usual format—teen-agers dance to the top records of the day, participate in contests, and chat with visiting guest stars. Grant personally selects all disks played on the show and usually spins two new singles, one LP selection, one old hit and the rest from the "Top 50" each day.

The Washington Music Guild features a "Milt Grant Pick" record in 3,000 juke boxes in the Washington area, thereby giving the Grant show added impact as an exposure outlet for new wax.

The "Milt Grant Club" has 49,000 members, who participate in drawings for prizes and other special activities offered to the membership.

Station WTTG-TV's coverage extends to Virginia and Maryland as well as Washington. Nielsen reports audience breakdown of the show as follows: 14 per cent, men; 36 per cent, women; 22 per cent, teen-aged boys and girls; 28 per cent, children.

A Local Pulse study, December 1960, gave the Grant Show a rating of 12.1, as compared to a 10.5 for his closest competitor and a 5.9 for a rival TV dance party show in the same time period.

Grant provides an all-out sponsor and agency service. He attends sales meetings, store openings and maintains close identification with his sponsors' products off the air as well as on. One of his new sponsors, who manufactures a doll named Snuggles, has sold 100,000 dolls—exclusively through spots on the Grant program.

Grant's list of sponsors includes Super Music, Coca-Cola, Briggs Hot Dogs, Peoples Drugs, Evening Star Newspaper, Hot Shoppes Drive In and Restaurant, Kay Fran Jewelers, Hanover Shoes, Snuggles, and the C. & P. Telephone Company.

WITH THE COUNTRY JOCKEYS

Jay Ball, who for the last five years whirled the c.&w. wax at WOOW, Greenville, N. C., has shifted to WRRF, 5,000-watt station at Washington, N. C., as farm director and c.&w. deejay. As WRRF hasn't featured country music for several years, the station's record library is lacking in good c.&w. material, Ball says. WRRF is slated to move into new studios March 1. . . . Billy Todd's initial release on Starday, "Please Drop Me Gently" b.w. "Lonely Hearts," hit the racks last week. Both tunes were penned by Lawton Williams, who invites jocks to write in for sample platters. His address is care of Station KCUL, Fort Worth, Tex. . . . Don Oesterling, of WISR, Butler, Pa., reports that he's injecting more pure country music into his farm program to satisfy the demand of listeners. He's heard each morning from 6 to 8.

ward, Okla., typewrites that he's starting a new feature to push country music in his area. Heard for 25 minutes each Saturday afternoon, the feature, titled "Album Spotlight," finds Grant plugging one LP each week while narrating on the artist. His first two spotlights were "Gloryland Train," by Rose Maddox, and "You Gotta Have Love," by Eddy Arnold. Charlie says he can make good use of country LP samples. His address is 1214½ 15th Street, Woodward, Okla.

(Continued on page 48)

Pick WNEW Jock MC Of 'Cavalcade of Stars'

NEW YORK—Deejay William B. Williams, WNEW, New York, will chairman the Fifteenth Annual "Cavalcade of Stars" benefit at Madison Square Garden here June 14, succeeding veteran spinner Martin Block, who retired last year after 25 years in radio.

Proceeds of the benefit show will go entirely to the Institute for Retarded Children of the Shield of David, a psychiatric clinic and special school for handicapped youngsters. Block had acted as entertainment chairman and emcee for the annual affair for the past 10 years.

Station KARA, Albuquerque, N. M., has just switched to a 90 per cent c.&w. format, and Station KATN, Boise, Idaho, takes to the air March 15 with a full-time country music operation. Ralph Frazer, of the latter station, says he's in need of all current releases, as well as the older hits. . . . Herb Cowan is the lad spinning the country disks at KLIC, Monroe, La.

Charlie Grant, of KSIW, Wood-

DEALER'S CHOICE!

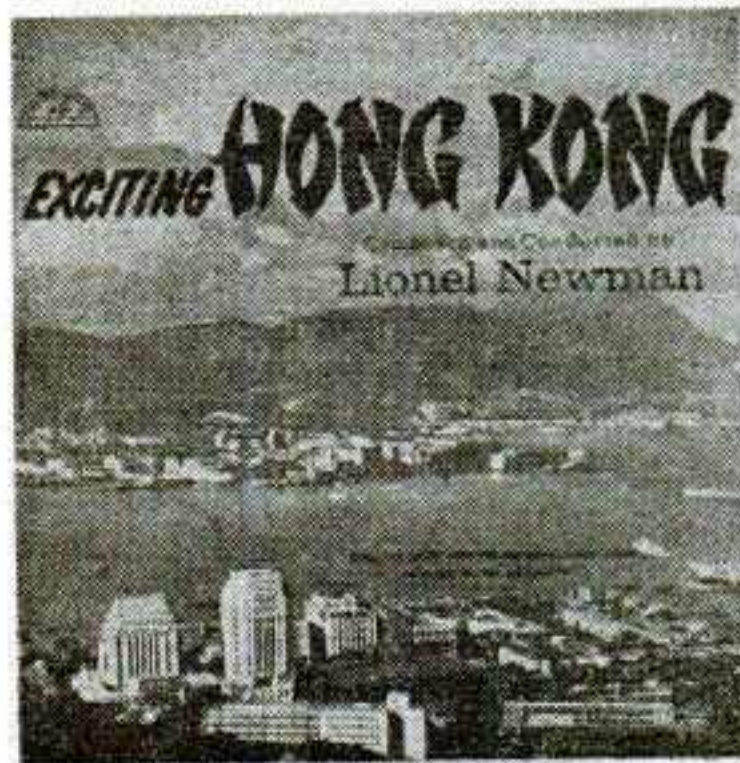
For a limited time only
ABC-PARAMOUNT
 offers a **12½%** discount to all
 qualified dealers on these 11 great
 new albums as well as the
 entire ABC-PARAMOUNT catalog!



RAY CHARLES
 DEDICATED TO YOU
 ABC-355



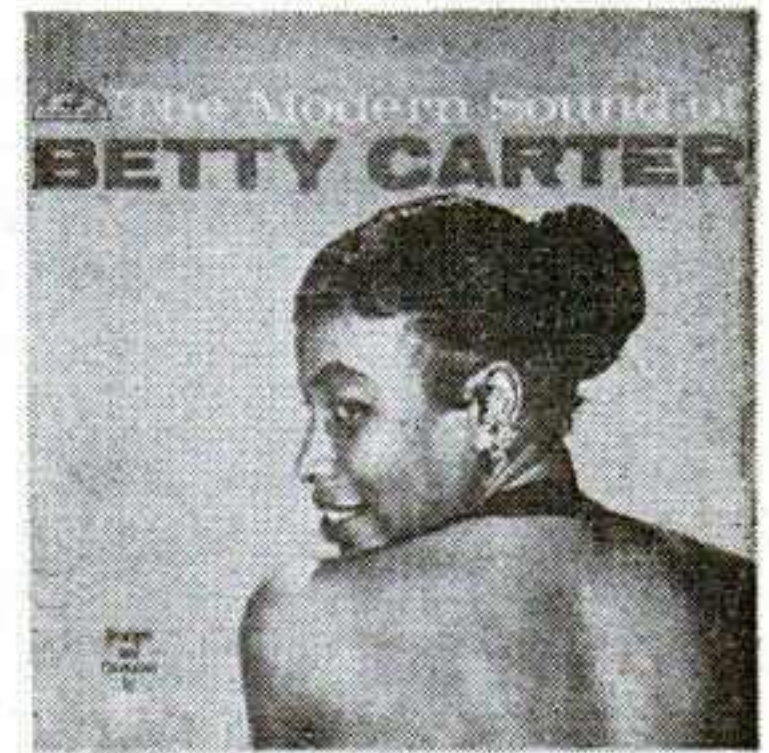
PAUL ANKA'S GREAT HITS
 STRICTLY INSTRUMENTAL
 ABC-371



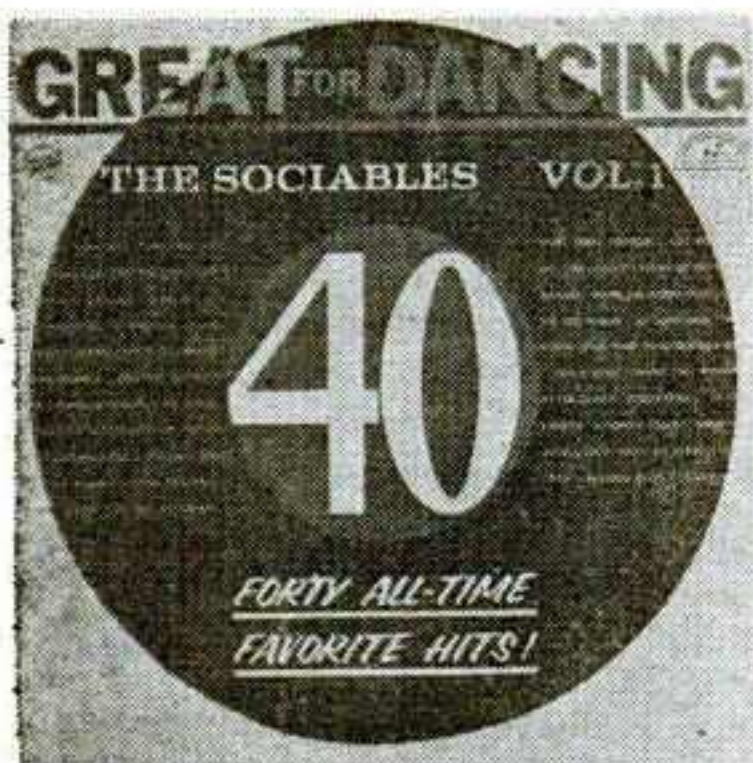
LIONEL NEWMAN
 EXCITING HONG KONG
 ABC-367



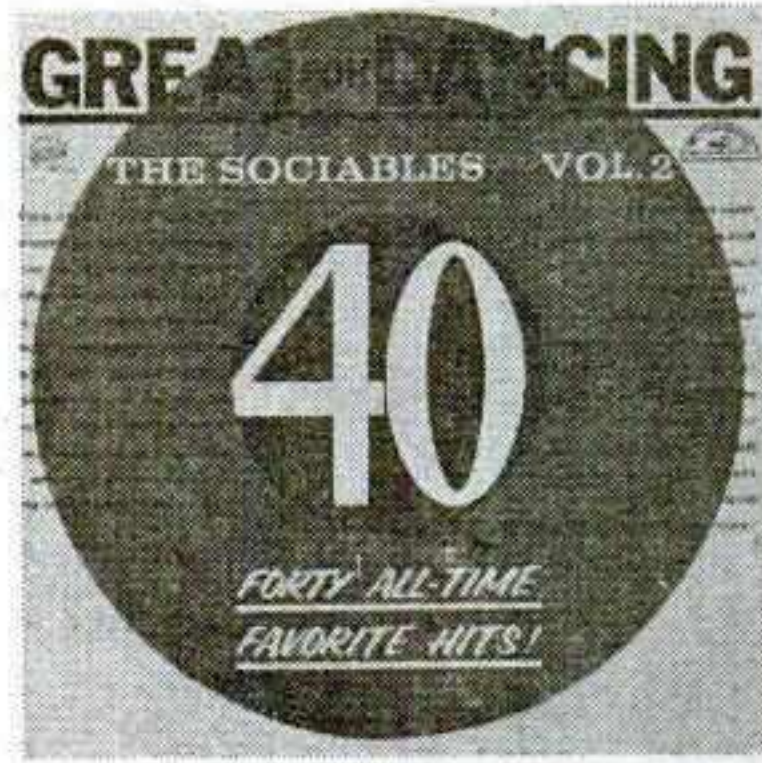
ADVENTURES
 IN PARADISE (VOL. 2)
 ABC-358



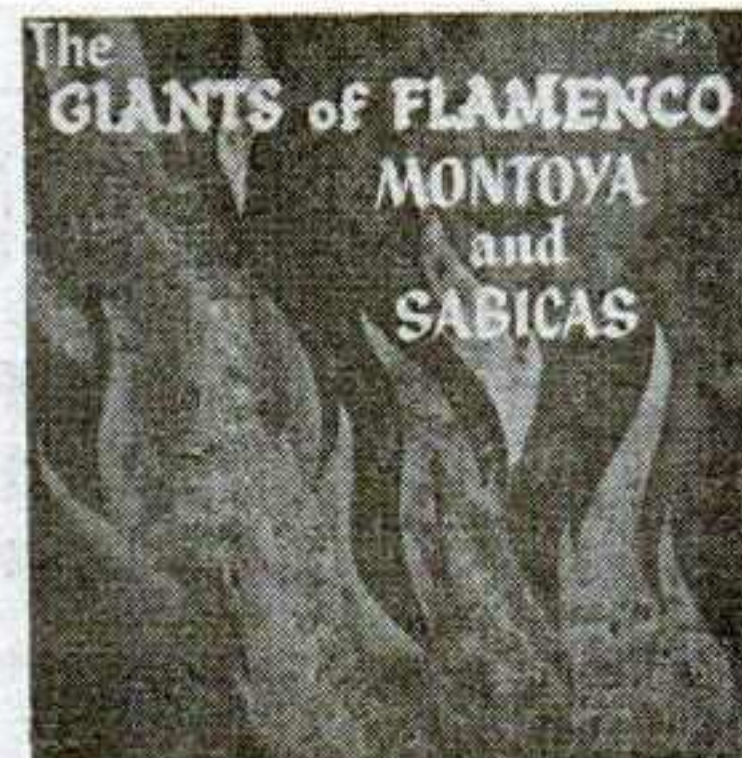
THE MODERN SOUND
 of BETTY CARTER
 ABC-363



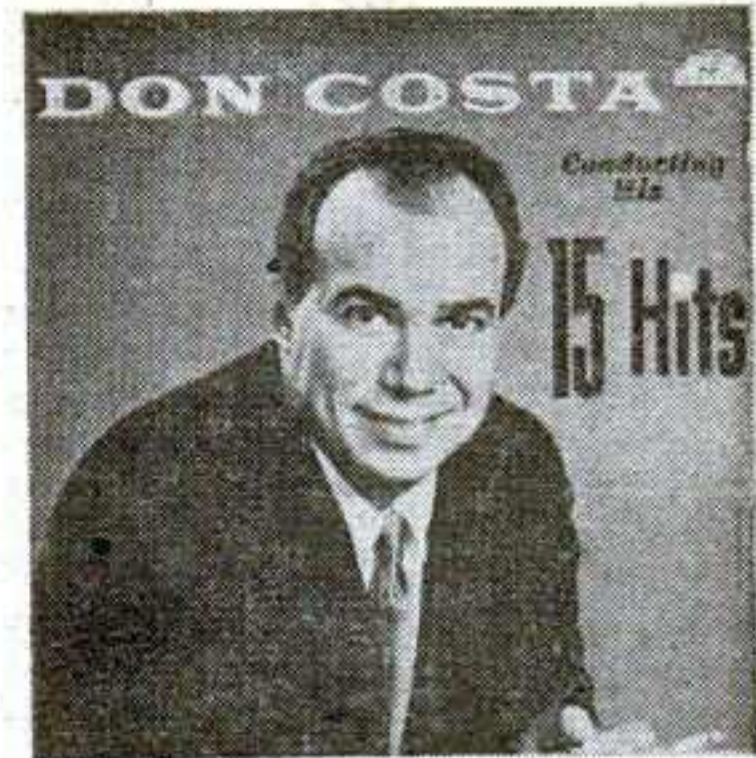
THE SOCIABLES
 GREAT FOR DANCING (VOL. 1)
 ABC-374



THE SOCIABLES
 GREAT FOR DANCING (VOL. 2)
 ABC-375



MONTOYA and SABICAS
 THE GIANTS OF FLAMENCO
 ABC-357 (Mono only)



DON COSTA'S 15 HITS
 ABC-362
 (Mono only)



DAMITA JO
 with Steve Gibson & The Red Caps
 THE BIG 15
 ABC-378 (Mono only)



THE BIG
 15 POLKAS
 ABC-359

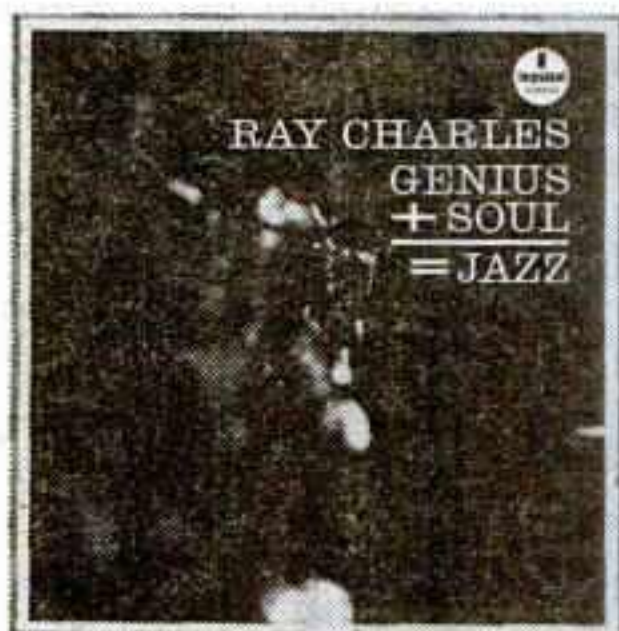


...and this great deal
 includes the four big
impulse! albums!

ALL ALBUMS AVAILABLE IN BOTH
 MONOPHONIC AND STEREOHONIC
 UNLESS OTHERWISE INDICATED



NEW IMPULSE LABEL BREAKS WITH 4 HOT ALBUMS!! ALL BY WINNERS IN DOWNBEAT · METRONOME · PLAYBOY 1960 READERS' POLL!!



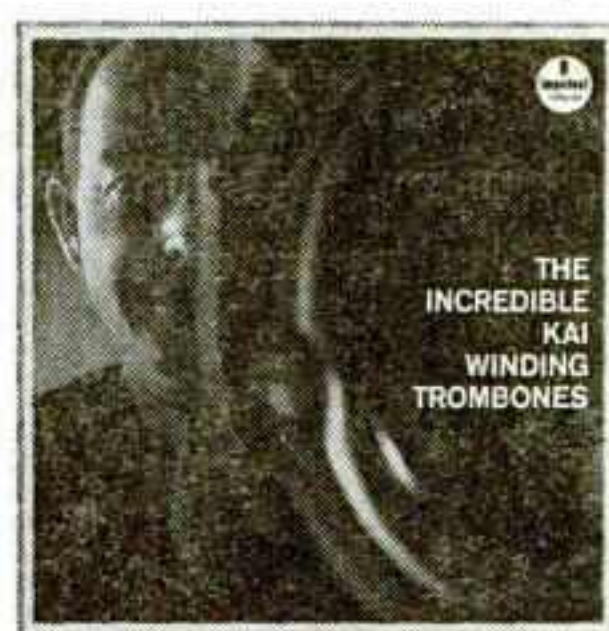
RAY CHARLES!! RAY CHARLES: GENIUS + SOUL = JAZZ Impulse/A-2



J. J. JOHNSON!! KAI WINDING!! THE GREAT KAI & J. J. Impulse/A-1



GIL EVANS!! OUT OF THE COOL— THE GIL EVANS ORCHESTRA Impulse/A-4



KAI WINDING!! THE INCREDIBLE KAI WINDING TROMBONES Impulse/A-3

...IMPULSE!! New force in jazz recording!! Dedicated to presenting the greats in a showcase of sonic perfection!! Four now!! More to come!! With full page ads breaking February issue of Playboy!! DownBeat!! Metronome!! Saturday Review!! Plus full scale merchandising and point-of-sale programs!! Go with Impulse...destined to become the Hall of Fame for jazz men!!



EARLY FEBRUARY RELEASE!! GET READY FOR THE WAVE OF SALES — RACK 'EM NOW!!

LP PROGRAMMING

A description of the LP programming philosophies and techniques of leading radio broadcasters with specific illustrations of how these are put into practice. Stations with original approaches to the use of LP's for programming are invited to submit details for publication here to Lee Zhitto, Billboard Music Week, 1520 N. Gower St., Hollywood 28, Calif.

A radio station specializing in the presentation of classical music and news seemed an impossibility 25 years ago. Time has proved that it could be done, and with enough success to set a pattern for innumerable stations across the nation.

Seventy-nine per cent of WQXR's weekly programming is classical and semi-classical music, with emphasis on the fact that it be the best that is available. Martin Bookspan, WQXR's director of recorded music, reports that nearly 75 per cent of the music used is on LP's, both monaural and stereophonic releases. This is a general policy because the majority of the classics has been newly recorded, or re-released, on long-playing records.

WQXR's formula for scheduling the music, according to Bookspan, is unity and variety. "When we program we hope to accomplish a broad representation of all significant musical styles and trends from the Baroque period to the present. Within that broad framework we strive to make each full day of listening a day of varied and diversified fare—and each individual program an organic, unified entity."

Record companies have found WQXR has built its own programs for advertisers, backed by its knowledge of what the audience likes and the statistics that 96.6 per cent of its audience is adults, with a purchasing power. Further, 35 per cent of WQXR's families have incomes of over \$7,000 a year, compared to a U. S. average of 14 per cent.

WQXR pioneered its monthly Program Guide in 1936 when listeners inquired what future schedules would include (news-papers at that time did not carry the station's listings). Today, the 48-page guide has a paid circulation of 46,000. It lists the musical selections, performing artists and orchestras. Sponsors receive free ad space in this guide.

Other forms of promotion for advertisers include on-the-air promos, one-column, two-column and sometimes three-column ads in newspapers announcing individual personalities, recordings or special features. The ads appear regularly in The New York Times and at least once a week in The New York World Telegram and Sun.

Counter cards, mailing pieces and mail stuffers are employed in individual sponsor campaigns. WQXR's Merchandising Department does a continuous point-of-sale visit to stores, showrooms, etc., to ascertain whether the salesmen, dealers and distributors are making the most of an advertiser's WQXR campaign.

In the case of stereophonic broadcasting (which WQXR had conducted regularly since 1952 over WQXR-AM and WQXR-FM) the station mails a monthly brochure to listeners indicating the programs which feature stereo records or performances. The WQXR Record Information Department answers all queries concerning records heard on the station, identifying record numbers and places of purchase.

Because WQXR's format deals with masterpieces of music which are normally of some length, the specifics of programming are difficult to answer. Symphonic works are never cut or faded out to make way for a commercial. If the work does not fit into a given time segment, it is not scheduled. The WQXR music department, under Bookspan, is staffed with musically trained personnel. All continuity for announcers and disk jockeys is written or cleared in that department.

The music library, consisting of 65,000 recordings, 500 transcriptions and more than 1,000 reels of tape has its own cataloging system. Everything which comes into the station—both recordings, received from manufacturers and/or their distributors and those purchased (it buys an average of 50 per month)—are timed and tested before air performance. They receive a WQXR library number and are filed.

Triplicate cards for each release are filed under composer, performer and time. A glance at any card will indicate: WQXR library number, commercial record number, performers, length of performance—even to movements and bands—and dates of performance on the station.

Many WQXR programs are presented by a personality identified with the individual series. For instance, Jacques Fray is heard Mondays through Fridays from 3:30 to 5 p.m., and Saturdays from 4:05 to 5 p.m. His "Listening to Music With Jacques Fray" is built around current musical events in the concert world. This has been a successful series for listener and advertiser.

"Music of the Americans," a Sunday afternoon series, was built by WQXR especially for the Chase Manhattan Bank. The original contract was signed in May 1957 for 13 weeks. The series has been renewed continuously and the present contract will expire in 1962. Each program is concerned with a central theme of Americana and the music chosen must reflect that subject. It is written by a member of WQXR's music department, and is presented by Bob Lewis.

A typical program, broadcast on Sunday, January 29, 1961, from 5:05 to 5:30 p.m., is sub-titled "The Turn of the Century." Music scheduled was popular at that time:

1. "March of the Toys," from Victor Herbert's "Babes in Toyland," the Boston Pops Orchestra, Arthur Fiedler conducting. ("Marches in Hi Fi"—Victor LM 2229).
2. "A Bird in a Gilded Cage," sung by Helen Traubel—"The Gay Nineties"—Victor LM 7005).
3. "My Mother Was Lady," sung by Helen Traubel—"The Gay Nineties"—Victor LM 7005).
4. A sampling of early melodies: "Ta-Ra-Boom-De-Ay," "The Bowery," "Sweet Rosie O'Grady," "Little Annie Rooney," "The Band Played On," "After the Ball," "A Hot Time in the Old Town Tonight"—("Fiedler's Old Time Favorites"—Victor LM 2439 B band 3).

DISCOURSE

FROM BILLBOARD MUSIC WEEK SALES DEPARTMENT

A weekly column of lively chatter material on the hottest and most popular recording artists—those "Spotlighted" by Billboard Music Week's review staff, as well as those featured by the record companies in their major Billboard ad promotions.

To help you spot the ones you need, when you need them, all artists items are carried in strict alphabetical sequence.

HARRY BELAFONTE'S exceptional talent was clearly displayed during his guest appearance on the Perry Como TV show last Wednesday. From his early beginning in N.Y.C.'s Greenwich Village, the RCA Victor recording artist has emerged not only as a name of stature among the few "real stars," but as a unique combination of creative artist, commercial success and alert citizen, a man who has discovered the formula for maintaining mass public appeal without compromising his art. Belafonte will perform selections from his latest album, *Belafonte Returns To Carnegie Hall*, during his engagement at the Eden Roc, Miami Beach, Feb. 16 for one week; Latin Casino, Merchantsville, N. J., March 9-22.

BOBBY DARIN, soon to be seen in the film *Come September*, with his wife, Sandra Dee, comes up with a couple of sock sides for Atco Records: *Lazy River*, the great Hoagy Carmichael tune done in Darin's highly stylized, night club fashion, b-w *Oe-Ee Train*, a rockin' bluesy item penned by Bobby.

THE BLUE DIAMONDS, Rudy and Riem de Wolff, are two young men from Indonesia recording in Europe and released on London in the States. They recently scored with *Ramona*. Currently they are the subject of a new London album, *The Blue Diamonds*.

TOMMY EDWARDS is in the Billboard Music Week Spotlight with his latest for MGM. *One And Twenty* b-w *Vaya Con Dios*. Tommy turns in a first-rate performance on *One And Twenty*, a lovely tune based on a familiar opera air. Flip is the standard of a decade ago, sung smartly over good backing. Tommy's biggest, and million seller, was *It's All In The Game*.

BMI: If you haven't already filed the BMI section in last week's Billboard Music Week in your programming material file don't neglect to do it today. It not only tells the story of 20 years of growth and accomplishment at BMI, the executives & publishers who have contributed to its growth, but provides a list of "All-Time BMI Song Hits" for programming.

PAT BOONE, who wrote lyrics to *The Exodus Song*, has signed for his first night club date at the Fairmont Hotel, San Francisco, Feb. 16 through March 8.

TERESA BREWER: Best wishes to Teresa Brewer on her opening at the Waldorf-Astoria, N.Y.C., tonight (Feb. 6) for 4 weeks. The Coral Records' artist will perform her latest release, *Whip-Poor-Will* b-w *Older And Wiser*.

THE CAMBRIDGE STRINGS AND SINGERS: Dick Rowe, British A&R man and Maestro Malcolm Lockyer are responsible for creating, nurturing and launching a musical group called The Cambridge Strings and Singers. They are on the American scene via a new London Records' release, *Theme From Tunes Of Glory* b-w *Love Theme From The World Of Suzie Wong*. Under the name Knightbridge Strings they had a hit in *Cry*.

BIRTHDAYS OF THE WEEK: Feb. 6, Fabian (Fabiano Forte, 18). Feb. 8, Buddy Morrow, Feb. 9, Kathryn Grayson, Ernest Tubb, Feb. 10, Jimmy Durante, Feb. 11, John Mills (Mills Brothers), Josh White, new album on Elektra Records is *Spirituals & Blues*, Feb. 12, Tex Beneke.

THE CAVALIERS are a new instrumental group out of Louisville, Ky., on the scene with an interesting rhythm number titled *Funky*. The boys, Al, Frank, Glen, Jack and Hank, all 19, met while in high school and decided to form their own combo. They were discovered by Dick Wolfe and Irwin Schuster of Trinity Music, who were in Louisville to do a recording session. Wolfe & Schuster brought them to the attention of Coral Records' Henry Jerome, who was looking for a "Funky" sounding instrumental group.

NAT COLE turns in a soft ballad done in the singer's intimate style on his newest for Capitol, *Illusion*. Flip side, *When It's Summer*, is another warm ballad for programming in the easy-listening vein. Nat opens at the Eden Roc, Miami Beach, Feb. 9-15; New Locust Club, Washington, D.C., Feb. 17-25, and the Copa in N.Y.C. March 16 for 3 weeks.

KENNY DANA, 20-year-old from Long Island, N.Y., makes his disk debut with *Rome Wasn't Built In A Day*, on Shell Records. Kenny is a discovery of famous hotel-owner Jennie Grossinger, who directed Kenny to the writing-producing team of Lou Stallman and Sid Jacobson.

EVERLY BROTHERS are in an enviable position on Billboard Music Week's Hot 100 this week. Both sides of their new Warner Brothers release, *Ebony Eyes* b-w *Walk Right Back*, are fast climbing Star Performers.

JANE MORGAN'S newest, *In Jerusalem*, is a stirring inspirational lyric theme that's delivered with a vocal fervor that wins here a place in Billboard Music Week's Spotlight Winners Circle. Miss Morgan, who established herself as a popular performer in France before she became successful here, sings the same songs in French on the flip side . . . provides deejays with an effective off-beat programming flip.

JOHNNY MAESTRO, former lead of the Crests, bows as a soloist with a fine performance of a tune called *Model Girl*, a bright song with strong backing. A native New Yorker, Johnny's debut disk as a single makes its appearance on the Hot 100 this week.

JOHNNY NASH: Billboard Music Week considers Johnny Nash's new recording, *Some Of Your Lovin'*, "his best wax in some time. He sells the swinging rocker with solid showmanship and artistry." ABC-Paramount is the label.

JOHNNY TILLOTSON is off on another round of theatre dates, deejay visits, and guest stints during a 3-week tour covering Ohio, North Carolina, Penn. and Illinois. Johnny's current release, *Jimmy's Girl*, is following on the heels of his disk click, *Poetry In Motion*.

PROMOTION DAYS & WEEKS: Feb. 7-13 is Boy Scout Week. Feb. 12 is Lincoln's Birthday. Feb. 12-18 is National Beauty Salon Week, National Crime Prevention Week, and National Defense Week.

See you next week.

Tom Rollo

THIS WEEK'S NEW

Money Records

... an alphabetical listing of the records manufacturers are backing with special feature treatment in big-space Billboard Music Week ads.

SINGLES

DON'T WORRY—Marty RobbinsColumbia

LAZY RIVER—Bobby DarinAtco

THE ROCKIN' ROSE OF TEXAS—Marty EvansCoral

TOP 40, NEWS WEATHER AND SPORTS—
Mark DinningMGM

ALBUMS

ALONE WITH DION—DionLaurie

THE HUMOROUS WORLD OF JUSTIN WILSON—
Justin WilsonEmber

2000 YEARS WITH CARL REINER AND MEL BROOKS—
Carl Reiner and Mel BrooksWorld Pacific

According to statistics maintained over a period covering thousands of releases . . . 7 out of 10 will reach Billboard Music Week's "Hot 100" in the weeks ahead!

Every week . . . disk jockeys all over the nation help spark up their record shows with this fresh, lively material furnished exclusively by Billboard Music Week. Watch for it next week.


“DON'T WORRY!”*

We won't



'Cause we have another smash by

MARTY ROBBINS

*4-41922 ALSO AVAILABLE ON **33** ON COLUMBIA RECORDS 

© Columbia • Marty Robbins • Printed in U.S.A.

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.

THE CAPRIS

The group consists of Nick Santo, 19, lead; Mike Miniceli, 19, first tenor; Frank Reina, 20, second tenor; Vic Naccarato, 19, baritone, and John Casese, 19, bass. The boys met while playing baseball for St. Anthony's high school team in New York City.

The Capris have been singing together for four years. They began performing at local functions until their style and reputation brought them to the attention of Old Town Records. Hy Weiss, president of the label, recorded them and the result was a chart-maker in "There's a Moon Out Tonight."

The group is currently trying to strive ahead toward their goal of becoming star performers on stage, TV and films.

In their leisure time the boys pursue various hobbies. Nick, woodworking; Mike, record collecting; Frank, dancing; Vic, raising pigeons, and John, raising tropical fish.



CLEVELAND CROCHET

Cleveland Crochet is the leader of the combo which waxed the disk "Sugar Bee" on the Goldband label. Other members of the group are singer Jesse Lloyd Stutes; guitarist, Charley Babineaux, and Voris LeBlanc, accordionist.

The combo, which has been playing together for about six years, were part-time truck drivers, construction workers and farmers until their initial



disk for Goldband began to move for them. Crochet and the boys are presently playing the night club circuit in hopes of making show business their permanent careers.

Crochet was born in Jennings, La., on January 30, 1929, and like the other members of the group resides in the Lake Charles, La., area.

YESTERYEAR'S HITS

Change-of-pace programming featuring the hottest disks in the land five and 10 years ago this week, from Billboard's charts.

5 Years Ago

FEBRUARY 11, 1956

1. Memories Are Made of This, Dean Martin, Capitol
2. Great Pretender, Platters, Mercury
3. Rock and Roll Waltz, Kay Starr, RCA Victor
4. Lisbon Antigua, Nelson Riddle, Capitol
5. Sixteen Tons, Tennessee Ernie Ford, Capitol
6. See You Later, Alligator, Bill Haley, Decca
7. Band of Gold, Don Cherry, Columbia
8. No, Not Much, Four Lads, Columbia
9. It's Almost Tomorrow, Dream Weavers, Decca
10. Dungeness Doll, Eddie Fisher, RCA Victor

10 Years Ago

FEBRUARY 10, 1951

1. Tennessee Waltz, Patti Page, Mercury
2. My Heart Cries for You, Guy Mitchell-Mitch Miller, Columbia
3. Be My Love, Mario Lanza, RCA Victor
4. If, Perry Como, RCA Victor
5. You're Just in Love, Perry Como and the Fontane Sisters, RCA Victor
6. The Thing, Phil Harris, RCA Victor
7. Roving Kind, Guy Mitchell-Mitch Miller, Columbia
8. So Long, Gordon Jenkins and the Weavers, Decca
9. Tennessee Waltz, Guy Lombardo, Decca
10. Harbor Lights, Sammy Kaye, Columbia

Lee Vogel Stint Over at WMAQ

CHICAGO — WMAQ-Radio, latest of NBC affiliates to voice dissatisfaction with a station commentator, released its midnight spieler Lee Vogel last week and embarked on a "tryout" period of guest emcees.

Program in question is WMAQ's "Chicago Showcase" (11:05 p.m.-1:00 a.m., Tuesday through Saturday), which under Vogel met with disapproval from station officials.

WMAQ Manager John Keys said the station wanted "something with broader scope, and in a lighter vein," indicating that Vogel's political discussions were too ponderous for late-night listeners.

Sig Sakowicz, Windy City radio-TV personality and a top contender for Vogel's permanent replacement, enters the second week of his "Showcase" stint on which he features guest interviews and some recorded music Tuesday (7).

Another airwave veteran under top consideration for this spot is Jack Eigen, who previously held the post for eight and a half years.

Kieran T. Murphy Is Heart Victim

CINCINNATI—Kieran T. Murphy, 46, vice-president and treasurer of the Crosley Broadcasting Corporation, died aboard the S.S. Ocean Monarch off the coast of Venezuela early Thursday (2), apparently of a heart attack. He had been ill since last August and was on a vacation cruise with his wife Anne to recuperate when death occurred.

A native of Brooklyn, Murphy was with Hearst Radio, Inc., and King Features Syndicate before being named station manager and comptroller of Station WINS, New York, when it was bought by the Crosley Broadcasting Corporation in 1946. He became vice-president and treasurer of Crosley Broadcasting in 1950, a year after moving to Cincinnati.

Funeral arrangements are indefinite at this writing. Surviving are his widow and two sons, Kieran Jr. and Peter.

Eigen originated the late-night, controversial interview format 24 years ago, and, ironically, was replaced by Vogel just last February 16.

PROGRAMMING TIP OF THE WEEK

Here's a tongue-in-cheek promotion which has sparked considerable audience interest for KALL, Salt Lake City. The station is offering its listeners "double their money back" if they aren't satisfied with everything they hear on the outlet. Dialers are invited to pick up the KALL "Good Music" list at their local record stores, listen to KALL for one full day and check off any record appearing on the list that they didn't like.

If listeners then mail the list to KALL they receive "double their money back" for what it cost them to listen. The station estimated cost of listening for one full day is 1 cent for the electricity and 4 cents for postage to mail an entry. Thus, each letter writer receives 10 pennies, plus "two more days of free listening to KALL."

WITH THE COUNTRY JOCKEYS

Continued from page 43

Georgie Riddle was a guest on the "Ralph Emery Show" over WSM, Nashville, January 27, to plug Don Gibson's new RCA Victor release, "The World Is Waiting for the Sunrise" b.w. "What About Me." Deejays needing a copy of the Gibson platter, drop a card to Riddle at Box 10292, Knoxville, Tenn. . . . Slim Jim Jordan, after four years with CKRC, has moved his "Country Club" platter show to CJOB, Winnipeg, Man., where he has been given more time to promote country music.

Carl Shook, sales and program consultant at K-WAM, Memphis, writes: "We have just tabulated the results of our first annual country music artist popularity poll with the following results: Johnny Cash, Marty Robbins and Jim Reeves, in that order." K-WAM's deejays are Eddie Bond, Poor Richard Stuart, Dave Hill and George Feger. . . . Jim Watt, who mans the turntables at CFCW, 10,000-watter at Camrose, Alta., a 24-hour country music station, laments that he's in need of country disks and station breaks from artists. He's on daily from midnight to 6 a.m. with his "All-Night Country Party."

WTMJ Gives Disks To Salvation Army

MILWAUKEE—A record collection of 15,000 78 r.p.m. disks was presented to the Salvation Army last week by Radio Station WTMJ here. The truck load of wax represented nearly 30 years of record accumulation by the WTMJ music librarians.

Weeding out of its collection of 78's was begun two years ago by the station's pop music supervisor, deejay Gordon Hinkley. He retained a small group of 78's of interest to listeners for historical reasons. These will remain in the WTMJ record file.

According to Hinkley, most of the discarded numbers have been repressed from original masters and are available in 3 1/2 LP albums or on 45's currently in the station library. As a result, despite discarding of over 15,000 records, the content of the WTMJ record file remains virtually as it was.

Reviews and Ratings of New Albums

Continued from page 40

whose presence makes possible a certain amount of stereo separation. Stereo aside, however, there is a fine guitar performance here which will meet with approval of students and fans of this colorful idiom.

★★★★ THE BLUE AND THE GRAY
Lansdowne Orchestra and the George Mitchell Chorale. Decca DL 74047 (Stereo & Monaural)—This set of Civil War songs was originally produced and broadcast on the BBC by Charles Chilton. It is an exciting and inspiring record that reaches back into American history for the fighting songs of both the North and the South. Included on 21 tracks are "Maryland, My Maryland," "Dixie" and "Tenting Tonight," all familiar favorites, but also less well-known tunes like "Hurrah for the Bonnie Blue Flag," "Eating Goober Peas," and the "Vacant Chair." Large ork and vocal chorus perform.

LOW PRICED CHILDREN'S ★★★★★

★★★★ THREE LITTLE PIGS
Sterling Holloway. Disneyland ST 1910—A full-scale, two-sided telling of the famous kiddie story. Sterling Holloway narrates with distinction in between the many dramatized bits of the story which also carry an effective background music job by Camarata. A delightful happy set that can please the smaller of the small fry.

★★★★ SONGS OF OUR HERITAGE FOR YOUNG AMERICANS
Disneyland Concert Band and Glee Club. Disneyland DQ 1217—Inspirational, and traditional songs of America are presented by a chorus and ork on this LP. Among the tunes included are "Yankee Doodle," "Dixie," "Anchors Aweigh" and "Tenting Tonight." This \$1.98 set represents the best of two former \$3.98 sets produced by Disneyland last year. Performances are excellent.

SPECIALTY ★★★★★

★★★★ TAI CHI CH'UAN
Commentator, Sophia Delza. Col-Pix 413—Sophia Delza, instructor for the T'AI CHI CH'UAN Club of the United Nations, conducts a wax class in the ancient Chinese health exercise for mind and body. Miss Delza's instructions are detailed and easy to follow, and each exercise is illustrated on the LP's inner sleeve. Should add an exotic fillip to routine physical culture courses for health bugs. Striking cover photo gives package display value.

★★★ MODERATE SALES POTENTIAL

LOW PRICED POLKA ★★★★★

★★★ BEER 'N BRASS—BOHEMIAN POLKAS AND WALTZES
Ernest Mosch and His Bohemian Band. Telefunken TP 2515—Traditional and popular polkas and waltzes of German Bohemia are excellently played on this imported set. In addition to the polka band sounds of tuba, trumpet, trombone and accordion, there are snatches of zither which makes for an interesting contrast. Among the tracks are "Ach, Ich Liebe Dich," "Festwalzer" and "Egerland-Heimatland."

SPOKEN WORD ★★★★★

★★★★ GO MAKE FRIENDS
Ukie Sherin. Imperial LP 9131 — Ukie Sherin joins the stampede of comics to wax with this album cut before a live audience at the University Club in Dallas. Sherin is an old-fashioned stand-up type of comic, with a good monolog, in which he comments on the foibles of life, from his early childhood in the Bronx to Texas millionaires. He doesn't cause great yocks, not is he an imaginative comic, but many of his comments are witty and the disk makes for an enjoyable and clean hour.

RELIGIOUS ★★★★★

★★★★ HAVEN OF REST FAVORITES
Haven of Rest Quartet. Word WST 8071 (Stereo & Monaural)—Inspirational songs like "Just a Closer Walk With Thee," "Beyond the Sunset," "Sweet Bye and Bye" and "Keep on the Firing Line," are very well performed by the quartet on this set. In a well-paced program, the group also has an organ solo or two, and singing solos and duets by members of the quartet.

CHILDREN'S ★★★★★

★★★★ A CHILD'S INTRODUCTION TO THE SYMPHONY
Pan-Harmonic Symphony Orchestra (Von Bulow). Golden LP 63—There's a good idea in this LP, but unless used with caution it could be confusing. It must not be played straight through, for it consists of many tiny bits and pieces from 11 different symphonies, spliced together with brief

pauses to illustrate points made in the liner notes. If pauses are made between cuts to read and follow the notes, the disk serves a fine purpose, although a spoken commentary might have been better to make these points for a child. The material is worth while and doubtless will attract buyers.

LATIN AMERICAN ★★★★★

★★★★ MERENGUE
Emilio Reyes and his Orchestra. Decca DI 74057—This set is meant for Latin-American dancers and listeners. Besides a good number of merengues that are strictly Spanish-Cuban in derivation, the Reyes ork works up a number of dyed-in-the-wool American standards into merengue rhythmic form. Among the latter are "Old Black Magic," "I Know That You Know," "Get Happy" and one of the most interesting of "The National Emblem March Merengue."

INTERNATIONAL ★★★★★

★★★★ CAFE BUCHAREST—RUMANIAN-GYPSY-POPULAR
Ensembles of Bucharest. Bruno BR 50154—Another in the label's "Around the World" series, this disk presents various orchestras and vocalists—indicating the different types of music one might hear in Rumanian night clubs. The influences are gypsy, Oriental and there are some interesting performances derived from American pop and jazz forms. One side, for instance, is a swinging "When the Saints Go Marching In." (Continued on page 52)

JAMIE
His Newest Smash!
DUANE EDDY
"PEPE"
Jamie #1175
GUYDEN
RECORDS, 1330 W. Girard Ave., Phila. 23, Pa. CE 2-3333

Hottest piano solo in years!
ASIA MINOR
by KOKOMO
45-8612
Felsted
RECORDS
One of the LONDON GROUP of Hit Labels

NAPPY DOES IT AGAIN!
TWO-HITS-IN-ONE
HOONIE-BOONIE
Savoy 1594
COAL MINER
by NAPPY BROWN
SAVOY RECORD CO. NEWARK N.J.

DREAM BOY
Please Please Signore
F-374
ANNETTE
Vista

DEALER INVENTORY CHARTS

Dealers will find these charts a reliable weekly guide to more profitable inventory and display of records, playback equipment and related merchandise.

BEST-SELLING PHONOGRAPHS

These are the nation's best selling phonographs by manufacturer, based upon results of a month-long study using personal interviews with a representative national cross-section of record-phonograph dealers. A different price group of phonos will be 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 upon the rank order of manufacturers' phono sales at each dealer, and weighted by size of dealer. Only manufacturers earning 3% or more of the total dealer points are listed below.

**\$101 AND \$150
PHONOS LISTING BETWEEN**

RANK	BRAND	% OF TOTAL POINTS
1	Decca	22.2
2	Magnavox	17.1
3	Columbia	12.6
4	Webcor	11.9
5	Voice of Music (V-M)	10.1
6	RCA Victor	7.1
6	Motorola	7.1
8	Capitol	5.1
	Others	6.8

BEST BUYS IN RECORDS

These records, of all those on the Hot 100, have begun to show NATIONAL sales breakout action this week for the first time. They are recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (*).

POP

- LOST LOVE H. B. Barnum
(Eldorado, BMI) Eldo 111
- ANGEL ON MY SHOULDER Shelby Flint
(Sherman-DeVorzon, BMI) Valiant WB 6001
- *JIMMY'S GIRL Johnny Tillotson
(Skidmore, ASCAP) Cadence 1391
- *YOU CAN HAVE HER Roy Hamilton
(Big Billy, BMI) Epic 9434
- *DON'T WORRY (LIKE ALL THE OTHER TIMES) Marty Robbins
(Marty's BMI) Columbia 41922
- *RAM-BUNK-SHUSH Ventures
(Dor-Nix, BMI) Dolton 32
- WHAT WOULD I DO Mickey and Sylvia
(Aladdin-Ben-Ghazi, BMI) RCA Victor 7811
- *EBONY EYES (Acuff-Rose, BMI)
- *WALK RIGHT BACK Everly Brothers
(Cricket, BMI) Warner Bros. 5199

C&W

- *DON'T WORRY (LIKE ALL THE OTHER TIMES) Marty Robbins
(Marty's BMI) Columbia 41922
- FOOLIN' AROUND Buck Owens
(Central Songs, BMI) Capitol 4496

R&B

- I PITY THE FOOL Bobby Bland
(Lion, BMI) Duke 332
- *CLOSE TOGETHER Jimmy Reed
(Conrad, BMI) Vee Jay 373
- *THEM THAT GOT Ray Charles
(Ray Charles, BMI) ABC-Paramount 10141
- *YOU CAN HAVE HER Roy Hamilton
(Big Billy, BMI) Epic 9434

**NEEDLES DON'T
LAST FOR LIFE,
SAYS PULI MFR.**

NORTH ATTLEBORO, Mass. — Spokesmen for Transcriber Company, Inc., manufacturer of Puli diamond needles, have again warned dealers of the questionable truth of the so-called lifetime guarantees still being loosely used in the diamond needle industry today.

The firm demonstrated the point by a novelty mailing in which dealers were sent a packet of over 50 "slightly used" Christmas tree needles. The "free" needles were Transcriber's way of explaining to disappointed dealers that unless misleading claims are made in a spirit of fun, they can backfire quicker than any other kind of sales promotion.

Any diamond needle wears and must be replaced, say the Puli people, who add that there is no such thing as a diamond that will wear for a lifetime and there is no way to make one diamond harder than another.

**Mfr. Executive
Praises Distrib**

CHICAGO — The much-maligned distributor was given an unqualified endorsement by a leading manufacturer of needles and cartridges this week. Speaking of the distributor, Mike Remund, sales chief of Jensen Industries said, "As a manufacturer, we need him and retailers need him equally."

Remund continued, "Bypassing the distributor is like bypassing the services of a doctor and relying on do-it-yourself first-aid remedies instead. Yet this is what some manufacturers and dealers are attempting, and thereby selling short an essential service."

This service, according to Remund, consists of selling, servicing, stocking and financing. "The distributor, with his finger on 100 different pulses, is in a unique position to anticipate trends and encourage them and help the dealer make the most of them, something a dealer couldn't possibly do for himself," Remund said.

**DISC Welcomes
West Coast & Chi
Co-Op Movements**

• Continued from page 4

er merchandising methods and the elimination of undesirable elements that now infest the industry."

Plan Ad Program

On another front, DISC spokesmen disclosed plans for the launching of a retail advertising program. Target date for the first ads is mid-March. Plans for an integrated ad program were put into the hopper following a successful test carried out by a half dozen DISC members localized in Bergen County, New Jersey. Ads were run in The Bergen Evening Record in Hackensack, carrying the names of all co-operating retailers. Results of these initial test proved successful enough to warrant the broader scale program.

A series of layouts are being prepared for DISC board clearance. Each ad will carry the names of all dealer members of the co-op. Once the board okays the preliminary layouts, dates will be scheduled with the hope of getting started prior to Easter.

**Top Hit Club Moves Into
Department Store Field**

NEW YORK—Top Hit Club of America, for seven years active in mail order selling of low-priced disk collections of top current hits, has moved into the specialized department store field, with Macy's New York and the affiliated Bamberger's Newark store among the first to participate in the deal.

Basically, the club offers like copies of the current hit records in the form of a package of 18 for \$2.98. These are offered at regular intervals. New members also get a special collection of a dozen hits free. With each shipment of records, a copy of Top Hit Club News is also included.

The Top Hit club was originally a part of the Waldorf Music axis. At the time of the sale of Waldorf to ABC-Paramount, the Top Hit Club was separated and maintained its own identity under Caspar Pinsker, former Waldorf Colleague of Enoch Light. Pinsker is currently blueprinting expansion plans for the Club, which until recently has been operated through direct mail and radio, exclusively.

Macy's and Bamberger's have just started with the club. Both stores are enclosing the Club promotion literature in all mailings to charge customers. The customer simply has the membership fee charged to his account and he is billed later. The store forwards all returned coupons to Pinsker's Fifth Avenue offices for processing and shipping of merchandise. It is up to the store, however, to effect all collections. Stores operate on a stated percentage of each order.

**Riverside Promo
To Focus Dealers
On Jazz Singles**

NEW YORK — In an effort to stimulate dealer interest to reach what is felt to be a fruitful adult-buying jazz singles market, Riverside Records has instituted a special promotion to back up its new line of 33 1/3 jazz singles.

Dealers buying the new Riverside Pre-Pack, a browser box containing 100 of their top jazz tracks in singles form, will receive a bonus of four albums from the Riverside LP catalog.

The browser contains singles by top-selling Riverside jazz names like Cannonball Adderley, Bobby Timmons and Thelonius Monk. Quantity breakdown runs as follows: 50 pieces at 45 r.p.m.; 25 pieces at 33 1/3 r.p.m.; and 25 pieces at 33 1/3 stereo.

**Sylvania Establishes
Service Mail Course**

NEW YORK — Sylvania Electric Products has instituted a new correspondence course for radio servicemen. "Advanced Techniques for Radio Servicing" is being made available to radio and TV servicemen and dealers handling the companies electronic products.

The 12-lesson course contains up-to-date information on the maintenance and repair of auto radios, AM-FM receivers, transistorized radios, marine radio equipment and miscellaneous sets—even those of foreign manufacture.

The course is published by the Radio-Television Training Association (RTTA) and is available to Sylvania dealers through their distributors.

In the case of both stores, the deal is too new to provide any clear-cut indication of success, but a store spokesman at Macy's this week said preliminary indications were "favorable."

Pinsker is currently offering his top hit disks, available in one 33 LP, or three 45's or three 78's, over several local radio stations and is mapping plans for additional big department store participations in other cities.

**SORD Board
May Meet in
Next 60 Days**

• Continued from page 1

not with the people involved. It's the fault of the fact that we are spread all over the country. Labor unions work through locals, and many organizations have chapters in various parts of the country. I feel that we have to do something similar. The best conceivable way to do it would be to try to bring all of the growing numbers of local dealer groups officially into SORD as regional chapters.

"Executives of these groups would meet several times a year to work out mutual problems and board members of the over-all SORD group, selected on the basis of some kind of regional representation from these groups would meet twice a year—once during the music show in the summer and again during the winter. In this way, we could develop strong lines of communication and everyone would be aware of problems being encountered in other areas. We are strong now and we can be stronger by operating in this new way."

SORD president, Howard Judkins, of Judkins Music, Garden Grove, Calif., is expected to call a meeting for late March. There is considerable sentiment in this area for holding the meeting in Coral Gables, Fla., home bailiwick of ex-SORD president, Mike Spector, of Spec's Records, there. This sentiment was believed to be a reflection of the sub-zero cold which enveloped much of the Eastern and Northeast sectors of the nation last week. A number of dealers in this area have said they would definitely attend the meeting anytime Judkins wished to sound the call.

**High Fidelity Institute
Picks Its Officer Slate**

NEW YORK—The Institute of High Fidelity Manufacturers last week held its annual membership meeting here. A feature of the session was the electing of a new slate of officers and directors for the coming year. In addition, a number of special committee reports were presented.

President Raymond V. Pepe, whose term continues for another year, announced the following slate, which was subsequently elected by the membership: Vice-president, Walter O. Stanton; treasurer, Saul Marantz; secretary, Gordon Gow; Directors: Leonard Gardner, Edward S. Miller, W. Semlink and Walter O. Stanton. All will serve for two years.

Col. Door-to-Door Record Sales Rapped by Dealers

• Continued from page 2

\$300 worth of potential sales away from us.

Seek Exchanges

"We figure that we have lost this potential customer for as long as a year. After all, he has spent a lot of money on his Columbia package. Furthermore, they come in wanting to get their coupons redeemed and just waste our time picking out a record. They also want us to exchange records they got in their library for other things. We can't do that. Frankly, we are only honoring coupons from people right in our town, who might someday become buyers. Others, we turn away.

"The thing is now mushrooming into other territories and I think it's really a serious matter. I intend to bring it up at the next

board meeting of SORD to see what can be done."

Mickey Gensler, vice-president of SORD, who operates the Spinning Disk Record store in Yonkers, echoed Seader's sentiments. "We have started testing in Westchester County too," Gensler asserted, "and now I can't sell a phonograph. I know it's cutting into my business plenty, especially on equipment. We honor the coupons and let the fellow pick out his free record. Then we say to him, 'Can't we show you something else?' At that point he tells us, 'I've got all the records I need for now, thank you.' It's bad all right and I expect to take it up with other SORD members at our next meeting."

Expresses Alarm

Gensler and Seader have already discussed the situation at recent meetings of the Associated Record Dealers of New York and New Jersey (ARD). Apparently, some ARD members had gotten the impression from Columbia spokesmen that the whole idea would be soft-pedaled. Apprised of the continuing nature of the project, however, ARD President Sy Bondy expressed alarm.

"It seems that some companies are doing everything possible to bypass the dealer and distributor," Bondy noted. "We've had a lot of trouble with mailing card inserts and coupons contained in albums, asking the customer to send his name to the record company. We just pull those out of all the albums. But this problem looks a lot more serious. We will certainly have to get into this and I believe we will have to take drastic action. Suppose other big companies start such a campaign? We could be cooked. Our next meeting is February 21, and I can promise it will be brought up at that time."

Lucky Dealer

Joe Goldberg of Variety Records, a three-store chain in the suburban Washington area, told Billboard Music Week he hadn't been approached yet by coupon holders, even though the plan is understood to be under test in the Capital district. "I guess we're just lucky," Goldberg declared, "but for the record, I think such a plan is a terrible thing and I hope we can do something about it. I would say that this company which, after all, started the club idea, has done it again."

CMA Ambitious

• Continued from page 10

cians, regarding the musickers' union using more country music in its trust fund musical concerts. He reported that Max Herman, chief of trust fund concerts for the Los Angeles local, reported that country music concerts were the best attended functions held by that local in 1960. Pierce also reported that difficulties were still being encountered contractually and from a merchandising standpoint in a project wherein CMA had hoped to release a special CMA 12-inch long play record starring outstanding country singers. The CMA board voted to shelve this project permanently.

While nothing definite has been lined up regarding the video spectacular, Ken Nelson, chairman of the board of CMA, Capitol Records, reported a steady interest from a major TV personality on the Coast, while Steve Sholes, CMA president, RCA Victor, reported he is studying possibilities for a TV link in the East.

Audio News Briefs

A former district manager for Stromberg-Carlson Company in New York City, Elmer Godbold, has joined Gilbert E. Miller Associates, who represent a number of electronic component companies in the New York metropolitan area.

A. D. Adams advertising has been selected by the Duotone Company to handle its advertising, public relations, and sales promotion.

The Sylvania News, house organ of that company, has a new editor, Francis E. Boem. . . . Vega Electronics has a new sales manager for audio products in the person of James I. Stultz. . . . A plaque representing 20 years of service in the electronics industry was awarded F. V. Machin of Sure Brothers by the Illinois Chapter of the Associated Police Communications Officers. Machin is marketing vice-president of the firm. . . . Associated Business Publications is having a conference at the Hotel Roosevelt, where editorial problems (including those of electronic publishers) will be discussed.

New vice-president and general manager of Knight Electronics, subsidiary of Allied Radio, is Harold J. Shulman. . . . Zenith Sales has named John Fortino sales representative for parts of the Southeast including Charleston, Nashville and Louisville. . . . The Philco Corporation made H. W. Schaefer vice-president and director of its major appliance, laundry and home entertainment equipment section of the consumer products wing.

Three new appointments have been made by the Sylvania Electric Products Corporation; George P. Lyons is the new marketing administrator; while Charles H. Belzer has been named general manager of the Chicago branch and Robert J. Flanagan is the district manager for Milwaukee these days. . . . United Audio Products has called upon Hal Denis to become its new national sales manager.

Midwestern Instruments, Inc. Mulls Douglas Aircraft Deal

CHICAGO—Midwestern Instruments, Inc., Tulsa, Okla., manufacturer of magnetic tape recorders, is negotiating with Douglas Aircraft Company to give that firm a substantial interest in Midwestern through acquisition of newly issued stock in the company.

Midwestern supplies a variety of industries and government agencies with such devices as recording oscillographs, servo valves and amplifiers, and digital tape systems. Also, it currently produces dynamic measuring instruments for detecting, amplification, conversion and recording.

Officials of both firms are optimistic that the agreement will soon be reached, West Coast Douglas executives said.

RETAILING PANEL

If you have a provocative question to ask the nation's retail music-phonograph dealers, 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 favor 33-speed singles?

THE ANSWERS

BILL DENEL
Denel's Music Co.
Hollywood, Calif.

I'll risk losing a certain amount of business and not stock them until I'm sure there's a market for them. If the manufacturers create the demand, and customers really want them, we'll have the merchandise. Until that happens, I'll be conservative and hold off. I've taken too many beatings and don't want to get involved in another 33 versus 45 battle.



PETER OPPENHEIM
Peter's Record Shop
Lexington, Mass.

It would be a blessing if we could go to one speed. But all the manufacturers would have to give us 100 per cent exchange on the 33's for at least six months. Then we could buy enough to push them properly. Spindles are certainly a headache. We've got the Victor 33 singles in already. Now we need a good \$19.95 33-only phonograph or attachment without a diamond needle to get things going.



GREG ENRIQUEZ
Gracie's (2 stores)
Santa Ana, Calif.

We've tried to stock them but it hasn't worked out. We displayed them on the counter but they didn't move. Manufacturers will have to push the 33's a lot more for us to get results. It also means carrying a double inventory in singles, in addition to the same problem we now have with monaural and stereo LP's. We won't stock 33 singles until we get calls.



LEONARD COOPER
Bandstand Music
Portchester, N. Y.

We've always done a big singles business and we now have the RCA 33's. But I don't think this is the answer. A good price cut would help a lot more. The way it is now, kids would rather save their money to buy albums. They're much more selective. Also there's a lot of confusion already about speeds and stereo, and this just adds to it.



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.

LIBERTY—Expires February 13, 1961. Started January 9, 1961.

10% extra discount all items ordered during period, including new releases. 100% exchange plus deferred billing 90 days, equal payments due 10th of March, April and May. Dealers must order minimum of seven or eight new releases in any combination of stereo and mono to qualify. See page 3, December 31 issue, for details.

MERCURY—Expires February 15, 1961. Started January 9, 1961.

One album free for every 10 albums purchased in Mercury catalog including new January releases. See page 52 and insert in January 9 issue for details.

TIME—Expires February 15, 1961. Started January 1, 1961.

For every \$5 worth of album product purchased, \$1 worth of obsolete stock can be returned. Dated billing 30-60-90 days. See pages 18-19, January 9 issue, for details.

CAMEO, SWAN and PARKWAY—Expires February 24, 1961. Started January 16, 1961.

Promotion deal is on five albums in catalog; three by Bobby Rydell and two by Chubby Checker. Dealers offered 15% discount on every album ordered and 100% exchange privileges. A sixth album soon to be included in the program is "The International Pop Orchestra." See pages 8, 12 and 13, January 16 issue, for details.

VEE JAY—Expires February 24, 1961. Started February 1, 1961.

Buy ten, get one free. Plan applies to seven new February releases plus catalog.

ANGEL—Expires February 28, 1961. Started January 30, 1961.

Program offers a 10% discount on complete catalog including January release. 90-day deferred billing on a limited 100% exchange privilege. Exchange deal available on 100 best selling LP's plus all February releases up to five copies of any specific album. Exchanges will be accepted between April 1 and June 30. Payments must be made in two equal installments on 10th of April and May. Minimum order of 50 Angel disks is required to qualify.

CAPITOL—Expires February 28, 1961. Started January 30, 1961.

Program offers a 10% discount on complete pop and classical catalog, plus 90-day deferred billing. Also includes limited 10% exchange privilege. Limit on exchange is placed at five copies of any specific album with the exception of the new Kingston Trio and Frank Sinatra albums ("Sinatra's Swinging Session" and "Make Way"), which Capitol will back up with a full exchange up to 25 copies purchased. Plan covers only purchases between January 30 and February 28. Exchanges will be accepted between April and June 30. Payments must be made in two equal installments on 10th of April and May. See page 60-61, January 30 issue.

CHESS & CHECKER—Expires February 28, 1961. Started February 1, 1961.

Special discounts for dealers. Details available from label's distributors.

ABC-PARAMOUNT—Expires March 31, 1961. Started January 16, 1961.

Winter merchandising plan offers straight 12 1/2% discount off the face of the invoice and specific dated billing for qualified dealers. Plan applies to 11 new ABC-Paramount albums, four initial LP's in the label's new jazz series, Impluse, and Chancellor LP product. See page 4, January 16 issue, for details.

STRAND—Expires April 30, 1961. Started February 1, 1961.

"Major LP Expansion Program." Plan applies to complete Strand line plus new Elite percussion series. Details available from Strand's distributors. 90-day deferred billing with normal 2% discount for prompt payment.

MGM—"21 Gun" Salute to 1961.

Distributors are being offered 20% bonus in merchandise (buy 100, get 20 free). Deferred billing: 30-60-90 days, provided account is current. Discount with dating: 2% cash discount with each payment, in accordance with above dating plan. 100% exchange privilege within the January "Twenty-One Gun Salute" release. Terms also apply to all purchases of LP's in the new MGM, Metrojazz and Cub label catalogs. See last page of insert, January 16 issue, for details.

DECCA—No expiration date. Started January 1, 1961.

An incentive plan, details of which are available from Decca factory branches. Also, a new 10% exchange privilege for dealers, effective with album purchases on or after January 1 of this year. Plan applies to all Decca, Coral or Brunswick product on a dollar-for-dollar basis. Complete details of new plan will be sent dealers when the exchange becomes available next July 1. See page 16, January 23 issue for details.

TALENT TOPICS

• Continued from page 12

Wilber, who appears nightly with his trio at Beverly Hills Country Club, Southgate, Ky., and daily on Len Goorian's show on WKRC-TV here, let his hair down Sunday (5) to lead the James Wilbur Chamber Music Players in a free concert at Taft Museum. It was the fourth concert in the Taft Chamber Music Series sponsored by the Museum and the Cincinnati Musicians' Association. Chamber Music players are Jack Wellbaum, flute; Benjamin McKlveen,

oboe; Dorothy Kahlson, bassoon; Charles Tarlton, French horn; Linda Wellbaum, piano, and Wilber, clarinet.

Bill Sachs.

PHILADELPHIA

Freddy Gray and the Gray Tones, coming over from the Latin Casino on the Jersey side, brings his music-making to the Warwick Hotel, succeeding Lenny Herman. . . . Harry Dobkins takes his band to the Ritz-Carlton Hotel, Atlantic (Continued on page 52)

ALBUM COVER OF THE WEEK



GILBERT & SULLIVAN: The Pirates of Penzance — Richard Lewis, Elsie Morison and various artists, Angel 3609 B/L. Attractive cover with figures in full color on a white background. Prime display item. Drawings by E. D. Cattey.



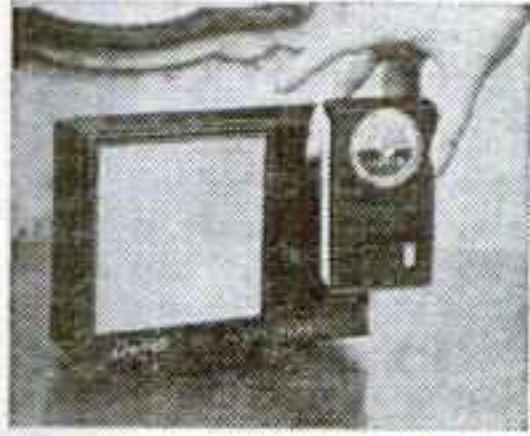
ROSSINI: Overtures, Angel 35890. Another eye-catching cover from the same label of full color figures on a white background. Pair would make fine display items for counters or windows.

NEW DEALER PRODUCTS

Transistor Radio Stays or Goes

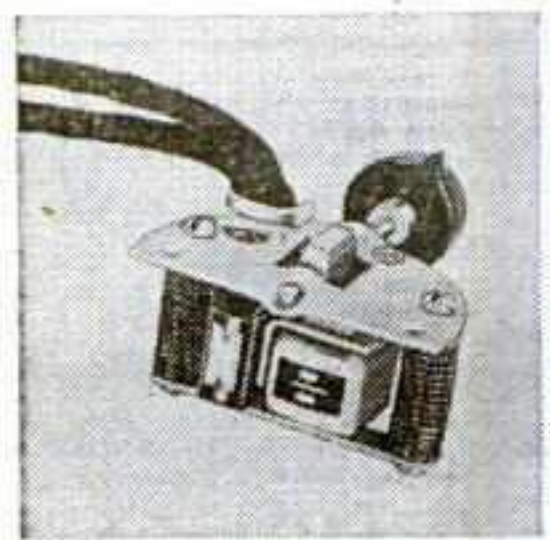
A "convertible" transistor radio that can either be used as a shirt-pocket portable or a table set is one of the facile new items added to the Zenith line.

The new unit is called the Royal 50C and is convertible in the sense that it can be carried about by the user as a shirt-pocket-sized transistor portable, or plugged into a special auxiliary speaker cabinet that converts it into a table set. The portable itself is 4 3/8 by 2 11/16 by 1 1/4 inches. The speaker cabinet is 5 3/4 by 7 3/4 by 3 inches.



The transistor itself comes in charcoal gray and white while the cabinet is in a harmonizing charcoal. The entire set-up sells for \$44.95 retail.

Kit Converts 2-Track Tape Units



A kit that converts all two-track Revere and Wol-

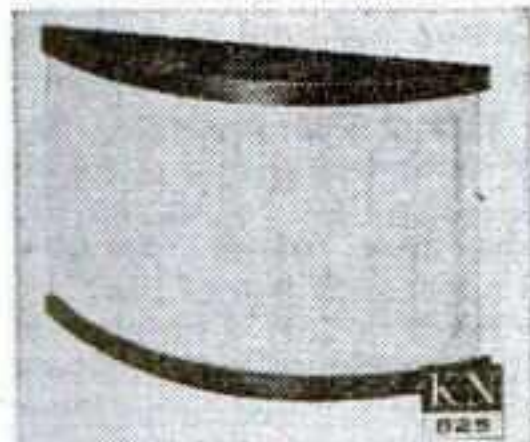
lensak monophonic tape recorders to four-track stereo operation has been introduced by Nortronics Electronics of Minneapolis. The new piece of equipment consists of a four-track stereo record-play head, and a four-track stereo erase head mounted in a head-shifting mechanism. Called the WR 60, it is sold completely wired and assembled for ready installation. Further information is available from the firm direct.

Tweeter Unit for Speaker Systems

Allied Radio of Chicago has introduced a new "add-on" tweeter extending the treble range of existing speaker systems.

Bearing the Knight banner, the tweeter is encased in a curved, sound-radiating element which deploys the sound in a 90-degree radius.

The tweeter measures 8 by 10 by 3 inches and has a contoured grill, and is decorated in ivory. Its wood



bottom and top are made of oiled walnut. Price is \$26.95.

Phono With Seven Speakers

The Steelman Phono & Radio Company of Mount Vernon, N. Y., is currently marketing a model 411 multi-channel de luxe stereo portable phono with seven speakers.

The unit has five tubes and has a four-speed changer with automatic shut-off and diamond stylus. The speaker arrangement is composed of an eight-inch woofer, two six-inch horns and two four-inch tweeters. The arrangement is such that some of the horns are located in the main cabinet, while others are in the two detachable wings. The case is of wood, covered with royal blue and chrome fabric. The retail price is \$159.95.

Portable Radio Tells Time

A new transistor radio that not only passes along music, news, weather and sports, but also tells time, has been introduced by the Sony Corporation of New York City. The new set, which is a Japanese import, carries a small watch in its case. This clock is also capable of turning the radio off and on.

It comes in a number of different colors, is approximately the size of a pack of cigarets, and sells for \$59.95 list.

Besides the miniature clock-radio, the company also introduced a \$39.95 set that turns on when the cover pops up.

Many Tips for the Serviceman

The Chicago Standard Transformer Corporation has available the fifth issue of Stan Cor's "Tips for the Serviceman." The pamphlet covers a good many shortcuts for repairmen; from salvaging transistors to EIA color codes for power audio and IF transformers and speaker connections.

The booklet is available without charge from any Stancor distributor or by writing the company direct.

Products of 185 Makers

The latest issue of the Radio Products Sales, Inc., catalog of Los Angeles is the largest in the company's 13-year history. Some 185 companies are represented on 356 pages. The catalog is indexed according to both product and manufacturer. It is divided into three main sections: general, amateur, and stereo.

LETTER LIST

Letters and packages addressed to persons in care of The Billboard Publishing Company will be advertised in this list two times only. If you are having mail addressed to you in our care, look for your name EACH WEEK. To be listed in following week's issue, mail must reach Cincinnati office by Tuesday morning.

Abbott, Chas. Emory
Adams, Barney
Adams, Blackie
Adams, George P.
Adams, Leo R.
Adkins, Robert
All American Shows
Allen, Ira
Allen, Louis
Anderson, Chris
Annis, James
Anthony, Milo
Armstrong, Billy
Armstrong, Charles F.
Armstrong, Wm. E.

Arnold, Otis
Arnold, Richard
Arnold, Woodrow
Backer, Mrs. Earl
Baker, Suzen Arlene
Balke, Donald F.
Ballard, Wm. R.
Ballou, Mrs. Anna
Barakman, Mervin
Barry, A. J.
Basskin, Ben
Bateman, Charles (Red)
& Mrs.
Bates, Tiny
Baxevanis, Kastos

Beachman, Jerry
Beaudaun, Gerald
Becker, Larry
Beckwith, Gerald
Belk, Tom
Bender, Charles Arthur
Benseum, Jack & Mrs.
Benson, H. E. & Mrs.
Berkheimer, C. S.
Berryman, Pete
Biggers, Curtis
Blake, Don
Bodin, Johnny
Boegere, Mignon
Octavia

Grove, Glen
Hacker, Ray
Hall, Duke & Mrs.
(Singing Winds)
Hall, Louise Woods
Hanson, John & Mrs.
Harleman, Irvin
Harp, James
Harris, Fred L.
Hart, Everett
Haworth, Joseph
Henshaw, Lewis Glen
Herman, Al J.
Hill, Bill (Boss)
Canvasman)

Musante, Albert
Neal, Tom
Newcomer, Lewis
Newingham, Lyman
Nolan, James L.
O'Leary, Betty
O'Riley, Betty
Oliver, Blackie
Osborn, James
Osborne, Tommy
Parke, Vicki
Pasteur, Louis
Peeka Boo
Penny, James
Pergrosse, Robt. V.
Perkins, W. R.
Perry, Ralph
Pettersen, P. M.
Phillips, Robert Taylor
Poole, Forrest O.
(Gladstone Shows)
Poole, William
Porter, Ernest
Rader, Kenneth & Mrs.
Radford, Ronell A.
Ralph, W. C.
Redmon, Pauline
Redmon, William
Reid, W. E. (W. E.
Reid Shows)

Shaffer, Carl Frederick
Shamrock, Mr.
Shepherd, Alanzo
Showers, Jim
Stoat, Mrs. Edna Anaya
Siosman, Ev
Smith, Floyd
Smith, Harold Leon
Snow, Helen R.
Solo, Dennis John
Stains, J. L.
Stains, J. L.
Stein Bros. Circus
Stewart, Al
Stone, Thomas
Stratton, Thomas Duke
Swan, Jack
Tammany, John
Taylor, Alton
Taylor, Carol
Taylor, Henry
Taylor, Otis
Teahan, John J.
Terry, Mrs. Corene
Teter, Mrs. Williams
Thorpe, Paul
Tolley, Virgil
Travers, Charles & Mrs.

FOLK TALENT & TUNES

Continued from page 12

Auxiliary, P. O. Box 5157, Nashville.

James O'Gwynn, who recently moved from Shreveport, La., to Nashville, after a swing through the Texas-New Mexico sector, Wednesday (1) kicked off a 15-day tour of California. O'Gwynn's newest on the Mercury label is "House of Blue Lovers." . . . Carl Butler winds up two weeks in the Los Angeles area Saturday (11) and heads eastward, stopping off in Cleveland February 18. He's set for Lakeland, Fla., February 24, and Tampa, 25. . . "Grand Ole Opry's" Roy Acuff and Stringbean will be on the bill with him at the two last-named stands. . . Jimmie Martin and the Sunny Mountain Boys; Big Slim, the Lone Cowboy; Donna Darlene and Crazy Elmer, all of WWVA's "World's Original Jamboree," Wheeling, W. Va., played for c.w. deejay Ramblin' Lou at the State Theater, Niagara Falls, N. Y., Sunday (5).

"Grand Ole Opry's" Bobby Lord (Columbia) played four dates to good grosses with Bobby Hankins and the Blue Boys in Oelwein, Ia.; Cedar Rapids, Ia.; Guttenberg, Ia., and Minneapolis, January 26-29, according to Dale Wood, deejay and promoter of KOEL, Oelwein. A sidelight to the tour was an incident that occurred in Cedar Rapids. The newspapers carried a story stating that Bobby had lost his guitar. To the folks out that way, the only thing worse for a Western star to lose, other than his guitar, is his horse. Luck had it that a fem Bobby Lord fan made off with the instrument as a souvenir, but later became conscious stricken and decided to turn it in at the local police station. The guitar was returned to Bobby, and all turned out well.

Bourbon, Michelle
Bowman, Clyde
Boyle, Charles
Briggs, A. R.
Brown, D. E.
Brown, H. E. & E.
Brown, Tony
Browning, Frank
Bryan, Kathy (Phones)
Buckley, Lenard Herbert
Bydairk, Albert
Campi, John (Fingers)
Carey, Lee
Carlisle, George
Carlyle, M.
Carman, James R.
Carpenter, Walter E.
Carroll, Randy
Cash, James
Chaine, Mrs. Diane Lynn
Chamberlain, C. S.
Chandler, Ray
Chapman, Frank
Christiansen, George
Clark, Ernest Edward
Clark, Gerald
Coffee, Philip
Collins, Jimmie
Cook, Monty
Cooper, Ray (Bobby)
Cray, H. M.
Cutler, Mrs. Louis (Rose)

Dare, Lonnie
Darling, Christine
Darnell, Bubbles
Davenport, Mrs. D. K.
Davis, Bud
Davis, Charles W.
Davis, Joe M.
De Heily, Vern
DeLo Cart, Lucky
DeLock, David
Demetry, Peter
Devreaux, Paul
Diablo, Miss
Diggs, Edgar
Donatto, Lillian
Dooley, Danny
Doolittle, H. Rushmore
Dover, Al (Shorty)
Downing, Wilbur E.
Doyle, Henry M.
Dubois, D. B. & Mrs.
Duval, Sylvia
Eads, Valerie Lynda
Boegere

Emmon, Bob
Endfolve, C.
Estell, Allen
Evans, Sam
Evans, Skip
Feldman, Wm.
Fields, Harry
Fine, Murray
Fitzgerald, Arthur
Followell, Leonard M.
Fondenberger, C. L.
Fondenberry, Charles
Forkum, Bill
Fortinberry, Clyde
Fowler, Freddie
Fowler, Mrs. Leonard
Francke, George
Frawley, Dennis
Freedmen, Henry
Friday, Clifford
Frisbie, Lowell Eugene
Froboess, Harry
Fuller, Robert
Gann, Wm. (Bill)
Gates, James
Geiger, Mrs. Rose
Gentry, Harry O.
Gerber, Dennis Keith
Gesner, Charles H.
Gilmore, David
Goad, A.
Golden, George A.
Goodwin, G. T.
Gordon, Hank
Gosh, Byron (All American Circus)
Grant, Benjamine A.
Gray, Nathaniel
Grayson, Floyd
Green, Tommy J.
Grish, John W.

Hilton, Jo Ann
Himes, Mrs. Vera
Hoag, Wesley
Hobbs, curly
Hockenberry
Hoffman, Harry M.
Hoffman, Harry N.
Houston, L. R.
Huggins, Bobby F.
Hughs, Gary
Humphrey, Robert D.
Imo, Sr.
Inman, Maurice Earl
Irby, Thomas E.
Isenhower, Geo. (Rock City Shows)
Jabara, Mrs. E. L.
Jacobs Jr., Carroll
James, Paul
Jennings, Arthur S.
Johns, Frank
Johnson, David G.
Johnson, Dick (Snakey)
Johnson, Earl D.
(County Fair Shows)
Johnson, W. L.
Jones, Earl
Keating Jr., Robert
Keck, Edward G.
Keeler, Bob
Keeler Jr., Charles O. & Mrs.

Kelly, Catherine
Kennedy, Annir Virginia
Kessler, Harper
Kinder, William C.
King, J. M. (Duke)
King, R. E.
Kingsley, Ralph E.
La Pearl, Jack
Lacy, Charles Monroe
Lane, Sherri
Lawrence, Larry
Le Blanc, Jack
Le May, Peaches
Leche, Virgil
Lee, Alberta
Lee, Francis
Lenover, Joe
Leonard, Arthur Lee
Levin, J.
Leviton, Maurice
Lilly, Harold J.
Lisenbee, Tom
Little, Robert F.
Lizett, Jack
Long, Peter
Lutherdale, Ronnie
McCafferty, Robert Eugene

McClain, D. C.
McClenahan, D. W.
McDermott, Hal
McDermott, William
McGill, Mike
McGrain, Bert
McKenron, Adrian
McKinley, Norman
McLendon, Leon
McVey, James O.
Mabry, Latty Eugene
Marks, Bob
Marks, John H.
Martin, Kay
Mason, Snow
Matthews, George (Clown)
Matlicks, Don
Maxson, Clarence Frank
Mayberry, Wayne
Maynard, Red (Canvas)
Meador, J. Patrick
Meredit, Ronald
Miller, Mrs. Katherine
Miller, Lloyd C.
Miller, Stanley
Moffett, Harry D.
Monk, Jeff
Moore, Frank (c/o Mrs. Bee Qualls)
Moorhead, C. W.
Morgan, Lornie
Morris, Roy (Agent)
Morton, A.
Morton, Carlyle
Mosely, Paul
Mott, Lucky or Sandy
Munroe, Preacher

Reisinger, Albert N.
Reynolds, Russell Earl
Roberts, John Bruce
Robinson, Bob
(Robinsons Greater Shows)
Robling, Emory
Rodgers, William
Roe, Larry
Rooney, James F.
Rose, Cecil
Rothman, J.
Ruder, Melvin
Sadler, John
Schilling, Herbert
Schneider, C. E.
Schoffield, Blackie
Scifers, Fred Wm.
Sears, John R.
Seibert, Dave

Turner, Jerrie
Vinson, Jack E.
Vogstad, George
Vonderheid, George
Walker, Samuel
Wall, Joe
Warren, Jess & Mrs.
Webster, John H.
Webster, James Claude
Williams, Charles & Irene
Williams, Fred
Williams, Joe P.
Williams, Joseph
Williams, Wm. E.
Wilson, Mary or Robert (Woody)
Winters, J. G.
Wood, Terry
Wright, Hugo (Jimmy)
Young, C. A.

BREAKIN' OUT!
"STAYIN' IN"
Bobby Vee
#55296

LIBERTY

DAILY AIR PLAY CHECK
of Your Records and Tunes on
TV Channels 2, 4, 5 and 7 and
WNBC, WOR, WABC, WCBS Radio
(N. Y.) Complete—Inexpensive
For Details, Call or Write
ACCURATE REPORTING SERVICE
(Monitors for the Industry
Since 1930)
885 Flatbush Av., Brooklyn 26, N. Y.
BUckminster 4-7190

SONGS THAT KEEP ME OFF RADIO
by
LARRY VINCENT
Lounge entertainer, 8th year at famed
Beverly Hills Country Club, Southgate,
Kentucky.
Order his L. P.'s on
PEARL RECORDS
802 Arlington Road, Park Hills
Covington, Ky.

Announcing **BILLBOARD MUSIC WEEK'S**
1961 Winter Phono Buying Issue
Featuring a detailed check of all of the new
phonographs introduced by manufacturers
since early fall, packaged into one convenient . . .
UP-TO-THE-MINUTE PHONOGRAPH BUYING DIRECTORY
. . . which will be read, and kept, and used by
America's record-selling phonograph dealers
right into next fall.
Issue Date: Feb. 20, 1961 Ad Deadline: Feb. 15

Canteen Buys Trimount Company

Continued from page 1

Others retaining their posts were Paul Brown, Moses Proffitt, Sam Greenberg and Julius Groner.

The Canteen juke box operating question was first on the agenda, despite the fact that RMSA officials indicated that they had not been able to find any trace of such a route.

(Frederick Schuster since told Billboard Music Week that any machines that were being tested in Chicago had been pulled back.)

The Chicago operators learned just before the meeting that Canteen had purchased Trimount Automatic Sales Company, Boston, and this, plus Schuster's remarks last week, were interpreted as meaning that Canteen obviously intended to go national with its juke box and amusement game operating plans.

At least one operator also announced he had heard that Canteen was dickering for a route here in Chicago.

The news was greeted with mixed reactions. Most of the oper-

ators indicated they felt Canteen's operating was inevitable, after the giant vending machine operating company had bought Automatic Music, Inc. (AMI), some time ago. The suddenness of the move, however, left many shocked.

On the one hand was the reaction that "at least Canteen is a good outfit, with a good competitive record," and the operators felt they could count on not having any so-called cut-throat competition from the giant firm.

Canteen's history of buying rather than fighting or bumping seems to bear this thinking out.

On the other hand was the concern over whether Canteen's entry into operating would have sweeping effects on juke box and game operating in general.

Operators here pointed out that most of the local routes consists of either music or games—usually not both. And even fewer companies have any kind of vending operation. The handful of juke box or game operators that do handle cigarettes, do it with an entirely separate company.

The question now: with Canteen offering everything—juke boxes, background music, games, arcade pieces, vending machines of all types—won't operators here have to change to meet the competition. What the answer was, nobody really knew.

The license question was basically a rehash of a very familiar problem—too familiar as far as most operators are concerned. Operators seek to have the local ordinance changed to permit transfer of licenses from machine to machine, and the payment of prorated partial fees.

Operators contend that the lack of a partial-fee provision penalizes an operator whenever he buys a new piece of equipment. He not only has to have a license for the old piece—a full yearly license no matter how long the equipment was held—but he has to buy another full license for the new piece.

The no-transfer provision, contend operators — penalizes them whenever they want to move equipment (step-down) around their routes—one of the basic maxims of economic juke box and game operating.

RMSA is planning to join forces — on this question at least — with game operators in getting a change. James Brown, well-known local attorney, has been retained by both groups to represent their interests before the City Council.

TALENT TOPICS

Continued from page 50

City. . . . Theodore Bikel added to the string of folk artist concerts, coming to Town Hall for a Sunday night concert, February 19. . . . John Patatucci made a deal with Swan Records for the national distribution of **Sonny Nichols'** area click disk, "I Cried a Million Tears." Maurie H. Orodener

NASHVILLE

Ernie Ford, who'll be in town March 3 for several benefit performances, refused a big welcome parade down Nashville's Church Street. Ernie's reason for refusal: He just couldn't ride down the street in Nashville waving from a convertible. Too many friends here who might think he's gone high-hat.

. . . Decca's **Brenda Lee** has been inked to tape appearance on **Danny Thomas'** CBS-TV show sometime in March for release in the spring. . . . **Gene Autry** was in town last week for meeting with **Joe Johnson**, **Dave Burgess** and **Troy Martin**. Johnson had album date set up for Challenge Records' **Jan Howard** at RCA Victor Studio here last week and was to record **Billy Brown** for Republic. . . . Guitarist **Grady Martin** is still getting phone calls from musicians, a.&r. men and deejays to ask about the sensational new sound he has produced on his new Decca release, "The Fuzz" c/w "Tippin' In." Sound was first heard on **Marty Robbins'** Columbia release, "Don't Worry (Like All the Other Times)."

logist, and radio producer, has taken over as executive director of the Canadian Music Centre. He succeeds **Jean Marie Beaudet**, gamed a vice-president of the Canadian Broadcasting Corporation. . . . Columbia recording artist **Glenn Gould** will be featured in an hour-long music program, "The Subject Is Beethoven." He will perform with another Columbia artist, cellist **Leonard Rose**, and Gould will be narrator. . . . Composers, Authors and Publishers Association of Canada, Ltd., in the hope of creating an interest in copyright law and its problems, announced an award open to any member of the graduating year in any Canadian faculty of law. The sum of \$100 is being offered to winners in each school, with an over-all prize of \$1,000 and a second prize of \$500.

Harry Allen Jr.

MONTREAL

Two Ottawa brothers, the **Matlows**, have a single going on the **Sparton** label that is slated for distribution in England and the U. S. The disk is titled "Hello Love" and "Only You." . . . Montreal's night club industry has fallen on its roughest days in years. Legal closing hours have been cut to midnight, including Saturday, the best night of the week. Until such time as new liquor regulations are laid down, there's nothing but gloom on the night club horizon. Arnold Gosewich.

TORONTO

A new album for Columbia is being cut by **Wayne and Shuster** in Toronto. . . . **John Adaskin**, well-known Canadian violinist, musico-

Chi Ops Jolted by Canteen Co.

Continued from page 1

the East. Trimount is headed by David S. Bond and Irving Margold, both of whom will continue with the firm, Schuster said.

Game Distrib
Trimount is currently a distributor for Williams, Gottlieb, Midway and Tusko and is expected to continue to serve in that capacity. The firm also has a sizable route of juke boxes, games and rides throughout the New England States.

Through a special service division, Trimount is active in background music and is a distributor for the RCA Victor commercial sound line as well as other sound and communications equipment.

Schuster declined to comment on whether additional acquisitions in this field were planned by Canteen. However, on the basis of his comments last week (Billboard Music Week, January 30) it seems safe to assume that the Trimount acquisition is just the first of a string of inroads in the juke box and game distributing and operating field.

Buying History
Canteen has traditionally had a history of acquiring interests rather than building on its own or bumping, and it seems safe to assume that it will continue in this direction.

Two weeks ago, in New York, Schuster told Billboard Music Week that the company (Canteen) was already running a test juke box operation in Chicago and planned to enter the music operating field in a big way.

Last week, however, when queried further, Schuster said the Chicago juke box test route had been "pulled back."

Rocks Nation

The original announcement, nevertheless, managed to rock the

PITTSBURGH

Nick Albarano, Capitol Records branch manager, and **Rose Calderone**, owner of the **Twin Coaches** night club, co-hosted a party for **Nat King Cole** for deejays and newspapermen on his opening night, January 30, at the **Twin Coaches**. It was also the release day of Nat's new single, "Illusions."

Danny Crystal, former night club favorite and now a publicist for **Pat Boone**, spent several days here promoting **Boone's** click **Dot** single, "Exodus Song."

Hal Holbrook, star of two **Mark Twain LP's** for Columbia, was such a hit in his recent one-man **Mark Twain** show at **Carnegie Music Hall** that the **Music Guild** of Pittsburgh is bringing him back for another date, February 3.

Patti Page Does C. & W. Wax

CHICAGO—Patti Page will be taking another trek into the country this week—country and western, that is. The thrush is set for a recording session with **Mercury** in Nashville, Monday (6) and Tuesday (7). **Mercury's** a.&r. director, **Shelby Singleton**, who'll direct the session, says they'll stick to Western-flavored songs.

Among the Top 20 albums in this area is "Vivien Richman Sings Folks Songs for You and Me," on the Bobtone label. Miss Richman is a local songstress. The album cover is the work of John Whited, a Pittsburgh photographer-artist.

Lennie Mendlowitz

coin machine industry throughout the country. Chicago operators in particular were up in arms (see separate story), although officials of the local operating group announced at a meeting last week that they could find no trace of any Canteen music operation in Chicago.

It seems now that any Canteen test mentioned by Schuster was just that—a test—and consisted of nothing more than a handful of machines.

Several Chicago operators, however, indicated at last week's meeting that they had heard rumors of Canteen dickering to buy music routes in the city. The rumors were not confirmed.

The big question now appears to be not whether Canteen will buy more routes or distributorships—this is conceded as certain—but where?

CALIFORNIA'S

welcome to the world



Miramar

and NEW TOWER California's World-Famous Resort overlooking the Blue Pacific where Wilshire meets the sea. Twenty minutes from International Airport. 450 luxurious rooms and bungalows, all with television and radio. Complete convention facilities. Banquet rooms for up to 2,000, air-conditioned. Exciting new Venetian Room and Cantonesse Room. Swimming pool beautiful grounds and landscaped gardens. Rates from \$8.

Across the U.S.A. and in HAWAII

MASSAGLIA

CREST OF GOOD LIVING

JOSEPH MASSAGLIA, JR., President

MASSAGLIA HOTELS

- SANTA MONICA, CALIF. Hotel Miramar
- SAN JOSE, CALIF. Hotel Saine Claire
- LONG BEACH, CALIF. Hotel Wilshire
- GALLUP, N.M. Hotel El Rancho
- ALBUQUERQUE, Hotel Franciscan
- DENVER, COLO. Hotel Park Lane
- WASHINGTON, D.C. Hotel Raleigh
- HARTFORD, CONN. Hotel Road
- PITTSBURGH, PA. Hotel Shervyn
- CINCINNATI, O. Hotel Sinton
- HONOLULU Hotel Walkitt Biltmore

World-famed hotels
Teletype service—Family Plan

NEW YORK CITY

for important business and leisurely pleasure

TIMES SQUARE

for round-the-clock entertainment and city-wide convenience

HOTEL WOODSTOCK

ALBERT FERNANDEZ, General Manager
for topflight accommodations & service—Cocktail Lounge & Restaurant

129 WEST 43 ST.

SINGLES: \$6-8
DOUBLES: \$10-13
for full color brochure

JUDSON 2-5000

for immediate confirmation of your Woodstock reservation

In New York It's the New HOTEL

PLYMOUTH

143 WEST 49th ST., NEW YORK

400 ROOMS
from \$5 SINGLE
\$8 DOUBLE

COMPLETELY REFURNISHED
AIR CONDITIONED. TELEVISION.
Walking Distance to Radio City TV Center, Theaters and Restaurants.
NAT SALTZMAN, Owner & Mgr.

Unsurpassed in Quality at any Price

Our amazing new process retains all details in highlights and shadows—every copy an original photograph!

8" x 10" GLOSSY PHOTOS

5 1/2¢ EACH

IN 5,000 LOTS

6 1/2¢ in 1,000 LOTS

\$8.99 per 100

POST CARDS \$29 per 1,000

Copy Negatives \$1.95

MOUNTED ENLARGEMENTS

20" x 30" \$3.50

30" x 40" \$4.85

"WE DELIVER WHAT WE ADVERTISE"

Plaza 7-0233

JJK COPY-ART Photographers

A DIVISION OF JAMES J. KRIEGSMANN

165 W. 46th St., NEW YORK 19, N. Y.

FAN MAIL GLOSSY PHOTOS

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO

Box 1941 Bridgeport, Conn.

PHOTOS for PUBLICITY

QUALITY PHOTOS IN QUANTITY

100 8x10... \$ 7.99

1,000 Postcards 19.00

BLOWUPS

All other sizes, write to FREE sample & list BB

MOSS PHOTO SERVICE

350 W. 50 Street, New York 19 PL 7-3520

CLOWN COSTUMES & ACCESSORIES

Circulars Free

DANCE & CLOWN COSTUMES

For all other occasions get in touch with THE COSTUMER

238 State St. Phone: FR 4-7442. Schenectady, N. Y.

LIMITED SALES POTENTIAL

Continued from page 48

POPULAR

DORINDA DUNCAN
You're Something Special—Caddy Daddy. GLENDALE 1011.

CARA STEWART
This Wedding Is Our Life—Our Love Will Never End—PUGET SOUND 502.

JOHNSON BROTHERS
Like Rachael—Julie Dear—CUCA 1024.

MINNESOTA MARV AND THE VANGUARDS
Nobody's Darling But Mine—Sweet Little Wife—CUCCA 1025.

THE CASTLES
Enchantment—Ecstasy. MAGENTA 1.

BUDDY RAY
Hello to You—You Made a Fool Out of Me. SMILE 110.

STEVE STEPHENS AND THE STEVEDORES
Weird Session—Honeybee. REVEL 1314

HANK MILTON
Where Do Dreams Go? — Drop Me Gently. WILDCAT 0062.

COUNTRY & WESTERN

KAREN WHEELER
Going to Hold My Baby—Wait Till I'm Sixteen. K-ARK 161.

CARA STEWART
I'm Right Back Where I Started—I Got Gyped in My Love. PUGET SOUND 503.

SACRED

THE COUNTRY GOSPEL SINGERS
The Keeper of My Heart—When the Lord Comes Knocking. HAPPY HEARTS 104.

Patti Page Does C. & W. Wax

CHICAGO—Patti Page will be taking another trek into the country this week—country and western, that is. The thrush is set for a recording session with Mercury in Nashville, Monday (6) and Tuesday (7). Mercury's a.&r. director, Shelby Singleton, who'll direct the session, says they'll stick to Western-flavored songs.

KEATING TO AIM SENATE BILL AT GAMING DEVICES

WASHINGTON—Sen. Kenneth Keating (R., N. Y.) announced last week that he will soon introduce legislation to ban the shipment of gaming devices in interstate or foreign commerce.

Legislation will be part of a 10-point program Senator Keating is proposing to wage a "full-scale counter offensive against organized crime." Parts of the program would, among other things, authorize the attorney general to maintain records of fraudulent and other unethical business practices, and prohibit tax deductions for expenses incurred in connection with the conduct of illegal activities, such as gambling.

Senator Keating said that from the discussions he has had with Attorney General Kennedy, it is apparent that he is "aware of the perilous threat to our national welfare posed by the crime syndicates." (Attorney General Kennedy was counsel for the McClellan Rackets Committee during that group's exhaustive probe of the coin machine industry.)

Bills asking that shipments of gaming devices in interstate or foreign commerce be outlawed have already been introduced in both houses of Congress. Senate proposal was authorized by Sen. Alexander Wiley (R., Wis.) and the House Bill by Rep. William C. Cramer (R., Fla.). Both proposals were introduced for out-going attorney general, William Rogers.

Wurlitzer Appoints Empire Coin Illinois, Northern Indiana Distrib

CHICAGO—Empire Coin Machine Exchange, one of the city's largest and most influential distributorships, headed by Gil Kitt, was tabbed by Wurlitzer as distributor for Illinois and Northern Indiana last week.

Empire replaces Adolph Raymond, A. & M. Music, large operator here who had been named by Wurlitzer late last year. In naming Empire, Wurlitzer hooks up with one of the more aggressive and promotion-minded sales outlets in the Midwest. Besides Kitt, Empire is helmed by Joe Robbins, veteran sales manager.



GIL KITT

Another Empire outlet in Detroit, headed by Bob Wiley, is not involved in the Wurlitzer appointment. The Detroit area continues to be handled for Wurlitzer by Angott Distributing Company.



JOE ROBBINS

The Chicago office will stock the full Wurlitzer line as well as complete parts and service facilities. Jack Burns, a veteran with Empire for six years, will represent the Wurlitzer line in Northern Indiana. Bill Herbord, with Empire about a year, will handle the Illinois territory.

Besides Wurlitzer, Empire is distributor for United, juke box and games; Williams, Midway and Rowe vending machines.

Prior to naming A. & M. Music
(Continued on page 62)



CIRCUS QUEEN

Bally Shipping Circus Queen, In-Line Game

CHICAGO—Circus Queen, Bally's new bingo game, blends many of the firm's old-favorite features into a new format with a colorful circus-themed background, according to Bill O'Donnell, firm's general sales manager.

O'Donnell says Circus Queen has features "first introduced in County Fair, elaborated on in Laguna Beach and finally perfected in Roller Derby." They include Red Letter free games, the Bally OK feature, the familiar Pick-A-Play buttons, and Magic Screen for sectional as well as line scoring.

A new feature introduced on this model is Big Blue Bonus, enabling the player to ring up special scores in a blue section of the panel.

Circus Queen has Bally's traditional cabinet, decorated sides, large back score-board and metal legs. Shipments of the game went out to distributors last week.

EUROPEAN NEWS BRIEFS

Automatic Store Has Everything

STOCKHOLM—"She shall have music while she shops" is the slogan of a gigantic automatic merchandising center opened in the Swedish capital. The vending machine paradise, advertised as the world's largest, features juke boxes interspersed with the vending machines, together with coin games. The idea is that the shopper can relax by playing music box records or games. The boxes illustrate the "one-world" concept of coin machine operation. The shop has nearly 1,600 coin-vended items; in effect, a small department store. But the fully automatic character of the shopping tends to make it deadly dull, and the coin machines are "animated" by the music boxes and games. Stockholm's automated shopping center is designed primarily for workers unable to get to shops before the 6 p.m. closing time. Juke box music relaxes the workers while they perform their automated shopping, making it fun (or an approximation thereof) instead of unrelieved drudgery.

Count 63,000 German Phonos

HAMBURG—West Germany now has 63,000 music boxes, according to the latest count, and the forecast is for 70,000 boxes by the end of 1961. The 63,000 total is acclaimed by the trade as remarkable. It is recalled that the German juke box "miracle" dates literally from 1953, when this country received the first boxes from the U. S. Prior to that, Germany had never had juke boxes; in fact, few Germans had even seen a juke box until they were introduced by the U. S. Army through occupation clubs and snack bars after the war. But now the German juke box boom is leveling off, and the industry's efforts henceforth will be concentrated in stabilizing the boom, and increasing operating profit margins. In this connection, attention is being given by the industry to the influence exerted by juke boxes on recorded music sales. They are saying that juke boxes "make" hit tunes. Studies are being compiled tracing the rise of hit tunes, and these studies show that in many instances a specific hit tune became a hit on juke boxes and then moved to top favor generally.

Austrian Ops Battle Pulp Stories

VIENNA—Austrian operators are making common cause with their German counterparts against the insertion of coin machines into lurid pulp magazine stories aimed at youth. The so-called "Kriminalmoeker," abbreviated to "Krimi," are printed by the dozens of titles in West Germany and flooded into Austria and other German-speaking areas. In a typical "Krimi," the gang which has robbed the bank hangs out in a dive featuring juke boxes and pay-out machines gobbling up money from youth and workers. If there are vending machines in such thrillers, they usually are fronts for a racket. One such "Krimi" under operator fire at the moment is "Der Schwarze Pirate," the "Black Pirate" operating not from the deck of a ship but from a juke box and pay-out machine-festooned dive. Authors of such pulp thrillers, when tackled by coin machine industry representatives, assert no harm is meant. Coin machines, they claim, are merely a sort of literary stage property like the cigar or cigarettes smoked by the characters or, for that matter, the bar itself. One "Krimi" author protested, "The fact that hoodlums frequent bars and ride in automobiles doesn't imply that

(Continued on page 54)

Rush of Operators Greet U. K. Coin Show

By BINGO BEAUFORT

LONDON—The 17th Annual Amusement Trades Exhibition opened here Tuesday, (31), despite near-chaos conditions on the previous day, as hundreds of tons of valuable equipment was moved into the crowded Royal Horticultural Hall, Westminster, London.

There was no official opening ceremony. The opening took the form of a great rush of "country" operators—from all over the U.K.—at about 9 a.m., all intent on seeing what was new in the way of coin equipment. There was plenty for them to see. The stands were more attractive than ever before (and more costly) dominated by a new idea, a double-decker stand with built-in arcade and other attractive features, at Bal-Ami corner. Principal exhibits by AM (G.B.) Ltd. were Bal-Ami New Yorker 100 and 200-selection phonographs and the all-British (Watling-inspired) Silver Queen fruit machine.

Equally attractive large stands nearby featured the other main contenders for the juke box stakes—stronger this year than for some time.

Ruffler and Walker, Ltd., the main importers of the Rock-Ola, Inc., were showing for the first time the 1961 Regis models with Reverbasound. These comprised the 120 and 200-selection stereo-monaural wall phonograph. Ruffler and Walker also showed a comprehensive range of fruit machines, the latest Gottlieb and Williams pin-tables and a full range of general equipment.

On Phonographic Equipment's stand, Cyril Shack, Gordon Marks and Max Fine were also launching the

1961 line of Wurlitzer phonographs and hideaway units. They, too, featured the new Gottlieb and Williams tables, and a full range of coin machines generally. A special feature was the new Sega light-up fruit machine, and a range of Mills and Jennings fruits.

On the tasteful and gay Ditchburn Equipment stand, there was considerable interest in the Seeburg 160 "Artist of Week" phonographs, and in the Seeburg "1000" background music system.

Peter Simper and Company, with Simper and his partner John Hardy, displayed the complete line of AMI phonographs. The firm also showed new Jennings Tic Tac Toe fruit machines, and new Keeney Fruit Cocktail electrical fruits.

Coughtrey's Automatic Supply of Nottingham was also showing new Jennings and Keeney machines plus unique light-up stands and a comprehensive range of coin-equipment generally. In attendance were George Coughtrey, Frank Coughtrey, Vic Filley, Ken Martin, and Maurice Sykes of Mar-Matics, Inc., of America.

Gabe Forman had large crowds around him constantly on his Las Vegas Coin Machinery Imports (Entertainments) Ltd., stand where he had a display of new Mills Bell-O-Matic fruits, burglar alarm stands for fruits and some converted machines. With him on the stand were Harry Hoffman and Ted Jenkins plus sales and technical staffs.

All the way from New York was the Mike Munves Corporation, with Joe Munves ruling the roost. The stand took the form of a Coin-O-Rama photo display of coin-

operated machines available for import into the U.K.

Also from the States was the Wico Corporation of Chicago, represented by Edward Ruber, export sales director. Wico featured catalogs and miscellaneous parts for coin-operated phonographs, bingos, pin games, shuffles, bowlers, gun games and other equipment.

Australian fruit machines in the shape of Aristocrat Sheerline, Clubmaster and Acemaster models and adaptations of these in the form of the Gold Award and Four Reeler machines, were on view at Ainsworth Consolidated Industries (G.B.), Ltd., stand, with Hal F. Eldridge in charge.

The Rotamint Division of Autobars Company, Ltd., had a line of German payout machines specially built for the British market. Henri Herbosch flew in from Bingen, Germany, for the show and was on the stand with Ray Richards, Autobars managing director, and Rotamint sales manager, John Houseman.

John Lonsdale had a comprehensive display of music and games on his High-Fidelity Sound Company stand, as had Jukebox Distributors, Ltd. nearby, with Nick York presiding.

Among the many long-established general distributing companies who did first-rate business during the three days of the exhibition were Chicago Automatic Supply Company, Parker's Automatic Supplies, Ltd.; Manzi Brothers, Mills Novelty Company, the Samson Novelty Company, Robinson Partners, Ltd.; Morris Shefras, Ltd.; Philip Shefras, Ltd.; Streets Automatic Machine Company, Ltd., and the Waldorf Engineering Company.

PROGRAMMING GUIDE

Record sides in the chart below are broken down into basic categories for easy programming. They are derived from this week's "Hot 100" and " Bubbling " charts. When a side falls into more than one category, it will have a multiple listing.

EASY LISTENING:

- ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810
- CALCUTTA, Four Preps, Capitol 4508
- CALCUTTA, Lawrence Welk, Dol 16161
- CERVEZA, Bert Kaempfert, Decca 30866
- CHERRY PINK & APPLE BLOSSOM WHITE
..... Jerry Murad's Harmonicats, Columbia 41816
- CORINNA, CORINNA, Ray Peterson, Dunes 2002
- COWBOY JIMMY JOE, Lolita, Kapp 370
- EXODUS, Ferrante and Teicher, United Artists 274
- EXODUS, Mantovani, London 1953
- EXODUS SONG (THIS LAND IS MINE), Pat Boone, Dol 16176
- IF I DIDN'T CARE, Platters, Mercury 71749
- LAST DATE, Floyd Cramer, RCA Victor 7775
- LAZY RIVER, Bobby Darin, Atco 6188
- MAGNIFICENT SEVEN, Al Caiola, United Artists 261
- MOST BEAUTIFUL WORDS, Della Reese, RCA Victor 7833
- MY EMPTY ARMS, Jackie Wilson, Brunswick 9-55201
- SAILOR (YOUR HOME IS IN THE SEA), Lolita, Kapp 349
- WHEELS, Billy Vaughn, Dol 16174
- WHEELS, String-A-Longs, Warwick 603
- WHEN I FALL IN LOVE, Etta Jones, King 5424
- WHERE THE BOYS ARE, Connie Francis, M-G-M 12971
- WONDERLAND BY NIGHT, Bert Kaempfert, Decca 31141
- WONDERLAND BY NIGHT, Louis Prima, Dol 16151
- WONDERLAND BY NIGHT, Anita Bryant, Carlton 537

TEEN BEAT:

- APACHE, Jorgen Ingmann, Atco 6184
- A THOUSAND STARS, Kathy Young and the Innocents, Indigo 108
- ANGEL BABY, Rosie and the Original, Highland 1011
- ANGEL ON MY SHOULDER, Shelby Flint, Valiant WB 6001
- BABY, O' BABY, Shells, Johnson 104
- BABY SITTIN' BOOGIE, Buzz Clifford, Columbia 41876
- CALENDAR GIRL, Neil Sedaka, RCA Victor 7829
- C'EST SI BON, Conway Twitty, M-G-M 12969
- CHARLENA, Sevilles, J. C. D. 116
- DANCE BY THE LIGHT OF THE MOON, Olympics, Arvee 5020
- DEDICATED TO THE ONE I LOVE Five Royales, King 5453
- DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203
- DON'T LET HIM SHOP AROUND, Debbie Dean, Motown 1007
- EBONY EYES, Everly Brothers, Warner Bros. 5199
- EMOTIONS, Brenda Lee, Decca 31195
- FOR MY BABY, Brook Benton, Mercury 71774
- GEE WHIZ, Carla Thomas, Atlantic 2086
- GHOST RIDERS IN THE SKY, Ramrods, Amy 813
- GINNIE BELL, Paul Dino, Promo 2180
- GOODTIME BABY, Bobby Rydell, Cameo 186
- HAVIN' FUN, Dion, Laurie 3081
- HE WILL BREAK YOUR HEART, Jerry Butler, Vee Jay 354
- HOOCHIE COOCHIE COO
..... Hank Ballard and the Midnighters, King 5430
- HONKY TONK, Part II, Bill Doggett, King 5444
- I COUNT THE TEARS, Drifters, Atlantic 2087
- (I WANNA) LOVE MY LIFE AWAY, Gene Pitney, Musicor 1002
- JIMMY'S GIRL, Johnny Tillotson, Cadence 1391
- LAST DATE, Floyd Cramer, RCA Victor 2775
- LAZY RIVER, Bobby Darin, Atco 6188
- LEAVE MY KITTEN ALONE, Little Willie John, King 5452
- LEAVE MY KITTEN ALONE, Johnny Preston, Mercury 71761
- LITTLE BOY SAD, Johnny Burnette, Liberty 55298
- LOST LOVE, H. B. Barnum, Eldo 111
- LOVEY DOVEY, Buddy Knox, Liberty 55290
- MODEL GIRL, Johnny Mastro, Coed 545
- MUSKRAT RAMBLE, Freddy Cannon, Swan 4066
- NO ONE, Connie Francis, M-G-M 12971
- ONCE IN A WHILE, Chimes, Tag 444
- ONCE UPON A TIME, Rochell and the Candles, Swingin' 623
- PEPE, Duane Eddy, Jamie 1175
- PONY TIME, Chubby Checker, Parkway 818
- PONY TIME, Don Corvey & Goodtimers, Arnold 1002
- RAM-BUNK-SHUSH, Ventures, Dolton 32
- RUBBER BALL, Bobby Vee, Liberty 55287
- SOUND OFF, Titus Turner, Jamie 1174

- STAY, Maurice Williams and the Zodiacs, Herald 552
- THE STORY OF MY LOVE, Paul Anka, ABC-Paramount 10168
- THERE SHE GOES, Jerry Wallace, Challenge 59098
- UTOPIA, Frank Gari, Crusade 1020
- WALK RIGHT BACK, Everly Brothers, Warner Bros. 5199
- WHAT A PRICE, Fats Domino, Imperial 5723
- WHAT AM I GONNA DO, Jimmy Clanton, Aca 607
- WAIT A MINUTE, Coasters, Atco 6186
- YES, I'M LONESOME TONIGHT, Thelma Carpenter, Coral 62241
- YES, I'M LONESOME TONIGHT, Dodie Stevens, Dol 16167
- YOU ARE THE ONLY ONE, Ricky Nelson, Imperial 5707
- YOUR FRIENDS, Dee Clark, Vee Jay 372
- YOU'RE SIXTEEN, Johnny Burnette, Liberty 55285

COUNTRY & WESTERN:

- ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810
- DON'T WORRY (LIKE ALL THE OTHER TIMES)
..... Marly Robbins, Columbia 41922
- EBONY EYES, Everly Brothers, Warner Bros. 5199
- LAST DATE, Floyd Cramer, RCA Victor 7775
- NORTH TO ALASKA, Johnny Horton, Columbia 41782
- WALK RIGHT BACK, Everly Brothers, Warner Bros. 5199
- WINGS OF A DOVE, Ferlin Husky, Capitol 4406

RHYTHM & BLUES:

- A THOUSAND STARS, Kathy Young and Innocents, Indigo 108
- AGE FOR LOVE, Jimmy Charles, Promo 1003
- AIN'T THAT JUST LIKE A WOMAN, Fats Domino, Imperial 5423
- ALL IN MY MIND, Maxine Brown, Nomar 102
- ANGEL BABY, Rosie and the Originals, Highland 1011
- ARE YOU LONESOME TONIGHT, Elvis Presley, RCA Victor 7810
- AT LAST, Etta James, Argo 5380
- BABY, O' BABY, Shells, Johnson 104
- BYE, BYE, BABY, Mary Wells, Motown 1003
- CLOSE, TOGETHER, Jimmy Reed, Vee Jay 373
- DANCE BY THE LIGHT OF THE MOON, Olympics, Arvee 5020
- DEDICATED TO THE ONE I LOVE, Five Royales, King 5453
- DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203
- DON'T BELIEVE HIM, DONNA, Lenny Miles, Scepter 1212
- DON'T LET HIM SHOP AROUND, Debbie Dean, Motown 1007
- FIRST TASTE OF LOVE, Ben E. King, Atco 7185
- FOR MY BABY, Brook Benton, Mercury 71774
- GEE WHIZ, Carla Thomas, Atlantic 2086
- HE WILL BREAK YOUR HEART, Jerry Butler, Vee Jay 354
- HOOCHIE COOCHIE COO
..... Hank Ballard and the Midnighters, King 5430
- HONKY TONK, Part II, Bill Doggett, King 5444
- I COUNT THE TEARS, Drifters, Atlantic 2087
- IF I DIDN'T CARE, Platters, Mercury 71749
- KEEP YOUR HANDS OFF OF HIM, Damita Jo, Mercury 71760
- LAST DATE, Floyd Cramer, RCA Victor 7775
- LEAVE MY KITTEN ALONE, Little Willie John, King 5452
- LOST LOVE, H. B. Barnum, Eldo 111
- MOST BEAUTIFUL WORDS, Della Reese, RCA Victor 7833
- MY EMPTY ARMS, Jackie Wilson, Brunswick 9-55201
- ONCE IN A WHILE, Chimes, Tag 444
- ONCE UPON A TIME, Rochell and the Candles, Swingin' 623
- PONY TIME, Chubby Checker, Parkway 818
- PONY TIME, Don Corvey & Goodtimers, Arnold 1002
- RAM-BUNK-SHUSH, Ventures, Dolton 32
- SHOP AROUND, Miracles, Tamla 54034
- SOUND OFF, Titus Turner, Jamie 1174
- SPANISH HARLEM, Ben E. King, Atco 6185
- TEAR OF THE YEAR, Jackie Wilson, Brunswick 55201
- THEM THAT GOT, Ray Charles, ABC-Paramount 10141
- THERE'S A MOON OUT TONIGHT, Capris, Old Town 1094
- (WILL YOU LOVE ME) TOMORROW, Shirelles, Scepter 1211
- WAIT A MINUTE, Coasters, Atco 6186
- WHAT WOULD I DO, Mickey and Sylvia, RCA Victor 7811
- WHEN I FALL IN LOVE, Etta Jones, King 5424
- WHAT A PRICE, Fats Domino, Imperial 5423
- YES, I'M LONESOME TONIGHT, Thelma Carpenter, Coral 62241
- YOUR FRIENDS, Dee Clark, Vee Jay 372

Ostergren Pledges Hoosier Ops' Full Support in Fight on Royalty

GARY, Ind. — Support of the Music Operators of America in their resistance to congressional legislation designed to remove operators' exemption from performance royalty payments was pledged last week by Victor H. Ostergren, president of the Coin Operated Equipment and Owners Association of Indiana and a long-time MOA director.

The Association met last week to plan Indiana's participation in the fight on H.R. 70, introduced by Rep. Emmanuel Celler (D., N. Y.).

"We are standing by Mr. Miller in his magnificent efforts to save the nation's operators from a back-breaking financial burden," Ostergren said. He was alluding to George A. Miller, MOA president, who is leading the opposition to the Celler Bill.

Drive Planned

As suggested by Miller, Hoosier operators will promptly make their feelings known to members of the House Judiciary Committee — to which the bill was referred—by means of letters, telegrams, telephone calls and even personal contact, Ostergren declared. He stated further that additional methods of communication were to be explored at the meeting.

"We'll do all that we can to defeat this bill," Ostergren said.

"Mr. Miller is absolutely right. Operators help to popularize copyrighted tunes. The suggestion that they should be charged for rendering such invaluable service is unreasonable. Nor should we ever compromise. Let this be a fight to the finish."

A Gary resident and an operator in the Gary-Hammond-East Chicago steel industrial region, Ostergren said that the economic slowdown is beginning to bit into juke box collections.

Official estimates place the unemployed in this area at 10 percent of the total working force.

"It's rough," he said. "There is no getting away from it. We're really feeling the pinch."

What would help the operators? "Let the steel mills start rolling again," he replied quickly. "The rest will take care of itself."

Ostergren said further that he does not anticipate the passage of any detrimental legislation in the current session of the Indiana General Assembly.

"We hope that with Robert Kennedy as attorney general our industry will be free of undesirable conditions," he added.

As counsel for the McClellan committee, Kennedy conducted the investigation of coin machine operations in Northern Indiana in 1959.

Gottlieb Introduces Oklahoma Pin With Old 'Shoot-From-Hip' Feature

CHICAGO — Gottlieb's new Oklahoma pin game draws its name from a pair of shooters at the bottom of the playboard who shoot the ball up at two rototargets, much in the shoot-from-hip tradition so popular in the West many years ago.

The shooters themselves are interesting in that their counterparts were first used in pin games during the late '30's and then became obsolete with the invention of the kick-bumper.

A new version is used in the current game, giving the piece some real flavor of the old Oklahoma West.

A pair of side-rollers spin the roto-targets individually, and the player gets 10 times the indicated value if he hits the targets when they match.

Oklahoma is a four-player game and there is a separate tilt registered for each of the four players. Thus, one or more players can tilt-out, and the remaining players can continue the game.

The shooters also spin the rototargets individually, so conceivably the targets can be unmatched before the shot, be spun by the shot and be matched a split-second before the ball hits, giving the player the bonus score.

Spotted lights indicate top triple rollover values. Over-all object is high score and the game has a single match feature plus multiple free plays.

Gottlieb's new cabinet with the canted-light box is utilized. The unit has stainless steel moldings, plated legs and front door panel, chrome finish corner castings, and the new Hard-Cote playfield.

George Witts Have Girl

CHICAGO — Mr. and Mrs. George Witt recently became the proud parents of a five-pound, eight-ounce girl, Marie Louise. Witt is district manager for Logan Distributing Company, covering the areas of Michigan, Indiana and Kentucky.

European News Briefs

• Continued from page 53

these are the exclusive preserves of criminals. Nor does the fact hoodlums patronize coin machines imply criticism of the machines."

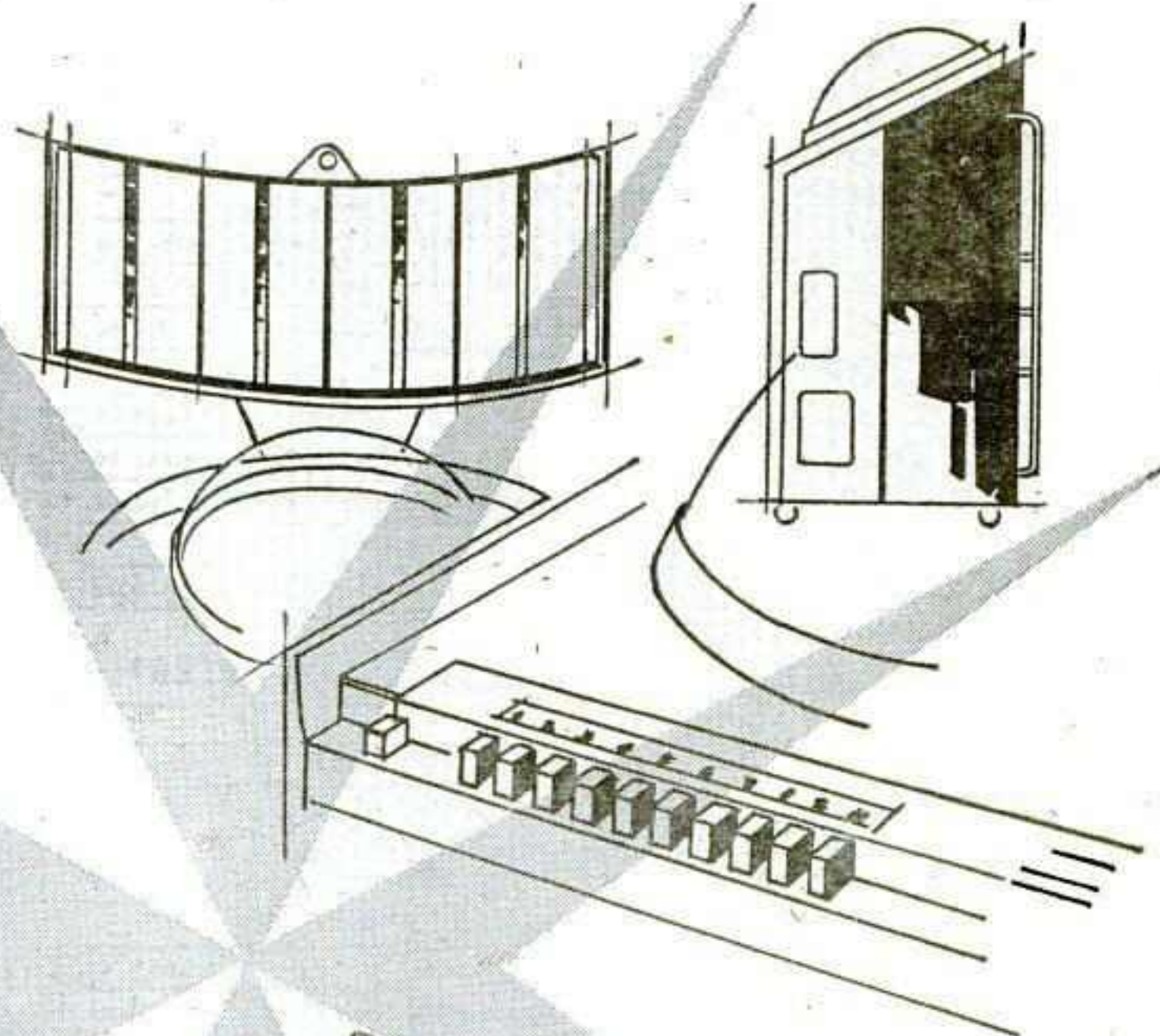
Nova Integrates Vending, Music

HAMBURG—Al Adickes' Nova company is introducing West Germany's first completely integrated sales program, wiping out all barriers between vending equipment and music boxes. With Nova, henceforth, it will be a coin machine "one world" operation. Nova is stocking a large assortment of vending equipment, particularly machines for the medium and smaller operator. Nova's Rock-Ola music box line is being continued and expanded, and Nova is pushing Gottlieb games. Two new games which Nova is promoting are Merry Go Round, a two-player pinball, and a target game, Shooting Gallery.

The vending machine program is based on Rock-Ola's surge in the vending industry. Adickes is introducing on the German market, in his first major vending machine promotion, a beverage vander with claimed durability and economy of exceptional degree. Adickes imports American components and assembles them in his own plant at Hamburg. His entry into integrated operations extend to the distributor level, the consolidation now taking place with producers, who are switching to integrated production programs.

here's the
compact
styling of
tomorrow
designed to
earn more play
TODAY

The headline above is now a statement of fact, supported by the performance records of AMI Lyrics and Continentals already on location. Their years-ahead styling is drawing more attention and more play . . . up to twice as much in many locations. It's a genuine success story, and you can be part of it, right now while the trend is young.



*Lyrics
Continental*

Rowe

AMi

**Rowe-AMI
Sales Company**
5075 W. Lexington St.,
Chicago 44, Illinois

*The Industry's Most Complete
Line of Automatic Vending
and Music Equipment*

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.

EMOTIONS AND I'M LEARNING ABOUT LOVE	BRENDA LEE Decca 31195
MY EMPTY ARMS AND TEAR OF THE YEAR	JACKIE WILSON Brunswick 55201
RUBBER BALL AND EVERYDAY	BOBBY VEE Liberty 55287
ARE YOU LONESOME TONIGHT AND I GOTTA KNOW	ELVIS PRESLEY RCA Victor 7810
WHERE THE BOYS ARE AND NO ONE	CONNIE FRANCIS M-G-M 12971
SPANISH HARLEM AND FIRST TASTE OF LOVE	BEN E. KING Atco 6185
GOOD TIME BABY AND CHEERIE	BOBBY RYDELL Cameo 186
WHAT A PRICE AND AIN'T THAT JUST LIKE A WOMAN	FATS DOMINO Imperial 5723
EBONY EYES AND WALK RIGHT BACK	EVERLY BROTHERS Warner Bros. 5199
WHEELS AND ORANGE BLOSSOM SPECIAL	BILLY VAUGHN Dot 16174
FOR MY BABY AND THINK TWICE	BROOK BENTON Mercury 71774
COWBOY JIMMY JOE AND THEME FROM A SUMMER PLACE	LOLITA Kapp 370

SPECIAL "PACKAGE" DEALS!

Reconditioned—Refinished—Guaranteed!

SEEBURG 161-SH \$725 EA. 3 Available	WURLITZER 2300-S \$650 EA. 3 Available	WURLITZER 2200 \$445 EA. 4 Available	A.M.I. G-200 \$245 EA. 2 Available
---	---	---	---

Contact Us for PARTS for ALL BERT MILLS COFFEE VENDORS

MASTER LOCKS AVAILABLE FOR ALL PHONOGRAPHS AND CIG.

1/2 Dep., Bal. C.O.D. or Sight Draft F.O.B. Chicago



A Quarter Century of Service

ATLAS MUSIC COMPANY

2122 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A. ARmtage 6-5005

USED CIGARETTE VENDORS

11-Col. NATIONAL (Mod. III)	\$185
9-Col. NATIONAL	95
22-Col. EASTERN	135
13-Col. NATIONAL	195
12-Col. EASTERN	115
10-Col. EASTERN	75
CONTINENTAL CORSAIR "20"	215

Reconditioned

German Music Ops Break Royalties Contract

Continued from page 2

this royalty be shared with the artists and entertainers.

Arbitration

If the operators and GEMA are unable to resolve the present deadlock, the two organizations will probably agree to appointment of an arbitration board.

Meantime, the operators are considering joining with the Association of German Tavern Proprietors in lodging complaints against the artists and entertainers and GEMA with the Bonn government's antitrust board, the Bundeskartellamt.

The operators and innkeepers contend that GEMA and the artists, by virtue of their monopolistic power in the entertainment world, "threaten the existence" of the coin machine operating industry as surely as any octopus-like industrial cartel threatened the existence of a small business.

GEMA and the artists are pictured as embarked on a campaign of reckless and unreasonable demands against the operators and innkeepers which can only end in the destruction of their enterprises.

Behind the current deadlock is the new-jelled conviction of most operators and innkeepers that the time has come to make a stand against demands of GEMA and the artists.

Court Decision

Particularly to the point is a court decision the artists have won recently upholding their demand for recorded music royalties on the same basis as GEMA.

The artists are moving fast to capitalize on the court decision. It is obvious to most operators that unless there is a showdown now

on the entire royalty issue many operators will be driven to the wall by the joint demands of GEMA and the artists, and the entire music box operating industry eventually wrecked.

Along with moving for a showdown on royalty demands, the operators are also girding for an intensified and expanded campaign against the amusement tax levied on music boxes by the various German State Governments.

In the amusement tax fight, the juke box operators are allied with the motion picture exhibitors, in particular the German colossus UFA, which has posted over-all losses of around \$5 million in the four years since it was denationalized. UFA is paying nearly \$1 million yearly in amusement taxes.

Tax Varies

GEMA has been getting around \$1.80 per machine per month. The amusement tax varies from State to State, but averages around \$3.60 per month per juke box; \$2.39 for games and \$7.15 for payouts.

In addition to the GEMA royalty and amusement tax, operators pay a turnover tax of gross receipts of 4 per cent for music boxes, games and vending machines and 8 per cent for music, boxes, games and vending machines and 8 per cent for payouts; a business tax and a license fee of \$7.77 per machine per year.

The average operator requires at least 40 machines to exist, and the maximum is around 400 per operator.

Record Costs

German operators complain, too, about the high cost of disks (in relation to other costs)—70 cents—and of "planned obsolescence" in machine production and sales.

An American 200-selection basic box costs the German operator around \$1,700, which he must amortize over a four-year period. Stereo and the frills increase the box cost.

German-made boxes are less expensive, but also lack the prestige value of an American box, which, German operators will tell you, is a "must" for plush locations.

Operators, seeking ways to cut costs, are becoming increasingly skeptical of new equipment catering primarily to snob appeal. Operators complain that manufacturers look aloof at the tax and royalty issues, but keep them under pressure to buy new equipment.

Producers are accused of evading their fair share of the anti-amusement tax campaign financial burden and of general indifference to the plight of the operator, particularly the medium and small operator.

Most operators feel that producers will have to join the operators

in a shoulder-to-shoulder solution of the operators' problems—if they hope to sell new equipment at the present pace.

The significance of the operator-GEMA deadlock thus extends beyond the immediate principals and, in effect, encompasses the entire juke box and recorded music field. For if the juke box operators can compel GEMA to scale down its demands, such a retreat will be exploited eagerly by the disk producers—a fact GEMA entirely appreciates.

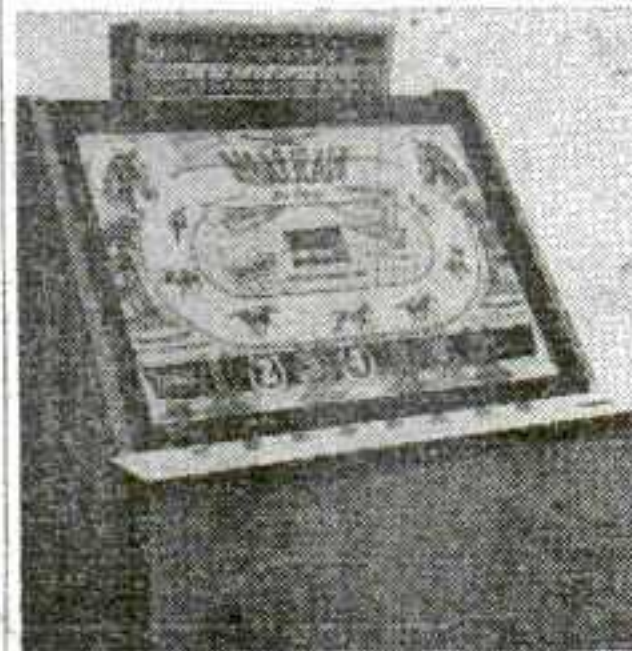
The current deadlock, moreover, finds the operators determined to force support by the producers. This issue within the tax and royalty issue has been simmering for the last year.

Finally, there is the tavern proprietors, who, fed up with the tax and royalty bickering, are threatening to rid their premises of all juke boxes and other forms of recorded music.

Meantime, GEMA appears unperturbed by the curtain of controversy lowering over its demands. Indeed, the copyright group has opened still another front in its many-sectored war for royalties, the new opponent being the U. S. Armed Forces Network in West Germany.

GEMA is demanding around \$1 million from the network for German music played over recent years, contending that AFN plays German as well as U. S. pop and should pay for the privilege.

Auto-Bell Bows Hialeah, Racing Upright Model



HIALEAH

CHICAGO—Auto-Bell Novelty Company last week introduced Hialeah, a new horse-race themed upright game which can accommodate up to seven players at one time.

Each player inserts a coin and selects his horse. On pressing a start button, the horses start around the track. Simultaneously, odds flash on a track-odds board at the top of the game. Before the race ends, the odds are selected, and the winning horse wins the registered odds in free games.

Odds range from two to 150, but aren't affected by the number of players. Hialeah can be set for nickel or dime insertion. A single player can play up to seven horses by inserting the required seven coins.

The cabinet has a new leatherette-type finish and the front glass has been canted back so the player looks down on the playing field. The game weighs 150 pounds and measures 55 inches high, 28 inches wide and 19 inches deep.

ROCK-OLA SEES WILLIAMS BUY WORTH \$5 MIL

CHICAGO — David C. Rockola, president of the Rock-Ola Manufacturing Corporation, said that the recent acquisition of the vending divisions of the Williams Manufacturing Company (BMW, January 30) will add \$5 million a year to the firm's sales. All key personnel of the three acquired companies will move from the Niles, Ill., plant (where Williams produced its vending machines) to the main Rock-Ola plant in Chicago. Rockola said that the manufacture of the IVI fresh-brew coffee machine will begin in the Chicago plant within one week. The new acquisitions will become subsidiaries of the Rock-Ola Manufacturing Corporation.

BARGAINS FOR THE WEEK

Capital DeLuxe	\$170.00
Clipper DeLuxe	125.00
Regulation DeLuxe	210.00
Lightning	145.00
Lightning DeLuxe	165.00
Banner	75.00
Ace	75.00
Congress	195.00
Congress DeLuxe	200.00
ABC	145.00
ABC DeLuxe	245.00
C. C. Bowling Team	125.00
C. C. Rocket (2 Player)	100.00
C. C. Rocket (1 Player)	75.00
United Small Ball Bowler	175.00
United Advance (16 Ft. Bowler)	595.00
United League (16 Ft. Bowler)	645.00
United Handicap Bowler	695.00
Bally Lucky Alley	395.00
Bally Trophy Bowler	350.00
Bally ABC Bowling Lane	175.00

These Bowlers Reconditioned Like New. Have been Used Very Little. All Equipment Subject Prior Sale.

Central
DISTRIBUTORS, Inc.

2315 Olive Street, St. Louis 3, Mo.
Phone: MAin 1-3511; Cable: "Cendis"

PHONOS SEEBURG

SEEBURG KD	\$425.00
SEEBURG V 200	225.00
SEEBURG R	395.00
SEEBURG G	345.00
SEEBURG C	245.00
SEEBURG B	195.00

A. M. I.

A.M.I. H-120	\$450.00
A.M.I. G-200	250.00

ROCK-OLA

ROCK-OLA 1448	\$310.00
ROCK-OLA 1446	230.00
ROCK-OLA 1438	185.00

Wurlitzer—All Models Make Best Offer

ANGOTT
DISTRIBUTING CO.
2616 Puritan Ave.
Detroit 38, Mich.

when answering ads . . .

Say You Saw It in Billboard Music Week

NOW DELIVERING

AMI PHONOGRAPHS
Lyric—K Series
Continental

IRVING KAYE
Mark I and Mark III
6 Pocket Pool Tables
Klub Bumper Pool Table

BALLY
Sharp Shooter
Challenge Bowler
Jumbo Deluxe 8' Shuffle

Send for Runyon Brand
New 64 Page Parts Catalog.

RUNYON SALES COMPANY

Factory Representatives for:
AMI Inc., Bally Mfg. Co., Irving Kaye Co.
221 FRELINGHUYSEN AVENUE
Newark 12, N. J. Bigelow 3-8777
Offices: New York, N. Y. and Hartford, Connecticut
Cable Address—RUNYONEX



BILL SUTER, GENERAL MANAGER OF MORCOIN, AMI distributor for the Philippines, looks on while Teddy Randazzo, ABC-Paramount recording artist, signs autographs for Morcoinc employees. The occasion was the Manila showing of the AMI Lyric and Continental juke boxes.

GOTTLIEB HOSPITAL NEARS COMPLETION

CHICAGO — Gottlieb Memorial Hospital, founded by David Gottlieb, prominent coin machine manufacturer, which will serve the west suburban area of Melrose Park, is scheduled for completion April 1. It will have a capacity of 120 beds, with provisions for future expansion to ultimately 360 beds. Carl Nusbaum, executive director of the new hospital, is at work on staff appointments, the most recent being that of Laura V. Carver, named director of nursing. Miss Carver comes to Gottlieb from St. Vincent Hospital, Portland, Ore., where she served as director of nursing. Before that, she was assistant director of nurses at Michael Reese Hospital in Chicago.

OPERATE UNITED'S BOWL-A-RAMA

Welcome Everywhere
WRITE FOR DETAILS
UNITED MANUFACTURING COMPANY
3401 N. California Ave.
Chicago 18, Ill.

Fed. Agents Hit E. Mass. Stops in Stamp Raids

BOSTON — U. S. Treasury agents last week raided bars, restaurants and stores throughout Eastern Massachusetts and seized van loads of the coin games for non-payment of the federal tax stamp. The agents were armed with 19 search warrants in conducting the raids without the knowledge of local police.

More than \$20,000, mostly in nickels, also was seized by the raiders. It was reported that the raids followed four months of undercover investigations. District Chief Fred Pastore claimed that there had been "wholesale viola-

tion of the law" which calls for a \$250 tax stamp on all gambling devices.

In Taunton, where 13 machines were taken, operators of four cafes apparently had been able to break the Treasury's elaborate security measures. No machines were visible when the raiding parties arrived. After hours of negotiations, proprietors agreed to produce the devices and they were turned over to the Treasury agents.

As well as the 13 machines confiscated in Taunton, others were seized in Chelsea, Norwood, Southbridge and Sturbridge. Pastore said evidence seized will be studied with a view to prosecutions later. He also said owners of the machines "will be taxed on their profits, and their personal income taxes will receive close scrutiny." Agents said payoffs were made to players by countermen and managers, rather than by any mechanism in the machine.

Local distributors of games went on record as saying that while the

raids were unfortunate that they were also unnecessary. The operators had ample opportunity to purchase the "big stamp" and since they were operating pay-off type in-line games they certainly knew they were running a great risk.

The worst they could have faced had they bought the stamp was a local reprimand. Many operators in the State had purchased the tax stamp, but one distributor said the ones whose machines were seized had had plenty of opportunity to do so and were simply "courting disaster." Some 33 communities in the State have banned pinball machines, including the capital, Boston. There, five locations were licensed to run the machines for amusement purposes only.

RECONDITIONED GUARANTEED

SEEBURG

2225	\$895.00
201DH	775.00
HF100G	365.00
100W	325.00
3W1 Wallbox	47.50

SEEBURG HIDEAWAYS

HK200	\$350.00
H100W	250.00
HM100A	75.00

WURLITZER

2200	\$475.00
------	----------

CIG VENDERS

SEEBURG E-1	\$249.00
CORSAIR	
30 cols.	229.00
EASTERN MARK II	
22 cols.	99.00

Terms: 1/3 deposit required.

WORLD EXPORT
WESTERN EXPORT DISTRIBUTING
DAVIS Corp.
Soleing Distributors
738 East Erie Blvd.
Syracuse 3, N. Y., U. S. A.
Phone: GRanite 5-1631

COIN MACHINE MOTORS REWOUND

Motors from any Amusement, Music or Vending Machine repaired or rewound at the following flat rate price.

All motors up to 1/20 H. P. . . . \$ 7.50
Above 1/20 H. P. split-phase to 1/3 H. P. split-phase motors . . 10.00

Any type motor single or 3 phase up to 5 H.P. rewound at 20% off local shop rates. (This can be as high as 50% off shop rate in your state.)

WE PAY RETURN SHIPPING CHARGES ON ALL MOTORS

Flat Rate Price Is All You Pay. No Extras—Fast Service

Rebuilding motors for the Coin Machine Industry since 1943.

MAILING LIST OF COIN MACHINE OPERATORS

We offer for sale our new revised mailing list of Coin Machine Operators as listed below.

The most complete listing of Coin Machine Operators available at any price.

9,174 Juke Box Operators \$91.00
5,082 Vending Machine Operators 50.00

TERMS: 2% Discount for cash with order or C.O.D. plus charges.

CAROLINA ELECTRIC CO.

Telephone: Victoria 7-1311

P. O. BOX 125-B

MATTHEWS, N. C.

FRESH START FOR OLD HAND

PINE BLUFF, Ark.—Chester Baker, an old-timer in the music operating business, figured he was too old to carry on seven years ago and sold his route, Baker Music Company, to Charles Wilcox, who still operates it. But last week Baker figured he wasn't too old after all and started out in the business again. He is beginning small, but expects to keep adding phonographs and games till he has a good-sized route. He hasn't decided on a name yet. "The music business gets in your blood and I've never been able to get it out of mine completely," he explains.

WANTED

Salesman to sell coin machine operators in Illinois, Indiana, Ohio, Pennsylvania, etc. Must know trades on amusement games and music machines. References required. Write: Box 328, Billboard Music Week, 1564 Broadway, New York 36, N. Y.



LUCKY HOROSCOPE

5c, 10c, or 25c Play

- ✓ National Coin Rejector in each chute
 - ✓ Two Coin Returns
 - ✓ Easy to Load—Holds approx. 1,000 tickets
- Size: 18" x 8" x 6" Wgt.: 20 lbs.

MID-STATE CO.

Phone: Dickens 2-3444

2371 Milwaukee Avenue
Chicago 47, Illinois

WANTED Salesman for Europe

Leading Coin Machine distributor wants a topflight salesman to travel European Countries. Keen knowledge of music and amusement games a must. Integrity foremost. Supply complete references. Write Box 330, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

Jumbo BUMPER POOLS... \$75.00

Size 70 x 36 x 32

Refinished—new cloth, new balls, new cues

PURVEYOR
DISTRIBUTING CO.

Better Buys

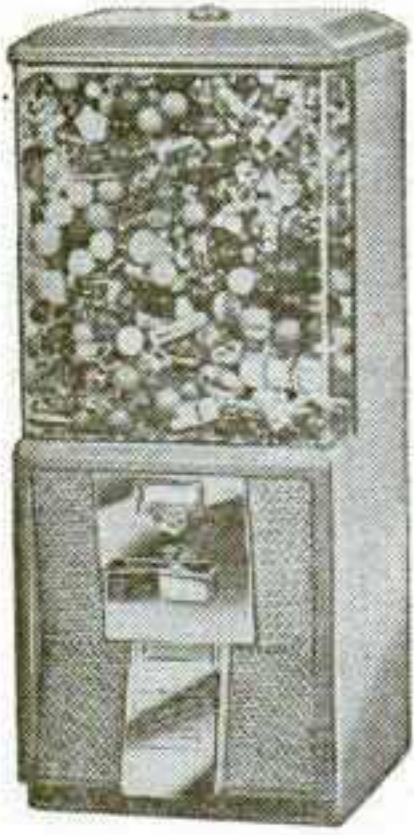
4322-24 N. WESTERN AVE.

CHICAGO, ILLINOIS

JUNIPER 8-1814

Northwestern

OPERATORS HEADQUARTERS
For the BEST in Bulk Vending

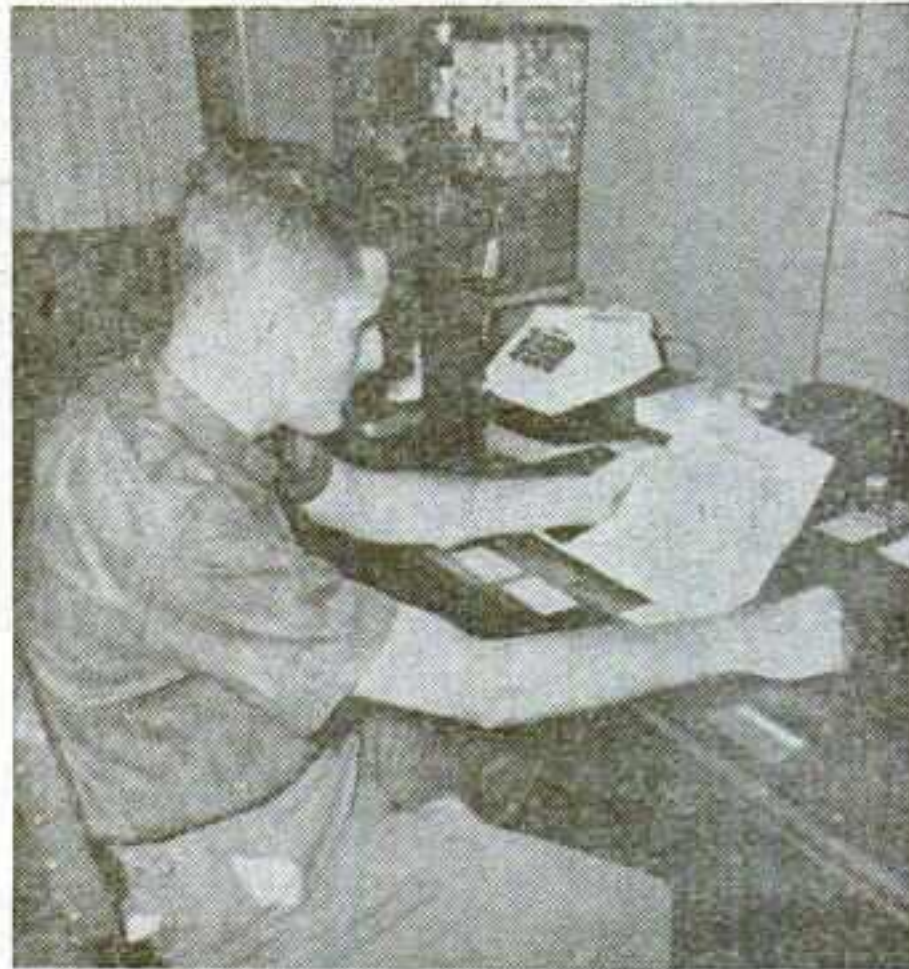


WIRE, WRITE OR PHONE
FOR COMPLETE DETAILS

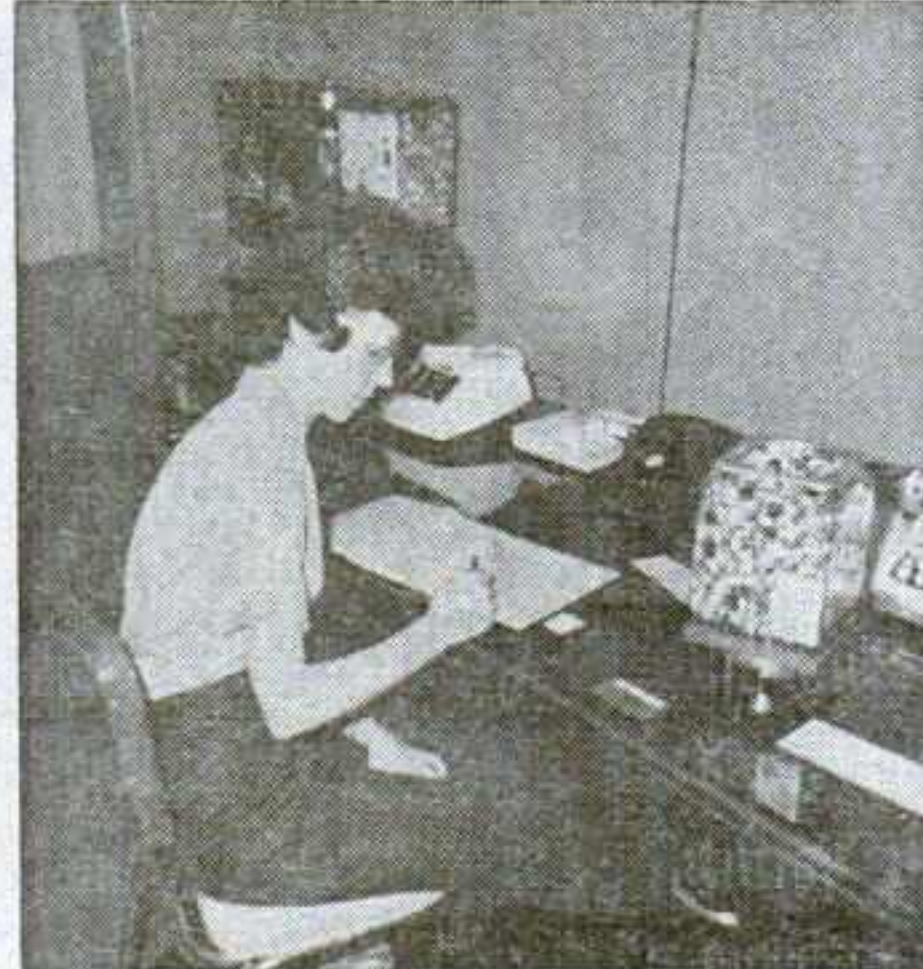
Northwestern

2211 E. Armstrong St. Morris, Ill.
Phone: WHitney 2-1300

**Kan. Operator Varies Stand Set-Ups
To Suit Individual Store Locations**



HANK CARTWRIGHT checks through his route records.



DIXIE CARTWRIGHT, wife of the operator, keeps books for the operation.

By O. R. ALLEN

WICHITA, Kan.—"Kiddie Bar Enterprises," owned and operated by Hank Cartwright here, is a venture which started out small and grew large. Cartwright got his start in bulk vending two years ago with peanut machines. Then he began cautiously purchasing a few ball gum and capsule machines. So successful was he that he finally sold all of the peanut machines and entered completely into the ball gum and capsule machine side.

And with the help of his distributor, Everett Graff of Graff Vending Supply, Dallas, his business has been growing at a steady pace since. He is quick to give credit to Graff, pointing out that the distributor is always ready to help him.

At present, the Wichita man is operating in both supermarkets and in self-service drugstores. It is in these locations, he believes, that the greatest volume can be realized from his machines.

He has machines in Nebraska, Kansas and Iowa. They are all placed on either a four-machine or a six-machine wrought-iron stand.

Cartwright has decided, after his two years of experience in the business, that the best method is to place the four-machine stand in the smaller supermarkets, with the six-machine stands being reserved for the larger markets. Another trick is to place two four-machine stands in stops which have two entrances.

His practice is to clean his machines com-

pletely at each service call, or about every two to four weeks per location. During this servicing the money is counted and checked out by one of the employees of the store, after which a receipt is made which is signed by the employee. The store receives a copy of this receipt and another copy is sent, along with the proper check to the main office of the store. This is done at the end of each month. He pointed out, however, that in some of the chains and among the independents, he often pays on the spot.

The service heads which he uses are filled, for the most part, in his home. After filling they are covered with plastic bags to insure cleanliness while being taken to locations. At each location he uses a shopping cart to take the merchandise to and from the stores.

He has only one helper on the route, Jerry Summers. Summers helps with the route in Kansas.

Before starting out to cover the route Cartwright and Summers make sure that they have extra globes, mechanisms and parts in case some of the locations need minor repairs.

They also take along cans of spray paint to touch up the machines and the stands, when such work is needed.

Cartwright explained that they rotate machines throughout the locations, bringing back each machine to the shop at periodic intervals and working them over completely.

**TALK-TALK
TEETH**

OPEN
1-4 m \$15.00 per thous.
5 m and up 13.75 per thous.
CLOSED (with metal clip)
1-4 m \$16.85 per thous.
5 m and up 14.55 per thous.

See us at the NYA Show, March 16-19
at your distributor or
Guggenheim

33 UNION SQUARE
N. Y. C. 3, N. Y. • AL. 5-8393

**Electric Money Maker
Famous ACME
ELECTRIC
MACHINE**



Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample \$28.13
2 and up 23.50
Floor Stand 5.00

ORDER TODAY

1/3 Dep., Bal. C.O.D., F.O.B. N.Y.
Distributors, Write for Prices.

J. SCHOENBACH

Factory Distributors of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines. Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.
PResident 2-2900

**MANDELL GUARANTEED
USED MACHINES**

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. DeLuxe 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Machine.	18.00
N.W. Model #33, 1¢ Porc. Converter for 100 ct. B.G.	6.50
Silver King 1¢ B.G. or Mdse.	8.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Acorns 1¢ or 5¢ B.G. or Mdse.	10.00

MERCHANDISE & SUPPLIES

Golden Non-Pareil Almonds, 5-lb. vac. pack tins, per lb.	.85
Pistachio Nuts, Jumbo Queen, Red.	.75
Pistachio Nuts, Jumbo Queen, White	.72
Pistachio Nuts, Large Tulip	.72
Pistachio Nuts, Vendor's Mix	.63
Pistachio Nuts, Sheik, Red	.57
Cashew, Whole	.72
Cashew, Butts	.66
Indian Nuts	.75
Peanuts, Jumbo	.42
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.30
Rainbow Peanuts	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 550 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	.30
Malt-ets, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.30
Rain-Blo Ball Gum, 100 ct.	.32
300 lb. minimum prepaid on all Rain-Blo Ball Gum	.32
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30

Minimum order, 25 Boxes, assorted.
Complete line of Parts, Supplies, Stands, Globes, Bracelets, Charms. Everything for the Operator.
One-Third Deposit, Balance C.O.D.

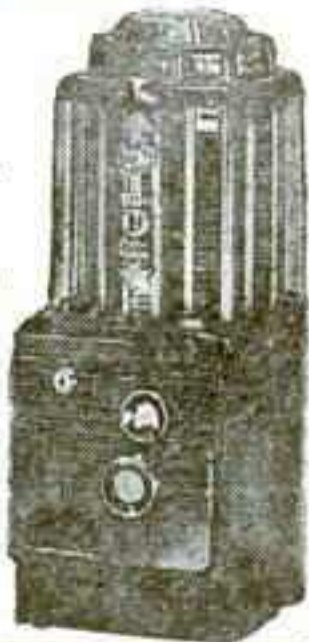
THERE ARE BIG PROFITS IN

GUM

GET YOUR SHARE WITH
Northwestern

TAB

You'll hit the jackpot with this selective tab vender. Ten columns for wide selection and bigger capacity have doubled and even tripled sales. "Quick Change" merchandise drum cuts servicing time in half.



STAMP FOLDERS, Lowest Prices. Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN
SALES AND SERVICE CO.**

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOagacre 4-6467

**NYBVA Sets Annual Outing in Catskill Mts.
June 2-4, in Conjunction With NYARA Men**

NEW YORK — The New York Bulk Vendors Association will hold its annual outing at the Concord Hotel in the Catskill Mountains, June 2-4, in conjunction with the annual outing of the New York Automatic Retailers Association.

The decision was made Wednesday night (1) at the group's regular meeting at Stratton's Restaurant here. While NYBVA members said they will continue to be identified as a separate group, they felt that a joint outing with the NYARA could result in the solving of mutual problems.

However, the bulk operators will publish their own souvenir journal for the event.

Slug Problem

Moe Mandell, Northwestern Distributors, said the use of bingo chips as slugs in penny machines is costing bulk operators in the New York area a total of \$500 a week. He suggested that the operators send a delegation to State Treasury Department in Albany and make the situation known to the proper authorities.

Mandell cited a case of a church that requested installation of two penny-gum machines. He then asked the priest if bingo was played at the church. The priest replied in the affirmative, once a week. Mandell refused the request, explaining the problem, and suggested nickel machines, instead. But he was turned down.

A suggestion was made to put notices on machines informing bingo chip and other slug users about the violation and its penal-

ties. But members agreed that "most of the offenders aren't even old enough to read."

They hope that bingo chip manufacturers can be persuaded to change their chips slightly in size or shape to do away with this problem. Mandell said he will work on organizing a trip to the Treasury Department to register a complaint in the near future. The more members that can make the trip, the better.

Major Medical

Roger Folz, president of the group, passed out brochures explaining details of Major Medical group insurance plan being offered to N.V.A. members. He urged the
(Continued on page 62)



**on BALL AND
VENDING GUMS**

Same fine flavors,
Centers and Coatings

**Direct Low
Factory Prices**

Bubble Ball Gum, 140-170 & 210 ct. & Giant Size	27¢ lb.
Chicle Ball Gum, 130 ct.	35¢ lb.
Clor-o-Vend Ball Gum	40¢ lb.
Clor-o-Vend Chicks, 320 ct.	40¢ lb.
Chicle Chicks, 320 & 500 ct.	36¢ lb.
Bubble Chicks, 320 & 520 ct.	28¢ lb.
Tab (short stick), 110 ct.	38¢ box
5-Stick Gum, 100 packs	\$1.90

F.O.B. Factory 150 lb. lots.

AMERICAN CHEWING PRODUCTS

35 years of manufacturing experience.

4th & Mt. Pleasant • Newark 4, N. J.

FOR Northwestern VENDERS

CONTACT

H. B. HUTCHINSON, JR.

1784 N. Decatur Road, N.E. Atlanta 7, Georgia Phone: DRake 7-4300

Always a full line of Northwestern Venders in stock. Also, parts and all types of fill.



**PRINCESS
PHONE**
the new
'Dialing of America'

Tell the truth. Wouldn't you like a PRINCESS PHONE in your home?

PLASTIC

5,000 & up \$ 8.50 per M
1,000-4,000 10.50 per M

METALIZED

5,000 & up \$12.50 per M
1,000-4,000 15.00 per M

F.O.B. Jamaica, Immediate.



SAMUEL EPPY & CO., INC.

91-15 144 Place, Jamaica 35, N. Y.

Social Action Set for NVA March Show

NEW YORK — Bulk operators attending the forthcoming convention of the National Vendors' Association at the Sheraton-Towers, Chicago, March 16-19, will be able to mix business with a good deal of social activity.

Two parties, by Leaf Brands and by Samuel Eppy & Company, have been scheduled, as well as various open houses by most of the exhibitors.

The Leaf party, arranged by Jane Mason, will have a riverboat motif, with the room resembling an antebellum Mississippi River craft. Guests will be wined and dined by Leaf the evening of March 18.

The Eppy party will be held March 17, which happens to be St. Patrick's Day. Guests will be requested to wear green ties. The menu will include Irish stew, Irish chowder and Irish whisky. Three collets will be on hand to enliven the proceedings. A representative of the Irish Consulate is expected to attend.

Graff: U. S. Mfrs. Share Blame for Charms Influx

DALLAS — Everett Graff, president of the National Vendors' Association, this week charged that American charm manufacturers should bear some responsibility for the influx of foreign charms here.

Graff agrees absolutely that "there should be more American charms for American children," and he is convinced that there would be except for the business methods of some of the American manufacturers.

Speaking in the capacity of one of the largest distributors in the United States, he said that the greatest trouble, so far as domestic charms are concerned, stems from the fact that the bona fide distributors are not given due recognition.

Due Recognition

He went on to explain that there are at least five legitimate charm distributors in the nation today and that they should be recognized as such by the large domestic charm manufacturers. Due recognition on the part of the manufacturers, he said, would automatically correct the problem of the foreign charms.



EVERETT GRAFF

"Show me a manufacturer," he added, "who is recognizing the legitimate U. S. distributors and I will show you a man who is not complaining about business."

Kantor Hits Charm Imports Which Copy U. S. Creations

CHICAGO—Bob Kantor, well-known bulk vending operator here, and active in National Vendors' Association, termed the sale of imported charms through penny vendors, "an evil detrimental to our industry."

Kantor said he was in hearty agreement with Sam Eppy, New York charm manufacturer, and Roge Folz, New York operator, in their criticism recently of the buying of imported items (Billboard Music Week, January 23).

In an open letter, sent to Billboard Music Week last week, Kantor said he sometimes did buy

imported charms, but that he avoided buying anything that is a copy of a domestic piece.

Home Industries

While advocating foreign exchange and trade, Kantor said it is far more important that we foster, protect and aid home industry.

No less important, said Kantor, is the fact that patronizing foreign sellers tends to kill the incentive American charm manufacturers might have for coming up with new ideas.

Creativity

"If you honestly feel that the creativity of the future is in Hong Kong or elsewhere, then by all means patronize these sources. But if you feel like I do, that the genius for new items is in our own backyard, then forget the cheap copies and turn to the manufacturers of the United States that have always been our source for new ideas, manufactured under accepted standards with labor that we derive our income from," Kantor said.

The Chicago veteran pointed out that manufacturers who develop new ideas have to balance successes against failures, and that, unfortunately, every new item is not a big seller. Unless the manufacturer can make money on his hot items, he can't offset his failures.

Kantor said that foreign importers copied only hot items, thereby letting the U. S. manufacturer bear the cost of developing new items.

Paul Crisman Leaving On Sarasota Vacation

CHICAGO — Paul Crisman, partner with Tom King in King & Company here, large bulk vending distributor, leaves February 4 for a one-month vacation in Sarasota, Fla. Crisman will be accompanied by his wife Mabel.

Crisman noted that King and Company has just had one of the "best years in the firm's history," and credit the new Northwestern Golden 60 ball gum machine with much of the extra volume.

GIVE TO DAMON RUNYON CANCER FUND

Time payments available on Oak machines through all distributors.

All Oak machines are available with 1c, 5c, 10c and 25c coin mechanisms or a combination 1c - 5c coin mechanism, and optional slip clutch handle.

WE HAVE

oak's "ACORN"



All Purpose Vendor
The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise.

Guaranteed -mechanically perfect - the one machine with virtually no depreciation. Today's Acorn looks the same as the original.

Below are listed factory authorized dealers.

AMERICAN NUT
1061 Tremont Street
Boston 20, Massachusetts

BIRMINGHAM VENDING
540 2nd Avenue, North
Birmingham 4, Alabama

BUYMORE SALES
#6 Bayview Avenue
Lawrence, L. I., New York

DALE DISTR. (B.C.) LTD.
1168 Seymour Street
Vancouver 2, B.C., Canada

GRAFF VENDING SUPPLY
2817 West Davis
Dallas, Texas

H. B. HUTCHINSON CO.
1784 N. Decatur Road, N.E.
Atlanta 7, Georgia

IMPRONTO VENDING
300 North Gay Street
Baltimore 2, Maryland

LOGAN DISTRIBUTING CO.
1850 West Division Street
Chicago 22, Illinois

SAMUEL J. PHILLIPS CO.
4372 Lindell Boulevard
St. Louis 8, Missouri

OAK SALES COMPANY
2033 10th Avenue
Pittsburgh, Pennsylvania

OAK SALES OF FLORIDA
1121 - 71st Street
Miami Beach, Florida

OPERATORS VENDING
1023 South Grand Avenue
Los Angeles 15, California

QUEBEC VENDING CO.
109 Commissioner St. West
Montreal, Quebec, Canada



OAK MANUFACTURING COMPANY, INC.
11411 Knightsbridge Ave., Culver City, California

RAKE COIN MACHINE EXCH.
609 Spring Garden Street
Philadelphia, Pennsylvania

JACK SCHOENBACH
715 Lincoln Place
Brooklyn, New York

SIEGEL DISTR. CO. LTD.
753 Chatham St.
Montreal, Quebec, Canada

SOUTHERN ACORN SALES
526-30 Bruns Avenue
Charlotte 8, N. C.

STANDARD SPECIALTY CO.
1028 44th Avenue
Oakland, California

STAR VENDING SUPPLY CO.
6327 Calhoun Road
Houston 21, Texas

VENDING MACHINES COUNTER GAMES SUPPLIES and ACCESSORIES

Reconditioned Machines

Acorns, 5c	\$11.00
N.W. 10 col. Tab 1c	19.50
Silver King Bulk 1c or 5c	8.50
Columbus Bulk, 1c or 5c	8.50
N.W. Model 33, 1c	14.50
Mills Tab Gum	6.50
N.W. Natl. Stamp Vendors	14.50
NEW 2-Col. 5c Trading & Hobby Card Vendors	45.00
Schermack 2-Col. Stamp	19.50
Schermack 1-Col. Stamp	49.50

Merchandise

Cashews, 400-500 count	69c lb.
Deluxe Mixed Nuts	54c lb.
Spanish Peanuts	30c lb.
Virginia Splits	35c lb.
Special Jumbo Red Pistachios	78c lb.
Rainbow Peanuts	28c lb.
Boston Baked Beans	28c lb.
Confection Mix	28c lb.
Licorice Lozenges	28c lb.
Cinnamon Imperial	28c lb.
Baby Midget Chicks (520 count)	40c lb.
Special Pistachio Nuts, Afgans	58c lb.
(The above are packed in 30 lb. cartons)	
Hersheyettes	47c lb.
M & Ms	50c lb.
Leaflets	37c lb.
(Above are packed in 25 lb. cartons)	
Rainbow Bubble Gum, 210, 170, 140 count (packed in 25 lb. cartons)	36c lb.
Maltets, 100 count (packed in 15 lb. cartons)	35c lb.
Rainbow Centuries (packed in 18 lb. cartons)	32c lb.

300 lb. or more shipped PREPAID on Rainbow Ball Gum only.
We have a complete line of new and used machines, parts, supplies, charms and everything for the operator.
1/3 deposit required on all orders, balance C.O.D.
Write for free catalog.

Rake Coin Machine Exchange
609-A Spring Garden St.
Philadelphia 23, Pa. WALnut 5-2676

MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

the CAPSULE with EYE-APPEAL! STRONGER! STURDIER! SURE!



Only \$5.25 per M

We have rebuilt our capsule. It is tight as a drum and won't come apart. With the DA-GLO Cap it is now the most attractive and most reasonably priced capsule. "It attracts buyers like flies to pies."

Write for our filled capsule list and literature.
Order from your distributor or:

paul a. PRICE co. inc.
55 Leonard St., N.Y. 13, N.Y. COrtlandt 7-5147-8

HARMONICA

Big, two-colored music maker vends perfectly

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

Ask About Our ATLAS Finance Plan



The **PENNY KING** Company

2538 Mission Street, Pittsburgh 3, Penn.

World's Largest Selection of Miniature Charms

ATLAS MASTER . . . The proved 1c-5c Vendor

"GET IT DONE IN '61"

The NATIONAL VENDORS ASSOCIATION

1961 CONVENTION

Will Be Held at

SHERATON TOWERS HOTEL

CHICAGO

MARCH 16-19

ATTENTION

POTENTIAL EXHIBITORS

of Vending Products and Allied Lines

For exhibit space and complete information contact:

JANE MASON
NVA Executive Secretary
Leaf Brands, Inc.
1155 N. Cicero Ave.
Chicago 51, Ill.
ESTebrook 8-6000

RICHARD E. GIBBS
NVA Exhibit Chairman
Arthur H. DuGrenier, Inc.
250 W. 57th St.
New York 19, N. Y.
COlumbus 5-4718

"GET IT DONE IN '61"



BILLBOARD MUSIC WEEK

COIN MACHINE PRICE INDEX

Listings represent used machines in average condition introduced from 1954 thru mid-1959. Price quoted on each machine represents the average of quotes to operators by franchised distributors in three geographical areas—East, West and Midwest.

Quotes are received and averaged monthly. Listings should be used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

Main table containing coin machine price listings. Columns include categories like MUSIC, BOWLERS & SHUFFLES, PINBALLS, GOTTIEB, and ARCADE & NOVELTIES, with various machine models and their prices.

WURLITZER

Proudly Announces

THE APPOINTMENT OF

EMPIRE COIN MACHINE EXCHANGE

As Distributors for Illinois (south to Peoria) and Northern Indiana for the

NEW WURLITZER 2500

THE ULTIMATE IN AUTOMATIC MUSIC

**PHONOGRAPHS AND ALLIED EQUIPMENT
SALES - SERVICE - PARTS**

It's New-It's Big!

EMPIRE'S WURLITZER PARTS DEPARTMENT
ALL WURLITZER PARTS - IMMEDIATE DELIVERY

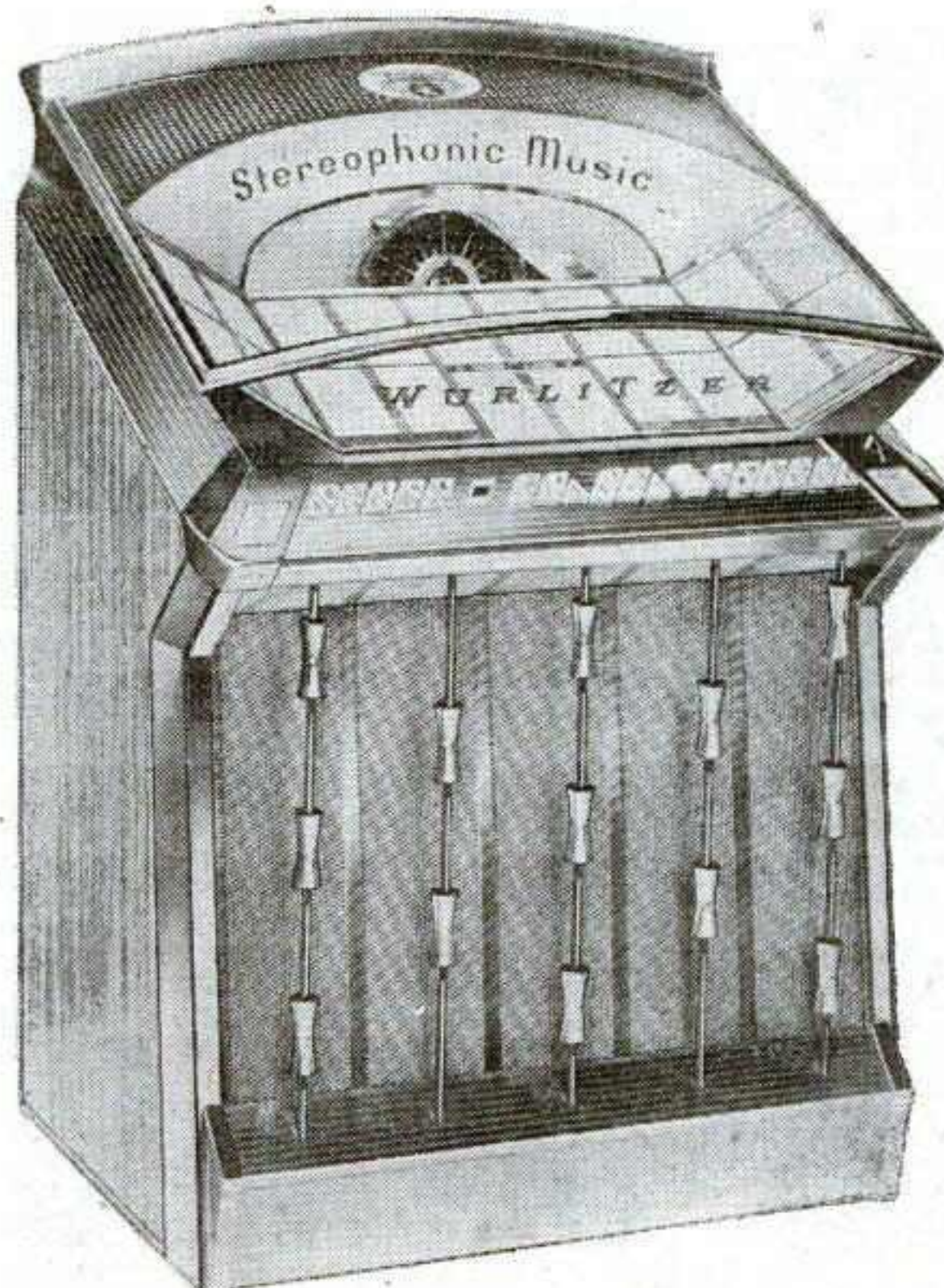
Gil Kitt and Joe Robbins Say:

Visit our showrooms 1012 Milwaukee Ave. See the new Wurlitzer. Get our deal on the Highest Earning Phonos of all time. We carry a full line of wall boxes, speakers, accessories and parts.



WURLITZER OFFERS YOU...

- New...* Patron pulling beauty
- New...* Brilliant Stereo sound
- New...* Operating dependability
- New...* Play-promoting features
- New...* Coin collecting magic
- New...* 33 and 45 intermixed
- New...* Top Tunes feature



MODEL 2500 PHONO.

THE WURLITZER COMPANY

NORTH TONAWANDA
NEW YORK
Est. 1856

WANTED

Experienced Bingo Mechanic. Must be honest and reliable. Steady work. Write BOX 115, The Billboard 188 W. Randolph Street Chicago, Ill.

N. Y. Coinmen Boost UJA Goal to \$36,000

NEW YORK—The 1961 campaign of the United Jewish Appeal's Coin Machine Division got under way at the Hotel Astor Wednesday (1), as the Gotham



IRVING HOLZMAN

tradesmen set a goal of \$36,000 for the philanthropy.

To be honored by the trade this year is Irving Holzman, president of the United East Coast Corporation. The affair will be held at the Hotel Plaza, May 3.

Lou Boorstein, former guest of honor and 1961 Manhattan chairman, convinced the operators to raise the ante from the usual \$30,000 to \$36,000 when he explained the plight of the agricultural settlements in Israel.

Boorstein pointed out that the additional \$6,000—to be paid over

a three-year period — would be one-sixth the cost of a specific project in the Negev.

The project is an 80-family farm, with 198 children of pre-military age. The industry would be honored for its participation in the project with a plaque to be placed in some prominent place in the village.

The guest of honor got the donations under way with a \$1,000 pledge for the United Manufacturing Company.

Meyer Parkoff, dinner chairman and a previous guest of honor, outlined plans for obtaining newspaper publicity for the drive. The next meeting will be held February 16 at the Astor.

Attending were Al Denver, president of the Music Operators of New York, and Mrs. Denver; Mr. and Mrs. Holzman; Lou Boorstein, Leslie Distributors; Carl Pavesi and Max Klein, Westchester Operators Guild; Nash Gordon, executive secretary of the Music Operators of New York; Abe Lipsky, New York distributor; Irv Morris, Newark, N. J., operator; Barney Sugarman and Irv Kempner, Runyon Sales; Harold Kaufman, Brooklyn operator, and Mrs. Kaufman; Jack Wilson, president of the New York State Operators Guild and Mrs. Wilson; Harry Siskind, co-chairman for the drive, and Mrs. Siskind; Teddy Blatt, coin machine attorney, and Aaron Sternfield, Billboard Music Week.

Badger Ops Study Proposed Adverse State Legislation

MILWAUKEE — Wisconsin operators will be taking a long, hard look at proposed adverse State legislation at a special luncheon meeting of the Wisconsin Music Merchants Association, Inc., slated for the Eagles Club here Monday (6).

C. S. Pierce, in a special letter to the membership, warned of a proposed license for free-play pin games that is being mulled in the State Legislature.

Pierce warned that Wisconsin's governor had asked for an additional \$90 million in taxes. Pierce noted that "operators must be prepared for the introduction of legislation taxing coin-operated equipment."

The Wisconsin operating group official asked all operators to attend the luncheon meeting for suggested views on legislation.

Empire Parts Catalog Ready for Operators In Chi, Detroit

CHICAGO—Empire Coin Machine Exchange's bible of coin machine parts and supplies was ready for the trade last week. The book lists some 131 pages of coin machine parts, accessories, tools, supplies and just about everything the average operator might come across in day-to-day operation.

The index starts with ABT coin chutes, ends with zip cords and between lists products of every major amusement game manufacturer and supplier, both by manufacturer name and part category.

Empire is distributing the volume, No. 161 (for the year 1961) through its Chicago and Detroit offices.

Wurlitzer Appoints

Continued from page 53
last year, Wurlitzer had been without a Chicago distributor for some six months. Tower Music, headed by Carl and Bob Greene, had the line before then, but Tower and Wurlitzer parted company about a year ago.

Besides Kitt, Robbins, Burns and Herbold, Empire's Chicago staff includes Leroy Hohbein, parts; Mrs. Caroline Weintraub, books, and Leonard Zeidman, shop.

Los Angeles City Assessor Lists Schedule of Coin Machine Values

LOS ANGELES—The schedule for coin-operated equipment—phonographs, vending and amusement machines on location—in assessed values for 1961 has been released by the office of John Quinn, Los Angeles city assessor.

The assessed values of automatic phonographs with additions of from \$5 to \$25 per machine to be made for records and cash in the machines for consoles will be 1960-1961, \$350; 1959, \$290; 1958, \$220; 1957, \$160; 1956, \$130; 1955-1954-1953, \$60, and 1952 and prior, \$30. Hideaways, depending upon age are assessed from \$30 to \$200. To be added for each counter or wall box: less than 100-play, \$5; 100-200, \$15, and 160-200, \$25.

The candy vending machine schedule with average of \$3 to \$10 per machine for merchandise and cash is: 1953 and prior, 5-6-7-column, \$15 each; 8-9, \$20; 1 and

2-column (New U-Select-It), \$30; 4-5-6, \$40 with additional for attachments; 7-8-9, \$60; 10 or 11, \$90, and 12 or more, \$120. Gum and peanut machines, 5 cents and double, bowl or bulk type, \$5, and penny singles, bowl or bulk type, \$2.50, each with additional assessments for stands or brackets.

Cigarette vending machines will be assessed with an average additional \$15 to \$65 for cash and merchandise, on the following schedule: 6-7-8 column, \$20; 9-10-11-12, \$40; 13-14-15-16-17, \$70; 18-20, \$90, and 22 or more, \$90. To these figures is to be added \$12.50 for gum and mint attachments.

Scales with additions for cash for 1941 and prior models are to be assessed at \$8 each. Later models at cost less normal depreciation.

Other types of vending or arcade equipment will be assessed on a cost less normal depreciation basis.

NYBVA Sets Annual Outing

Continued from page 58

members to study the plan carefully and consider its advantages. Major Medical pays 80 per cent of all medical and hospital bills up to a total payment of \$3,000, in excess of the deductible amount, incurred within three years after the first treatment for any one accident or sickness. The plan will then pay 100 per cent over \$3,000 until an over-all total of \$10,000 has been paid.

There are three plans, A, B, and C, providing for \$100, \$300, and \$500 deductible respectively. The rates for each depend on age group, and persons covered: member and spouse, or both and family.

Concerning the import of cheap imitation foreign charms, members agreed this has been going on for years. They recalled that Samuel Eppy used to turn out up to 30 new charms a year; now the figure is around five. But Roger Folz said only about three charms introduced by a manufacturer turn out to be successful each year anyway, whether he introduces 30 or 5.

Sid Gollin said that the industry

has changed in the last 10 years, that it is different today concerning charms. Before, an operator could introduce his new charm items gradually in different outlets, in different areas of his operation. He could bow a new charm in one area at a time and delay using it in another area. Today, because of chains and competition, he has to bow a new item at the same time in all locations. Therefore, he needs new charms more frequently.

The bulk group also will consider a dinner-dance to be held in September.

Those attending were Lou Teller, Supreme Vending Company; Arthur Bianco, A & B Vending Sales; Roger Folz, Folz Vending; Nathan Gordon, Nathan Gordon Vending Company; Sam Berman and Donald Fleischer, M & S Vending Corporation; Irv Booksin, Phil-Mar Vending; Louis Ellis, Louis Ellis Vending; Sid Gollins, Roanoke Vending; Hy Berman, Hy-Bill Vendors; Manny Greenberg, Buymore Vending Corporation, and Moe Mandell, Northwestern Sales & Service Company.

TOP CASH PAID FOR LATE BALLY BINGOS
Mail List
DAN STEWART CO. 140 East 2nd South, Salt Lake City 11, Utah
Phone: DAVIS 2-2473
For Sale: BOWLING PRIZE CARDS
100 Names \$10.00 per 100 Cards
200 Names \$15.00 per 100 Cards

EXPERTS IN EXPORTS

UPRITES	VENDORS	BINGOS
Wild Cats \$245 Skeet Shoot 145 Little Buckaroo 250 Round Up 275 Shawnee 275 Touch Down 275 Double Shots 145 Hunters 125 DeLuxe Big Tent 225 HiLeah 395 Joker Ball 395 Red Ball 195	Stoner 500 Cof. & Choc. \$375 Avenco 500 Cof. & Choc. 195 Vando 210 Ice Cream 495 Vando 210 Milk 495 Hebel 3-Sel. Ice Cream. 325 Hebel 5-Sel. Ice Cream. 395 Mills Hot Choc. 100 Cole Hot Spa 395 Bar Vend Special 495 Cole Spa 495	100 Atlantic City \$50 15 Big Shows 60 5 Beach Beauty 65 25 Big Times 60 20 Beach Clubs 50 10 Broadways 45 15 Gayety 60 15 Gaytime 60 20 Hi-Fi 60 10 Pixie 65 15 Miami Beach 65 2 South Seas 75 15 Surf Club 60 10 Yacht Club 60 1 Tahiti 60 12 Variety 65 1 Mexico 65

POP CORN
Automatic \$195
Keeney 475
Pop Sex 75
Kunkel 75

ARCADE EQUIPMENT
Bally Bull's-Eye \$195
Ex. Space Gun 100
Rifle Gallery 150
State Fair 225
Gen. Circus 325
Keeney Sportsman 195
Muf. Atomic Bomber 125
Un. Bonus 225

Limited quantities of Miss America, Sun Valley and Cypress Gardens.
Write for New Complete Price-Bulletin No. 161.

Distributors for WURLITZER, UNITED, GOTTLIBS & MIDWAY.
CLEVELAND COIN MACHINE EXCHANGE Inc
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715

HOROSCOPE PELLETS ALL FLAVORS
NEW LUCKY 7 HOROSCOPE
NEW
Write for information on this brand-new deal.
ALL DEALS AVAILABLE IN 10c OR 25c PLAY

STAR HOROSCOPE
NUMBER HOROSCOPE
HI-HAN HOROSCOPE
BLACK JACK HOROSCOPE
LUCKY BUCK HOROSCOPE
BARS & BELLS HOROSCOPE
BIG BEN BELLS HOROSCOPE
BASEBALL HOROSCOPE

Write for our new low prices—also a few choice territories still available on an exclusive distributorship basis.

CLUB EQUIPMENT CORP.
1801 W. Irving Park Rd.
Chicago 13, Illinois
DI 8-3900

The best way to find FIRST-Class Equipment —See FIRST, first!

SPECIALS!
Wms. OFFICIAL BASEBALL... \$395
Wms. SHORTSTOP 235
Wms. 1957 BASEBALL..... 215
Genco HI-FLY 85
Bally CYPRESS GARDENS ... 215
Bally CARNIVAL QUEEN 285
Bally BEACH TIME 275
DELUXE BIG TENT \$235
DOUBLE SHOT 145
WAGON WHEEL 115
C.C. RED PIN \$445
Bally SPEED BOWLER 365
C.C. 14' BOWLING LEAGUE... 175
Un. 14' BOWLING ALLEY ... 175
C.C. 16' CLASSIC 375

IMPORTERS!
Send for Your **FREE** 56-Page Illustrated **1961 CATALOG**

NOW DELIVERING VALLEY 6-POCKET POOL TABLES and KAYE'S 6-POCKET POOL TABLES
Brand New 1961 Models

Cable: "FIRSTCOIN"—Chicago
FIRST COIN MACHINE EXCHANGE
Joe Kline & Wally Finke
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

ATTENTION!
BALLY ABC SHUFFLE ALLEYS... \$125.00
UNITED REGULATION SHUFFLES... 150.00
WMS. 57 BASEBALL DELUXE... 149.50
CHICO TV 16' W. R. O..... 249.50
BALLY MOON RAIDER GUN..... 269.50
EX. GUN PATROL PISTOL..... 65.00
NEW "INGO" GRIP TESTERS..... 85.00
WURLITZER 1500A 65.00
GENCO DELUXE SKILL BALL, 6 Pl., Complete 50.00
SEND FOR BARGAIN LIST
ODCO, INC.
1100 Broadway Albany 4, N. Y.

WANTED TO BUY
Will pay cash for large route of music, amusement games, cigarette, etc. Write Box 329, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

MOA Opens Its Midwest Offices Miller, Press Attend Gala Event



GEORGE MILLER



EDWARD R. RATAJACK

CHICAGO — The Midwestern offices of Music Operators of America were officially opened here last week with a promise by MOA's new managing director, E. R. Ratajack, that the association would continue to fight any attempts by ASCAP to void the juke box exemption for performance fees.

Ratajack said MOA would "continue to move against the new bill in Congress (H.R. 70, Representative Celler, N. Y.) just as MOA has fought all other repeal attempts made in past years."

The opening of the Chicago offices was a gala event, attended by MOA President George Miller, who flew in from California for the occasion; representatives of the press and members of the coin machine industry.

Start

It also officially marked Ratajack's starting in his new position as managing director of the operator association. He terminated his post as vice-president of AMI and executive vice-president of Rowe-AMI Sales last month.

Following the ceremonies, Miller announced that he and Ratajack were leaving for an inspection of MOA's spring convention site at the Deauville Hotel, Miami. They will confer with MOA director Willie Blatt, who is co-ordinating convention plans from Miami.

Returning, the pair indicated they will stop over in Washington to confer with MOA attorneys on

the current fight against the Celler bill seeking to repeal the juke box copyright exemption.

Exhibitors

The pair parried any questions regarding the possibility of having all five juke box manufacturers exhibit at the spring conclave. Last year only AMI and United showed phonographs at the annual convention.

Miller has, however, indicated in recent months that he would again go after all segments of the coin machine industry, and the likelihood is good that this year's meet will have a strong flavor of game and vending exhibits as well.

Another area that should see some concentration from MOA officials is membership. The operator association has been notably weak in many of the larger cities, particularly Chicago, Detroit, Cleveland and New York, and it is expected that Ratajack's popularity, particularly in these areas, will do much to bring operators into the MOA fold.

Central

In opening the Chicago office, Miller said he was "delighted to offer this centrally located service to MOA members," and invited all members of the coin machine industry to drop in at any time.

Miller will continue to headquarter in MOA's original office in Oakland, Calif.

The Chicago headquarters is located in the heart of the city's financial section, 228 North La-Salle Street.

Herman Paster's Estate Estimated At Over \$550,000; Still Seek Killer

ST. PAUL—A settlement of a suit has been reached against the late Herman Paster, formerly head of Mayflower Distributing Company here, following filing of his will in Ramsey County probate court here recently.

A petition to prove the will estimates Paster's estate in excess of \$550,000, with his wife and three sons as the chief beneficiaries. No inventory of the estate has been made.

Paster was shot and killed in his home here the night of October 28. He was 57 years old. The killer has not been found, although a police department detective has been assigned exclusively to the case.

A breach of contract suit brought against Paster last spring by Le Monde, Ltd., for allegedly backing out on an agreement to sell his interests in seven Twin Cities area shopping centers for \$3.5 million has been settled out of court. An attorney for the Toronto investment firm declined to reveal the amount of the settlement, but it was reported in excess of \$100,000.

Paster's will, witnessed here November 16, 1959, leaves half of his estate after taxes to his wife, Celia. Bequeaths of \$500 each

were given to five Jewish and medical charities.

The will left \$2,000 each to Paster's two sisters in St. Paul and \$500 each to nine nieces and nephews. Paster's three sons, Donald, 21, Minneapolis; Edward, 19, and Arnold, 16, who live at home, will share equally in a trust fund established from the remainder of the estate.

Jan Akers Wed to College Dental Student

HARRISON, Ark.—Jan Akers, 22, daughter of James Akers, Akers Amusement Company, was married last week to Carl Edward Hendrix Jr., of Harrison.

Jan and Hendrix are both seniors at the University of Arkansas at Fayetteville. Hendrix is studying dentistry and will graduate in June.

Jan's father, meanwhile, is recovering from a stroke suffered two months ago which paralyzed his right side. His son, James Jr., 20, a sophomore at the University of Arkansas, dropped out of college during his father's illness to operate his music and game route.

BALLY BIG INNING	\$195.00
BALLY HEAVY HITTER	275.00
BALLY BATTING PRACTICE	325.00
UN. DELUXE BASEBALL	295.00
WMS. 57 BASEBALL	245.00
GE. HOROSCOPE	245.00
MUTO. LORD'S PRAYER	125.00
MUTO. VOICE-O-GRAPH (Late Model)	695.00
CC DROP BALL	175.00
CC CRISS CROSS HOCKEY	245.00
BALLY ALL STAR	125.00
MONKEY SHINE	195.00
SET SHOT BASKETBALL	125.00
STANDARD METAL TYPER	195.00
SEE. COON HUNT	125.00
GE. WILD WEST	195.00
EX. POP GUN	225.00
EX. TREASURE COVE	225.00
UN. PIRATE GUN	225.00
GE. RIFLE GALLERY	150.00

MONROE
COIN MACHINE EXCHANGE, INC.
2423 Payne Ave., Cleveland 14, Ohio
Phone: Superior 1-4600

SPECIALS of the Week!

Williams King of Swat	\$90.00
Genco Big Top	150.00
United Bonus Gun	150.00
Genco Wild West	150.00
Chicago Coin Pistol	50.00
Bally Derby Gun	425.00
Exhibit Jungle Hunt	170.00

SCOTT CROSSE CO.
1641 No. Broad Street
Philadelphia, Pa.
Enter 6-4444

Now—Try the BEST
That Money Can Buy—
NATIONAL
Completely Reconditioned
Equipment!

WEEKLY SPECIALS!

GOTTLIEB 1-PLAYER ROCKET SHIP	\$135
GOTTLIEB 2-PLAYER RACE TIME	\$225

GOTTLIEB 1-PLAYERS
Completely Reconditioned

SITTIN' PRETTY	\$165
HI DIVER	175
UNIVERSE	195
LIGHTNING BALL	215
QUEEN OF DIAMONDS	225
MISS ANNABELLE	245
WORLD BEAUTIES	245
WAGON TRAIN	275
DANCING DOLLS	275

GOTTLIEB 2-PLAYERS

BRIGHT STAR	\$195
SEVEN SEAS	285
MELODY LANE	350
4-PL. SWEET SIOUX	365

NATIONAL
COIN MACHINE EXCHANGE
1411-13 Diversey Chicago 14, Ill.
BUckingham 1-8211

ABP MEN WHO READ
BUSINESS PAPERS
MEAN BUSINESS

Joe Ash says . . .
CONTACT ACTIVE FOR PINBALLS
THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!
Exclusive Gottlieb Distributor for Eastern Pennsylvania, South Jersey and Delaware.
ACTIVE AMUSEMENT MACHINES CO.
666 N. Broad St., Phila. 30, Pa.
POplar 9-4495
Write or wire for prices
You can ALWAYS depend on ACTIVE ALL WAYS

NEW

HI-A-LEAF
DE LUXE
AMUSEMENT GAME
SOMETHING NEW

**SOMETHING DIFFERENT
SOMETHING UNUSUAL
MANY WAYS OF SCORING
SINGLE - DOUBLE - TRIPLE FEATURES
THE ONLY GAME THAT 7 CAN PLAY
For Amusement Only SINGLE COIN**

**MICKY ANDERSON
AMUSEMENT CO.**
314 East 11th St., Erie, Pa.
Phone: GLEndale 2-3207

MONEY-SAVING SUBSCRIPTION ORDER

Enter my subscription to Billboard Music Week for a full year (52 issues) at the rate of \$15 (a considerable saving over single copy rates). Foreign rate \$30.

Payment enclosed Bill me 784

Name _____

Occupation _____

Company _____

Address _____

City _____ Zone _____ State _____

Send to: BILLBOARD MUSIC WEEK, 2160 Patterson St., Cincinnati 22, Ohio

Holland Surveys International Payout Codes

THE HAGUE—The Dutch Ministry of Justice has ordered a survey of world payout machine legislation, the survey to serve as the basis for a new Dutch payout machine code.

At present payout machines are the responsibility of the local areas, but it is planned to enact legislation establishing uniform nationwide regulations for payouts and to place them under control of the interior ministry.

Local jurisdiction has not worked well. Laws regulating the machines vary from area to area, and where similar regulations exist their interpretation varies widely from one community to another.

The result is a welter of conflicting legislation that keeps payout machine operation in a state of chaos. Lack of uniform legislation and enforcement makes it impossible for operators to plan and conduct large programs.

Indications are that the Dutch will adopt something like the German system of payout regulation. Experts praise Germany's law as a model.

The report under study here praises the "exactitude" of the German legislation, which leaves little about chance machines to chance. Machines are officially checked and tested according to rigid regulations. They may not pay out more than 10 times the amount played, and must pay out a fixed percentage of the take, the report summarizes.

"Inspection and subsequent licensing is for a fixed period, after which the machines must be re-inspected and licensed."

The proposed Dutch legislation seems certain to boom Dutch imports of German payout machines, mainly because for the first time it will permit importation under national legislation with guarantees

that the machines will not run afoul of conflicting local legislation.

Liberia Seen As Mecca for Coin Machines

MONROVIA, Liberia — Liberia is developing into the major coin machine transshipment point on the African West Coast for all the area down to South Africa.

It is estimated that nearly \$4 million worth of coin machines cleared through Liberia last year, cargoes destined for the Ivory Coast, Ghana, Nigeria, Angola, Southwest Africa, and South Africa.

Liberia's flourishing coin trade is based on the African State's close economic ties to the U. S. This makes Liberia, which is often called the "headquarters" for U. S. business in Africa, the natural center for coin machine commerce to the African continent.

It is expected here that the upsurge of nationalism will spur coin machine imports. Nothing colossal is forecast, but it is predicted that the volume of traffic clearing through here will reach \$5 million in 1961.

The reason is simple: heretofore, much of Africa's commerce was regulated by European authorities overseeing the foreign trade of the various states. With independence, Africans will begin regulating their own trading, wiping out discrimination which has existed against certain American products.

Furthermore, the Union of South Africa has eliminated restrictions on the importation and operation of payout machines, and this liberalization has boomed the coin machine trade generally in that country.

Shaffer Names Clarence Jones Vending Leader



CLARENCE JONES

CLEVELAND—Clarence Jones was recently appointed vending division representative for Shaffer Music Company, officials of the firm announced. Jones for formerly with Vendorlator Manufacturing Company.

The 42-year-old representative will cover Ohio. He will work with vending operators, helping them with the general operation of their equipment.

Jones directed a general insurance agency from 1946 until 1950, then purchased a soft drink bottling plant in Decatur, Ill. In 1953 he joined the Vendo Company and five years later shifted to Vendorlator.

The Warren, Ohio, native attended Fenn College in Cleveland until he was called into service in World War II.

He and his wife, Kay, and two sons live in Columbus, Ohio. He is a member of the National Automatic Merchandising Association, the American Legion and the Ohio Bottlers of Carbonated Beverages.

SFC May Buy Stock of UFC

NEW YORK — The Standard Financial Corporation, a publicly held firm specializing in coin machine paper, is negotiating to acquire all the stock of the Universal Finance Corporation, Los Angeles. If the deal goes through, SFC will do an estimated finance volume of \$400 million a year and have resources of \$125 million.

Standard financial stockholders will vote on the matter at their annual meeting on April 11. It must also be approved by the board and directors of UFC. If the deal is consummated, it will be retroactive from January 1.

UFC is active in the financing of mobile homes. Last year it had a net income of \$350,000 after taxes, with \$25 million of gross accounts receivable.

SFC's gross receivables are about \$90 million. Its 1960 net income after taxes is estimated at \$1,250,000.

THE BEST FOR LESS

PHONOGRAPHS

AMI-E-120	\$125.00
AMI-I-120	495.00
Wurl. 1900	395.00
Seeburg KD	425.00
AMI-H-200	410.00
Wurl. 2100	345.00

WALL BOX SPECIALS

See. 200 Sel. W.B.	\$67.50
50 Sel. Rock-Ola W.B.	10.50

UPRIGHTS

Pointmaker	\$295.00
Big Horn	125.00
Circus Days	90.00
Wagon Wheel	145.00

ARCADES

C.C. Rocket Shuffle	\$ 65.00
Genco Motorama	195.00
Bally Strike Bowler	165.00
Un. Deluxe Bonus Gun	145.00
Undersea Raider	95.00
Speedway Bomb Sight	95.00
Bally Magic Shuffle	85.00
Williams Safari	165.00
C.C. Playland Gallery	325.00
Genco Big Top	165.00

Call, Write or Cable
Cable: LEWJO

Lew Jones

Distributing Co.
Exclusive Wurlitzer Distributor
1301 N. Capitol Ave. 1635 Central Pkwy.
Indianapolis, Ind. Cincinnati, Ohio
Tel.: ME1953 Tel.: MAIn 1-8751

GUNS GUNS GUNS

Let's Shoot the Works

	Each
4 Big Tops	\$195.00
1 Carnival	145.00
1 Chicago Coin Pistol	95.00
6 Circus Guns	295.00
4 Cross Fire	275.00
4 Davy Crocketts	225.00
1 Exhibit Shooting Gallery	95.00
2 Hercules	350.00
2 Junior Deputy Sheriffs	295.00
1 Pirate	165.00
2 Rifle Galleries	135.00
6 State Fairs	175.00
1 Super Big Top	295.00
7 Titan Guns	395.00
4 Shoot The Clown	445.00
1 Silver Bullet	75.00
2 Six Shooters	75.00
2 Sky Fighters	95.00
1 Sky Raider	275.00
1 Space Gun	150.00

All Prices Quoted Crated F.O.B. Phila.
WIRE—PHONE—WRITE TODAY
Send for Complete Lists
ARCADE—GAMES—BINGOS
RIDES—MUSIC—etc.

DAVID ROSEN

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

GIVE TO DAVID RUNYON CANCER FUND

NOW—LOWEST PRICES EVER—at WORLD WIDE!

BALL BOWLERS

BALLY		CHICAGO COIN	
TROPHY, 14'	\$295	CLASSIC, 16'	\$295
STRIKE, 14'	175	TV, 16'	235
CHAMPION, 14'	225	14' BOWLING LEAGUE	165
ABC TOURNAMENT, 14'	195		
ABC BOWLING LANE, 14'	165	BONUS, 13'	\$425
KEENEY 14' TRU-SCORE	125	JUMBO, 13'	325
		SIMPLEX, 13'	425

SHUFFLES

BALLY		STAR	
DELUXE CLUB	\$445	DELUXE CONGRESS	\$345
CLUB	395	CONGRESS	195
WHIZ	375	ABC	175
SPEED	345		155
UNITED REGULATION	\$175	UNITED CLIPPER	\$135
KEENEY JEWEL	\$195		

Cable Address "GAMES" Chicago Terms: 1/3 Deposit, Balance Sight Draft.

Chicago 47
2330 N. Western Ave. Phone: EVerglade 4-2300

Valley BUMPER POOL

Genuine Billiard Cushions
Double Fool-Proof Trip

QUALITY AND APPEAL THAT SET THE INDUSTRY'S PACE FOR PLAY AND PROFITS!

See your Distributor or write direct
Valley SALES COMPANY
Sales Affiliate, Valley Mfg. Co.
333 MORTON STREET, BAY CITY, MICHIGAN • TWinbrook 5-8587

MORE PENNIES IN WINDY CITY

CHICAGO — Pennies should be more plentiful in Chicago, thanks to city council, which last week voted to do away with penny parking meters.

Some 28,000 parking meters are being changed over to nickel operation only, making still one less thing that can be bought in the Windy City for a penny.

City officials estimate the hike in fees will bring the city about \$250,000 more each year.

ROCK-OLA REGIS

TRULY THE WORLD'S MOST DISTINGUISHED PHONOGRAPH

FLEXIBLE • DEPENDABLE • PROFITABLE

ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

"Profit-Makers" From

chicago coin

- RAY GUN
- DUCHESS BOWLER
- DUKE BOWLER
- 6 GAME BOWLER

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

**CLEANED, SHOPPED
READY TO OPERATE**

AUTO RACE	\$ 50.00
CRISS CROSS	145.00
DANCING DOLL	250.00
LIGHTNING BALL	210.00
QUEEN OF DIAMONDS	185.00
ROCKET SHIP	115.00
ROTO POOL	115.00
SITTIN' PRETTY	135.00
STRAIGHT SHOOTER	135.00
UNIVERSE	185.00
WORLD BEAUTIES	230.00

MORRIS NOVELTY CO.
3007 Olive St. St. Louis 3, Mo.
(Phone: FRanklin 1-0757)

PHONOGRAPHS

WURL. 2310 ST.	\$745
WURL. 2204	575
WURL. 2150	475
WURL. 2100	425
WURL. 2000	375
WURL. 1800	325
SEE. KD 200	465
SEE. 100R	395
SEE. V-200	245
SEE. 100C	195
SEE. 100B	145
AMI K-100 (New)	750
AMI I-200-M	475
AMI J-200-M	545
AMI G-200	245
AMI H-120	450
ROCK-OLA 1455	395
ROCK-OLA 1454	345

Write for complete price list of Games and Music.

UNITED, INC.

1101 West Vliet St.
Milwaukee 8, Wisc.
Phone: BRoadway 3-8474

**Michael Distrib
Draws 65 Ops
To Bally School**

SEATTLE—More than 65 operators and mechanics attended a recent two-day Bally service school at the Michael Distributing Company here. Paul Calamari, Bally field engineer, was in charge of the sessions. All the Northwestern States, including Alaska were represented at the sessions.

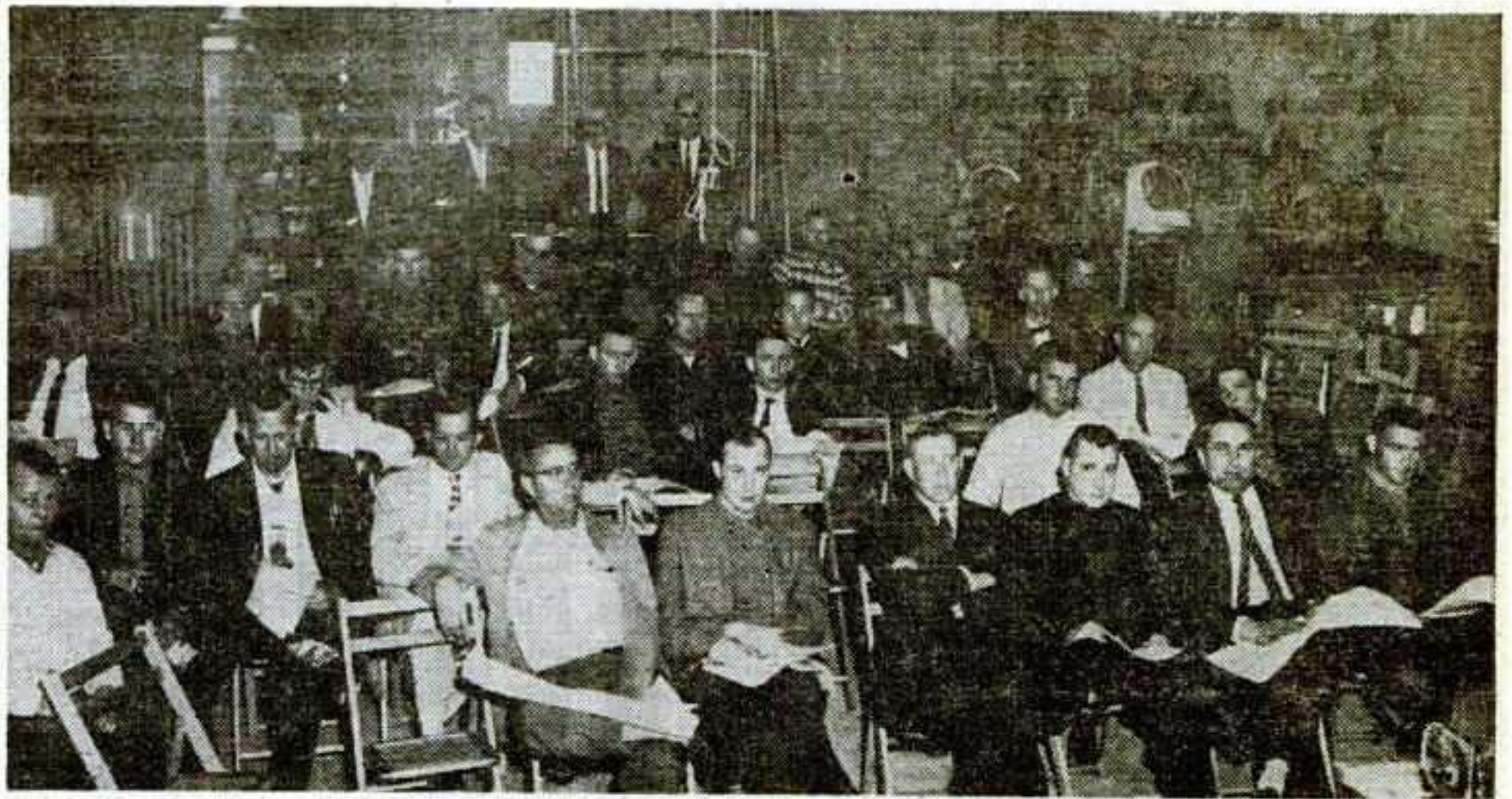
Michael personnel present at the service school included Jack Wuthrich, Howard Schwabland, Harold Siegel, Ed Hauter, Art Kuppler, Roy Nathe, Mark Shapiro, Barney Louthan, Gene Maddox, Ben Marcus, Herb Estes, Leonard Galley, Bill Lovy, Joseph Sais, Bill Drake, Ray Galante and John J. Michael.

Operators and mechanics attending included Charles Michael Jr., John Michael Jr., Don Heberling, Micky Diamond, Bill Tobias, Jack Hahington, Dick Sullivan, Jerry Wood, Bob Winchester, Jack Malmstrom, Lyle Tenny, Barney Countner, Frank Irick, Harold Hyer, George Waham, Bob Laverne and Gene Anderson.

**Peach State Trading
Hosts 100 S. C. Ops**

COLUMBIA, S. C.—More than 100 South Carolina operators were on hand last week to view the 1961 Wurlitzer line at the Peach State Trading Company office here. Greeting the operators were Jim Faulk, manager; W. N. (Dyke) Hawes, and Albert J. Hawkins, co-owners, and Harry Gregg, Wurlitzer field service engineer.

The machines were flanked by Wurlitzer standing displays, and attractive floral arrangements added a festive touch to the showing.



MORE THAN 160 OPERATORS AND SERVICEMEN attended a Bally service school conducted recently at Peach State Trading Company, Columbia, S. C. Jim Faulk, manager, hosted the event. Paul Calamari, field engineer for Bally, conducted the technical sessions.

WHY OPERATE AN IMPERIAL?



Some distributor territories still available.

Write for complete details.

AMERICAN SHUFFLEBOARD COMPANY

210 Paterson Plank Road Union City, New Jersey. UNion 5-6633

The answer to this query is simple: You operate an IMPERIAL for more profit!

How do you get more profits? First, exclusive Magna Play Central eliminates free play. Its magnets deflect the puck when the game is over or when time expires.

Secondly, the all new IMPERIAL is designed to give you trouble-free performance. This means less service calls, fewer repairs and lower operating costs.

A letter will bring you many more reasons on why YOU should operate one.

Gottlieb's

OKLAHOMA

Another Sensational 4-Player Profit Maker!

Performs like a million! Styled like a million! OKLAHOMA is the ultimate in competitive play and will fill the Cash-Box like magic!

See your distributor for a demonstration of these terrific features:

- ★ Twin Roto-Targets score 10 times indicated value when matched
- ★ Double Jet Shooters fire ball up field at Roto-Targets
- ★ Jet Shooters spin Roto-Targets
- ★ Side rollovers spin Roto-Targets individually
- ★ Spotted lights indicate top triple rollover values

Tomorrow's Design Today!

- ★ High, wide and handsome canted light-box
- ★ STAINLESS STEEL moldings
- ★ Sparkling plated legs and front door panel
- ★ Hard chrome finish corner castings



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

D. Gottlieb & Co.

1140-56 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!



Famous Roller Derby features plus NEW BLUE BONUS insure biggest bingo earning-power

Popular OK feature
RED LETTER free games
Magic Screen
line & section scores
PICK-A-PLAY buttons
advancing scores
extra time, extra balls
new BLUE BONUS

Now at your favorite distributor

BALLY MANUFACTURING COMPANY
2640 Belmont Avenue, Chicago 18, Illinois

Bally

CIRCUS QUEEN



THE HOTTEST GAME IN YEARS!!!

It's 100% legal to operate • It's loaded with player-appeal

It's terrific for bringing in dollars... a coin at a time

BEST OF ALL, IT'S LOW PRICED...

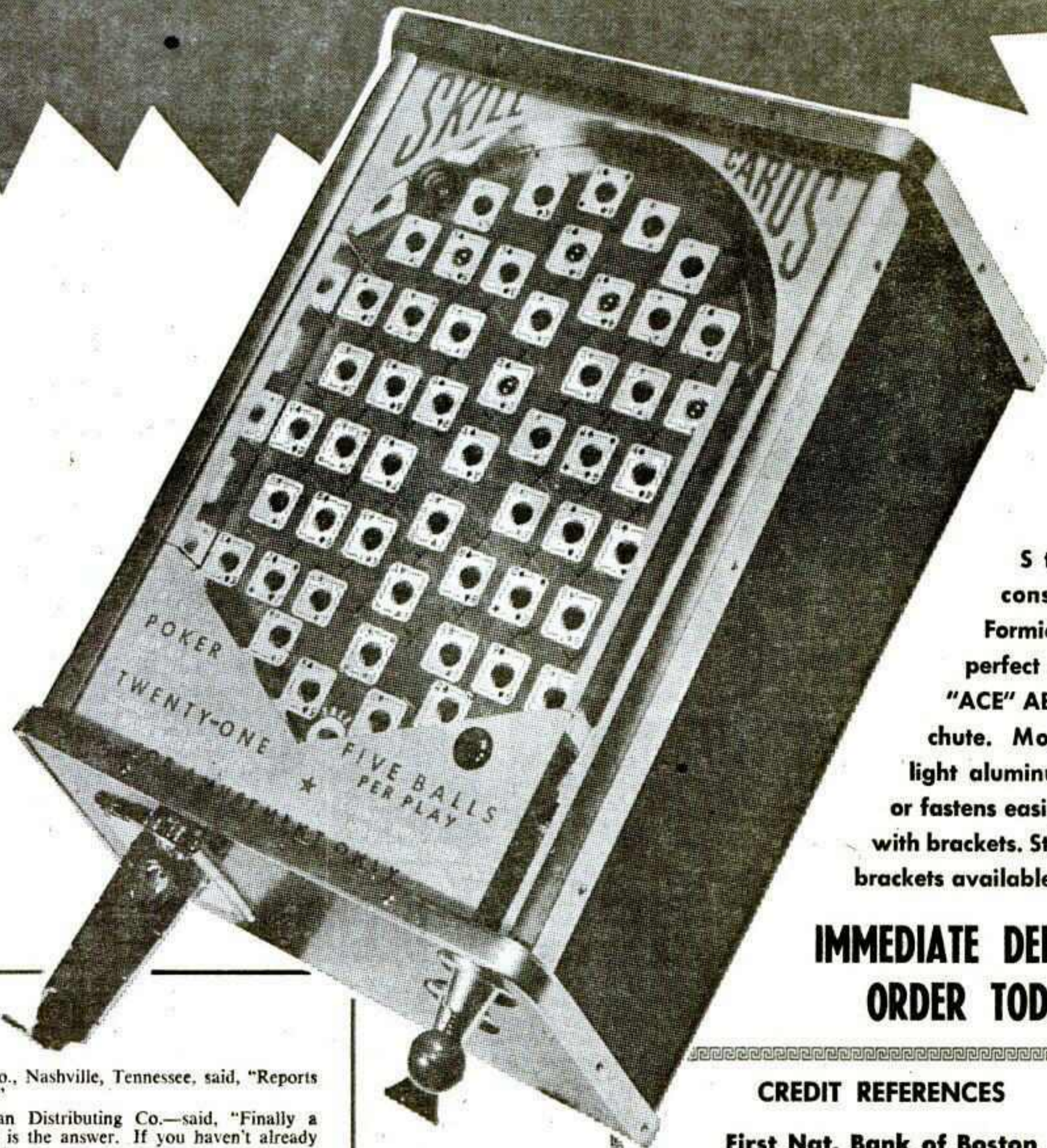
SKILL CARDS

FACTS ABOUT THE HOTTEST GAME IN YEARS

A new compact, non-electric coin-operated counter game with a sale price that can come out of the cash box within a week's time; or sooner. Only 7½ in. high, 12¼ in. wide and 17 in. long. Completely portable.

Full 52 card deck, plus wild cards, makes for all the exciting card hands that have made card playing the most universally accepted game in the world.

Operators find that big earnings from SKILL CARDS enable them to buy other higher ticketed equipment.



Sturdy construction, Formica finish, perfect anti-tilt "ACE" ABT 5c coin chute. Mounts on light aluminum stand or fastens easily to wall with brackets. Stands and brackets available from us.

IMMEDIATE DELIVERY ORDER TODAY

HERE ARE TYPICAL COMMENTS RECEIVED FROM DISTRIBUTORS:

Frank Schwartz, of Frank Schwartz Sales Co., Nashville, Tennessee, said, "Reports that we have received on Skill Card very good."

Herb Gorman, Jacksonville, Florida—Taran Distributing Co.—said, "Finally a volume sales game. More low-priced equipment is the answer. If you haven't already tried Skill Cards, buy it today"

Fred Barber, Walbox Dist. Co., Dallas, Texas, said, "Skill Cards . . . the operators' dream come true . . . a small game with jumbo take."

F. A. Thompson, of Thompson Distributing Co., Salt Lake City, Utah, said, "Skill Cards truly a 'cute little thing' . . . certainly will be very beneficial to our Industry. We would like to cover the territory which we presently do for Seeburg with Skill Cards."

Chuck Klein, of R. F. Jones, San Francisco, California, the sales manager, said, "Ship Skill Cards via air and also ship to Honolulu office. . . . I feel that the potential for Skill Cards is very great."

CREDIT REFERENCES

First Nat. Bank of Boston

Any major coin machine manufacturer in Chicago.

Established over 30 years as a leading coin machine distributor.

Manufactured by GIEPEN ASSOCIATES, INC., 8538 W. GRAND AVE., RIVER GROVE, ILL. . . . a successful coffee vending machine manufacturer.

WRITE . . . WIRE . . . PHONE TODAY! You'll have a sample the day after you call! Phone: ALgonquin 4-4040

REDD DISTRIBUTING CO., INC.

126 LINCOLN STREET, BOSTON (BRIGHTON) 35, MASSACHUSETTS
EXCLUSIVE NATIONAL SALES REPRESENTATIVE

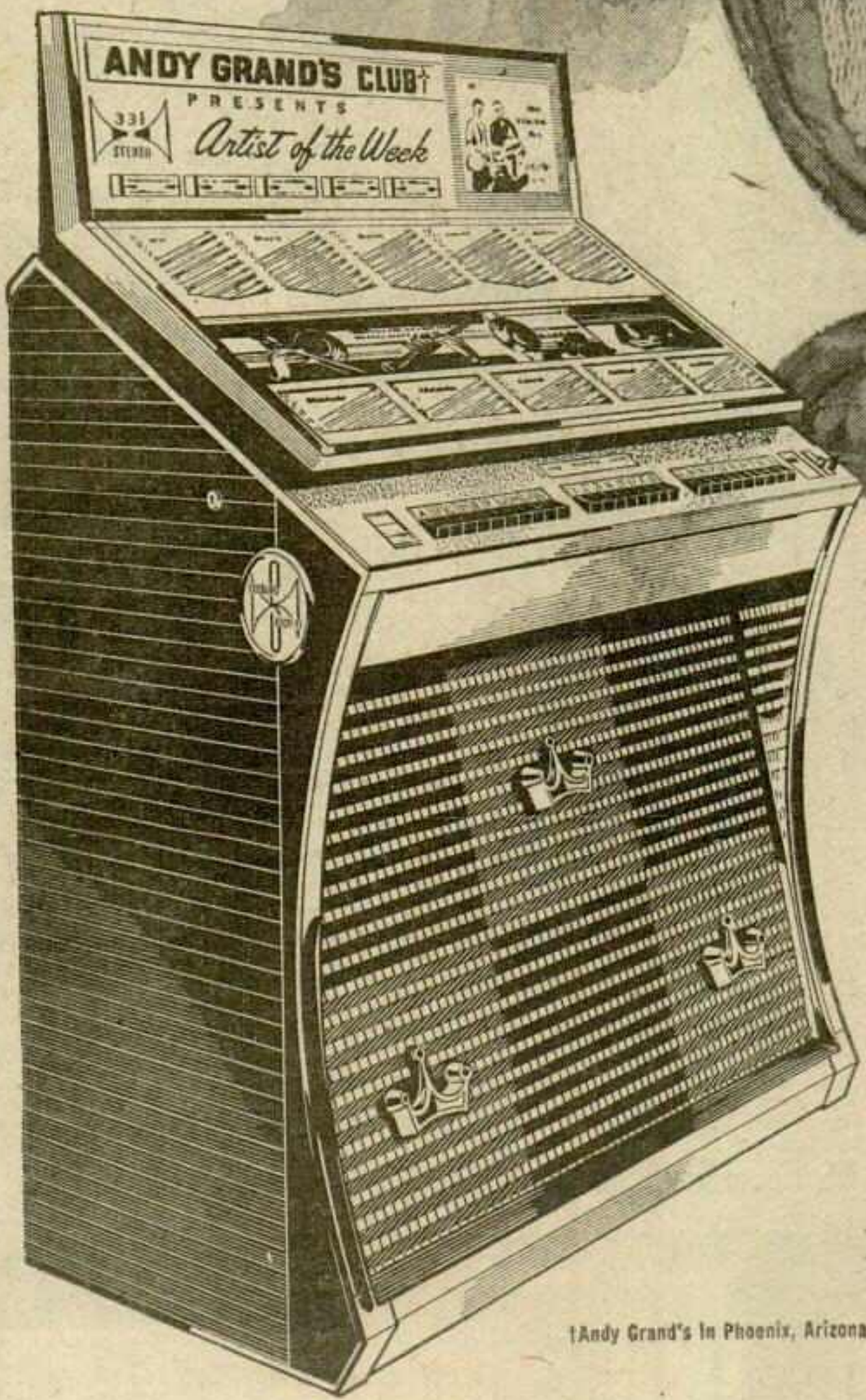
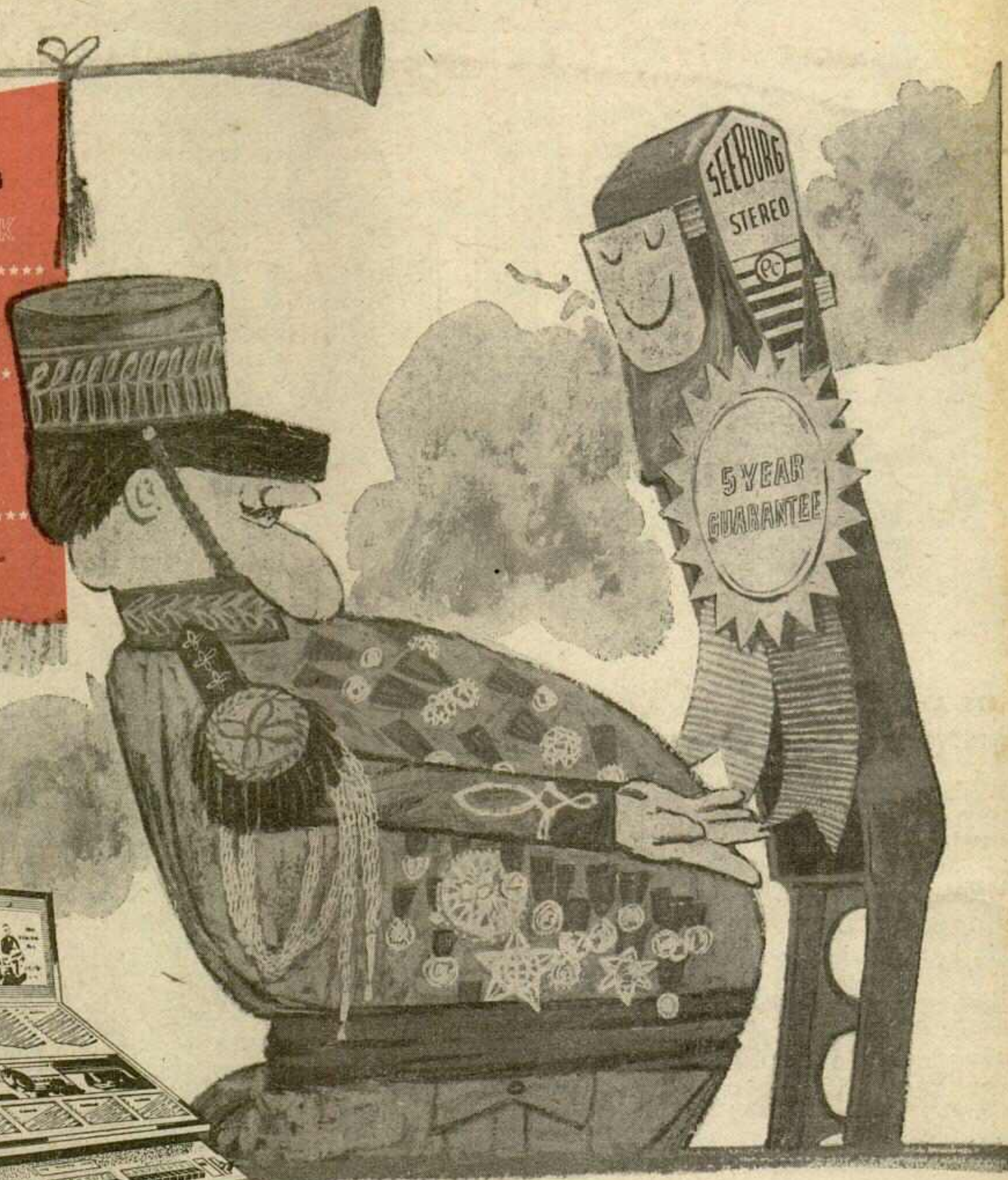
Exclusive distributors for:
SEEBURG, BALLY, CHICAGO
COIN and FISCHER
Cable: REDDING.

WEEK OF FEBRUARY 6
SEEBURG
 ARTIST OF THE WEEK

TEN-SELECTION
 3 1/3 STEREO ALBUM
 RECORD PACKAGES

PETE FOUNTAIN
 MR. NEW ORLEANS MEETS
 "BIG" TINY LITTLE
 MR. HONKY-TONK (CORAL)

HUGO MONTENEGRO
 CAMELOT (TIME)



DECORATED FOR TOP PERFORMANCE!

Seeburg's unmatched **PICKERING PICKUP**, outstanding for dependable performance in line of duty, proudly wears a **FULL 5-YEAR WARRANTY***—the first such warranty in the industry. You can *depend* on Seeburg for top performance as well as for top revenue. The Seeburg Sales Corporation, Chicago 22. *Excluding the stylus

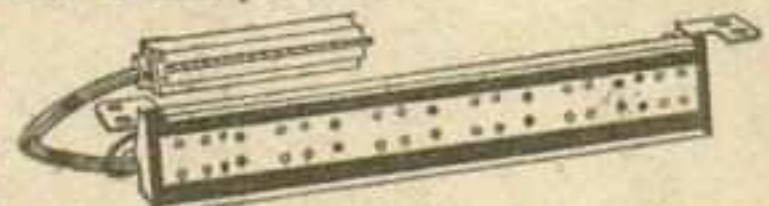


SEEBURG
 PERSONALIZED FOR YOUR LOCATIONS!



TORMAT MEMORY UNIT, TOO!

Seeburg's exclusive memory unit—completely electronic, no moving parts, permanently sealed. Guaranteed for five years!



†Andy Grand's In Phoenix, Arizona