

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



★ NATIONAL BREAKOUTS

- MONO LP's**
- WEST SIDE STORY**, Ferrante and Teicher, United Artists
- MILK AND HONEY**, Original Cast, RCA Victor
- I REMEMBER TOMMY**, Frank Sinatra, Reprise
- STEREO LP's**
- WEST SIDE STORY**, Stan Kenton, Capitol
- SINGLES**
- PEPPERMINT TWIST**, Joey Dee and the Starliners, Roulette

★ NEW ACTION LP's

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

- MONOPHONIC**
- SAD MOVIES**, Lennon Sisters, Dot
- BY SPECIAL REQUEST**, Jackie Wilson, Brunswick
- BLESS YOU**, Tony Orlando, Epic
- IF YOU GO**, Peggy Lee, Capitol
- NAT KING COLE STORY**, Capitol
- BERLIN MELODY**, Billy Vaughn, Dot
- AWARE OF LOVE**, Jerry Butler, Vee Jay
- TAKIN' CARE OF BUSINESS**, Ral Donner, Gone
- SUBMARINE OFFICER**, Jose Jimenez, Kapp
- GLENN MILLER TIME**, Ray McKinley, RCA Victor
- KISSES SWEETER THAN WINE**, Anita Bryant, Columbia
- BEST OF STEVE LAWRENCE**, ABC-Paramount
- BIG BAND PLAYS BIG HITS**, Si Zentner, Liberty
- MY HEART SINGS**, Tony Bennett, Columbia
- KING OF KINGS**, Original Movie Music, MGM

- STEREOPHONIC**
- NEVER ON SUNDAY**, Connie Francis, MGM
- HE'S THE KING**, Al Hirt and His Band, RCA Victor
- BONGOS FROM THE SOUTH**, Edmundo Ros, London
- PERCUSSION AROUND THE WORLD**, Various Artists, London
- DANCING IN WONDERLAND**, Bert Kaempfert, Decca

★ LOCAL SINGLES BREAKOUTS

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

- TRADE WINDS** . . . Aki Aleong Reprise 20021 (Los Angeles, Milwaukee)
- THEME FROM COME SEPTEMBER** . . . Billy Vaughn, Dot 16119 (New York, Atlanta)
- JUST GOT TO KNOW** . . . Jimmy McCracklin, Art-Tone 825 (Atlanta, New York)
- PEPPERMINT TWIST** . . . Danny Peppermint and the Jumping Jacks, Carlton 565 (Boston)
- ESPECIALLY FOR THE YOUNG** . . . Perry Como, RCA Victor 7962 (Boston)
- GIVE MYSELF A PARTY** . . . Rosemary Clooney, RCA Victor 7948 (Milwaukee)
- LITTLE ALTAR BOY** . . . Vic Dana, Dolton 48 (Milwaukee)
- THEME FROM KING OF KINGS** . . . Ornadel, MGM 13047 (New York)
- AFTER ALL WE'VE BEEN THROUGH** . . . Maxine Brown, ABC-Paramount 10255 (New York)
- STANDING IN THE NEED OF LOVE** . . . Clarence Henry, Argo 5401 (New York)
- ROSES OF PICARDY** . . . Buddy Greco, Epic 9472 (Milwaukee)
- POP GOES THE WEASEL** . . . Anthony Newley, London 9501 (New York)
- DREAMY EYES** . . . Johnny Tillotson, Cadence 1409 (Milwaukee)
- CASTLE ROCK** . . . Ernie Fields, Rendezvous 161 (Minneapolis-St. Paul)
- LONESOME NUMBER ONE** . . . Don Gibson, RCA Victor 7959 (Minneapolis-St. Paul)
- FLYING CIRCLE** . . . Frank Slay Ork, Swan 4085 (Chicago)
- THE NIGHT I CRIED** . . . Brian Hyland, ABC-Paramount 10262 (Milwaukee)
- I'LL NEVER STOP WANTING YOU** . . . Brian Hyland, ABC-Paramount 10262 (Milwaukee)
- STRANGE LOVE** . . . Mary Wells, Motown 1016 (Detroit)
- WHAT I FEEL IN MY HEART** . . . Jim Reeves, RCA Victor 7950 (Minneapolis-St. Paul)
- A-ONE A-TWO A-CHA CHA** . . . Lawrence Welk, Dot 16285 (Boston)
- EV'RY STEP OF THE WAY** . . . Kevin McQuinn, Diamond 101 (New York)
- WHAT'S YOUR NAME** . . . Don and Juan, Big Top 3079 (Pittsburgh)

Milwaukee, N. Y. Key Action Surge of 23 Local Singles

NEW YORK—The singles record business the past week was marked by an uncommonly strong surge of local breakout action, with a total of 25 singles disks achieving this status, according to a check of retail outlets across the country. Key cities were Milwaukee, with seven breakout singles, and New York with five. One single, Joey Dee's "Peppermint Twist" on Roulette, scored as a national breakout, making its initial jump into the "Hot 100" at position No. 68. In general, it may be stated, the Twist is making it in key areas. In addition to Joey Dee, Chubby Checker's "Let's Twist Again," which made the "Hot 100" several months ago, is doing it all over again. Checker also has another

twist on the national chart, titled "The Twist." This is a reissue. He is also represented on the national chart by a third disk, "The Fly."

Other important developments the past week were as follows: 1. Four albums scored as national breakouts: Two mono LP's, "West Side Story" by Ferrante and Teicher on UA and RCA Victor's original cast "Milk and Honey" and two in the stereo category include Frank Sinatra's Reprise package, "I Remember Tommy," and Stan Kenton's Capitol album, "West Side Story." 2. Perry Como is scoring with his first single in almost a year, getting action both in the East and West. 3. No Christmas disk has as yet come up as a big one.

James Ray Side Moves In Philly

PHILADELPHIA—One of the hottest new singles since "Gypsy Woman," James Ray's "If You Gotta Make a Fool of Somebody" on Caprice, achieved breakout status here last week. Another fast-moving disk, according to local retailers, is "There's No Other," by the Crystals on the Phillies label, which hit the national chart at No. 92.

The Valadiers' "Greetings (This Is Your Uncle Sam)," on the Miracle label, followed a national sales pattern with strong action in this area. The Twist has also taken this city by storm with Chubby Checker's "Let's Twist" (Continued on page 4)

Flock of New 45's Take Off in N.Y.C.

NEW YORK — A lot of new singles records were grabbing sales action in the New York market last week. Among the new breakouts were Clarence Henry's record of "Standing in the Need of Love," on Argo, Ornadel's version of the theme music from "King of Kings" on MGM, Kevin McQuinn's "Every Step of the Way" on the new Diamond label, Jimmy McCracklin's "Just Got to Know" on Art-Tone, Maxine Brown's "After All We've Been Through," on AM-Par, and "Pop

Goes the Weasel," by Tony Newley on London.

Meanwhile, dealers were experiencing good early action on a scattered number of other disks, including the new Dave Brubeck record on Columbia, "Unsquare Dance" and "Raggy Waltz," Gladys Knight record of "A Letter Full of Tears" on Fury, and "Turn On Your Love Light" by Bobby Bland on Duke.

This is the largest number of disks that have broken loose in (Continued on page 4)

TOMORROW'S HITS

NEW YORK—With this issue, Billboard Music Week introduces a new physical format. This incorporates BMW's valuable record buying and programming features with new weekly advertising programs by Columbia, Dot, Mercury, RCA Victor and United Artists record companies and the Seeburg and Wurlitzer juke box manufacturing firms.

Because continual surveys indicate the most valuable reader services rendered by BMW are its record charts, the heavy-paper insert carrying the "Hot 100" and "Top LP" listing, along with a new feature titled "Page 1 Records" (see adjoining columns) have been moved to the outside of the magazine.

Also appearing on this page, and jumping each week to page four, will be staff-written reports on the single record and album scene in the industry's top markets. These reports are designed to further aid the dealer, radio programmer and juke box operator by giving them detailed explanations of what is happening in top markets that is not reflected in national charts.

Page 1 Records

The new chart at the left, called Page 1 Records, is divided into three parts:

At the top are "National Breakouts." Included are mono albums that have gained a position of 125 or better on the national LP chart for the first time; stereo albums that have made the national stereo chart for the first time, and single records that have made their initial entry into the "Hot 100" at position 70 or better.

Below "Breakouts" are "New Action Albums," consisting of albums getting strong initial action in some major markets, but which have not yet had enough sales strength to reach the national mono and stereo charts.

At the bottom of the chart are "Local Single Breakouts." This is a list of single records receiving initial sales action in markets but which have not yet had enough sales to make the "Hot 100."

Milwaukee Has Seven Hot Ones

MILWAUKEE—The Beer City came through with a flock of breakout activity last week. No less than seven disks broke out. These were: "Trade Winds" by Aki Aleong on Reprise; "Give Myself a Party" by Rosemary Clooney on RCA Victor; "Little Altar Boy" by Vic Dana on Dolton; "Roses of Picardy" by Buddy Greco on Epic; "Dreamy Eyes" by Johnny Tillotson on Cadence, and "The Night I Cried" backed with "I'll Never Stop Wanting You" by Brian Hyland on Am-Par.

In Milwaukee, tunes already on the national chart and getting action include "The Lion Sleeps Tonight" by the Tokens, Joe (Continued on page 4)

RCA VICTOR FLASH! A NEW PRESLEY SINGLE! SEE BACK COVER

150 Best Selling

MONAURAL LP's

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	17
2	3	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	5
3	2	CAMELOT Original Cast, Columbia KOL 5620	44
4	4	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	13
5	8	TIME OUT Dave Brubeck, Columbia CL 1297	47
6	7	THE KINGSTON TRIO CLOSE UP Capitol T 1642	7
7	6	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	101
8	5	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	13
9	14	JOSE JIMENEZ AT THE HUNGRY I. Bill Dana, Kapp KL 3238	19
10	20	BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1417	4
11	26	NEVER ON SUNDAY Connie Francis, MGM E 3965	4
12	50	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	3
13	9	EXODUS Sound Track, RCA Victor LOC 1058	45
14	18	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	55
15	22	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393	8
16	16	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	25
17	11	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	175
18	25	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	10
19	15	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	43
20	37	WEST SIDE STORY Original Cast, Columbia OL 5230	59
21	12	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	15
22	27	AIN'T THAT WEIRD! Brother Dave Gardner, RCA Victor LPM 2335	10
23	21	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	107
24	57	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	7
25	13	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal—Popular), Various Artists, RCA Victor LOP 1509	12
26	29	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	14
27	19	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Red Seal—Classical), Various Artists, RCA Victor LM 2574	12
28	30	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	44
29	23	SINATRA SWINGS Frank Sinatra, Reprise R 1002	15
30	28	THE FOUR PREPS ON CAMPUS Capitol T 1566	14
31	10	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	25
32	24	CARNIVAL Original Cast, MGM E 3946	26
33	53	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642	11
34	17	YELLOW BIRD Lawrence Welk, Dot DLP 3389	15
35	32	SOUTH PACIFIC Original Cast, Columbia OL 4180	389
36	31	TONIGHT IN PERSON Limelitters, RCA Victor LPM 2272	39
37	36	MY FAIR LADY Original Cast, Columbia OL 5090	294
38	38	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	73
39	61	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	10
40	90	MEXICO Bob Moore, Monument M 4005	2
41	75	WEST SIDE STORY Stan Kenton, Capitol T 1609	5
42	42	MOM'S MABLEY AT THE PLAYBOY CLUB Chess LP 1460	4
43	35	GOIN' PLACES Kingston Trio, Capitol T 1564	21
44	46	MOM'S MABLEY AT THE UN Chess 1452	30
45	39	BOBBY DARIN STORY Atco 131	27
46	77	JIMMY REED AT CARNEGIE HALL Vee Jay LP 1035	6
47	47	A PERSONAL APPEARANCE Shelley Berman, Verve V 15027	3
48	48	WEST SIDE STORY Sound Track, Columbia OS 5670	5
49	34	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	186
50	40	CALCUTTA Lawrence Welk, Dot DLP 3359	43
51	44	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	112

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	49	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	68
53	41	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LPM 2370	20
54	43	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	89
55	52	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	80
56	33	ALL THE WAY Brenda Lee, Decca DL 4176	13
57	54	ROARING 20's Dorothy Provine, Warner Bros. W 1394	26
58	86	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	9
59	99	ELLA IN HOLLYWOOD Ella Fitzgerald, Verve V 4052	2
60	55	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	56
61	79	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	144
62	56	LIMELITERS Elektra EKL 180	12
63	62	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. W 1393	54
64	67	HEAVENLY Johnny Mathis, Columbia CL 1351	114
65	45	COME SWING WITH ME Frank Sinatra, Capitol W 1594	15
66	59	KINGSTON TRIO Capitol T 996	157
67	65	SINATRAL Rusty Warren, Jubilee JGM 2034	27
68	80	MUSIC MAN Original Cast, Capitol WAO 990	194
69	92	WHAT'D I SAY Ray Charles, Atlantic 8029	13
70	112	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	45
71	60	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	54
72	69	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	66
73	72	I'M GLAD THERE IS YOU Gloria Lynne, Everest LPBR 5126	10
74	73	RYDELL AT THE COPA Bobby Rydell, Cameo C 1011	5
75	71	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	72
76	82	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2523	11
77	103	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life LP 1004	18
78	63	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	101
79	74	RING-A-DING DING Frank Sinatra, Reprise R 1001	30
80	81	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	26
81	94	HYMNS Tennessee Ernie Ford, Capitol T 756	218
82	109	GENIUS OF RAY CHARLES Atlantic 1312	69
83	76	MURRAY THE "X" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS Roulette R 25159	7
84	64	DANCE TILL A QUARTER TO THREE Gary (U. S.) Bonds, LeGrand LLP 3001	16
85	68	HE'S THE KING Al Hirt and His Band, RCA Victor LPM 2354	7
86	87	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	5
87	122	GOLDEN WALTZES Billy Vaughn, Dot DLP 3280	7
88	70	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	35
89	78	RICK IS 21 Ricky Nelson, Imperial LP 9152	26
90	89	SATIN AFFAIR George Shearing, Capitol T 1628	4
91	116	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	191
92	120	PIANO FORTE Peter Nero, RCA Victor LPM 2334	20
93	84	WHOLE LOTTA FRANKIE Frankie Avalon, Chancellor CHL 5018	5
94	85	HITS OF THE ROCKIN' 50's Bobby Vee, Liberty LRP 3205	4
95	—	WEST SIDE STORY Farrante & Teicher, United Artists UAL 3166	1
96	96	HIGHWAYMEN United Artists UAL 3125	7
97	51	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	73
98	111	BUDDY HOLLY STORY Coral CRL 57326	46
99	83	SONGS OF THE SOARING 60's Roger Williams, Kapp KL 1251	8
100	—	MILK AND HONEY Original Cast, RCA Victor LOC 1065	1

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	114	PARENT TRAP Sound Track, Vista BV 3309	5
102	125	THE COLORFUL VENTURES Dotlan B 2008	8
103	66	THIS LITTLE BOY OF MINE Gloria Lynne, Everest LPBR 5131	4
104	91	SONGS FOR SINNERS Rusty Warren, Jubilee J 2024	13
105	95	HERE'S JONATHAN Jonathan Winters, Verve MG 15025	26
106	105	DREAMSTREET Erroll Garner, ABC-Paramount ABC 365	22
107	108	MOODY RIVER Pat Boone, Dot DLP 3384	19
108	58	RAY CHARLES AND BETTY CARTER ABC-Paramount ABC 385	12
109	119	MILES DAVIS, IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. I Columbia CL 1694	8
110	93	REJOICE DEAR HEARTS Brother Dave Gardner, RCA Victor LPM 2083	64
111	98	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	48
112	110	BEN-HUR Sound Track, MGM 1E1	82
113	127	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	73
114	88	MY KIND OF GIRL Matt Monro, Warwick W 2045	8
115	100	THE GUNS OF HAVARONE Sound Track, Columbia CL 1655	9
116	121	BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE Capitol T 1520	11
117	124	HOLIDAY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1701	3
118	130	GENIUS SINGS THE BLUES Ray Charles, Atlantic 8052	2
119	133	SING TO ME, MR. C Perry Como, RCA Victor LPM 2390	9
120	140	PARRISH Sound Track, Warner Bros. W 1413	9
121	141	FANNY Sound Track, Warner Bros. W 1416	9
122	97	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	49
123	102	STAN FREDERICK PRESENTS THE UNITED STATES OF AMERICA, VOL. I Capitol W 1573	21
124	106	FIORILLO Original Cast, Capitol WAO 1321	68
125	118	FILM ENCORES, VOL. I Mantovani, London LL 1700	174
126	123	BOLL WEEVIL SONG AND 11 OTHER GREAT HITS Brook Benton, Mercury MG 20641	9
127	115	ALL THE WAY Frank Sinatra, Capitol W 1538	32
128	117	NICE 'N' EASY Frank Sinatra, Capitol W 1417	66
129	129	UNSINKABLE MOLLY BROWN Original Cast, Capitol WAO 1509	48
130	148	A TOUCH OF ELEGANCE Andre Previn, Columbia CL 1649	6
131	144	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LPM 2366	28
132	113	SPECIAL DELIVERY Della Reese, RCA Victor LPM 2391	5
133	126	HE NEEDS ME Gloria Lynne, Everest BR 5128	6
134	128	MELODY AND PERCUSSION FOR TWO PIANOS Ronny Aldrich and His 2 Pianos, London P 54007	5
135	134	MAKE WAY Kingston Trio, Capitol T 1474	39
136	135	THE VENTURES Dotlan B 2004	10
137	136	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	37
138	137	GYPSY Original Cast, Columbia OL 5420	103
139	143	EMOTIONS Brenda Lee, Decca DL 4104	29
140	138	IN LIVING BLACK AND WHITE Dick Gregory, Colpix CP 417	25
141	146	YELLOW BIRD Roger Williams, Kapp KL 1244	11
142	147	ON THE REBOUND Floyd Cramer, RCA Victor LPM 2359	15
143	101	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	56
144	131	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LPM 2360	25
145	142	ORANGE BLOSSOM SPECIAL & WHEELS Billy Vaughn, Dot DLP 3366	30
146	145	ITALIA MIA Mantovani, London LL 3239	26
147	—	DANCING IN WONDERLAND Bert Kaempfert, Decca DL 4161	1
148	107	PAUL ANKA SINGS HIS BIG 15, VOL. II ABC-Paramount ABC 390	9
149	132	TIMI YURO Liberty LRP 3208	10
150	150	I HAVE DREAMED Doris Day, Columbia CL 1660	8

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	2	STEREO 35/MM Enoch Light and His Orchestra, Command RS 826 SD	7
2	1	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	17
3	3	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	89
4	4	CAMELOT Original Cast, Columbia KOS 2031	44
5	5	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	27
6	8	KINGSTON TRIO CLOSE UP Capitol ST 1642	5
7	20	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	14
8	30	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	5
9	12	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CS 8444	12
10	9	SINATRA SWINGS Frank Sinatra, Reprise R 9-1002	13
11	22	TIME OUT Dave Brubeck, Columbia CS 8192	16
12	7	YELLOW BIRD Lawrence Welk, Dot DLP 25389	16
13	27	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	126
14	10	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	104
15	13	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CS 8471	9
16	17	PASS IN REVIEW Bob Sharpe's Orch., London SP 44001	7
17	16	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	12
18	14	EXODUS Sound Track, RCA Victor LSO 1058	45
19	25	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	24
20	18	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	44
21	23	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and The All Stars, Command RS 800 SD	88
22	11	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2523	10
23	31	SLIGHTLY FABULOUS LIMELITERS RCA Victor LSP 2393	5
24	—	I REMEMBER TOMMY Frank Sinatra, Reprise R 9-1003	1
25	21	CALCUTTA Lawrence Welk, Dot DLP 25359	43
26	32	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	4
27	15	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	76
28	—	WEST SIDE STORY Stan Kenton, Capitol ST 1609	1
29	28	SOMEBODY LOVES ME Ray Conniff, Columbia CS 8442	11
30	36	MY FAIR LADY Original Cast, Columbia OS 2015	126
31	46	GOLDEN WALTZES Billy Vaughn, Dot DLP 25280	7
32	49	NEW PIANO IN TOWN Peter Nero, RCA Victor LSP 2383	5
33	26	GOIN' PLACES Kingston Trio, Capitol ST 1404	20
34	33	BIG BAND PERCUSSION Ted Heath Orch., London SP 44002	7
35	38	YELLOW BIRD (Percussion Spectacular) Arthur Lyman, Life SLP 1004	17
36	35	WEST SIDE STORY Original Cast, Columbia CS 2001	21
37	6	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	25
38	24	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	21
39	29	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM SIE 2	3
40	45	WEST SIDE STORY Sound Track, Columbia OS 2070	2
41	47	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LSP 2366	17
42	39	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 806 SD	95
43	42	COME SWING WITH ME Frank Sinatra, Capitol SW 1594	14
44	19	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	50
45	50	PERCUSSION OOM PAH Rudi Bohn, London SP 44009	6
46	34	MELODY AND PERCUSSION FOR TWO PIANOS Ronny Aldrich & His 2 Pianos, London SP 44007	5
47	40	CARNIVAL Original Cast, MGM SE 3946	23
48	43	MUCHO GUSTO! Percy Faith, Columbia CS 8439	6
49	37	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LSP 2370	18
50	44	G. I. BLUES Elvis Presley, RCA Victor LSP 2256	51



My Name Is JERRY RAKER
I'm The Sales Manager
That's Me On The Left
I'm Smiling
Because

1. **"TONIGHT"**
By FERRANTE AND TEICHER
Is A Big Smash
 2. Both Sides Of
THE HIGHWAYMEN Record
"GYPSY ROVER" AND "COTTON FIELDS"
Are Big Hits
 3. **"YOUR MA SAID YOU CRIED"**
By KENNY DINO
On Musicor Is Breaking
For A Big Hit
 4. The Vocal Version Of
"TONIGHT"
By JAY AND THE AMERICANS
Is A Smash Hit In New York
 5. **"SOMETIME"**
By GENE THOMAS
Has Sold Over 80,000 Records
And Is Climbing, Climbing
 6. GENE PITNEY'S
"TOWN WITHOUT PITY"
Is Showing Strong Action
In All Areas
- ...And Our
WEST SIDE STORY Album
By FERRANTE & TEICHER
Is Selling Like A Single!
- I'm 5 Feet 10½ Inches Tall

**UNITED
ARTISTS**
RECORDS

THE PROUDEST NAME
IN ENTERTAINMENT

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

STAR PERFORMERS—Selections registering greatest upward progress this week.

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

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

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

Chart listing songs 1-34 with columns for 'THIS WEEK', 'Wk. Ago', 'Wks. Ago', 'TITLE', 'Artist, Label & Number', and 'Weeks On Chart'.

Chart listing songs 35-64 with columns for 'THIS WEEK', 'Wk. Ago', 'Wks. Ago', 'TITLE', 'Artist, Label & Number', and 'Weeks On Chart'.

Chart listing songs 65-100 with columns for 'THIS WEEK', 'Wk. Ago', 'Wks. Ago', 'TITLE', 'Artist, Label & Number', and 'Weeks On Chart'.

HOT 100—A TO Z—(Publisher-Licensee)

Alphabetical index of songs and artists, including 'Anybody But Me (Champion, BMI)', 'Big Bad John (Cigma, BMI)', etc.

BUBBLING UNDER THE HOT 100

Table listing songs 101-120, including '101. TRADE WINDS', '102. LET'S GO TRIPPIN'', etc.

"THE NATION'S BEST SELLING RECORDS"



USE THIS AD FOR YOUR CONVENIENT ORDER FORM

CURRENT BEST SELLING SINGLES

ORDER	RECORD NO.	TITLE	ARTIST	ORDER	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/>	16284	Just Let Me Dream Johnny Will	PAT BOONE	<input type="checkbox"/>	16255	Sad Movies (Make Me Cry) I Don't Know Why	THE LENNON SISTERS
<input type="checkbox"/>	16270	Sweethearts In Heaven Could This Be Magic	CHASE WEBSTER	<input type="checkbox"/>	16282	Three Steps To The Phone Man Needs A Woman	WINK MARTINDALE
<input type="checkbox"/>	16285	A-One A-Two A-Cha Cha Cha You Gave Me Wings	LAWRENCE WELK	<input type="checkbox"/>	16279	The In Between Years Trade Winds, Trade Winds	DODIE STEVENS
<input type="checkbox"/>	16273	Mood Indigo Come Back To Sorrento	LOUIS PRIMA	<input type="checkbox"/>	16296	Let's Go Trippin' Lonely Road To Damascus	MILT ROGERS
<input type="checkbox"/>	16262	Berlin Melody Come September	BILLY VAUGHN	<input type="checkbox"/>	16287	For You I'm An Old Cowhand	SAM BUTERA
<input type="checkbox"/>	16295	Everybody's Twisting Down In Mexico Melody In The Night	BILLY VAUGHN	<input type="checkbox"/>	16283	Red Wing Polka Cuckoo Waltz	SIX FAT DUTCHMEN
<input type="checkbox"/>	16267	Flip Flop And Bop Golden Wildwood Flower	JOHNNY MADDOX	<input type="checkbox"/>	16265	Feminine Touch Sad Boy	DORSEY BURNETT
<input type="checkbox"/>	16277	We Live In Two Different Worlds Kaw-Liga	THE LENNON SISTERS	<input type="checkbox"/>	16280	Yankee Doodle Boogie Harpsichord Boogie	FRANK SCOTT

BEST SELLING ALBUMS

MONO	STEREO	ARTIST	MONO	STEREO	ARTIST
<input type="checkbox"/>	<input type="checkbox"/>	3403 25403 BIG BAD JOHN • Wink Martindale	<input type="checkbox"/>	<input type="checkbox"/>	3302 25302 POLKAS • Lawrence Welk
<input type="checkbox"/>	<input type="checkbox"/>	3400 25400 TAKE FIVE • George Gates	<input type="checkbox"/>	<input type="checkbox"/>	3295 25295 AM I THAT EASY TO FORGET • Debbie Reynolds
<input type="checkbox"/>	<input type="checkbox"/>	3398 25398 SAD MOVIES • The Lennon Sisters	<input type="checkbox"/>	<input type="checkbox"/>	3289 25289 CRAZY OTTO PIANO • Johnny Maddox
<input type="checkbox"/>	<input type="checkbox"/>	3396 25396 BERLIN MELODY • Billy Vaughn	<input type="checkbox"/>	<input type="checkbox"/>	3288 25288 GREAT GOLDEN HITS • Billy Vaughn
<input type="checkbox"/>	<input type="checkbox"/>	3389 25389 YELLOW BIRD • Lawrence Welk	<input type="checkbox"/>	<input type="checkbox"/>	3280 25280 GOLDEN WALTZES • Billy Vaughn
<input type="checkbox"/>	<input type="checkbox"/>	3387 25387 DEARLY BELOVED • Keely Smith	<input type="checkbox"/>	<input type="checkbox"/>	3276 25276 THEME FROM A SUMMER PLACE • Billy Vaughn
<input type="checkbox"/>	<input type="checkbox"/>	3386 25386 MY GOD AND I • Pat Boone	<input type="checkbox"/>	<input type="checkbox"/>	3270 25270 MOONGLOW • Pat Boone
<input type="checkbox"/>	<input type="checkbox"/>	3385 25385 BLUE MOON • Louis Prima	<input type="checkbox"/>	<input type="checkbox"/>	3251 25251 SONGS OF THE ISLANDS • Lawrence Welk
<input type="checkbox"/>	<input type="checkbox"/>	3384 25384 MOODY RIVER • Pat Boone	<input type="checkbox"/>	<input type="checkbox"/>	3249 25249 RAGTIME PIANO GAL • Jo Ann Castle
<input type="checkbox"/>	<input type="checkbox"/>	3381 25381 APACHE • Sam Butera	<input type="checkbox"/>	<input type="checkbox"/>	3241 25241 BE MY LOVE • Keely Smith
<input type="checkbox"/>	<input type="checkbox"/>	3371 25371 PINK SHOELACES • Dodie Stevens	<input type="checkbox"/>	<input type="checkbox"/>	3210 25210 LOUIS AND KEELY • Louis Prima, Keely Smith
<input type="checkbox"/>	<input type="checkbox"/>	3368 25368 GREAT HAWAIIAN HITS • The Mills Brothers	<input type="checkbox"/>	<input type="checkbox"/>	3165 25165 BLUE HAWAII • Billy Vaughn
<input type="checkbox"/>	<input type="checkbox"/>	3366 25366 ORANGE BLOSSOM SPECIAL & WHEELS • B. Vaughn	<input type="checkbox"/>	<input type="checkbox"/>	3164 25164 MR. MUSIC MAKER • Lawrence Welk
<input type="checkbox"/>	<input type="checkbox"/>	3363 25363 SAN ANTONIO ROSE • The Mills Brothers	<input type="checkbox"/>	<input type="checkbox"/>	3157 25157 THE MILLS BROTHERS' GREAT HITS
<input type="checkbox"/>	<input type="checkbox"/>	3360 25360 TONY MARTIN—HIS GREATEST HITS	<input type="checkbox"/>	<input type="checkbox"/>	3155 25155 WHEN YOU'RE SMILING • Eddie Peabody
<input type="checkbox"/>	<input type="checkbox"/>	3359 25359 CALCUTTA • Lawrence Welk	<input type="checkbox"/>	<input type="checkbox"/>	3119 25119 BILLY VAUGHN PLAYS THE MILLION SELLERS
<input type="checkbox"/>	<input type="checkbox"/>	3355 25355 POLYNESIAN PERCUSSION • George Gates	<input type="checkbox"/>	<input type="checkbox"/>	3118 25118 STAR DUST • Pat Boone
<input type="checkbox"/>	<input type="checkbox"/>	3352 25352 WONDERLAND BY NIGHT • Louis Prima	<input type="checkbox"/>	<input type="checkbox"/>	3100 25100 SAIL ALONG SILV'RY MOON • Billy Vaughn
<input type="checkbox"/>	<input type="checkbox"/>	3350 25350 LAST DATE • Lawrence Welk	<input type="checkbox"/>	<input type="checkbox"/>	3098 25064 GALE'S GREAT HITS • Gale Storm
<input type="checkbox"/>	<input type="checkbox"/>	3349 25349 THEME FROM THE SUNDOWNERS • Billy Vaughn	<input type="checkbox"/>	<input type="checkbox"/>	3064 25064 MELODIES IN GOLD • Billy Vaughn
<input type="checkbox"/>	<input type="checkbox"/>	3338 25338 YELLOW BIRD • The Mills Brothers	<input type="checkbox"/>	<input type="checkbox"/>	3054D 25054D THE TEN COMMANDMENTS • Sound Track
<input type="checkbox"/>	<input type="checkbox"/>	3322 25322 LOOK FOR A STAR • Billy Vaughn	<input type="checkbox"/>	<input type="checkbox"/>	3016 25016 THE GOLDEN INSTRUMENTALS • Billy Vaughn
<input type="checkbox"/>	<input type="checkbox"/>	3314 25314 MORE MILLION SELLERS • Johnny Maddox	<input type="checkbox"/>	<input type="checkbox"/>	3001 25001 SWEET MUSIC AND MEMORIES • Billy Vaughn

CHRISTMAS ALBUMS

<input type="checkbox"/>	<input type="checkbox"/>	3397 25397 SILENT NIGHT • Lawrence Welk
<input type="checkbox"/>	<input type="checkbox"/>	3345 25345 A KEELY CHRISTMAS • Keely Smith
<input type="checkbox"/>	<input type="checkbox"/>	3343 25343 CHRISTMAS WITH THE LENNON SISTERS
<input type="checkbox"/>	<input type="checkbox"/>	3233 25233 LITTLE DRUMMER BOY • The J. Halloran Singers
<input type="checkbox"/>	<input type="checkbox"/>	3232 25232 MERRY CHRISTMAS • The Mills Brothers
<input type="checkbox"/>	<input type="checkbox"/>	3222 25222 WHITE CHRISTMAS • Pat Boone
<input type="checkbox"/>	<input type="checkbox"/>	3225 25225 CHRISTMAS ORGAN AND CHIMES • Dr. Norman S. Wright, Dr. Charles S. Kendall
<input type="checkbox"/>	<input type="checkbox"/>	3148 25148 CHRISTMAS CAROLS • Billy Vaughn

NEW ALBUMS

<input type="checkbox"/>	<input type="checkbox"/>	3412 25412 MOON RIVER • Lawrence Welk
<input type="checkbox"/>	<input type="checkbox"/>	3410 25410 DOIN' THE TWIST • Louis Prima
<input type="checkbox"/>	<input type="checkbox"/>	3406 25406 THE ANDREWS SISTERS' GREATEST HITS

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OR WRITE: *Dot*. RECORDS, INC., 1507 N. Vine St., Hollywood 28, California



TEAR HERE

TEAR HERE

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Advisory Board List Keys New Sound Fair Speed-Up

Gallagher, Dunn, Maitland, Miele, Myers, Wexler, Weiser Accept

NEW YORK — Organizational work for the first annual International Sound Fair, to be staged next July in Cobo Hall, Detroit, was stepped up this week with the announcement of agreement from a number of leaders of various segments of the industry to participate on the advisory board for the fair.

The fair, announced several weeks ago (BMW, November 6), will encompass a number of forums and business sessions for the trade,

Mathis Racks Up Solid Grosses on Current PA Tour

NEW YORK—Johnny Mathis is racking up solid grosses on his current tour of colleges, auditoriums and theaters. On his first 19 dates, totaling 22 separate shows, the singer has grossed over \$260,000. In a number of places he broke house records. With Mathis on the tour is the Jimmy Cook ork and comic Don Sherman.

Here are the grosses to date on the tour: Purdue University, \$29,500; University of Missouri, \$14,500; Pershing Auditorium, Lincoln, Neb., \$9,000; Kansas City Arena, \$7,000; Southern Illinois University, \$18,500 two shows; Indiana University, \$16,500 (two shows); Musical Hall, Cleveland, \$11,500; Wesleyan Ohio University, \$9,000; Wittenberg University, \$9,000; University of Wisconsin, \$28,500; Medina Temple, Chicago, \$15,500; Arena, Steubenville, Ohio, \$11,500; Civic Auditorium, Pittsburgh, \$18,500; Eastman Theater, Rochester, N. Y., \$11,500; War Memorial, Syracuse, \$10,500; Auditorium, Providence, \$11,500; Auditorium, Worcester, Mass., \$12,500; Bushnell Auditorium, Hartford, Conn., \$13,500, and Donnelly Theater, Boston, \$10,500.

Allied Lands New Government Pact

NEW YORK — All recordings and pressings for government agencies will be supplied by Allied Record Manufacturing Company for the one-year period through October 30, 1962, according to a contract awarded Allied by the General Services Administration. Allied is a division of Precision Radiation Instruments, Inc., of Belleville, N. J., and Los Angeles.

This is the 14th of such record contracts awarded to Allied in the past 15 years.

Chief government user of records is the Armed Forces Radio Service. Treasury Department, Armed Forces Recruiting Campaign, United States Information Agency and other agencies also use transcriptions.

Allied estimates the contract entails a gross billing of between \$1,500,000 and \$2,000,000.

Irv Jerome Joining Continental's Staff

NEW YORK — Irv Jerome has been named national sales manager of the new Continental Records label. Firm is the new label recently started by Don Gabor, with disks in the jazz, foreign and international series. Jerome, vet record man, was previously with Capitol, MGM and Roulette Records.

plus exhibits by many manufacturers of product and equipment. Another feature of the fair will be in-person shows in the pop, jazz, country and classical music fields for the public.

In the vanguard of disk manufacturer personnel who have already accepted invitations to serve on the advisory board are Lloyd Dunn, vice-president, Capitol Records; Bill Gallagher, vice-president, Columbia Records; John K. (Mike) Maitland, president, Warner Bros. Records; Andy Miele, sales director, MGM Records; Kenny Myers, vice-president, Mercury Records; Paul Wexler, president, Colpix Records; and Norman Weiser, advertising and promotion director, United Artists Records.

Trade Associations, Too

Participation by leaders among the various trade associations in the music business is also expected, with three of these already having passed along their acceptances. These include the Magnetic Recording Industry Association, in the person of Ken Bishop, who is president of Bell Sound Division, Thompson Ramo Wooldridge Corporation; Country Music Association President, Ken Nelson, who is also country a.&r. chief of Capitol Records; and Howard Judkins, president of the Society of Record

(Continued on page 26)

NARAS FORMS NAT'L AWARDS COMMITTEE

HOLLYWOOD — Paul Weston, newly elected national president of the National Academy of Recording Arts and Sciences, has announced formation of a national awards and categories committee. Appointed to this committee are George Avakian, John Hammond, Alan Kayes and Gunther Schuller from the New York Chapter; Elmer Bernstein, Mack David and Voyle Gilmore from the Los Angeles Chapter; and A. B. (Bernie) Clapper from the Chicago Chapter.

This committee will have the over-all responsibility for passing approval on eligibility and proper placement of the nominations for the 1961 "Grammy" awards. It will also appoint experts among NARAS members to assist with nominations in specialized categories in their own fields such as engineering, classical, jazz, folk and so forth.

Another function of the national awards and categories committee will be the recommendation to the national board of trustees for special NARAS trustee awards on creative contributions not included in the general awards categories.

Weston also announces that the record academy will soon disclose the date set for the first round of nominating on 1961 awards.

Newark Wholesale Price War Breaks Out & Benefits Dealer

NEWARK, N. J.—A price war on singles broke out last week here on the wholesale level, a price war which—for a chance — benefited the local record dealer. It came about when Essex Distributors sent out a letter to dealers offering them 10 hot singles for 53 cents each, or 7 cents off the usual dealer cost of 60 cents. Essex' special was a one-week affair, ending last Saturday (18). The 10 records included the new record by Dion, the new Ray Charles disk, the Frank Slay ork recording of "Flying Circle," and Jerry Butler's "Moon River."

Immediately following Essex' move, Apex-Martin Distributors offered five strong singles for the same 53-cent price to dealers, including sides by the Belmonts, the Roomates, and the Crystals. The Apex-Martin deal was also for one week.

When asked what started the price cut, Joe Cohen of Essex stated that he had no comment to make. He did not deny that there could be specials on singles in other weeks, although he had none in the works right now.

Reports are that Essex made its move because of outside, or non-Newark, distributors moving into Newark and selling records — of all labels—to dealers at prices below the going rate for the 45's. The transshipping into Newark had caused a lot of chaos here, and created a lot of tension among distributors. It is conceivable that the Essex and Apex-Martin move may be followed by other distributors if the pressure keeps building.

Victor Culls New Twist-Type Single From Presley LP

NEW YORK — With various versions of the Twist getting strong disk action, RCA Victor is rushing out a special Twist single by Elvis Presley, "Rock-A-Hula Baby." Side is from Presley's album, "Blue Hawaii." Release will coincide with the Thanksgiving Day nationwide release of Presley's film, "Blue Hawaii." RCA Victor received a flood of mail from Presley's fans requesting a Twist by The Rocker.

The single will have a special sleeve, identical to the album cover, and bearing the notation, "Twist Special."

Caedmon Exec Calls for Grants

NEW YORK — Marianne Mantell, co-founder of Caedmon Records and the Shakespeare Recording Society, Inc., testifying at the House Sub-Committee hearings on education here Friday (17) called for Federal grants to aid the arts. In order to help preserve cultural values, the executive urged a \$10,000,000 grant be made annually to libraries and schools to make possible the purchase of basic record collections of great music and literature.

Miss Mantell noted that this would make available to the many people living far way from large cities, the finest instrumentalists, opera singers and literary figures.

Detectives Arrest Three With Hot Disks

NEW YORK—Three men were arrested here this week and charged with criminally receiving stolen goods. The stolen goods in this case were a substantial quantity of Decca records. The arrests climaxed an exhaustive check of retail and wholesale record outlets in the area following a theft of \$23,000 worth of records and equipment from the Decca branch in Sunnyside Queens last October 23.

Some of the records were discovered Tuesday night (14) at National Record Distributors, 111 8th Avenue, Manhattan. The discovery of the stolen merchandise was made by Detective Lt. John W. Norris and Detectives Theodore Jennings and George Mergner. An executive of the wholesaler, according to Norris, said he paid \$1,800 down on the records and was supposed to pay a balance of \$4,300 Wednesday night.

The detectives thereupon arrested two New Jersey men who called on the indicated night to pick up the balance. These men were identified as Irving Schwartz,

28, of Union, N. J., and David Tenny, 33, of Hillside, N. J. The two suspects then implicated a third man, Philip Green, 63, of Manhattan, who they alleged, sold them the records. Green was then arrested.

Schwartz and Tenny were operating a small Jersey firm known as Mathews Distributing in Union and acquired about \$4,000 worth of disks from Green. Detectives regard this as a "fence" in what is now believed to be a well-organized disk burglary ring.

Detective Robert McCarthy, who, with his partner, Detective Anthony Vincent, also took part in the investigation, said the burglars "either know records themselves or are getting good advice because they discarded all but the cream merchandise." An urgent effort is now being made to apprehend the actual thieves in the case. Their identity is not known except by a series of nicknames. These leads are now being run down. Green said he bought the disks from two men but he "stood up" and refused to identify them.

Schwartz and Tenny were released in \$1,500 bail for a hearing Tuesday (28). Green, who has a long record dating back to 1916, is being held without bail.

Pros and Cons of Stereo Will Be Debated During NARAS Talk Fest

NEW YORK—"Is stereo necessary?" That's the lively question often debated in private, off-the-record chatter, which will now be argued for the record at a special session scheduled by the National Academy of Recording Arts and Sciences. The affair will take place at the ballroom studio of Bob Fine's Recording operation in the Great Northern Hotel here Tuesday (28).

The meeting is being billed as a "no holds barred" session, with prominent men with known opinions set as speakers. On the affirmative side will be Enoch Light, creator of the Command line; Bill Miltenburg, prominent recording engineer who has been with both

RCA Victor and Ampex; and Sy Oliver, conductor and arranger.

On the negative side will be Dave Kapp, president of Kapp Records; Gerry Mulligan, clefper, arranger and jazz saxist; and Francis Robinson, assistant director of the Metropolitan Opera House. The meeting is open to all and a door prize will be awarded to the holder of the lucky ticket. Prizes will be a rare Edison phonograph, in working order.

On another front, NARAS' drive for new membership is gaining momentum, with nine added to the fold this week. These include Dave Brubeck, Marian McPartland, Dick Hyman, Ralph Burns, Bobby Hackett, Eddie Bert, Jim Flora, Sol Gubin and Tracy Sugerman.

Index to Contents

General

- International Music 32
- Manufacturer News 3
- Talent News 8

Music Pop Charts

- Best Buys in Records Cover
- Best Selling Phonographs & Tape Recorders 24
- Bubbling Under the Hot 100 Cover
- Double-Play Disks 50
- Hits of the World 32
- Honor Roll of Hits 39

- Hot 100 Cover
- Hot C.&W. Sides 42
- Hot R.&B. Sides 44
- Top LP's Cover
- Top LP's by Category 40
- Yesteryear's Hits 20

Reviews

- LP Reviews 6
- Single Record Reviews 7

Radio-TV Programming .. 20

- Artists' Biographies 20
- Programming Panel 20
- Yesteryear's Hits 20
- Vox Jox 20

Music-Phonograph

- Merchandising 24
- Album Cover of the Week 24
- Best Buys in Records Cover
- Best Selling Phonographs & Tape Recorders 24
- Disk Deals for Dealers 24
- New Dealer Products 26

Coin Machine Operating .. 47

- Bulk Vending 48
- Coin Machine News 47
- Coin Machine Inventory 58
- Double-Play Disks 50

MAHALIA STAR OF PRESS BALL

WASHINGTON — Broadcast Music, Inc., provided the entertainment for the National Press Club President's Black Tie Ball here last week, with Mahalia Jackson highlighting the program (18). The show, provided annually for this event by BMI, also scheduled Charlie Manna, a new approach comic, and Elvira Rios, a Mexican torch-singer. Sammy Kaye's Swing-and-Sway band provided the dance music, and silver batons for winners of their "So You Want to Lead a Band" feature.

Paid Circulation This Issue 21,199

Record Stars In 'Opry' Show

NEW YORK — When WSM's "Grand Ole Opry" invades Carnegie Hall Wednesday evening (19) a group of the top hitmakers of the troupe will be on view.

The "Opry" will present one of the hottest of the current single disk artists in Patsy Cline, whose "Crazy" moved up to the 15 slot in this week's "Hot 100." Also on the bill will be Marty Robbins, Jim Reeves and Faron Young, each of whom has been in the "Hot 100" during the current year with substantial hits.

Others in the troupe will be Cousin Minnie Pearl, Tommy Jackson, Bill Monroe, Grandpa Jones, the Jordanaires and the Stoney Mountain Cloggers square dance group. The show, a benefit for the Musician's Aid Society, will be emceed by WSM's T. Tommy Cutrer, a top name in the country deejay field. One of the first purchasers of tickets for the performance was veteran comedian Jack Benny.

Premier Buys Up Parade, Spinorama

NEW YORK—Premier Albums, the firm headed by Phil Landwehr, has purchased the Spinorama and Parade LP lines from Henry LaPidus. This adds these two labels to the Premier list, which includes the Coronet, Directional, Celebrity, Baronet and Twinkle lines. LaPidus will join Premier as sales manager in charge of the firm's Budget Service department, which handles chains, variety stores, and discount houses.

Hill & Range Tags Perrin Prof. Mgr.

NEW YORK — Jack Perrin has been appointed professional manager for Hill & Range Songs, Inc. For the last five years Perrin was with Southern Music in New York, Chicago and the Midwest. He was originally employed by Hill & Range as professional manager in 1948. He was associated with promotion of the Aberbach Freres early hits, such as "Bouquet of Roses," "Candy Kisses," "Roomfull of Roses," etc.

VAN CLIBURN SAYING HELLO

NEW YORK — The G. Schirmer Record Shop here scored a coup with the appearance of Van Cliburn at the store last Wednesday (15). It was the first appearance of the pianist at any record shop in the country, and more than 200 fans of Cliburn were on hand to greet him, and heavy traffic continued throughout the day. Pianist stayed in the store for close to two hours. His appearance was arranged by Schirmer record manager Raul Acevedo and Schirmer ad chief Bob Pearce.

Mercury Shipping 'Compact 6' Disks

CHICAGO — Mercury began shipments last week on its recently introduced "Compact 6" program featuring six new releases by Dinah Washington, Brook Benton, Damita Jo, Jose Melis, Patti Page and the Platters.

The "Compact 6" is a seven-inch, 33 r.p.m. disk with three selections per side. Mercury is planning releases by top artists. Suggested list price is \$1.69.

A follow-up release will include disks by David Carroll, Sarah Vaughan, Clebanoff and George Jones.

Display

Mercury is providing wire racks for special display of the merchandise. The disks will be packaged in plastic bags containing a hard display card.

The racks are suitable for display counters, floor display or hanging on the wall or pegboard. The disk package will also have a brass grommet at the top for hanging.

Merchandising aids will include two-color streamers, counter and window easels. Also planned is a full national and neighborhood advertising campaign.

Screen Mag Tapes Hop

NEW YORK — Teen Screen magazine is producing a syndicated radio show, titled "T. S. Hop" and is syndicating same to more than 50 stations. Produced by Gene Landy, program is one hour, taped. It contains interviews with artists and recorded music.

BUSY WEEKEND

Halle's Cleveland Dept. Store Stages Mammoth Record Sale

By REN GREVATT

CLEVELAND—One of the most ambitious disk sales in recent years was pulled off by Halle Brothers department store here last weekend, with final figures showing a gross volume of over \$50,000.

"It was not a fair, not an exposition, just a good, old-fashioned sale," explained Isabel Siegel, record buyer for Halle's. In what was regarded as sort of "plain pipe racks" effort applied to the record business, Miss Siegel said: "We couldn't stage the thing in our regular department because we

didn't have the footage to do it right. So we took over 7,500 square feet of space the store has in another building, brought in a flock of eight-foot tables and some carpenters.

"The carpenters put wooden edges around each table with dividers so that each table top was a huge browser. Then we invited each of our local Cleveland distributors to bring in their own merchandise and a man to handle their end of the sale. The result was that we had a dozen distributors here and we offered 61 different labels. In a couple of cases,

Riverside and ABC-Paramount, people from the company's New York office came out for the sale.

"We had none of the ordinary store display stuff, just records. We sold \$3.98's for \$2.82; \$4.98's for \$3.82 and \$5.98's for \$4.82 and the customers flocked in. Just like a supermarket, we had check-out booths set up, four for charge buyers and two for cash. We had one entrance and one exit only and we

(Continued on page 24)

Excise Taxes on Disks Show Quarterly Jump

WASHINGTON — Excise on record manufacturer sales for the July-September quarter this year was \$4,591,000, up from \$4,480,000 in the first fiscal quarter of last year, according to Internal Revenue Service. The excise take indicates manufacturer sales of \$45,910,000 for the first fiscal quarter this year, as against \$44,800,000 in the 1960 quarter.

All other excises on home equipment in the music-entertainment field, such as TV, radios and phonos and musical instruments, were

lower in the 1961 summer fiscal quarter than in the corresponding 1960 period.

In the coin-operated field, excise on juke and amusement devices was \$2,581,000 for the first fiscal quarter this year, as against \$2,953,000 last year, a drop of \$372,000 for the Treasury. Gaming (slot) machines \$250 stamp taxes were down to \$9,171,000 in the July-September period this year, from 1960's tax of \$11,034,000 in the same quarter.

Radio, TV phonographs and components tax was \$30,726,000, down from \$32,077,000 in the 1960 first fiscal quarter. Musical instrument tax for this period was down to \$3,400,000 in 1961, compared with last year's \$3,496,000 in the first fiscal quarter.

Tax on admissions to theaters, concerts, et al. for the quarter totaled \$10,133,000, a gain of \$885,000, over last year, same period. Cabaret excise during the quarter was off from last year, totaling \$8,759,000 in 1961 compared with \$9,119,000 in the 1960 period.

The current, or 1962 fiscal year, runs from July 1, 1961, through June 30, 1962.

All-Star Show To Raise Funds For Arts Center

WASHINGTON — Another financial transfusion is being hopefully planned to put life into the National Cultural Center for the Performing Arts here. A closed-circuit telecast of an all-star show will be bait for ticket sales to dinner and theater evenings planned to go on throughout the country, possibly in May, 1962.

Roger L. Stevens, reality investor, theatrical producer, Democratic fund-raiser and chairman of the Center's board of trustees, hopes to raise about \$10,000,000 via the banquet and theater showings of the program.

President Kennedy, speaking last week at a joint meeting of the 30 members of the board and the 70 members of the Center's advisory committee, urged that every community in the nation be aroused to raise funds for a much-needed arts showcase in their Nation's Capital.

Time is running out for the fund-raising. The Center must raise enough money by 1963 to get construction under way on government-donated land overlooking the Potomac. Architect Edward Durell Stone designed a \$75,000,000 palace of the arts, with a nucleus of opera house, theaters, concert and rehearsal halls et al., but fund-raisers have decided to try for a more modest beginning.

Fabian on TV Teen Show

BALTIMORE — Fabian, the fabulous one, will boost his new record, "Wild Party," on the WJZ-TV Buddy Dean Show here this week (21). The station says it expects "mobs of teen-agers" like those who greeted Fabian's last visit to the TV dance party about eight months ago. The Buddy Dean show goes on weekdays at 3:30 and at 2 p.m. on Saturday on Channel 13.

Leslie Debuting New Showcase 45 Label

NEW YORK—Cy Leslie, president of Pickwick International, which has Design, Cricket, International Award, and Bravo L lines, is moving into the singles field with a new label, Showcase. Initial artist signed is Mat Mathews, whose coupling of "Milk and Honey" and "Shalom," has already been released.

Leslie gave two reasons for this new move: "We feel we have the business acumen and the understanding of this business to make a success of the singles market and we are extremely interested in developing 'name' talent for our album lines."

Songpluggers Hold Raffle for Charity

NEW YORK—The Professional Music Men, Inc., Organization has announced a raffle to raise funds for its various relief functions. The prizes this year will include four 21-inch RCA Victor color TV sets, Model 212-F-77-M. Tickets are \$1 each and it was stressed that it is possible for one individual to win all four of the sets. Announcement of the raffle, now in progress, was made by PMM President Leo Diston.

Disk Stars Show Acting Talent on Network TV-ers

NEW YORK—Recording artists are on a dramatic kick again on network TV in an effort to demonstrate their thespian talents to Hollywood and display their versatility.

Fabian is playing a psychotic in a December episode of ABC-TV's "Bus Stop." Bobby Rydell is doing comedy bits on Jack Benny's CBS-TV show, December 3. The Kingston Trio will make their acting debut in a January episode of Mrs. G. Goes to College" starring Gertrude Berg, on CBS-TV.

On the distaff side, Jane Morgan will play Jack Benny's girl friend on his December 10 CBS-TV show. Jaye P. Morgan will be featured in "Hennessy," this Monday (20), Jackie Cooper's situation comedy series on CBS-TV.

See CBS Label In Week or Two

PARIS—The American Columbia-Philips negotiations, which have been going on for the past six months, are expected to wind up in another week or two. It is understood that the American firm will launch its CBS label in England in co-operation with Philips, but will go out on its own on the Continent. If this comes to pass American Columbia will end its Philips tie in Europe and issue its CBS label there in July of 1962.

A joint announcement from American Columbia and Philips concerning their new agreement can be expected in a fortnight.

ARMADA BOARD MEETS TODAY

NEW YORK—The Executive Board of ARMADA will discuss a flock of important proposals at its meeting here Tuesday (21) starting at 9 a.m. and running through the day.

On the agenda will be a proposed International Trade Fair for July, 1962, in Detroit; a plan to select the Outstanding Man or Woman of 1961 in Music; and a proposal that ARMADA join in an industry-wide meeting with other associations to discuss "various phases of mutual interest" in the music field.

Also on the agenda will be a confab about ARMADA's 1962 convention (with the site and dates to be covered) and a report of legal and legislative activities by ARMADA counsel Sigmund Steinberg. ARMADA prexy Art Talmadge will preside at the meet.

LATE POP SPOTLIGHTS

ELVIS PRESLEY



ROCK-A-HULA BABY (Gladys, ASCAP)—**CAN'T HELP FALLING IN LOVE** (Gladys, ASCAP)—Here's a Presley Twist special taken from the track of the "Blue Hawaii" pick, opening this week. Top side is a great rhythm rocker that's ideal for the new dance craze and it should go big. Flip is a fine ballad performance that should also move out. Watch both. **RCA Victor (No No. available)**

FATS DOMINO



I HEAR YOU KNOCKING (Commodore, BMI) (1:54)—**JAMBALAYA** (Acuff-Rose, BMI) (2:27)—The great New Orleans chanter and piano man re-creates one of his first big hits on the top side and it's as satisfying as ever. Flip is a rockin' rendition of the memorable Hank Williams tune. Two great sides. **Imperial 5796**

THE STEREOS



SWEET WATER (Figure, BMI) (2:07) — **THE BIG KNOCK** (Roosevelt, BMI) (2:59)—The group is coming off a solid hit and here's a new one that can keep it going for them. On top is a relaxed rocking job with interesting, insistent rhythm figures. It has the sound. Flip is a slower, ballad styled tune that also has potential. **Cub 9103**

THE VISCOUNTS



WHEN JOHNNY COMES MARCHING HOME (Monument, BMI) (1:58) — Here's a swinging instrumental version of the traditional tune, with a solid beat and honking horns. It could rack up both air play and juke box coins. Flip is "Mark's Mood" (Monument, BMI) (2:46). **Mr. Peacock 101**

'Milk & Honey' Cast James Ray Side Moves in Philly LP Season's 1st Hit

Continued from page 1

NEW YORK — RCA Victor's original cast album "Milk and Honey" moved on to BMW's monaural album chart for the first time this week (in No. 100 slot), making it the first of the new Broadway show albums to hit the best selling list as a national breakout.

Also showing up on the monaural chart for the first time this week are Ferrante and Teicher's "West Side Story" on UA, No. 95, and Bert Kaempfert's "Dancing in Wonderland," on Decca, No. 147. There are now four different "West Side Story" albums on the chart. Both the Ferrante and Teicher and the Kaempfert albums have been listed in past weeks as showing action just off the chart.

New Action LP's, showing up for the first time this week although not yet on the chart, include Jose Jimenez' "Submarine Officer" on Kapp, "Best of Steve Lawrence" on ABC-Paramount, Si Zentner's "Big Band Plays Big Hits" on Liberty and "My Heart Sings" by Tony Bennett on Columbia.

The Zentner album has been getting considerable air play on "Up the Lazy River" which was taken from the LP and released as a single. Air Exposure for the singles is undoubtedly helping sales on the package. The appearance of the Steve Lawrence album in the "New Action" group is particularly interesting, since the sides were recorded some time ago before Lawrence left ABC-Paramount to join UA, and in the interim he has had several UA albums on the market. The remainder of this week's "New Action" LP's were reported by BMW

as showing action in past weeks.

Not yet in the "New Action" category, but showing some signs of sales movement last week, were "Runaround Sue" by Dion on Laurie; "Songs My Father Taught Me" by Father J. Dustin, Riverside; Buddy Greco's "I Like It Swinging" on Epic, folk singer "Joan Baez Vol. 2" on Vanguard, and Al Hirt's "Blockbustin' Dixie" on Verve.

Again," and his original, "The Twist," both on Parkway, moving briskly, along with a newer version of the dance craze, "The Peppermint Twist," by Joey Dee on Roulette, also gathering plenty of plays. Still another that continues to percolate here is the Spinners' "Love I'm So Glad I Found You," on Tri-Phi.

Battle Smoke

While the now much-celebrated price war between Gimbel's and Korvette's appears to

have subsided for the moment, the battle is still the subject of talk in retail circles, and is regarded somewhat like a forest fire which retains enough heat to break out anew.

Bill Rush of Jolly Music took a different view of the price fight than most other retailers when he noted, "I give Gimbel's a lot of credit for fighting them. I only wish we could afford to, although all the distributor salesmen I've talked to swear that Gimbel's didn't get anymore off on their purchases than the rest of us."

Another dealer noted that, "It's their (Gimbel's and Korvette's) ads in the dailies that hurt us the most. Goody's ads don't hurt the little man nearly as much because he runs his ads in the Sunday editions. If they would all do that we would have a fighting chance."

Leon Pennick of Downbeat

Records noted that the price war has hurt. "If it weren't for a very few albums like Gloria Lynn's "Impossible," and Sinatra's "I Remember Tommy," some things by Brubeck and Herbie Mann, our LP business would be dead," he asserted.

No Big New D. C. Singles; Dealers Guess Xmas Hits

WASHINGTON — No singles broke out here last week—dealers were trying to guess what the "big one" will be for Christmas sales of singles and albums this year. Breakouts from earlier weeks still going strong among the chart debutantes were the Tokens' "Lion Sleeps Tonight" and "I Know," by Barbara George on AFO.

Guesses for top winner in the Christmas album sweepstakes range from "Judy Garland at Carnegie Hall" to Elvis' "Blue Hawaii," and/or the "West Side Story." What holiday single will inherit the crown passed from "Rudolph, the Red-Nosed Reindeer" to the Chipmunks' Alvin saga, is anybody's guess.

George Ash of the Turntable, an uptown store, had a bonanza last Christmas with the sales of Bob Newhart albums, and has hopes for comedy. Among the "teen beat" LP's, Sandy Nelson's "Let There Be Drums" on RCA has been doing well.

'Circle' Sells in Chi

CHICAGO — One disk broke out here last week—Frank Slay's "Flying Circle" on Swan. Gloria Lynne's "Impossible," nibbling at the bottom of BMW's national chart for the past several weeks, showed up strong in Windy City stores last week. Another strong climber was Etta James' "It's Too Soon to Know." The James tune has been on the bottom of BMW's charts for several weeks but did not get any local action until now.

Christmas

Singles were moving well in both Chicago and Milwaukee though albums sales left a little to be desired — "moving more than a shade slower than last year," in the words of one dealer.

Dealers were starting to stock Christmas merchandise, but not as much as a year ago.

Fred Sipiora, Singer One-Stop (one of Chicago's largest movers of album and singles merchandise), noted that many dealers were buying only 100 per cent guaranteed album merchandise. Many of the dealers felt that last year's Christmas stuff bombed and they didn't want to take a chance this year.

Discount

Sipiora felt that the dealer's old bugaboo—the discount house—was hurting even more at Christmas time than at other times.

"People go to the discount store to buy gifts, and end up buying

records, too. The little dealer," added Sipiora, "is hurt, especially at Christmas time, because he doesn't draw customers like he used to. People no longer go to a record store to buy Christmas gifts. They pick out something they like and buy it at a discount store."

Business in the Midwest nevertheless continued good and the prospects of a reasonably strong holiday buying season were excellent.

Big Sellers

Strong Chicago sellers — all well established on the national charts were "Till" by the Angels, "Your Ma Said ..." by Kenny Dino, "Run to Him" by Bobby Vee, and "I Know" by Barbara George. Others showing good action are "Blue Moon" by the Ventures, "I Wonder" by the Pentagons, "Soothe Me" by the Sims Twins and the "Twist" by Chubby Checker.

Contest

WJJD, one of Chicago's top hit-playing (and hit breaking) outlets has a new contest that is creating a lot of excitement. Each Monday, the station selects two brand-new tunes to play and asks listeners to call in and vote for their favorite.

The winner is played the following day—once an hour—until 4:45 p.m., at which time a new contest starts. The previous day's winner is then pitted against a new tune.

There are five contests a week. Conceivably a single tune can win five days in a row—but no more. The contest started a week and a half ago with "The Lion Sleeps Tonight" taking the honors for the first week.

Last week (13) Kathy Young's "Baby Oh Baby" beat both "Right After School" by Freddi and Claire, and "Just Let Me Dream" by Pat Boone on Monday and Tuesday.

WJJD was also having fun with three versions of "Tonight." Sides by Eddie Fisher, Ferrante and Teicher, and Jay and the Americans were all getting airplay.

45's in New York

Continued from page 1

New York in many weeks. It indicates, according to many dealers, a swinging period for new disks, with the best selling periods of the year coming up. As yet, however, no Christmas singles has appeared on the horizon.

There is also a considerable amount of action continuing here on the Twist on Roulette (a national breakout this week) and the solid action on the Chubby Checker reissue of "The Twist." Checker's new record of "Let's Twist Again" is also a sock seller here as in the rest of the country. Other records just on the chart but getting potent sales here are the Crystals' record of "There's No Other," the Valadier's "Greetings," the Spinner's "Love, I'm So Glad I Found You."

Milwaukee Hot

Continued from page 1

Dowell's "Bridge of Love," the Simes Twins' "Soothe Me," the Highwaymen's "Gypsy Rover," Pat Boone's "Johnny Will," Linda Scott's "I Don't Know Why," Kenny Dino's "Your Ma Said You Cried in Your Sleep Last Night," and Joey Dee's "Peppermint Twist."

Milwaukee, as is well known, often sets the pace for much Midwest action which subsequently crystallizes in Chicago.

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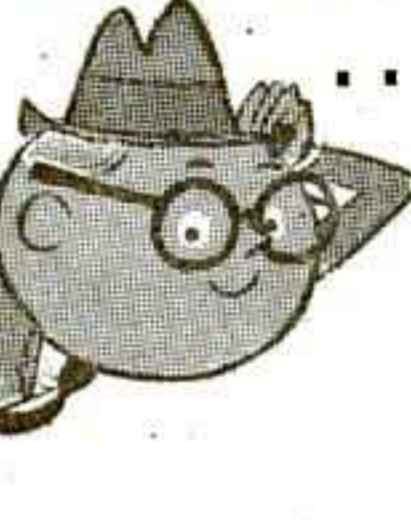
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Vol. 78 No. 46

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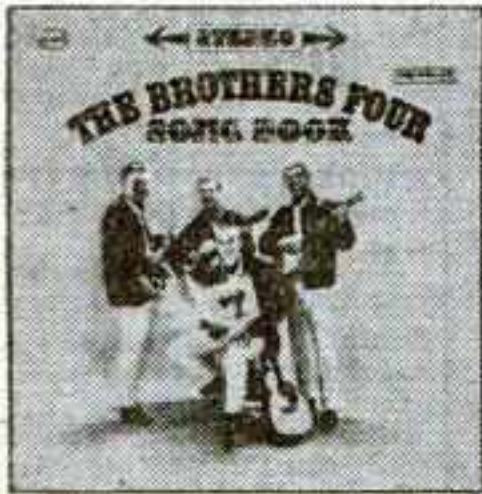
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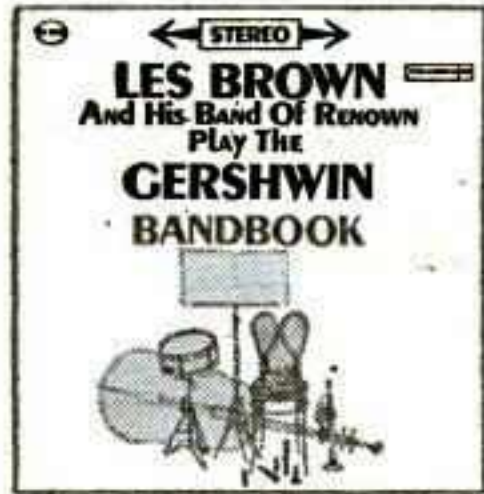
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20 REASONS
WHY IT'S
TIME TO
BUY!!!!

COLUMBIA RECORDS

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

ALBUM REVIEWS

Pop

SVIATOSLAV RICHTER AT CARNEGIE HALL

Sviatoslav Richter. Columbia M2L 272 — This long-awaited two-LP recording of the first of Richter's five Carnegie Hall concerts last October should turn into a sock classical seller. It shows what all the shouting was about via Richter's magnificent performances of five Beethoven Sonatas: Nos. 3, 9, 22, 12 and 23. Richter plays them with masterful artistry, especially the "Appassionata." Even slightly less than perfect tapes cannot dim these remarkable recordings.



THE FABULOUS VICTORIA DE LOS ANGELES

Angel S 35971 (Stereo)—The noted opera and concert artist, Victoria De Los Angeles, is presented here in a concert of 20 selections. Accompanied by English pianist Gerald Moore, the Spanish soprano, in excellent voice, offers a varied program including illustrations of Brahms and Schubert Lieder, a Handel aria, French art songs of Faure, and a group of Spanish songs, the last-named titles announced by herself. She accompanies herself on the guitar in the last selection, "Adios Granada." The soprano's numerous fans should pick this one up quickly.



DOIN' THE TWIST AT THE PEPPERMINT LOUNGE

Joey Dee and His Starlites. Roulette R 25166 — Here's one of the hottest groups around today, thanks to the raging twist craze. Dee's single of "Peppermint Twist" broke into the Hot 100 this week at the 68 spot and the album can grab just this sort of action, too. It was cut live at national twist headquarters, New York's Peppermint Lounge, and the music and noise are enough to juice up any party, particularly with the holidays just ahead.



CHUBBY CHECKER AND BOBBY RYDELL

Cameo C 1013 — Here's a two-for-one value for the buyers as a pair of the hottest of the current singles attractions team up on a joint LP venture. They sing duets with clowning bits plus a medley of "Your Hits and Mine," with Rydell chanting some of the Checker hits and vice versa. Swingin', happy stuff that's bound to shake loose a good bit of coin and play.



PATSY CLINE SHOWCASE

Decca DL 74202. (Stereo & Monaural) — Miss Cline has enjoyed a great revival of success recently, first with "I Fall to Pieces," and currently with "Crazy," number 15 on the Hot 100 this week. Both these sides are here, plus "Poor Man's Roses," "Foolin' Around," and other choice items. Fine wax for the fans and the jocks.



Classical

FRANCK: SYMPHONY IN D MINOR

Chicago Symphony Orchestra (Monteux). RCA Victor LM 2514 (Stereo & Monaural)—A majestic performance by Monteux and the Chicago Symphony. The conductor draws the high drama and impact of the work from his orchestra in rich, full colors. The set is superbly re-recorded; the taping was done in Chicago's Orchestra Hall. This should be a prime item for devotees of classical music, despite numerous other strong performances.



Jazz

GEORGE SHEARING AND THE MONTGOMERY BROTHERS

Jazzland JLP 55—A perfect hand-in-glove teaming of artists on this outstanding disk. Shearing and the Montgomery Brothers achieve a unison of sound that's top-flight, and will be reminiscent to many of the Shearing's Quintet heyday. There are fine solos by the pianist, guitarist Wes and vibes playing brother Buddy. On the Latin tunes Armando Peraza from the Shearing group, gives a lift. Two of the top tracks are "Stranger in Paradise" and "Love for Sale."



International

MEXICO

Mariachi Miguel Dais. Audio Fidelity Stereodisc. AFSD 5957—This mariachi group has recorded several previous collections for Audio Fidelity. This is a representative disk, containing such established favorites as "La Adelita," "La Cucaracha" and "Las Campanitas," among others. The stereo approach is pronounced and its application to the mariachi instruments is highly effective. Will have much appeal for fans of Mexican music.



★★★★ STRONG SALES POTENTIAL

★★★★ TONY

Anthony Newley. London LL 3252 (Stereo & Monaural)—Anthony Newley has a novelty "Pop Goes the Weasel" garnering considerable sales action currently, which should help sales on this album. The British artist warbles in a variety of styles, ranging from swinging to comedy cockney on a group of oldies. Selections include the aforementioned single, plus "Yes! We Have No Bananas," "All or Nothing at All" and "Bye Bye Blackbird."

★★★★ GREAT WALTZES OF THE WORLD, VOL. I

Freddy Martin and His Ork. Kapp KL 1261 — A powerful package of waltzes, chosen and recorded with taste. Material covers about a century and includes single pieces and medleys, the latter grouped as "Gaslight Memories," "St. Patrick Memories," etc. Included are "Missouri Waltz," "Tennessee Waltz," Viennese pieces, Italian songs, etc.

★★★★ DIANA TRASK ON TV

Diana Trask. Columbia CS8505 (Stereo & Monaural) — A package of solid standards, with a big, tasteful sound. Miss Trask is backed by Mitch Miller's Sing Along chorus, with arrangements by Jimmy Carroll. "Why Was I Born," "Love Is the Sweetest Thing," "Baby It's Cold Outside," are typical.

★★★★ MUSIC FROM THE FILMS

Cleveland Pops Ork. (Lane). Epic BC 1147 (Stereo & Monaural)—Here's another lushly arranged symphonic-styled package of film themes. The rich instrumental treatments—all fine mood items—include themes from "Gigi," "State Fair," "Exodus," "Fanny," and others.

★★★★ GALAXY OF GOLDEN HITS

Various Artists. Mercury SRD 11 (Stereo & Monaural)—Mercury has something for everybody in this collection of singles hits

(Continued on page 42)

(Continued on page 42)

ROGER

has the hit single from

MAMA

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

SINGLES REVIEWS

★★★★ **STRONG SALES POTENTIAL**

Pop

DION



THE MAJESTIC (Just-Mubon, BMI) (2:26) — **THE WANDERER** (Schwartz-Disal, ASCAP) (2:40)—Here's a solid follow-up to Dion's current hit "Runaround Sue." The catchy rocker (about a new dance) has the same infectious rhythm pattern. The flip is a hard-driving rocker with solid teen appeal. Dion is in top form on both sides.
Laurie 3115

RAY CHARLES



UNCHAIN MY HEART (Tee Pee, ASCAP) (2:52)—**BUT ON THE OTHER HAND BABY** (Tangerine, BMI) (3:11)—Charles could have another two-sided smash with this waxing. "Unchain My Heart" is an exuberant, out-going rocker. Flip spotlights a tender reading by Charles on a moving blues.
ABC-Paramount 10266

SUE THOMPSON



NEVER LOVE AGAIN (Acuff-Rose, BMI) (2:04)—**NORMAN** (Acuff-Rose, BMI) (2:15)—The canary, currently riding high with the hit "Sad Movies," sings with heart and sincerity on "Never Love Again," a pretty ballad. She's equally effective on the flip, a bouncy bright item with a martial tempo.
Hickory 1159

THE FOUR PREPS



ONCE AROUND THE BLOCK (Julian Stears-Arena, ASCAP) (2:15)—**THE SEINE** (Flywheel, ASCAP) (2:10)—The boys sell "Once Around the Block," an attractive tune, with style and verve. "The Seine" is a pretty theme, featuring a moving vocal stint. "Block" has the edge, but both sides are strong.
Capitol 4659

GLORIA LYNNE



YOU DON'T HAVE TO BE A TOWER OF STRENGTH (Famous, ASCAP) (2:14) — **I WILL FOLLOW YOU** (Vogue, BMI) (2:59)—The gal sings with intensity and feeling on the sock rockballad "You Don't Have to Be a Tower of Strength." Flip, a haunting theme, is sung with expressive warmth and sincerity.
Everest 19428

IAN AND DEAN



SUNDAY KIND OF LOVE (Leeds, ASCAP) (2:13)—The appealing oldie is wrapped up in an exuberant reading and a fast-moving rock and roll beat. Watch it. Flip is "Poor Little Puppet" (Aldon, BMI) (2:40).
Liberty 55397

DONNIE BROOKS



YOUR LITTLE BOY'S COME HOME (Aldon, BMI) (2:58)—**GOODNITE JUDY** (Bamboo and May-Dee, BMI) (2:20)—Brooks has an interesting ballad of tragedy in which he returns to his old girl to find her married. It's sold with pathos. Flip is another with a tragic message and it's sung with warmth. Both have a chance.
Era 3063

BOBBY LEWIS



WHAT A WALK (Darnel, BMI) (2:22)—The "Tossin' and Turnin'" lad has a ball with this swinging, twisting styled side. A bright job with a backing to match. Watch it. Flip is "Cry No More" (Lescay, BMI) (2:15).
Belton 1015

YOLANDA



WHAT ABOUT ME (Marcus-Gregmark, BMI) (2:00)—The chick has the sad, wailing quality that could spell hit in this weeper tune about a gal who is cast aside by her man. It's done in moving style with a cute fem chorus in support. Worth watching. Flip is "Meet Me After School" (Marcus-Gregmark, BMI) (2:06).
Tandem 7002

Christmas

JOE DOWELL



A KISS FOR CHRISTMAS (Belenda Canada, ASCAP) (2:02) — **(I WONDER) WHO'S SPENDING CHRISTMAS WITH YOU** (Sure-Fire, BMI) (2:25)—Dowell has been hot on the charts recently, and here's a holiday coupling that can bring him continued action. Top side is based on "O Tannenbaum," while the flip is a pleasant Christmas-styled ballad. Nice Performance.
Smash 1728

(Continued on page 44)

BOBBY LORD

★★★★ **I'll Go Along**—**HICKORY 1158**—A nice, gently swingin' country-styled ditty. Lord hands it a neat reading with aid from a vocal group and a bright arrangement. Side can get plays. (Acuff-Rose, BMI) (2:30)

★★★★ **My Heart Tells Me So**—A pretty ballad with a Latin tinged rhythm. Lord again has a good sound, abetted by a chorus. Two pleasant sides. (Acuff-Rose, BMI) (2:38)

LOU MONTE

★★★★ **Oh! My Pa-Pa** (Mio Papa)—**REPRISE 20037**—Monte sings this oldie—once a smash for Eddie Fisher—in Italian and with considerable feeling. Mixed chorus floats behind with a trumpet added for good measure. Could grab spins. (Shapiro-Bernstein, ASCAP) (2:29)

★★★★ **Tiel Ti-Tiel To-Tiel Tu**—A bouncy tune with strong Adriatic feeling. Song is done with a fem chorus in England and Italian. (Romance-Ding Dong, BMI) (2:40)

THE BACHELORS

★★★★ **Day I Met You**—**SMASH 1723**—The Bachelors sell this listenable ballad effort nicely over good backing by the combo. A side that could pull some coins, and is worth jockey exposure. (Sherman-DeVorzon, BMI) (2:25)

★★★★ **Hey Little Girl**—Peppy rhythm novelty is sold with spirit by the boys but the flip side is a mite stronger. (Sherman-DeVorzon, BMI) (2:09)

KING COLEMAN

★★★★ **Do the Hully Gully** (Parts I & II)—**ATLANTIC 2125**—King Coleman's wild recording of the Hully Gully—the predecessor of the Twist—is a mighty commercial one right now. The leader shouts out the calls
(Continued on page 44)

WILLIAMSON

"West Side Story"



R

R

A

KAPP RECORDS
K 437

Chubby Twists Again Around the Twin Cities

MINNEAPOLIS — "Let's Twist Again," Chubby Checker's followup to his previous Twist disk, was happening all over again in the Twin Cities area last week. His original "The Twist" was No. 55 on BMW's chart last week and is climbing.

A two-sided disk, "What I Feel in My Heart" backed by "Losing Your Love" by Jim Reeves is getting some late action. The tune hit BMW's chart a couple of weeks ago and then dropped off.

Business

Business in the Twin Cities continued strong though not really hot, new material was in the offing. Strong sales were being chalked up by national chart favorites.

Big sellers in the area were "The Lion Sleeps Tonight," the Tokens; "Run to Him," Bobby Vee; "Your Ma Said You Cried," etc. Kenny Dino; "Little Altar Boy," Vic Dana; "Walk on By," Leroy Van Dyke.

Other tunes selling strong included "The Twist," Chubby Checker; "For Me and My Gal," Freddy Cannon; "Happy Birthday, Sweet Sixteen," Neil Sedaka. The Sedaka tune broke in Chicago last week.

Radio

Up at hit-conscious KXGO, Fargo, N. D., Ron Clark, program director, said that "Fallou," Aston Martin's Del Rio release was "exploding into a big hit—in fact, from the moment it was first played, it caught on and away it's going."

Linda Scott's "I Don't Know Why" has been on KXGO's charts for a couple of weeks (also on BMW's charts) but Clark said "only holding its own. This week it's taking off."

"Goodbye Cruel World," the Jimmy Darren tune on Colpix has been on BMW's charts for five weeks but just last week started doing something in this area, according to Clark.

Air Play

At WCCO, Minneapolis, Mimi Baasen, record librarian, cited several new tunes which have been "getting a lot of air play" from the station (a good music but also hit-conscious outlet): "Just Friends," Bob Beckham (Decca); "Maria," both the Roger Williams (Kapp) and Clebanoff (Mercury) versions; "You're Following Me,"

Perry Como (RCA); "Revenge," Brook Benton (Mercury); and "Cotton Fields" by the Highwaymen (UA).

"Cotton Fields," not yet on the national charts, is climbing fast up here, as are two other tunes already on the national scene: "Walk on By," Leroy Van Dyke and "Tonight" with Eddie Fisher.

Also climbing well are Bobby Vee's "Run to Him" and the Tokens' "The Lion Sleeps Tonight" according to WCCO.

At WLOL, another big Twin Cities radio outlet, the "find of the week" is Connie Francis' "When the Boy in Your Arms."

Baltimore Mkt. Sluggish

BALTIMORE — Mild but definite action showed for Mary Wells' "Strange Love" on Motown, and "She Put the Hurt on Me" by Prince La La on AFO, in a week generally described as "sluggish" in this area. "Let's Twist Again," by Chubby Checker on Parkway was getting fair action.

Pushing up from lowest rungs on the chart ladders via good sales here were: "Well, I Told You," by the Chantels on Carlton; "Greetings," by the Valadiers on Miracle; "I Know," by Barbara George on AFO, which broke out here some three weeks back; "Pushin' Your Luck," by Sleepy King on Joy, which began bubbling in the wake of a Baltimore breakout in early October here, and Ernie K-Doe's "A Certain Girl," on Minit. "Turn Around, Look at Me," by Glen Campbell, which slipped off the national "Hot 100" chart last week, was still pulling fairly good sales here and getting frequent radio play.

The Tokens' "Lion Sleeps Tonight," which took a flying leap up into the "Hot 100" chart last week, continued to be very much awake here, with dealers reporting strong sales. Oddly — and perhaps significantly—the "Lion" has not had the heavy play given other newcomers in the very low and bubbling-under chart range.

Twisting to LP's

Baltimore is cashing in on the Twist craze but not spectacularly on singles. The heavier buys are in LP's, which seems to indicate that the teeners here are leaving the coifskrew dance to the album-buying adults, and concentrating on the newer "Fly" by twisting Chubby Checker.

"It's Too Soon to Know" by Etta James on Argo got its first fair-to-middling sales by Baltimore dealers last week. The chart toppers are still pulling strong sales here, with "Big Bad John," "Runaround Sue," "Please Mr. Postman," "Heartaches," "Moon River," et al., keeping up sales

MGM Execs Jet To the West Coast

NEW YORK—MGM execs were on the move last week on tours involving current new releases and product soon to be recorded. Label President, Arnold Maxin, jetted to the West Coast last week for meetings with studio execs on new track packages and singles from forthcoming MGM films. Maxin also huddled with Jesse Kaye, West Coast a.&r. chief, and Bernie Silverman, Coast sales manager for MGM and Verve.

Meanwhile, MGM and Cub national sales chief, Sol Greenberg, concluded a distrib tour through the West with visits in Los Angeles, San Francisco, Denver, El Paso, Salt Lake City and Seattle.

that would otherwise be at low ebb.

Another close-out for singles was reported by dealer Harry Levey, of Baltimore's 34-year-old record and book emporium, the Frigate. Levey said, "We got disgusted trying to keep track of what was selling locally. All the radio stations had their own hit lists, and the national listings didn't do enough for us."

The Frigate may even discontinue LP's, or close down altogether, "if the cut-throat type of competition continues."

Dealer Levey says "The mass consumption houses are given discounts on the best product. The retailer might even get along with the record clubs and the racks—but we can't survive massive price wars like that Gimbel-Korvette thing in Philadelphia."

The Frigate manager estimates that since 1956, record sales for them have dropped 10 to 20 per cent in each year from the previous year.

Jerry Grue of the Arcade, in an uptown shopping center, reports "very strong" sales for Johnny Crawford's "Your Love Is Growing Cold," and good sales for "What a Walk" by Bobby Lewis on Beltone (flip side is "Cry No More"). "Not Just a Soldier," by Little Richard had a fair sale here last week. But in general, "business is stagnant."

Albums pulling best at Arcade last week, in the order of sales were Elvis' "Blue Hawaii"; Al Hirt's "He's the King," on RCA, and "Twelve Plus Three" on End. And, of course, last week, and "probably any week, the Twist albums — anything by Chubby Checker."

A downtown store also reported best album sales last week on "Twelve Plus Three," with strong action on LP's by Eddie Harris on Vee Jay, and jazz stars Ray Charles and Hank Crawford. "But nothing is really moving fast — business is poor," said Mrs. Clapp at the Penn Music store.

Twist Spurs Hub Sales

BOSTON — The Hub area with its conservative stand is perhaps a little slow to accept new things, but when it does, it does it with a vengeance. Typically, records that have been popular in other areas are now just coming into sight. No less than five of these have started selling this week, and the Twist disks, which have been stirring for months, have now come up strongly.

Leading the Twist list here is "Let's Twist Again" by Chubby Checker on Parkway, followed closely by Joey Dee on Roulette with "Peppermint Twist." The other "Peppermint Twist" by Danny Peppermint on Carlton is also showing life. Capitol's "Steps One and Two" with Jack Scott has a healthy following all of a

sudden. The big breakout in Boston is Victor's "Especially for the Young" by Perry Como. The customers are demanding this side despite the big promotion by RCA for the flip, "You're Following Me."

Twist a Boost

It would appear that the popularity of the Twist has revived sales in the Boston area where dealers have been complaining of slow business. They attribute this largely to too many live personalities on local stages and the fact that bowling and other activities are taking away the extra cash of youngsters whose budget is limited. Something that may have hopes for the future is another Twist record, "The Mother Goose Twist."

MUSIC AS WRITTEN

New York

K. & H. Records of Columbus, Ohio, is now having its disks distributed overseas by Rank Records International. . . . Connie Francis is the headliner in New York's Thanksgiving Day Parade sponsored by Macy's. . . . Johnny Cash opens at the Cave Supper Club in Montreal November 24. He is playing a concert at Carnegie Hall in New York on May 9. . . . Jolly Joyce, the agent, and Hank Snow, have just returned from a tour of Germany. Joyce, who books Joey Dee and his ork, has set the ork in a new flick called "Hey, Let's Twist."

Tito Rodriguez and ork play the Palais D'or Ballroom in Montreal, starting November 27. . . . Dick Gregory opens at the Flamingo in Las Vegas in February. . . . Buddy Kaye and Phil Springer are furnishing the theme and additional songs for the forthcoming flick "Twist Around the Clock," which will feature Clay Cole and Chubby Checker. . . . Janice Dietchman of Premier Albums, was engaged last week to Marvin Kerper, demolition specialist.

"Rock Around the Clock" is in the new Jerry Lewis flick "Errand Boy." . . . The Mural label has signed Jean Owen and Roger Paige. . . . Time Record executives Bobby Shad, Phil Picone, Bernie Askanazy and Pete Spargo are all out working on the firm's new album release. . . . Til Dieterle opens at the Sheraton-Charles Hotel in New Orleans November 27. . . . Bill Black and combo open today (20) at the Roundtable for three weeks. . . . Ivan Mogull is in California for a week visiting deejays and record companies. Mogull has picked up a flock of songs from Europe for exposure here, and vice versa.

Ben Arrigo has set up his own promotion firm, Glenn Productions, on West 57th Street, to promote singles. . . . Caedmon Records is being distributed by S. & S. in Detroit. . . . Alan Paramor, head of Lorna Music of London, is in New York to see local publishers and record people and for confabs with local rep Karl Otto Westin. Lorna is a subsid of Wilhelm Hansen Music, Copenhagen.

A new label, Palisades, has been started by H. E. Kunsmann Jr., of Englewood Cliffs, N. J. . . . E. B. Marks Music has taken on the score to the Off-Broadway musical "All in Love." Score is by Bruce Geller and Jacques Urbont. . . . Gabe Hazlewood, father of Lee Hazlewood, has bought stock in the Viv label from Loy Clingman. . . . The Si Zentner ork is expected to be renewed for another four weeks at the Roosevelt Hotel in New York.

Dan Terry, in California for a week of recording for the Cinema label. Bob Rolontz

Cincinnati

The Surf Club, suburban nitery, has inaugurated a series of "Jazz on a Sunday Afternoon" concerts under auspices of George Reising, producer of the Ruth Lyons "50-50 Club on WLW-T and affiliate stations. First session (12) spotlighted Billy Walters' 10-piece ork, the Ron McCroby Sextet and Lee Stolar's Trio, with Station WNOP's general manager-deejay, Dick Pike, handling the emcee chores. . . . The Limelifters pulled a fat 8G in a single performance at the 3,600-seat Music Hall Friday night (10). . . . Lee Fogel, promotion man with Cosnat Distributing here, is in Indianapolis this week to make the deejay rounds with the veteran Vaughn Monroe to plug the latter's new Jubilee release, "Bye, Bye Blackbird." Monroe opened Thursday (16) at the Crown Room in the Hoosier capital for a fortnight's stand.

After a seven-month engagement at the New Frontier Hotel, Las Vegas, Charlotte Arren and Johnny Broderick, veteran musical comedy, vaude and nitery team, are spending several weeks with their family in Chicago before flying to Paris November 29 for the opening of the new Lido Club show December 5. Before taking off, they will spend several days in New York with their agent of many years, Miles Ingalls, and wife Bea. Broderick, a songwriter and composer of note, has had a number of his tunes recorded recently by Mahalia Jackson. . . . Jerry D. Allen, formerly engaged in the record business in Chicago, has been named promotion and advertising director of Steve and Paul Brodey's Village Inn, Indianapolis. Current at the spot are Big Moe and the Panics, with Wally Olvera and his Latin music and Johnny and Jean Winn, instrumental and vocal duo, slated to follow in soon. . . . Fraternity Records chief, Harry Carlson, last week rushed a release on two new Harlan Howard tunes, as done by singer Bobby Bare. Top side is "That Mean Old Clock," with the flip, "The Day My Rainbow Fell." Howard directed and produced the session at the Owen Bradley studio in Nashville two weeks ago. Bill Sachs

Chicago

Ben Wood, Mercury promotion man in Milwaukee, adds Chicago to his territory. He'll work out of Garmisa offices in both cities. . . . Mauri Streitmatter is out as musical director at WIND here. A station shake-up aimed at improving ratings is reportedly in the works. . . . Boss Records here releases its first single—an up-beat rock and roll tune, prexy Don Clay advises. United is handling distribution. . . . Roy Wood, WGES, adds a remote jazz show. It'll be beamed from Chi nighteries. . . . Bob Conrad of the ABC-TV "Hawaiian Eye" show, huddled with Jim Lounsberry and other Windy City deejays promoting his new Warner Bros. single last week. . . . Norm Wieland sales manager for Urania and a former BMW staffer, named Record Distributors here to handle his firm's line. . . . Organist Cliff Duphiney tried out Universal's plush new Warner Bros. single last week. . . . Norm Wieland, week. . . . A host of record artists and traders will attend Sig Sakowicz's Tuesday (21) evening bash for his Mother's Fan Club, including Decca's Frank Scardiano (promo man), Ames Brothers and Dick Gregory. Sig will have Lester Lanin Thursday and Annette Funicello (she's got a couple of juke-

(Continued on page 39)

A New
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INTERNATIONAL
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EXCHANGE

on page 35

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ZOA Seeks Cartel Office Probe in GEMA Deadlock

BONN—West Germany's Central Organization of Coin Machine Operators has requested the Bundeskartellamt—Federal Cartel Office—to intervene in its deadlocked negotiations with GEMA, the German copyright organization.

The deadlock has been placed before a court of arbitration headed by a West German Supreme Court Justice. However, ZOA is asking the Federal Cartel Office to investigate the "monopoly position" of GEMA in the German music trade. The operators contend that GEMA's lack of competition in the royalty collections field constitutes a monopoly in the sense of the West German antitrust statutes.

If, as ZOA contends, that GEMA is a monopoly, the copyright organization ipso facto is liable to regulation by the Federal Cartel Office.

What ZOA is asking for, in effect, is a determination of GEMA's legal status. GEMA is legally constitute under the same legislation applying to athletic clubs and fraternal organizations. The operators contend that such status is ridiculous in view of the economic importance of the performing rights society. ZOA takes the position that GEMA's solitary status and its escalating royalty demands on the phonograph operator endow the copyright society with the de facto status of a monopoly with life or death power over the juke box trade.

The operators charge that GEMA enjoys the legal status of a voluntary organization while being permitted to wield the economic power of a monopoly.

Model of Co-Operation
GEMA protests that it is voluntarily submitting to scrutiny from the Federal Ministry of Justice, which is permitted to examine GEMA's books and to monitor its meetings. Dr. Erich Schulze, GEMA's board chairman, states that GEMA in effect is operating in gold fish bowl and is a model of voluntary co-operation with the government.

Dr. Schulze says GEMA's demands are reasonable and entirely within the capacity of the juke box trade. He feels that the deadlock with ZOA has been overly dramatized and is unfair to the copyright society.

The operators, however, see the situation in a different light. They

contend that the Federal Cartel Office is ignored under the present informal arrangement between GEMA and the Justice Ministry. ZOA, moreover, says that the Justice Ministry merely "takes note of" GEMA's operations and makes no real effort to regulate the copyright society.

It is ZOA's contention that the mere fact of GEMA's legal status as a fraternal-type organization is sufficient to exclude it from effective supervision.

The operators are requesting, furthermore, that the Cartel Office

(Continued on page 50)

NAB Drive Uses Music PR Slogan

WASHINGTON—"Build Radio With Radio," slogan of the public relations service of the National Association of Broadcasters, will be fortified by a newly appointed committee. NAB President LeRoy Collins has appointed eight broadcasters to NAB's Radio Public Relations Committee to put more drive into the promotion by radio stations for radio as a source of entertainment and service.

The committee is composed of members of NAB's radio board of directors, and is chaired by Robert J. McAndrews (KBIG), Hollywood. John M. Couric, NAB manager of public relations, says more than 1,400 NAB member radio stations are enlisted in the Build Radio air campaign launched about two years ago, but NAB would like to see all stations get into the act.

Gypsy Rose Lee Will Tell Her Own Story

NEW YORK—Gypsy Rose Lee has signed a contract with Stereodiscs Records to produce a fictionalized version of events in her show business career. These events would range from burlesque days to films to the Broadway theater. The script has already been written by Eli Basse. The album will contain songs, comedy and patter, and will be titled "Gypsy Rose Lee Remembers Burlesque."

The score is being arranged by Bobby Kroll.

They're Twistin' Around the World

By JUNE BUNDY

NEW YORK — The Twist craze is taking on global aspects. They're Twistin' in Europe, too, these days, and Thom McAn Shoes is currently mapping out a merchandising tie-up with Chubby Checker on a Twister shoe which reportedly will be conducted on a world-wide basis.

At the same time, three motion pictures with Twist themes are going into production shortly. They include Paramount's "Hey Let's Twist," starring Joey Dee and the Starlites, Columbia's "Twist Around the Clock" with Dion, and "It's Trad, Dad," a British-American film which will mark the movie debut of Chubby Checker.

Checker, who starts a European tour next month, will film the picture in London. It will also feature Gary (U. S.) Bonds, Del Shannon and the Dukes of Dixieland, along with British wax stars Helen Shapiro, Chris Barber, Kenny Ball and Acker Bilk. The Joey Dee movie, which starts shooting here in New York this week, will spotlight the story of Dee's introduction of the Twist to Cafe Society at the Peppermint Lounge here. It will also feature Jo-Ann Campbell, Teddy Randazzo and Kay Armen, with musical score by Henry Glover, Roulette's pop a.&r. chief.

'Around the Clock'

Sam Katzman is in New York this week to line up additional cast members and dancers for "Twist Around the Clock," which goes before the cameras later in the month, and will aim for a fast Christmas release.

Meanwhile, Dee and his Starlites have taken a

week's leave of absence from the Peppermint Lounge here to go out on the road and plug their new Roulette "Twist" single and album. They are appearing on Dick Clark's ABC-TV show, and with Buddy Deane, WJZ-TV, Baltimore, and will also visit Cleveland.

Checker has solved his personal appearance problems, with film segments which are being made available to TV stations across the country. Station WOR-TV here is scheduling a series of nine one-minute Twist lessons by Checker, plus special five-minute "Twist" film programs daily this week. The one-minute instruction spots were specially taped by Checker for WOR. They are spotted every hour on the hour from 9 a.m. to 6 p.m., with the five-minute specials scheduled for 9:30 a.m., 3:25 p.m. and 12:20 a.m. Clay Cole is also featuring Chubby Checker's "Let's Twist Again" album and his three singles are getting strong action on the charts. So are other Twist disks.

Bud Katznel, Roulette's sales chief, reports that Joey Dee's album "Doin' the Twist at the Peppermint Lounge" is shaping as the biggest LP in the label's history. Due to reorders, Katznel said they are pressing Dee albums on the West Coast, as well as using more than one plant here in the East.

Meanwhile, there are 45 different recorded versions of the Twist on the market in France. Two English artists were No. 2 on BMW's "Hits of the World" chart for France last week with "Let's Twist Again." They were Johnny Halliday and Richard Anthony.

NEW LP RELEASES

This listing of key LP's being released by manufacturers is intended as a buying guide for dealers and distributors. We will endeavor to list new LP releases as far in advance as practicable.

RCA VICTOR

ARTHUR MURRAY'S MUSIC FOR DANCING THE TWIST—LPM 2492 LSP 2492

PRESTIGE

MOVIN' RIGHT ALONG—Arnett Cobb—PRLP 7216 (M)

SETTIN' THE PACE — John Coltrane—PRLP 7213 (M)

PRESTIGE-MOODSVILLE

NICE 'N' COOL—Gene Ammons—Moodsville 18 (M)

PRESTIGE-SWINGVILLE

IT'S ABOUT TIME—Jimmy Hamilton—Swingville 2022 (M)

PRESTIGE-NEW JAZZ

ERIC DOLPHY AT THE FIVE SPOT—Eric Dolphy—New Jazz 8260 (M)

PRESTIGE-BLUESVILLE

DONE CHANGE MY MIND—Furry Lewis—Bluesville 1037 (M)

BLUES IN THE BOTTLE—Lightnin' Hopkins—Bluesville 1045 (M)

PRESTIGE INTERNATIONAL

ORANGE BLOSSOM SPECIAL — Tommy Hunter's Carolina String Band — Intl. 13026

TWILIGHT SONGS OF ISRAEL — Ron Eliron—Intl. 13046.

LYRICA EROTICA VOL. 1—Ed McCurdy—Intl. 13044

TRU-SOUND

HOT SAUCE—The Latin Jazz Quintet—Tru-Sound 15003

CAPITOL

AN ENGLISH MUSIC HALL—T-10273-ST-10273

MARIANO MORES' MEXICO — T-10292-ST-10292

FREDDY GARDNER—T-10296

COME FLY WITH ME—SW-920

LOVE TIDE—T-1571-ST-1571

BROADWAY SWINGS AGAIN — T-1641-ST-1641

STARLINE SERIES

THE BEST OF THE FOUR FRESHMEN —T-1640-ST-1640

ANGEL

SCHUBERT: PIANO SONATA IN D MAJOR, OP. 53—COLH-83

BENIAMINO GIGLE: ALBUM 1—COLH-118

EPIC

BLESS YOU—Tony Orlando—LN 3808-BN 611

SOCIETY DANCES THE TWIST—Lester Lanin—LN 3825-BN 620

INTRODUCING TUBBS—Tubby Hayes—LA 16019-BA 17019

WITH, Balt., Format Move

NEW YORK — Still another Top 40 station — WITH, Baltimore — has adopted a more moderate music programming policy. (See page 1 story in BMW last week.)

One of the Top 40 format pioneers, WITH now programs "Music for the Young in Heart," featuring "carefully selected numbers from the current Top 40 list, based on what we term as having merit," plus all-time favorite pop artists, LP selections and instrumentals.

R. C. Embry, vice-president of WITH, notes, "A careful study of musical trend through record album sales, as well as Pulse audience ratings over the past three years, indicated to us that there is throughout most sections of the country a definite trend toward less raucous programming. Also most stations who have ignored the growing interest in a greater variety of popular music have shown sharp declines in audience ratings during the past six months."

Only One

The exec adds, "This is the only programming of this type in Baltimore. The other major stations either play no popular music at all—going back to the '20's and '30's and beyond for their music, or are rigid format stations which play nothing but Top 40 selections."

Commenting upon BMW's story about the trend, D. H. Long, manager of WLOS, Asheville, N. C., writes: "May we respectfully suggest that due recognition might be in order, to all those stations, such as WLOS, who are not finding it necessary to 'move toward better music and news coverage.' We had it all along, and combined with new ideas and progressive thinking it has been paying off. . . . Every day offers us more proof that the demand for news and 'good music' never faltered."

OVER 12,500 MUSIC EVENTS

WASHINGTON — Over 12,500 musical events reflecting every possible taste are listed for the current 1961-1962 season in the calendar released by the President's Music Committee of the People-to-People program. The 329-page Calendar of Music Activities in the U. S. lists performances from opera to jazz, music workshops, folk festivals and you name it, scheduled in 1,022 American cities between now and June, 1962.

This is the only comprehensive listing of the events and is of great service not only to the music-minded at home but abroad, a fact pointed out by Mrs. Jouett Shouse, chairman of the music committee which compiles the monumental musical menu. Copies of the domestic calendar and its counterpart, the International Music Calendar, are available for \$2 a copy, postpaid, from Committee headquarters, 734 Jackson Place N. W., Washington 6.

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Be sure to read the INTERNATIONAL BUYERS & SELLERS EXCHANGE on page 35 of this issue

FOLK TALENT & TUNES

By BILL SACHS

Latest bookings announced by Curtis Artist Production, Goodlettsville, Tenn., put Ernest Tubbs and His Texas Troubadours in Sioux City, Ia., November 21; Ohama, Neb., 22; Lincoln, Neb., 23; Topeka, Kan., 24; Wichita, Kan., 25, and Tulsa, Okla., 26; Ray Price and His Cherokee Cowboys, Saginaw, Mich., November 21; Grand Rapids, Mich., 23; Lansing, Mich., 24, and Winston-Salem, N. C., 25; Buck Owens, Edmonton, Alta., November 21; Calgary, Alta., 22; Vancouver, B. C., 24, and Spokane, Wash., 26. . . . The Grace Agency, Inc., Charleston, W. Va., announces the signing of country singer Bill McDowell to a personal management and booking pact.

Kenton Sizemore, president of Rena International Records, announced last week that Bill McDowell's waxing of "America's Uncrowned Queen" b.w. "Hobo's Guitar" has reached 15,000 in sales in less than a month, with strongest reaction coming from Kentucky, Virginia, West Virginia, Tennessee, Illinois, Mississippi and Pennsylvania. . . . Leon Hobson's new one on the Nashville label couples "My Friend Stole My Love Away" and "Ball 'n' Chain Blues." . . . Keith Albee is making the rounds of radio stations in New York and Pennsylvania to promote his latest Paragon release, "Tell Him You Are Mine" b.w. "Only Tonight." . . . Steel guitarist Donald Love has joined Howard Vokes's combo of New Kensington, Pa. Vokes has just cut his own version of "Mountain Guitar" and a gospel tune, "It's All Right Now," for Del-Ray Records. Both sides are published by Acuff-Rose.

"Mountain Guitar" has been recorded in the past by Larry Dale, Rudy Thacker and Roy Acuff.

Hawkshaw Hawkins and Jean Shepard have just signed an exclusive management pact with the Jim Denny Artist Bureau, Nashville, with the Hawk slated for dates in Pennsylvania November 23-26. . . . George Morgan and his unit arrived in Japan Monday (13) for a series of theater and club engagements. . . . Jimmy ("Big Bad John") Dean, supported by Bill Grammer and band, Bobby Lord, the Louvin Brothers and Leroy Van Dyke appeared for the Denny office in Moline, Ill., November 17; Cedar Rapids, Ia., 18, and Des Moines, Ia., 19. . . . Another Jim Denny booking found Minnie Pearl, Carl Smith and His Tunesmiths, Stonewall Jackson, Jimmy Dickens, Red Sovine, Carl Belew, Dolores Smiley and a band showing their wares for the Charlottesville, Va., Chamber of Commerce November 18.

Keystone Gospel Quartet cut a session for Kiski Records at Vandergrift, Pa., last week. . . . A V. Bamford handled the promotion on the c.&w. show presented Sunday (19) at Municipal Auditorium, San Antonio, featuring Webb Pierce, Hank Thompson, Lawton Williams, Warren Smith, George Jones, Leon Payne, Slim Whitman and Billy Deaton. . . . Bill Anderson has signed an exclusive writer contract agreement with Moss Rose Publications, Nashville, and an artist management pact with the Hubert Long talent firm in the same city. Anderson presently has five tunes on the charts, namely "Po'

Manufacturers Cut Stereo Disk Prices in W. Germany

By OMER ANDERSON

HAMBURG—Major West German diskeries are dropping stereo records to the same price levels as monaural in an effort to boost stereo sales.

The pricing policy of the major producers will now be the same price for stereo and monaural down the line. However, in some cases diskeries are slightly advancing the price of monaural albums to the stereo level.

Trade experience in this country has been that the customers will shy away from stereo as long as it is priced higher than monaural. Most German diskery executives feel that stereo is now at the turning point — either it will replace monaural or it has to be abandoned.

The equal pricing tactic is a move to force a decision. If the

customers continue to be skittish about stereo, even after the price is dropped uniformly to the monaural level, stereo is a dead duck.

This is the view of the German trade, which is unwilling to wait longer for a crystallization of customer preference. The trade has slowly become exasperated with the indecisive reception accorded stereo.

Stereo a Burden

The necessity for continuing both stereo and monaural production is becoming an increasing burden on the German trade. Juke box distributors complain bitterly that they can't get enough stereo titles for the stereo machines they sell.

At the same time the paucity of stereo pressings is contributing to the vicious cycle. Until there are sufficient stereo titles available, the sale of stereo phonographs and home record players will be retarded.

In West Germany the sale of juke boxes and home record players has reached the stagnation point, with buyer resistance hardening fast because of the unsatisfactory stereo supply situation.

Because of diskeries' failure to produce sufficient stereo titles, the German trade has been forced into an ambivalent attitude. While the trade in theory has much to gain from the introduction of stereo, more and more distributors and dealers are writing it off and concentrating again on monaural.

Their reasoning is that stereo has become too risky for further procrastination. The German trade is buzzing with rumors of an impending electronics "breakthrough" which will permit production of ultra high-fidelity disks far sur-

passing stereo in listening appeal. In fact, much stereo buyer resistance is anchored in the conviction that stereo is already being technically overtaken.

Sour on Stereo

West Germany's juke box trade is gradually souring on stereo, and the trade has its reasons. Most operators and locations are agreed that stereo's main value is as a status gimmick, a prestige symbol. Few locations receive, or even make the attempt to receive, the full tonal benefit from stereo.

The usual rejoinder to the question why operators and locations don't strive for the full stereo effect, even when they have stereo boxes and a suitable atmosphere, is, "What do you think I'm running? A concert hall? I have a bar, and in a bar you keep people talking—and drinking."

Even home stereo listening is encountering strong resistance in West Germany. The dearth of stereo disks is blamed primarily. However, German hi fi has continued to make headway and is taking the sales play away from stereo.

Irked at the unsatisfactory stereo disk supply situation, more and more shops in this country are deliberately turning away from stereo and promoting hi fi with the promise of "fantastic new ultra hi fi" in the "near future."

This is the climate of sales resistance that has now led the major German diskeries to align stereo and monaural prices for a decisive stereo sales test.

If stereo starts selling big after the monaural price alignment, the diskeries will rev up volume stereo production. If not, stereo will probably be sidetracked.

Folks," as recorded by him on Decca; "To You and Yours (From Me and Mine)," recorded by Hank Locklin on RCA Victor; "It Hurt Me More (the Second Time Around)," by the Louvin Brothers on Capitol; "When Two World's Collide," by Roger Miller on RCA Victor, and Reeves' new one, "Losing Your Love," on RCA Victor. Bill recently joined WSM's "Grand Ole Opry" as a permanent member.

Al ("Pistol-Packin' Mama") Dexter cut a session for Capitol at the Bradley Studios in Nashville during the recent country music festival, with a single release due out within 30 days. Also coming up soon for

(Continued on page 46)

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AND THE MONTGOMERY
BROTHERS**

JAZZLAND 55

DEALERS: Ask about the 2 for 10 special on your initial order. Contact your nearest Jazzland distributor or L.P. Sales Corp., 235 West 46th Street, New York City
... Program directors: write for your copy. Mono: 55, Stereo: 955



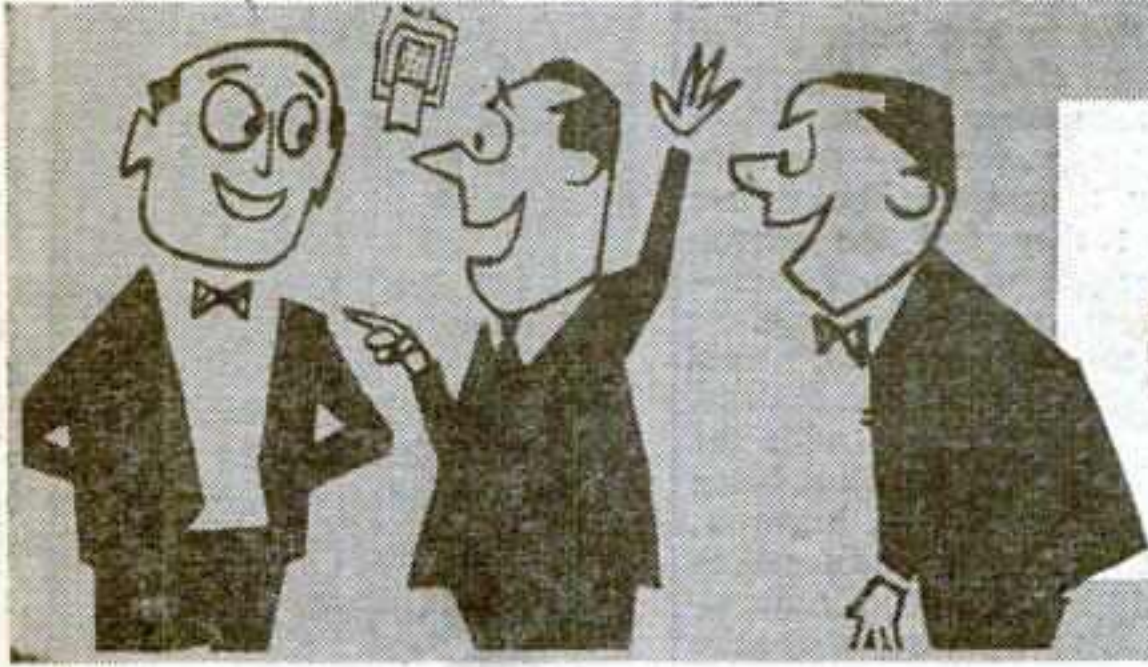
IT ALL BEGAN ON VERVE!

Comedy records began to go on the charts when Verve started presenting the first family of humor—Shelley Berman, Jonathan Winters, and Mort Sahl. Comedy albums became an industry-wide stampede as Verve added such wits as Phyllis Diller, Elsa Lanchester, and Billy Gray to the roster. Today comedy albums are as important a part of the record scene as the original cast sets and the most elaborately produced pop music packages. It All Began On Verve... the label that continues to lead in this fast-selling, side-splitting area of the record business.

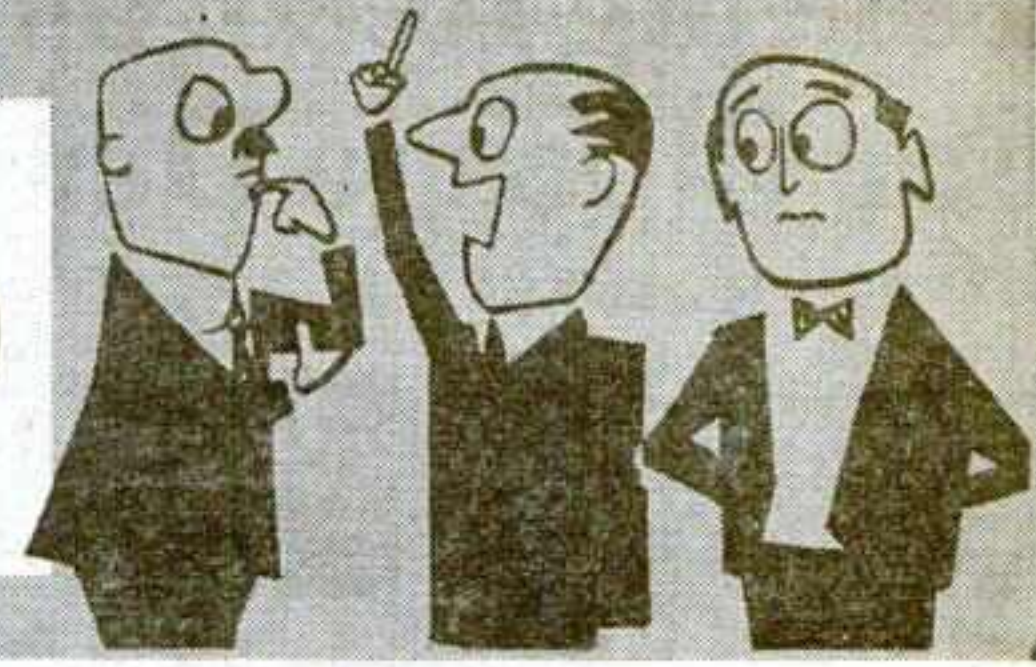
NEW! A Personal Appearance, SHELLEY BERMAN.... (V-15027)
NEW! Here's Jonathan, JONATHAN WINTERS..... (V/V6-15025)
NEW! Phyllis Diller Laughs, PHYLLIS DILLER..... (V/V6-15026)
NEW! Elsa Lanchester Herself, ELSA LANCHESTER (V/V6-15024)
NEW! The Many Shades Of Billy Gray, BILLY GRAY (V/V6-15030)

Verve Records is a division of Metro-Goldwyn-Mayer, Inc.

THE WIT OF AMERICA IS ON VERVE



**BILLBOARD
MUSIC WEEK
SPOTLIGHT ON COMEDY AND
SPOKEN WORD ALBUMS**



**Comedy LP Laughs Comedy Album Sales Brighten
Gain on Nation's Air Dealer, Distrib Profit Picture**

**Manufacturers Stress Trend
With Special Jockey Packages**

By JUNE BUNDY

NEW YORK—Comedy albums finally broke through into AM Radio programming this year, but other types of Spoken Word LP's still depend mainly upon FM outlets for radio exposure.

Disk jockeys across the country are programming more and more comedy LP's. Manufacturers are doing all they can to encourage the new trend by providing deejays with specially timed segments from comedy LP's, and making the album stars available for interviews and special tape segs whenever their nitery and TV schedules permit it.

For example, Verve Records provides Shelley Berman albums to about 1,200 stations which emphasize LP programming, and also makes up a special EP, featuring four sides from the album which is sent to 2,100 Top-40-type outlets. In addition Berman tapes special comedy station breaks for some outlets, and does telephone interviews with comedy deejays. Whenever he plays a nitery date Berman also manages to sandwich in visits to local stations. The disk jockey EP made up for Shelley's newest LP "A Personal Appearance," features the following three bands—"Hotel Telephone Conversation" (2:45), "The Dentist" (2:30) and "TV Advertising" (2:15).

Capitol Too

Capitol Records also sends selected tracks from its comedy packages to an extensive deejay list at Top-40 stations, while entire albums are sent to outlets utilizing LP's. Album bands are selected for time (must be under three minutes) and suitability for airing (i.e., clean).

Comedy is used on practically every type of deejay show today. For example, Mike Jordan, KMAC, San Antonio, Tex., uses edited (3-4 minutes) cuts from comedy albums on both his "Sweet Sound" AM radio show and his KMAC-FM jazz show with equal success. On his jazz program Jordan features about five minutes of comedy rou-

times by Mort Sahl, Berman and others. "I get requests all the time for certain comedians," reports Jordan, who believes jazz fans are particularly good comedy audiences. On his AM show, Jordan says he "occasionally comes out of a newscast with a 15-second recorded gag line."

John Quinlan has been doing "The Comedy Corner" on WSBC-FM, Chicago, for the past 20 months. The program is aired on Saturdays from 9 to 10 p.m. and rebroadcast from 4 to 5 p.m. on Thursday. Quinlan (who uses the name Quinn on the air) features only comedy disks, ranging from current LP's to ancient 78's. He also spotlights interviews with comedians, producers of comedy revues, aspiring comedy writers, and a weekly report on local comedy events and news.

Sid Sirulnick, program director of WNTA, Newark, N. J., is a pioneer user of comedy albums on radio. His "Komedie Korner," featuring comedy LP's, is "probably the oldest regularly scheduled recorded comedy seg. It is now featured twice an hour on each of WNTA's shows and is "pulling big mail." The station also has an hour comedy show, "The Best of Comedy Hour," from 2:30 to 3:30 p.m. on Sundays with Hank Bradford as emcee.

No Profanity

"To get air play on a comedy album," notes Sirulnick, "please omit or edit out the cursing. In almost every case it doesn't help the development of the bit and certainly the cursing prevents any air play. The labels could get a larger share of play by taking this step. Deejay copies of comedy LP's life could be made a good deal easier to use if the LP's had a separate track for each bit, rather than tracking through a complete side. By doing this, we can have all of the humor in the album available for air easily, instead of just the easy-to-find portions."

Late hour and all-night shows are particularly good exposure outlets for comedy material. Many all-night jocks frequently spotlight an entire 15-minute seg devoted to one comedy package. For example, Jack McDermott, WKAT, Miami, features one comedy side an hour on his all-night program. "I receive more requests for these (comedy sides) than I do for music," notes McDermott. "It makes for a variety type of program." Pat FitzGerald, WHK, Cleveland, features from three to four comedy sides per hour on his all-night show.

Many deejays who play comedy LP's lament that too many packages contain sides which can't be aired. Gene Taylor, program director of WLS, Chicago, comments: "Most of the material in comedy albums today can't be aired because of content. I would like to urge more top nitery comedians to

(Continued on page 19)

**New Wave Comics Sparkle on LP's
With Special Appeal to Young Adults**

By BOB ROLONTZ

NEW YORK—The sock sales of comedy LP's over the past three years has been one of the brightest aspects of the album business for dealers and distributors, and for those labels with the top selling comics. Recordings have helped turn many comics only slightly known outside of the night club circuit into household names, and have given many new comics a chance to first display their talents, their style and their routines.

The revival of interest in comedy on records was sparked in the late 1950's by a new wave of young comics, who had special appeal to the college and the post-college set as well as other adults who enjoyed comedy monologs. Prior to the breakthrough of the new wave comics, the 1950's, unlike previous decades had been scanty as far as strong selling comedy disks were concerned. Two of the more memorable 45 r.p.m. records from the early 50's were Andy Griffith's "What It Was, Was Football," a minor classic, Stan Freberg's "St.

George and the Dragonet," and Ed-die Lawrence's "Old, Old Vienna." Sahl, Berman, Etc.

The new wave of comedians included Mort Sahl, Lenny Bruce, Jonathan Winters, Shelley Berman, Bob Newhart and others. These comics were topical, often intellectual, satirical and critical, and they appeared to aim more for chuckles than bellylaughs. They seemed to fit the mood of the young adults more than the Milton Berles or Jack Bennys or Bob Hopes, and many of them were originally discovered by the college set in the smaller, more utilitarian night clubs that have gradually replaced the plush, girly-line boites of other years.

Few of these newer and younger comics who have made it with hit LP's could be called sick, in spite of the common use of the term. Lenny Bruce, perhaps—although his records have not continued to be strong sellers—but hardly any of the others. In fact, some critics have felt that the Sahls, Newharts, Bermans, Winters and

Jose Jiminezes, with their thrusts at TV, advertising, politics, world problems, and other aspects of our currents mores and their ability to make people laugh at these subjects, could be called healthy, rather than sick, comics.

Comics in Demand

After comedy albums by Berman, Sahl and Bruce turned into sock sellers in 1959, all manufacturers became interested in the comedy LP market. Manufacturers began to seek for comics with the same assiduousness that they combed the woods for rock and roll acts. Hundreds of well known, and many little-known comics took a fling at recording their act, with the old fear that if their act was on records no one would come to see them at a night club, going by the wayside. Warner Bros. Records recorded a then little known (outside of Chicago) comedian named Bob Newhart at a Texas night club, and the result is history.

Part of the reason for the great success of comedy records over the past few years (there are now over a dozen comedy LP's on Billboard Music Week's Best Selling LP charts) is due to TV exposure, especially on the Jack Paar Show. Paar, a comedy aficionado, has featured most of the top selling comedy names on his show, and has helped spread their name and increase their disk sales. Another reason are the widespread concert tours and night club appearances of the recording comics, who play the type of clubs that are frequented by the young adult set.

Manufacturers looked in all directions for new comics to record. Bill Dana, who had been appearing as a regular on the Steve Allen TV show, was signed to wax and he became nationally famous as Jose Jiminez, "The Astronaut." Dick Gregory, who had tried for a number of years to make a dent as a comic, was besieged with offers from record companies after attracting attention as the comic of the year at Chicago's Playboy Club. He finally signed a lucrative contract with Colpix Records and

(Continued on page 19)

**Spoken Word LP's
 Garner Steady Coin**

By NIKI KALISH

NEW YORK—In the past 10 years spoken word records, with categories of drama, poetry and documentary albums has grown into a sizable and stable market. The growth of sales over the years in this field is attributed (by manufacturers and dealers alike) to the fact that educational institutions and libraries have begun to use these albums to a greater degree for classroom use and drama studies, as well as for pure entertainment. As a result, many college students develop an interest in this type of material and continue to purchase them after college. Another factor that has led more and more students

to the record stores in college towns is that the quantity and quality of portable phonographs available has increased greatly in the past five years. Many students now have inexpensive portables that they can easily move from home to campus.

A consensus of dealers and manufacturers indicated that the key to a best selling spoken word album is combination of strong material, name artists and exposure. In the last case, this means exposure on concert tours, Broadway and off-Broadway shows and road companies, lecture tours, radio and TV exposure and articles or interviews in class magazines.

A great number of the spoken word albums, have proved to be profitable items (on an immediate as well as long-term basis) for distributors and dealers carrying these albums; for small independent manufacturers who specialize in this field, and for larger manufacturers who maintain small, but constant sections of these LP's within their vast catalogs.

Big Indies

The two independent labels with extensive spoken word catalogs currently capturing a large segment of this particular market are Caedmon and Spoken Arts Records. Caedmon Records, organized in 1952 by its present owners, Marianne Mantell and Barbara Holdridge, has a catalog of 200 spoken word albums. They range in subject matter from Greek classical and avant garde poetry

(Continued on page 19)



Dylan Thomas . . . "A Child's Christmas in Wales," penned and performed by the late writer, has been Caedmon's best selling LP for almost 10 years.



BOB NEWHART . . . Warner Bros. best selling comic currently starring in his own NBC-TV show.



SHELLEY BERMAN . . . Consistent comedy album seller on Verve now on personal appearance tour.

Talking Records Big For Chicago Dealer

By NICK BIRO

CHICAGO — Comedy records are big business at Andy Anderson's large record center here.

"We sell about as many comedy albums as pop vocals," says Gil Hazard, store manager.

The comedy merchandise is stored in the rear of the store, arranged alphabetically by artist. "People who buy comedy also buy pop," says Hazard, "so we keep the two together."

Spoken Word

Spoken word albums are stored with the classics. These don't move as fast as comedy. "Whereas we might move as many as 15 albums in a month on a hot comedy artist, we're doing well to move one spoken word album in two to three months."

The one exception is the Franklyn McCormick series. Anderson

quipped "they sell well to lonely people." Hazard added that they're also bought by romantic types for their girls.

The spoken word merchandise is divided into categories: poetry, prose, documentary and love poems.

No Special Technique

No special technique is used to merchandise either the comedy or spoken word. The merchandise is stored in bins along with all the other merchandise in the store.

Window displays for a specific artist or album are used, however—especially if an artist happens to be in town. Hazard notes that sales of a particular item usually picks up when the artist has a personal appearance in the city.

Record Center also keeps a bin at the front of the store for new releases. This answers the "what's

new" question, said Hazard. We put comedy in these bins, too. After three or four weeks, the merchandise is moved back to its proper category in the store.

Sold by Request

Most comedy and spoken word merchandise, says Hazard, is sold by request. People tend to buy something they've heard—either on radio or in someone's home.

Chicago also has a very comedy-conscious disk jockey in Dan Sorkin (of Bob Newhart fame) on WCFL. Hazard felt this was a big boost in the sale of comedy merchandise.

Both Hazard and Anderson felt that comedy buyers were a very individual lot. If a customer likes one album—he usually ends up buying everything that particular artist puts out.

The comedy buyer, they point out, is much more apt to stock the artist's entire repertoire, than, say, a pop buyer or even a classical buyer.

Also comedy, says Anderson, is very specialized. "What's funny to one person is often not to another."

"We find this out especially at Christmas—which, incidentally, is

the peak sales season for both comedy and spoken word. People seem to like to give comedy and spoken word albums as gifts, even more so than other albums.

"Funny thing, though—they give what they themselves like, rather than what they feel the person getting the gift will like. Result—a lot of requests for exchange."

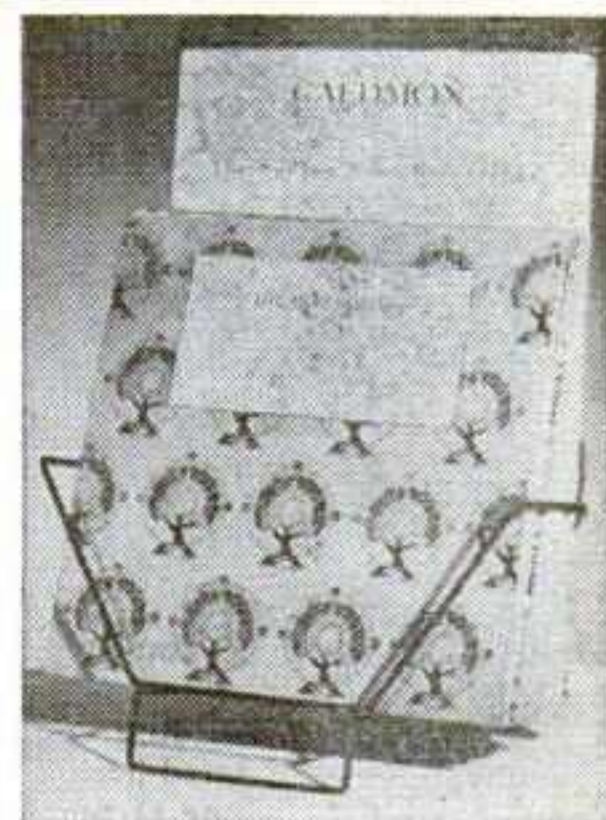
"Our comedy business," said Hazard, "started back with the first 'Inside Shelley Berman' with the skit about the airline hostess being the most popular. Now, however, it's the risqué stuff that's selling well: Rusty Warren, Woody Woodbury, etc. We are getting okay sales with Jose Jiminez."

Sick Comies

"Sick humor doesn't sell here at all," Anderson said. "We have yet to sell our first album by 'so and so,'" said Anderson, mentioning the name of one of the best known sick comies.

Record Center is generally conceded to be one of the top retail outlets in the city. The store handles a very large stock and prides itself on a complete inventory.

All merchandise is sold at list with no discounting. The store also



AN ATTRACTIVE and useful browser box offered as a dealer aid.

furnishes numerous listening facilities — monaural and stereo — throughout the store where patrons can take their time, browse, and listen to albums of their choice.

In addition to records, Record Center carries a sizable stock of component parts equipment as well as phonographs, and, of course, accessory merchandise.

COMEDY IS SELLING BIGGER THAN EVER...

LATEST RELEASES

and JUBILEE'S "LIFE OF THE PARTY"

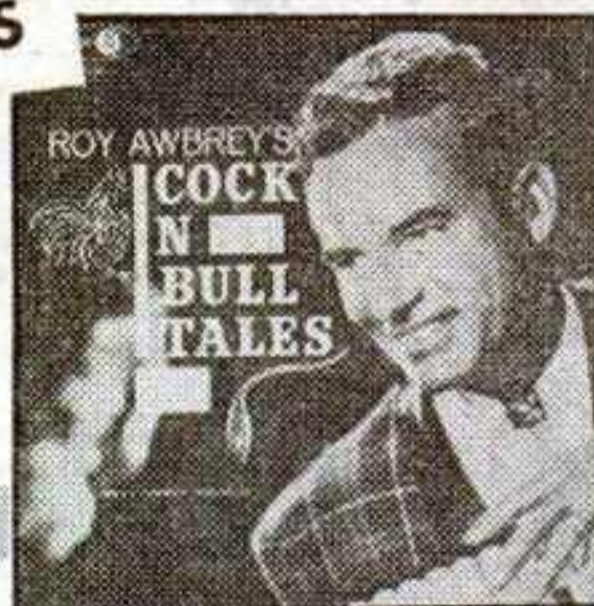
COMEDY ALBUMS OUTSELL THEM ALL



JGM 2039 RUSTY WARREN BOUNCES BACK A fabulous comedy album by the Queen of the Nightclub Comies.



JGM 2037 BOTTOMS UP! with the RICHIE BROTHERS Newest laugh sensation of the nightclub circuit. CAUTION—WARNING—BEWARE—DANGER.



JGM 2038 ROY AWBREY'S COCK N' BULL TALES Adult wit and humor comes at you fast and furious—punctuated by his accordion.



QPM 10 PARDON MY QUIZ BLOOPER Newest and funniest of the famous Bloopers series.



KS 2 ALLAN FUNT'S CANDID CAMERA Hilarious selections from Allan Funt's private collection—unexpurgated.



JGM 2029 KNOCKERS UP! Rusty Warren—"lusty, gusty, and r-r-r-r!"



*KS-1 THE BEST OF KERMIT SCHAFER (FOR THOSE WHO HAVE EVERYTHING) Excerpts from Pardon My Bloopers, Over Sixteen, Roast of the Town, Burlesque Show, Dear Sir, Candid Mike.



JGM 2024 SONGS FOR SINNERS Rusty Warren "in person" in a fresh, hilarious nightclub session.



*JGM 1000 PARDON MY BLOOPER SPECIAL EDITION The best of volumes 1 thru 8 of Radio and TV's most hilarious boners.

*7.95 retail



†BL 1 BLOOPERAMA New concept of the famous Bloopers comedy performed before a "live audience".

†5.98 retail

A Product of Jay-Gee Record Co., Inc.,

N. Y. REPORT

Selling Comics Like Singles Pays Off

By REN GREVATT

NEW YORK—Selling comedy albums is not unlike selling 45 r.p.m. single records, according to a number of dealers contacted here. Awareness of this fact alone rather than a flock of special merchandising secrets can account for a steady sale of the product.

To get the most out of a comedy package, a Liberty Music spokesman noted, dealers should be sensitive to the trends in television, night club and theater performances in terms of what sells and what does not. Since records are simply an extension of these other facets, potential disk sales can be measured in terms of what goes over well in the other media, said the Liberty exec.

In fact, disk sales in comedy and for that matter in the spoken word field may be directly affected by an artist's exposure on TV, much as is the case with single record artists. A sudden demand can spurt for a given product and the dealer should be in a position to get stock fast and be ready when the demand hits.

The duration of the demand may be extended, as in the case of a Shelley Berman, Bob Newhart or Mort Sahl, or it may be brief but very hot while it lasts. As in singles, a dealer must have the stock in depth when the demand is greatest or he may lose the big sale of a given album.

First Disk Counts

Also comparable to the singles

field is the fact that an artist's first recording in the comedy field may turn out to be his biggest. Comedy material, as has been proved over the years, can wear out faster with overexposure than most types of music. Thus, some dealers have found that an artist's second and third album often will show a decline in sales level compared to the activity of the first release. Therefore, dealers are warned again to have stock on hand but to order with care and a close eye on actual demand.

Just as in singles and for that matter, more notably, the jazz scene, customers buy on the basis of specific artist names rather than on the kind of material an album offers. Thus, in browser bins, dealers should play up names rather than styles, as might be the case in, for example, the mood music category.

It is also true that considerable regionality of hit status exists in the field of comedy and spoken word material. For example, a well-known east side dealer in New York states that he has sold less than five albums by Brother

(Continued on page 18)

Coast Dealers Tie Sales to Personals

By LEE ZHITO

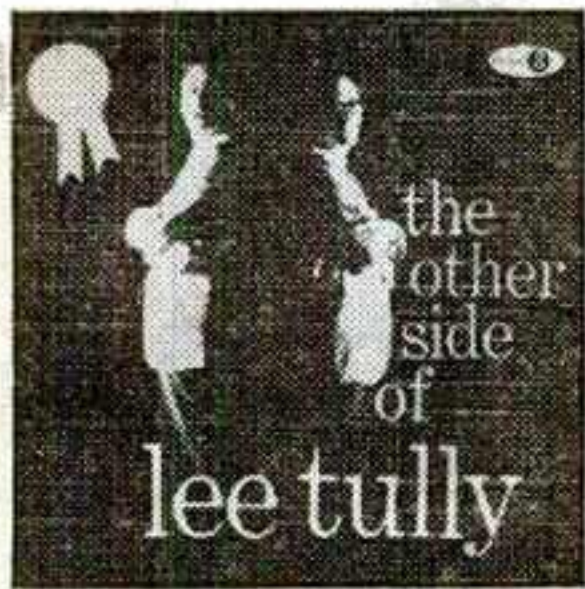
HOLLYWOOD—Dealers here who have enjoyed the biggest success with comedy disk wares will tell you that the best way to push these LP's is to tie in a promotion with the comic's local personal appearance. The pattern followed is simple, but apparently most rewarding. Whenever a recording comic is in town, the dealers will spotlight his releases.

This consists of a card announcing that so-and-so is now appearing in person at Club X or will soon be seen in concert at a given hall. Both Music City and Van Nuys' Sight & Sound, two of this market's most promotionally minded record retailers, have found this method to be by far the most significant way to boost comedy LP sales.

Sight & Sound, from time to time, will even plug a comic's local

appearance on its purchased air shows. Music City has its comedy spotlight album easels posted in various traffic areas of its stores. As most dealers do, the Music City stores (three in this market) and Sight & Sound keep comedy and spoken word fare in a separate section. By spotlighting the local personal appearance, the dealer automatically reaps sales from those patrons who had seen the comedian and wanting a lasting version of the laugh routines.

As in other disk sales, radio has played an important role in boosting comedy LP sales. Most noteworthy example here was the kick-off of the Bob Newhart debut album, with Warner Bros. providing jockeys with special promotional disks for air use, containing several of his routines. These proved enough to create listener curiosity for more of the same.



JGM 2036 THE OTHER SIDE OF LEE TULLY
Satiric situation comedy that bears repeating—and repeating.



JGM 2040 SING SING SING-ALONG AL ALBERT & THE LIFERS CHORUS
The perfect comedy sing-along. For those who have been everywhere.



SPMB 9 PARDON MY SPORTS BLOOPER
An album of hilarious Radio and TV Sports boners.



JGM 2030 MY FAIRFAX LADY
A musical comedy version of Bernard Shaw's Pygmalion that travels from delicatessen to delicatessen.



JGM 2032 ILL WILL
Hilarious comedy "routines" by "Mr. Sick" himself—Will Jordan.



JGM 2034 SIN-SATIONAL RUSTY WARREN
The third course by Rusty Warren in "How Sin Gets Around". Hilarious!



JGM 2033 LARRY STORCH AT THE BON SOIR
Unusually funny album by one of the most consistently successful headliners.



JGM 2035 AT THE PALACE WITH SMITH AND DALE
If you remember vaudeville—you'll remember Smith & Dale... the funniest! If you like great comedy you'll love this album.



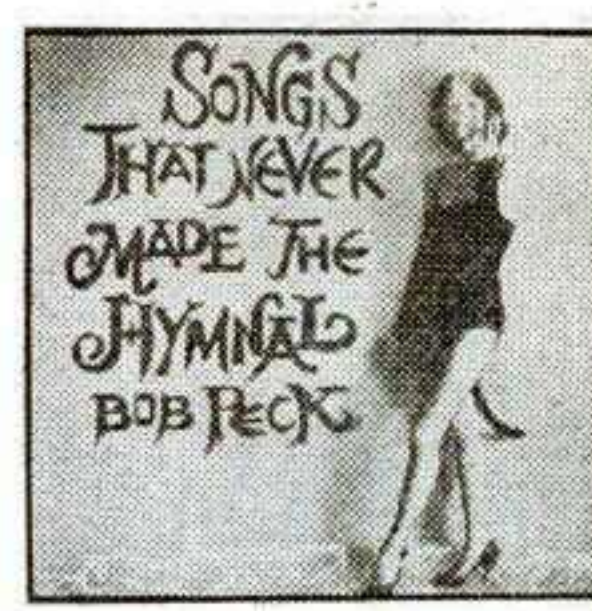
JGM 2017 & JGM 2019 OVER SIXTEEN
Volumes I & II from the famous book of the same name—short, spicy and full of fun!



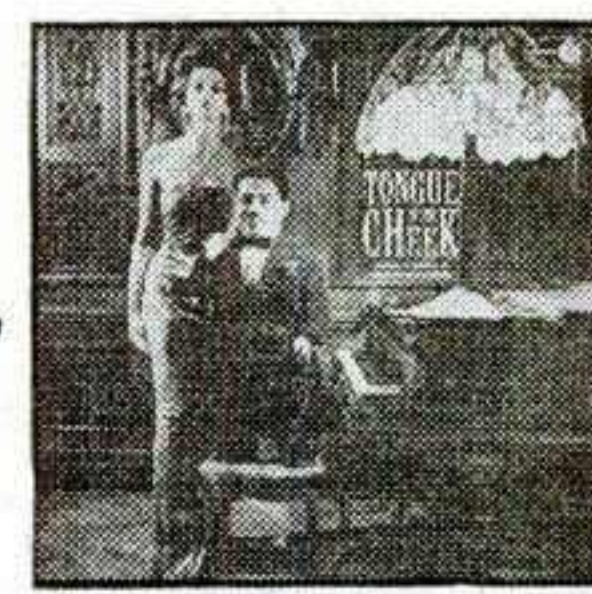
JGM 2018 "PROFESSOR" IRWIN COREY AT LE RUBAN BLEU
"The World's Foremost Authority" makes pathos uproariously funny through his sheer genius for comedy.



PMBS-1-2 PARDON MY BLOOPER (Volumes 1 thru 2—order individually)
Radio and TV's most hilarious boners.



JGM 2025 SONGS THAT NEVER MADE THE HYMNAL
Weirds and music, piano and voice (!) of BOB PECK. If you like satire—you'll go for this album in a big way.



JGM 2026 "TONGUE WITH CHEEK" DWIGHT FISKE & NAN BLACKSTONE
A collection of songs out of the past—out of the blue.



GP 1 GOLF-O-MANIA
An album of hilarious 19th hole golf humor—intended to relax the strain and tensions of this game.

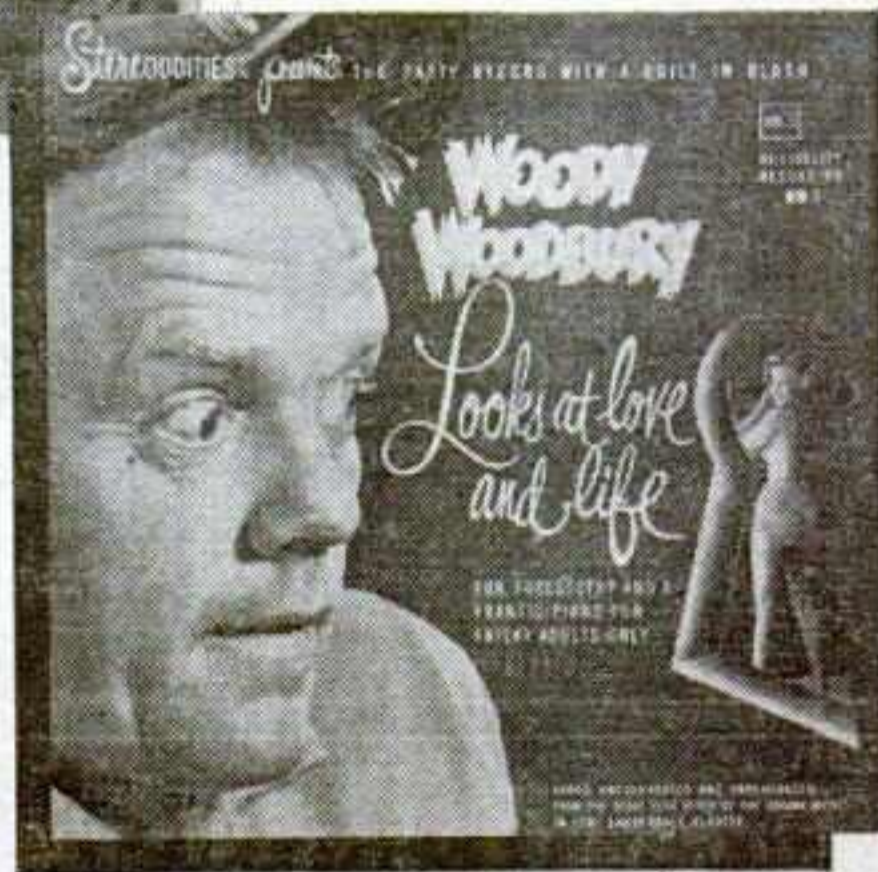


JV 101 CAMPUS CAPERS
A combination of humor and music that adds up to a package of great fun.

Thanks again, ole buddies.



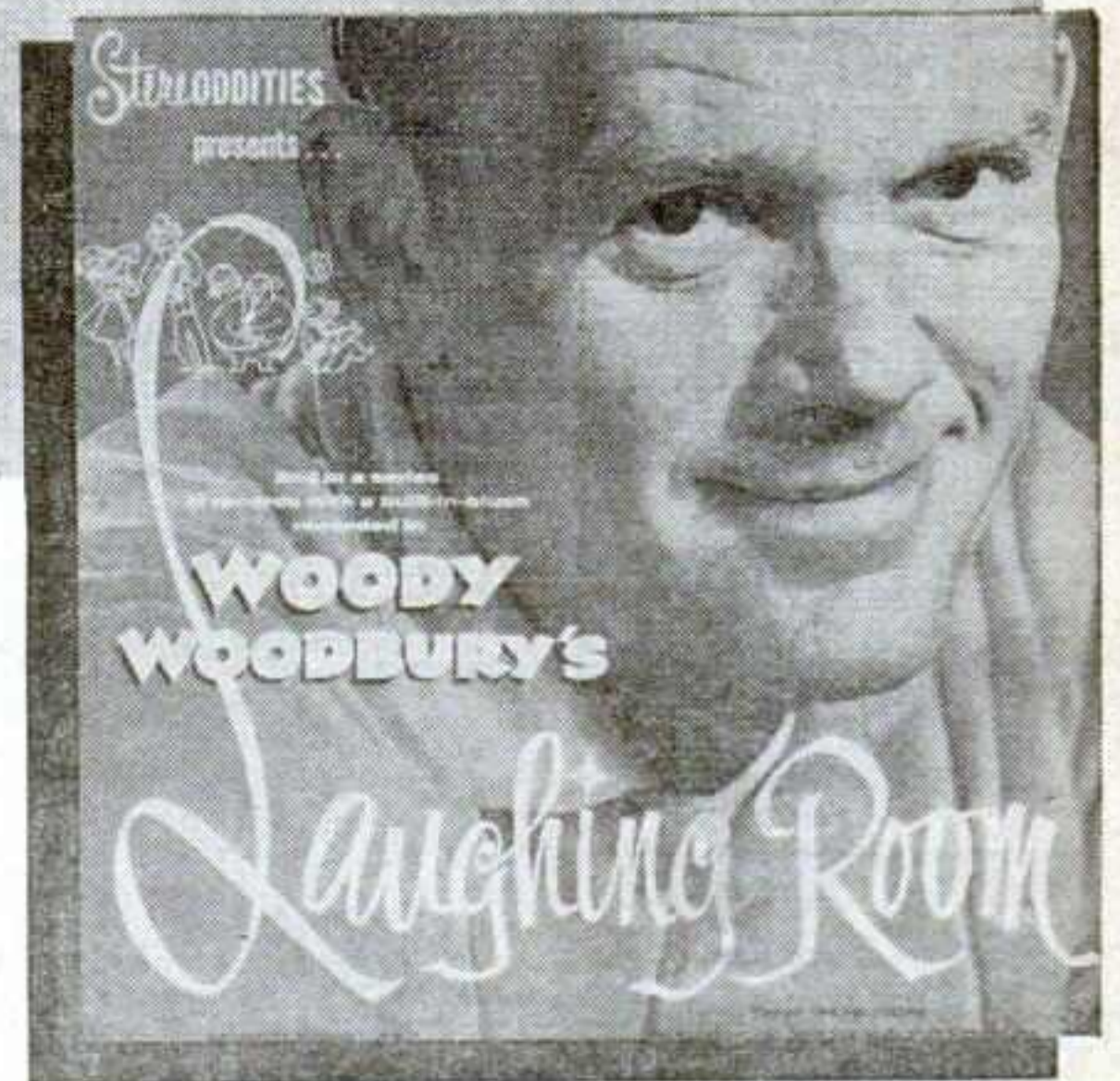
Woody Woodbury with his lovely wife accepting a gold copy of his "Woody Woodbury Looks at Love and Life," presented to him by Fletcher Smith, President of StereODDITIES, Inc., when the album topped the 250,000 sales mark. March, 1961.



GOLD RECORD AWARD #2

-to all my friends in the record business who have helped so much to make my LP's such a fantastic success -it couldn't have happened without your wonderful support-

Woody

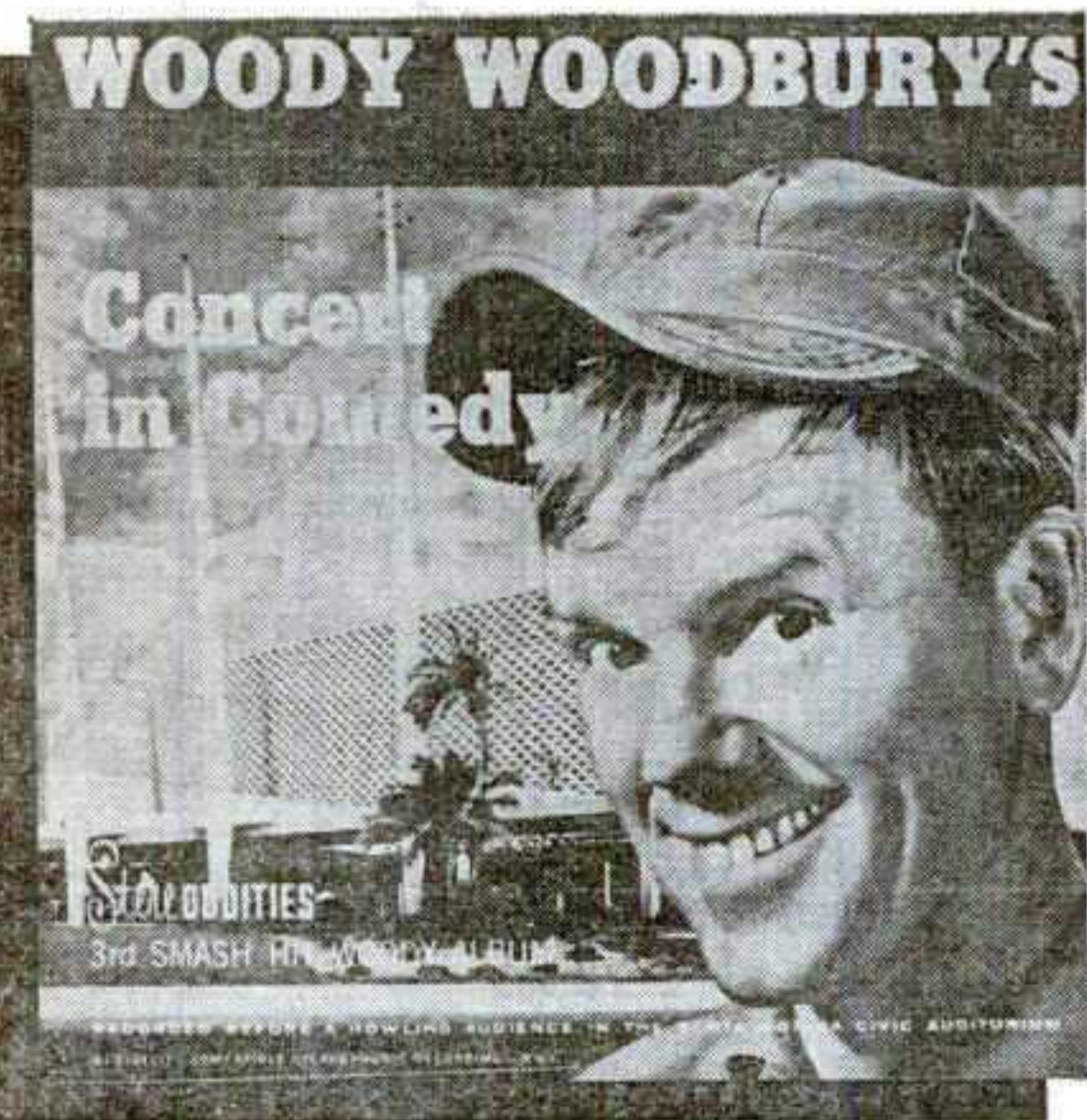


Woody Woodbury hits the Gold Record mark again with his Volume 2, "Laughing Room" album. On the charts for over 70 weeks.



**JUST
OUT
AND
HOT**

Biggest advance sale of smash series! Thousands of Woody Woodbury fans are waiting! A sure bet to join volumes 1 & 2 in the Gold Record Circle!



Steadily climbing toward Gold Record mark. Consistent best-seller.

I don't mean to rush — but better get another Gold Record ready, Fletch! W.W.



BEST-SELLING COMEDY LP'S-1961

This is a complete list of comedy albums that Hit Billboard Music Week's Top LP Charts during 1961.

- BUTTON-DOWN MIND OF BOB NEWHART, Warner Bros. W 1379
- BUTTON-DOWN MIND STRIKES BACK, Bob Newhart, Warner Bros. W 1393
- DOWN TO EARTH—Jonathan Winters, Verve MGV 15011
- EDGE OF SHELLEY BERMAN, Verve MGV 15013
- INSIDE SHELLEY BERMAN, Verve MGV 15003
- KICK THY OWN SELF, Brother Dave Gardner, RCA Victor LPM 2239
- KNOCKERS UP, Rusty Warren, Jubilee JLP 2029
- LAUGHING ROOM, Woody Woodbury, Stereodiddies MW 2
- MORT SAHL AT THE HUNGRY I, Verve MGV 15012
- MY NAME IS JOSE JIMINEZ, Signature SM 1013
- OUTSIDE SHELLEY BERMAN, Verve MGV 15007
- REJOICE DEAR HEARTS, Brother Dave Gardner, RCA Victor LPM 2083
- WONDERFUL WORLD OF JONATHAN WINTERS, Verve MGV 15009
- WOODY WOODBURY LOOKS AT LOVE & LIFE, Stereodiddies MW 1
- AN EVENING WITH MIKE NICHOLS & ELAINE MAY, Mercury OCM 2200
- MOMS MABLEY AT THE U. N., Chess 1452
- SINSATIONAL, Rusty Warren, Jubilee JGM 2034
- HERE'S JONATHAN, Jonathan Winters, Verve MGV 15025
- IN LIVING BLACK AND WHITE, Dick Gregory, Colpix CP 417
- STAN FREBERG PRESENTS THE U.S.A., Capitol W 1573
- JOSE JIMINEZ AT THE HUNGRY I, Kapp KL 3238
- MANNA OVERBOARD, Charley Manna, Decca DL 4159
- SONGS FOR SINNERS, Rusty Warren, Jubilee J 2024
- AIN'T THAT WEIRD? Brother Dave Gardner, RCA Victor LPM 2335
- BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART, Warner Bros. W 1417
- MOMS MABLEY AT THE PLAYBOY CLUB, Chess 1460
- A PERSONAL APPEARANCE, Shelley Berman, Verve V 15027

Selling Comics

• Continued from page 15

Dave Gardner. Yet the Gardner sale in many other areas is heavy enough to keep the artist on national best seller lists.

Local Talent

On the other hand, an album by comic Davey Bold, titled "The Bold Humor of Davey Bold," sold well in his home bailiwick of St. Louis and went virtually unnoticed in most other sectors. The same is true of "Charlie Farrell at the Balmoral," an album by the comic recorded live at Miami Beach's beachfront hotel. This is selling in the South Florida area but has not broken loose in other areas. In yet another case, Woody Woodbury was an important name in the South Florida area for a long time before he became a national factor.

Dealers are advised to keep closely aware of concert tours and night club engagements of the various artists insofar as their own areas are concerned. Many times it's possible to tie a special window in with a visit by a hot artist to the immediate area, and in some cases sales can be hyped by an appearance of the artist in the store itself.

Beyond this, most dealers say that there are no special in-store merchandising methods. The comment in most cases was that the records are simply put together in a prominent spot in the store and they sell themselves. Lou Shapiro, of Music Center in Jersey City, added that if a customer asks him for a specific comedy record he will not dig that disk out for the buyer. Instead, he will direct him to the browser or rack where all the albums are available. "In most cases," he said, "the customer will pick out not just the one he was looking for but probably two or three others, too. It has worked time and again for me."

COMEDY AND SPOKEN WORD SPOTLIGHTS-1961

This is a complete listing of comedy and spoken word albums selected by The Billboard Reviewing Panel for their strong commercial appeal. These albums were issued from January through November 13, 1961.



TITLE	ARTIST	LABEL
JOSE JIMINEZ AT THE HUNGRY I	Bill Dana	Kapp KS 3238
MORE OF HAL HOLBROOK IN MARK TWAIN TONIGHT, Vol. II		Columbia OL 5610
GREAT MOMENTS AT THE UNITED NATIONS—Dave Garraway		Signature SM 9001
CONCERT IN COMEDY—Woody Woodbury		Stereodiddies MW 3
PETER SELLERS AND SOPHIA LOREN		Angel 35910
UNDER MILK WOOD—Richard Burton		Spoken Arts 791, 792
SINSATIONAL—Rusty Warren		Jubilee JGM 2034
CAJUN HUMOR ON THE BAYOU—J. B. Kling Jr.		Montel MX 101
IN LIVING BLACK AND WHITE—Dick Gregory		Colpix CP 417
STAN FREBERG PRESENTS THE UNITED STATES OF AMERICA		Capitol SW 1573
THE SONGS AND COMEDY OF THE SMOTHERS BROTHERS		Mercury SR 60611
9:34 A.M., MAY 5, 1961		Columbia XXI
HERE'S JONATHAN—Jonathan Winters		Verve MGV 15025
ELSA LANCHESTER HERSELF		Verve V 15024
NUREMBERG WAR CRIMINAL TRIALS		Forum F 32001
LINCOLN SPEECHES & LETTERS—Carl Sandberg, Roy Basler		Spoken Arts 806-807
ROMEO AND JULIET—Bloom, Evans, Finney		Shakespearean Recording Society SRS 228
SONGS FOR SINNERS—Rusty Warren		Jubilee J 2024
THE FANCIFUL WORLD OF OGDEN NASH		Capitol SW 1570
AIN'T THAT WEIRD?—Brother Dave Gardner		RCA Victor 2335
MEASURE FOR MEASURE—Gielgud, Richardson, Leighton, White		Shakespearean Recording Society SRS 204
WITNESS—CONGRESSIONAL INVESTIGATION HIGHLIGHTS		Riverside RLP 7513-14
THE ACTUAL VOICES AND SOUNDS OF WORLD WAR II		Riverside RLP 7511-12
THE RAPE OF LUCRECE AND OTHER POEMS—Burton, Evans, Wolfit		Shakespearean Recording Society SHS 239
MEASURE FOR MEASURE—Marlowe Society		London OSA 1411
HAMLET		Marlowe Society OSA 1503
SICK NO. 2—The Sickniks		Amy 1
MOMS MABLEY AT THE PLAYBOY CLUB		Chess LP 1460
SHELLEY BERMAN, A PERSONAL APPEARANCE		Verve 15027
BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART		Warner Bros. W 1417
I GAWR-ON-TEE—Justin Wilson		Project 8001
A MIDSUMMER NIGHT'S DREAM—Marlowe Society		London OSA 1321
THE MERCHANT OF VENICE—Marlowe Society		London OSA 1412
JOSE JIMINEZ IN ORBIT—Bill Dana		Kapp KL 1257
RUSTY WARREN BOUNCES BACK		Jubilee JGM 2039

PRESTIGE

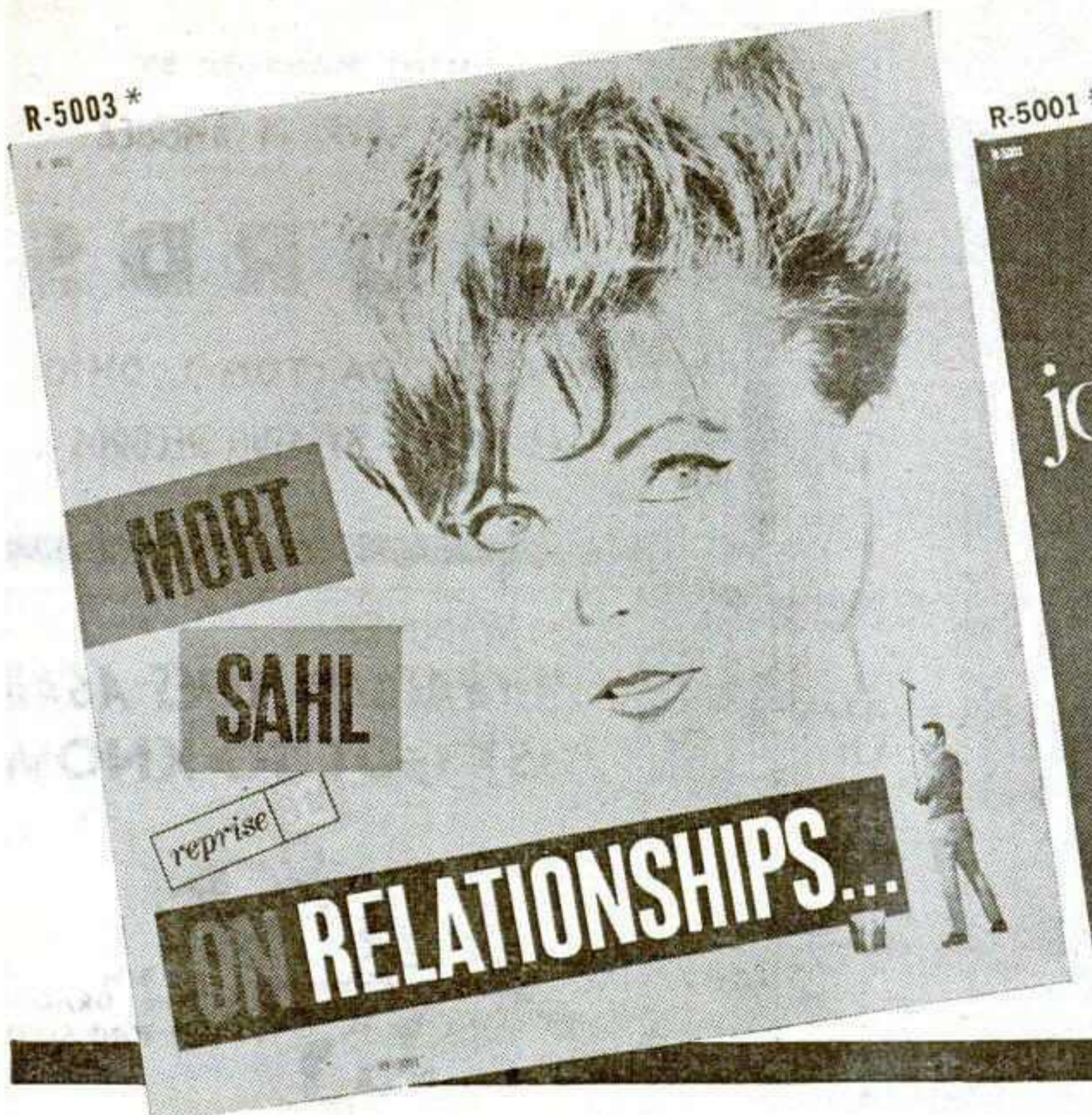
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reprise  records

...TO PLAY AND PLAY AGAIN

Spoken Word LP's Grab Coin

• Continued from page 13

comedy and spoken word special d through children's nursery rhymes and Shakespearean and modern drama. Caedmon says its has never deleted any LP from its catalog. Caedmon's first LP, Dylan Thomas' "A Child's Christmas in Wales" continues to be a solid seller each year with more than 375,000 copies sold to date. Other recordings that sell well for Caedmon are: "Robert Frost Reading His Own Poetry," "Basil Rathbone Reading Edgar Allan Poe" and two LP's of Carl Sandburg: "A Lincoln Album," (a two-disk set) and "Poetry for Children." This spoken word firm also produces the disks for the Shakespeare Recording Society, Inc., which is in the process of releasing all of the Bard's 37 plays with name casts, plus all his poetry. Out of the eight Shakespeare play-sets to have been released so far, "Macbeth" and "Romeo and Juliet" have been the strongest packages.

Spoken Arts Records was started in 1956 by Dr. Arthur Luce Klein. From their home in New Rochelle, N. Y., Dr. Klein and his wife, Luce, do everything from arranging recording sessions and negotiating contracts to directing performances and writing the liner notes. The Spoken Arts catalog, which will reach a total of almost 150 titles by the end of this year, also spans various topics in the poetry, drama and documentary categories. Their key sellers are "Golden Treasury of French

Verse," "T. S. Eliot's 'Wasteland,'" "Brendan Behan 'Sings' Irish Folk-songs," "The Poems of William Butler Yeats" and "The Art of Ruth Draper." Two original recordings of recent off-Broadway plays, "Krapp's Last Tape" and "The Zoo Story" (the latter released this week in a stereo version), are good sellers.

Folkways Records has been in the spoken word business for five or six of its 13 years' existence and its chief albums are: Kenneth Patchen's three volumes of poetry, including "Patchen Love Poems," Tony Schwartz's "New York 19" in the documentary grouping and Blanche Gurka's two volumes of "Dear Audience" in which she does scenes from various plays. This label also offers a large selection of foreign language spoken word albums.

Columbia Records' top money-making albums in the spoken word category include: Sir John Gielgud's "Shakespeare's Ages of Man," the original-cast albums of "Don Juan In Hell," "John Brown's Body" and Hal Holbrook's "Mark Twain Tonight!" Vols. I and II. In the poetry vein "Pleasure Dome," a set of modern verse, is a good item. Columbia's documentary albums of Edward R. Murrow's "I Can Hear It Now" series and the Winston Churchill "I Can Hear It Now" albums have done very well. Documentary albums, when they have sales appeal, do very well, because there is a broader market for them.

The backbone of London Records' spoken word group is their Shakespeare series of plays recorded by The Marlowe Society & Professional Players and directed by George Rylands. At present 17 of the plays are already available, in both mono and stereo, and the rest of the plays are scheduled for recording and release in the near future. "Julius Caesar" and "Macbeth" have done the best to date, with the recent release of "Hamlet" coming up strongly in sales.

Decca Records, one of the first of the major manufacturers to have a substantial spoken word series, currently lists over forty titles in their catalog. The company reports that the series sells very well for them. Their best selling items include; "Sorry Wrong Number" with Agnes Moorehead, Judith

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Comedy Album Sales Brighten

• Continued from page 13

his first LP turned into a chart-topper. The veteran "Moms" Mabley, of the acid-tongue and comical delivery, who had spent decades in playing small Negro night clubs and theaters, found herself nationally famous via her three best selling albums on Argo.

Not Only the Hip

But it wasn't only the hip or the citified comic, or the intellectual type who helped spread the gospel of comedy on wax. Brother Dave Gardner, a small-town boy somewhat in the tradition of Andy Griffith, became a national best seller via records. Justin Wilson, a Cajun comic from the lower Louisiana country, had one of the strongest sellers in the South last year with rural comedy and a slow, rural delivery.

There is one era of records that also must be included in the current comedy wave. These are the "party" or sophisticated type of recording, which have always been in local demand. They broke out of the local picture when recordings by Belle Barth and Rusty Warren

Anderson's "Medea," the original Broadway cast album of T. S. Eliot's "Cocktail Party," "Robert Frost Reads the Poems of Robert Frost," "Carl Sandburg Reads the Poems of Carl Sandburg," and in the documentary category, "Readings From the Bible" with Charles Laughton and "The Presidential Years—F.D.R." with Quenton Reynolds providing the narration.

Although MGM Records has only eight titles in their spoken word section, the sound track LP of "Julius Caesar" has sold continually well over the years. The two-disk set of "The Musical World of Rodger & Hammerstein," with Hammerstein in conversation with Arnold Micalis, has also been a profitable item for the label.

The 12 albums available on the RCA Victor label include representation in poetry, drama, and documentary, and all sell fairly well, with their "Lawrence Olivier in Scenes from 'Hamlet' and 'Henry V'" the hot item in the series.

Big Cities Best

According to a sampling of dealers and manufacturers, the spoken word albums sell best in large metropolitan areas and in the numerous college towns across the country. It's the larger dealer who carries a wider variety of disks and an in-depth inventory in this category that does the business, with more and more book stores who carry records, like the Doubleday stores, capitalizing on a natural parlay. Too, the salespeople at the book shops are usually very knowledgeable in this area. Stores that cannot, because of size, carry large inventories, usually take special orders for customers.

Laughs on Air

• Continued from page 13

assemble material that is more suitable for programming."

Most jockeys and station execs who favor playing comedy albums are of the opinion that radio audiences today need humor to help them cope with increasing world tensions.

Other jocks and/or stations playing comedy material today include Buddy Morris, KDAN, Eureka, Calif.; Sterling Yates and Charlie King, KDKA, Pittsburgh; Jim Fitzgerald, WJAS, Pittsburgh; Stan Burns and Jack Lazare, WINS, New York; Gene Klavan, Dee Finch, Bob Landers, Dick Partridge and Pete Myers, WNEW, New York; Ron Sunshine, WROV, Roanoke, Va.; Rod Ruddy, KYW, Cleveland; Buddy Holiday, WCKR, Miami; Mark Fowler, WDVH, Gainesville, Fla.; Dick Summers, WISH, Indianapolis.

liams, to name only a few, also crossed the barrier between local hits and national hits. Although some cities force dealers to keep the slightly blue records under the counter, most dealers are able to sell the Barths and the Warrens openly, and even to display them in their windows.

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Say You Saw It in Billboard Music Week

VOX JOX

By JUNE BUNDY

COLLEGE COMEDY: Howard Smith, music director of KDEC, Decorah, Ia., sent us the following info on his regular comedy disk programming. Sorry it arrived too late for inclusion in our story on comedy album programming. (See special section on comedy and spoken word albums.) Smith writes: "On my 'Nightbeat' show, I aim my programming at 1,300 local college students, which calls for a lot of humor and big band stuff. We usually program some comedy albums every night. Try for at least five minutes every show. Then on one night—usually Blue Monday—I play about a half hour of comedy on the three-hour show."

CHANGE OF THEME: New program director and assistant manager of KIXZ, Amarillo, Tex., is Ralph Henry, while Charlie Holiday has joined the outlet as staff announcer. . . . Guy Travers, formerly with WAYE and WFMM-FM, Baltimore, has joined WJBR-FM, Wilmington, Del. . . . William Martin, former owner-manager of Metropolitan Recording Studios, has been appointed manager of the WTFM, New York, recording studios. John Eastman has been upped from program manager to general manager status at WAZZ-FM, Pittsburgh, the city's "first full-time jazz station."

Lenny Litman, whose professional basketball entry, the Pittsburgh Rens (for Renaissance) made their debut at the Civic Auditorium November 5, launched an innovation when he presented the Four Freshmen in a concert following the basketball game. . . . the Paris Sisters opened a two-week engagement November 6 at the Ankara night club.

Jimmy Beaumont, local singer, and former member of the Skyliners, is on a 12-State promotion tour in behalf of his latest May label release, "Everybody's Crying." Both Beaumont and the Skyliner are managed by Joe Rock, who co-wrote all of the Skyliners' recorded material. Leonard Mendlowitz.

Mitch Thomas, from WILM, Wilmington, Del., returns to WDAS, Philadelphia, to succeed New York-bound Hal Jackson. . . . Also returning to the Philadelphia airwaves via WDAS is Hy Lit, from WCAM, Camden, N. J. . . . Marvin Burak back on the air with a night show across the board at WIFM-FM, in suburban Philadelphia.

Bruce Hathaway, KTSA, San Antonio, was voted San Antonio's most popular deejay by the appliance association of the city. He was awarded a trip to Las Vegas for two. . . . Steve Heefner has moved to WIRL, Peoria, Ill., as program director. . . . Bob Allen, formerly with KGU, Honolulu, has rejoined WWOW, Ashtabula, Ohio, succeeding Jim Chaplin, who has moved to Texas. Roger Miller advises that WWOW recently held another "Sound Spectacular," featuring all the hit disks from 1951 to 1961.

Donald Jones is "Pioneering" jazz in the WBSC, Bennetts-
(Continued on page 22)

Many Stations Program FM Stereo as a Regular Broadcast Week Feature

WTFM, New York; WHFS, Washington; Will Concentrate on Stereo Exclusively

NEW YORK—A flock of stations are starting regular stereo FM broadcasting schedules this month. Two of them—new outlets WTFM of New York and WHFS, Washington, will concentrate on stereo programming exclusively.

Other outlets launching stereo FM shows this month include WCVG, Miami; WNOB-FM, Cleveland; and KODA-FM, Houston. Considerable hoopla promotion will accompany each introduction, with strong emphasis on demonstration tie-ups between the stations and local dealers and distributors.

Station WTFM here, which goes on the air this week (November 25), is holding a cocktail party for the press and leading sound equipment manufacturers Tuesday (21) at the new WTFM Sound Center, which combines an FM stereo station with recording studios and a retail outlet for custom hi-fi and stereo equipment. The station has already assembled a library of 50,000 stereo albums.

In spite of its Friendly Frost

retail outlet tie-up, WTFM will not use the name Friendly Frost on the air. This is part of the outlet's plan to encourage all dealers to use the station's stereo FM programming as a merchandising tool.

Station WHFS, The Washington area's first FM stereo station, as of November 12, is on the air from 4:30 p.m. to midnight, seven days a week, and features a variety of music—classical, jazz, pop and opera.

Florida's first FM stereo station, WVCG-FM, was launched with a "History of Music" program, and now carries almost 40 hours of FM stereo shows a week. Station KODA-FM, Houston, which launched FM stereo tests in September, started a 45-hour weekly schedule of FM stereo last week.

Station WNOB-FM, Cleveland, will begin FM stereo broadcasting this week (November 23) airing six hours daily, 4-10 p.m. Enoch Light's "Stereo 35-mm." album will be featured on the opening stereo-cast.

PROGRAMMING PANEL

THE QUESTION

What is the primary reason your station changed its format?

THE ANSWERS

WAYNE SEAL
WQOK, Greenville, S. C.

We felt we were without a sense of direction before the change to a tight top-40 formula. We have always used the top-40 as the foundation for our programming, but laxity hurt our ratings and internal enthusiasm. The change has not only set the jocks on fire, but has warmed up the audience considerably. We've become more active in community affairs, are doing more remotes, and frankly, we're movin'!



RICHARD M. KLAUS
WERE, Cleveland

Our decision was reached after an intensive study of patterns and trends of local entertainment and information requirements. Our studies showed a programming policy based on solid entertainment backed with intensive on-the-spot-news coverage was more desirable than heavy emphasis on programming based entirely on current record sales which now guides so many stations. This change has been most gratifying. As with all formats, however, it's the "blending" of the ingredients that makes the difference.



ROY M. AYCOCK JR.
WBCI, Williamsburg, Va.

Our new format is not "good music" to the extreme of super-conservatism. We swing, but with taste and without "rock" charts, "sensational" news, and screaming deejays. The change was made to fill a vast gap in local radio programming. Our object is to serve the community as well as show a profit. We're now doing both. As for top-40, to me, it's a poor substitute for creativity.



FLORIEN J. WINERITER
KALL, Salt Lake City

We successfully pioneered top-40 format here—but success breeds imitation, and local airwaves were soon saturated with r.&r., so KALL pioneered again. Now the "Swing-along Sounds" of KALL has everybody listening. Big, bright sounds, big bands and



big vocalists are now heard around the clock. Lush ballads and sweet strings are X'd off the albums and singles. Listener participation contests and community-identified activities also help.

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 G-CLEFS

Teddy, Chris, Timmy and Arnold Scott, along with long-time friend Ray Gibson, have been singing together ever since they attended choir rehearsals at church in Roxbury, Mass. At that time, the only music they knew were the hymns and spirituals taught them by their parents. Now that little choir group is known as the G-Clefs, and sing everything from rock and roll to Dixieland.

They were discovered a few years ago by Jack Gold at a record hop. He brought them to New York to record one of the tunes penned by Timmy Scott, called "Ka-Ding-Dong," which did quite well. They also had success with their follow-up release tagged "Symbol of Love" and they were soon touring the country.

Unfortunately the pace of travel began to show in their school work and they went back to Boston to finish their education. Now the group is back in the recording business for Jack Gould on his Terrace label. It looks like the G-Clefs will be a hit again, as their Terrace waxing of "I Understand" is zooming up on the Hot 100.



"RUSTY" WARREN

One of the most successful female comedians on wax is Jubilee's recording artist Rusty Warren. She is represented on the Top Mono LP Chart with three albums, "Knockers Up," "Sinsational" and "Songs for Sinners." Miss Warren's popularity on disks is mostly due to her numerous supper club appearances throughout the country.

Miss Warren's flair for her unusual brand of comedy developed unexpectedly, for she spent most of her 30 years preparing to be a concert pianist. In her home town of Milton, Mass., she began to study the piano at the age of 6 and continued to study and play through high school. Miss Warren decided to become a classical pianist and enrolled in the New England Conservatory of Music. At the end of her first year she switched to popular music. She soon began to play local clubs and hotels and added a song or two during the act. As she gained more experience, she became a little bolder and threw in jokes and funny lines. She began to write her own routines and soon was successfully touring the country. All of her albums were recorded at various supper clubs.



YESTERYEAR'S HITS

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

POP—5 Years Ago NOVEMBER 24, 1956

1. Love Me Tender, E. Presley, RCA Victor
2. Green Door, J. Lowe, Dot
3. Singing the Blues, G. Mitchell, Columbia
4. Just Walking in the Rain, J. Ray, Columbia
5. Don't Be Cruel, E. Presley, RCA Victor
6. Blueberry Hill, F. Domino, Imperial
7. True Love, B. Crosby & G. Kelly, Capitol
8. Honky Tonk (Parts I & II), B. Doggett, King
9. Friendly Persuasion, Pat Boone, Dot
10. Cindy, Oh, Cindy, E. Fisher, RCA Victor

POP—10 Years Ago NOVEMBER 24, 1951

1. Cold, Cold Heart, T. Bennett-P. Faith, Columbia
2. Because of You, T. Bennett-P. Faith, Columbia
3. Sin, E. Howard, Mercury
4. Jealousy (Jealousy), F. Laine, Columbia
5. Sin, Four Aces-A. Alberts, Victoria
6. I Got Ideas, T. Martin, RCA Victor
7. Down Yonder, Del Wood, Tennessee
8. Undecided, Ames Brothers-L. Brown, Coral
9. Sin, S. Churchill, RCA Victor
10. Domino, T. Martin, RCA Victor

RHYTHM & BLUES—5 Years Ago—NOVEMBER 24, 1956

- Blueberry Hill, F. Domino, Imperial
Slow Walk, S. Austin, Mercury
Love Me Tender, E. Presley, RCA Victor
Oh! What a Night, Dels, Vee Jay
In the Still of the Night, Satins, Ember

- I Feel Good, Shirley & Lee, Aladdin
Let the Good Times Roll, Shirley & Lee, Aladdin
You'll Never, Never Know, Platters, Mercury
On My Word of Honor, B. B. King, RPM
I Can't Quit You Now, O. Rush, Cobra

Westinghouse PR Post to Bernstein

NEW YORK — Ex-Billboard staffer Bob Bernstein has been named public relations director of the Westinghouse Broadcasting Company. He succeeds Michael R. Santangelo, who recently moved

into the WBC programming department.

Bernstein, who joined Westinghouse two years ago as trade press exec, formerly served as Review Editor for The Billboard. He has also held public relations posts at Guild Films and the DuMont Television Network; and has scripted several Off-Broadway revues.



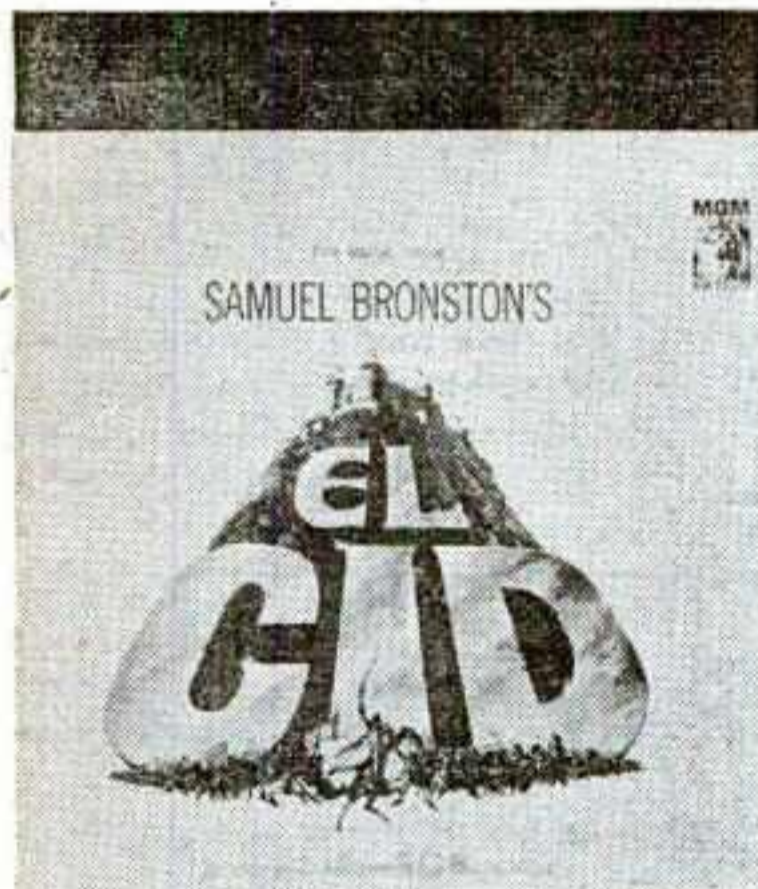
CONNIE FRANCIS SINGS FOLK SONG FAVORITES—America's Number One singer in a program of wonderful folk music. (E/SE 3969)



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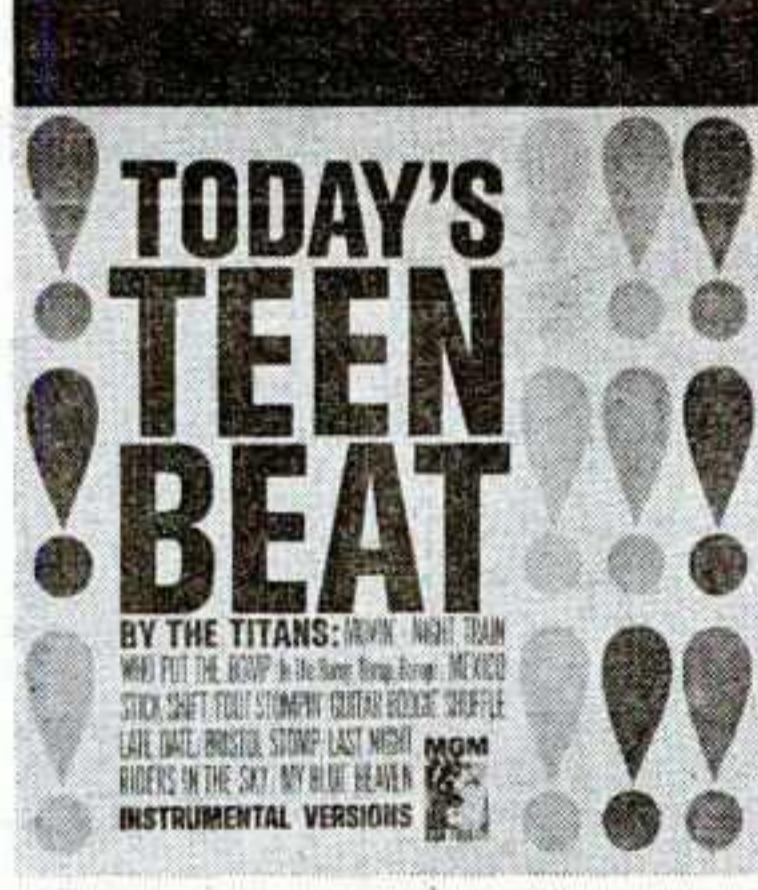
THE MOOD IS ROMANCE—Joni James sings love ballads with lush and romantic backing in the sensitive James style. (E/SE 3990)



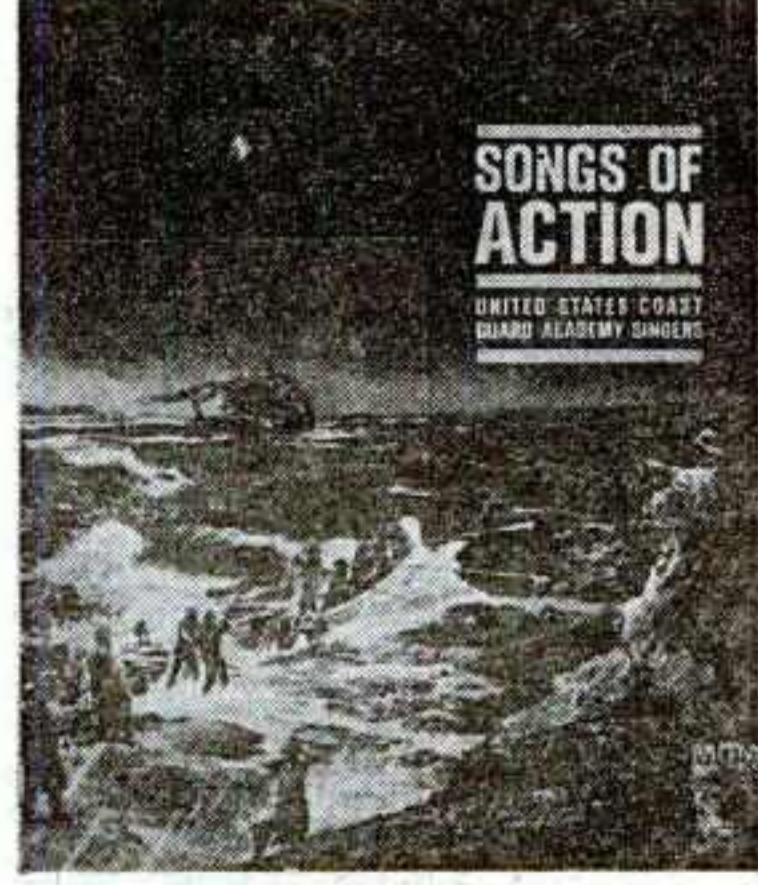
MUSIC FROM "EL CID"—Academy winner Miklos Rozsa conducts his dramatic score for the epic "El Cid". (E/SE 3977)



MARTHA SCHLAMME IN CONCERT—The popular folk singer presents a program in her inimitable style. (E/SE 3978)



TODAY'S TEEN BEAT—The Titans swing their way through 12 songs that are currently high on the charts! (E/SE 3992)



SONGS OF ACTION—The U. S. Coast Guard Academy Singers tell tales of men and the sea in a stirring chorus album. (E/SE 3948)

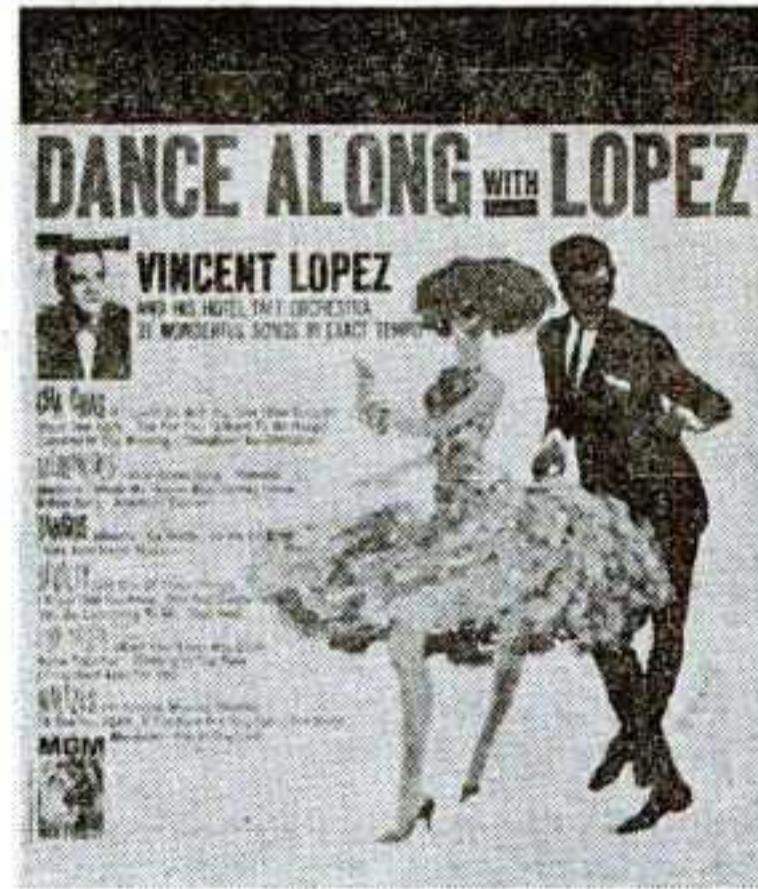
Backed by sds in The New Yorker, Esquire, Holiday, Playboy, Show, Show Business Illustrated, and Schwann LP Catalog. Also backed by strong word-of-mouth material, 12 or 13 recordings, and coverage in pro-music.



THE JUDY GARLAND STORY, The Star Years—The Greatest Garland, singing songs from her biggest MGM Musicals! (E 3989P)



THE MOOD IS BLUE—Joni James sings sad songs of love lost and lonely hours. (E/SE 3991)



DANCE ALONG WITH LOPEZ—Vincent Lopez and his Hotel Taft Orch. offer a dance set of 31 great standards in precise tempos for six dances. (E/SE 3981)



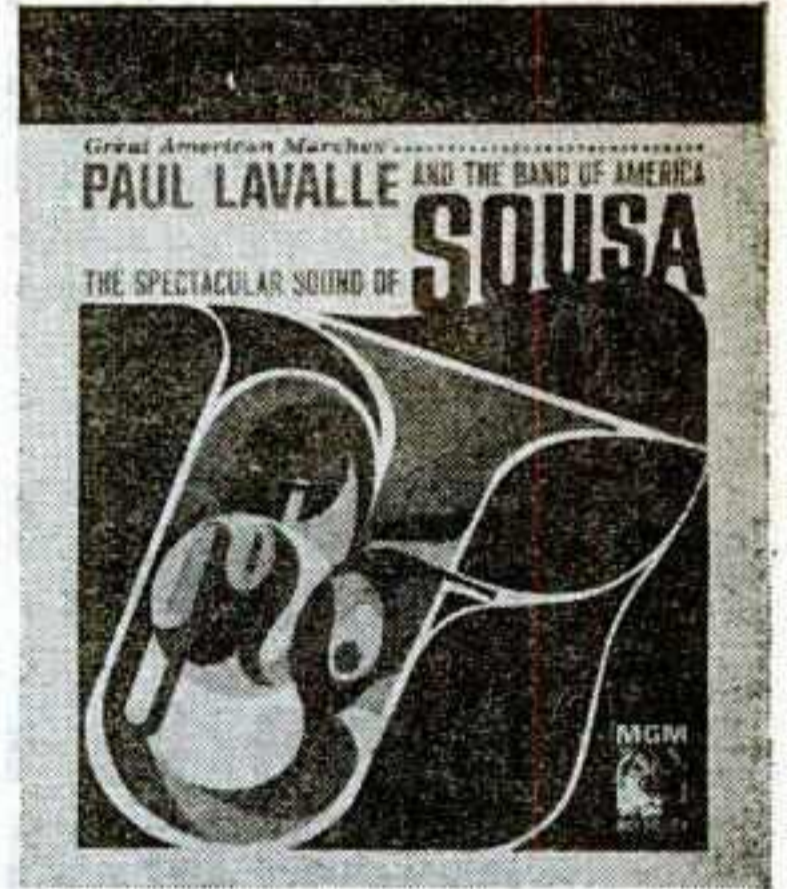
GREEK SONGS BY THE FOUR COINS—A delightful program of popular Greek favorites sung in Greek and English by the Coins. (E/SE 3944)



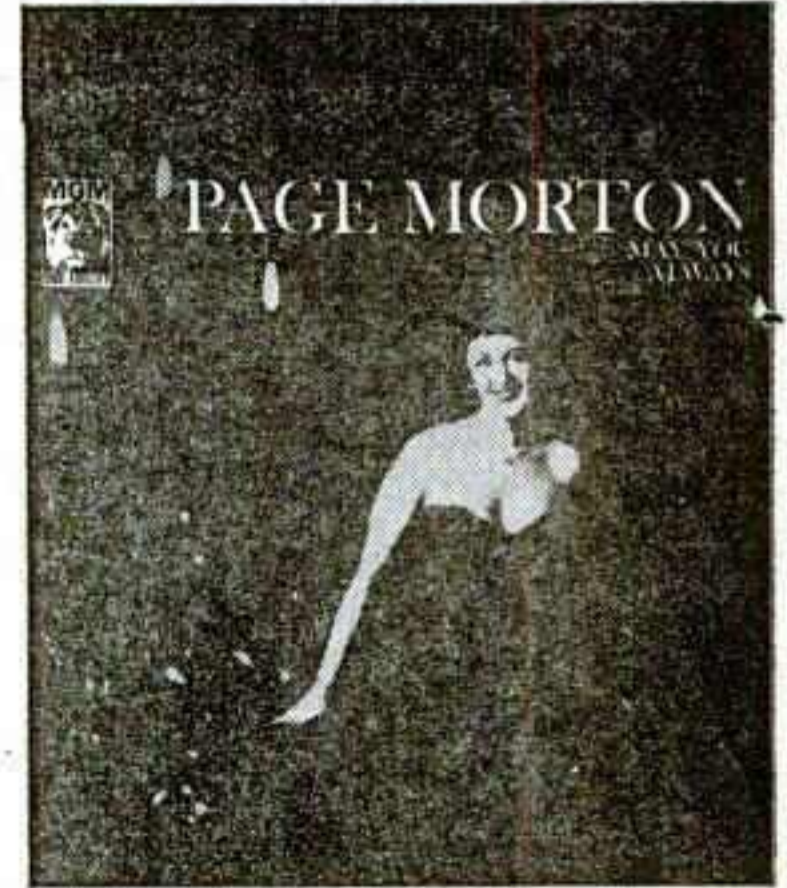
THE MOOD IS SWINGING—Joni James sings and swings her way through a collection of popular favorites. (E/SE 3987)



MARTYN GREEN SINGS THE GILBERT & SULLIVAN SONG BOOK—The famed actor/singer presents definitive versions of G&S favorites. (E/SE 3980)



THE SPECTACULAR SOUND OF SOUSA—Paul Lavalley and The Band of America create musical and sound excitement with Sousa favorites. (E/SE 3976)



MAY YOU ALWAYS—Radio star Page Morton sings an album of fine standards in her great style. (E/SE 3994)

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

Prefix E means mono, prefix SE means stereo

BILLBOARD MUSIC WEEK

EASY LISTENING

This Last Week	From this week's Hot 100	Weeks on Hot 100
Week	TITLE, ARTIST, LABEL	Hot 100
1	1 BIG BAD JOHN, Jimmy Dean, Columbia 42175	8
2	6 TONIGHT, Ferrante and Teicher, United Artists 373	6
3	3 CRAZY, Patsy Cline, Decca 31317	5
4	2 SAD MOVIES (Make Me Cry), Sue Thompson, Hickory 1153	12
5	5 MOON RIVER, Jerry Butler, Vee Jay 405	7
6	9 JUST OUT OF REACH (of My Two Open Arms), Solomon Burke, Atlantic 2114	10
7	10 MOON RIVER, Henry Mancini, RCA Victor 7916	7
8	8 SEPTEMBER IN THE RAIN, Dinah Washington, Mercury 71876	6
9	4 THE WAY YOU LOOK TONIGHT, Lettermen, Capitol 4586	12
10	12 BRIDGE OF LOVE, Joe Dowell, Smash 1717	6
11	— UP A LAZY RIVER, Si Zentner, Liberty 55374	2
12	13 I'LL BE SEEING YOU, Frank Sinatra, Reprise 20023	6
13	14 SMILE, Timi Yuro, Liberty 55375	3
14	17 TONIGHT, Eddie Fisher, Seven Arts 719	3
15	11 TAKE FIVE, Dave Brubeck, Columbia 41479	11
16	7 MEXICO, Bob Moore, Monument 466	15
17	19 JOHNNY WILL, Pat Boone, Dot 16284	2
18	15 DANNY BOY, Andy Williams, Columbia 42199	4
19	— GYPSY-ROVER, Highwaymen, United Artists 370	3
20	16 SOMEWHERE ALONG THE WAY, Steve Lawrence, United Artists 364	5

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Ted Daigle, now in his fourth month of spinning country platters on CKOY, Ottawa, Ont., reports that the station is presently carrying an hour of c.&w. music daily, with more to come if things keep going well. "The management is really happy with it," writes Ted. "We are carrying country music for the first time in five years," continues Daigle, "and its impact is really being felt. Our Ottawa-Hull survey takes in 90 tunes, and of the 90 last week, 15 were country. Don Gibson is No. 4. The biggest record to hit our nation's capital in a long, long time is 'Big Bad John.' The next biggest thing in town is 'Walk on By,' by Leroy Van Dyke. 'You're the Reason,' by Joe South, is showing signs of happening, too, altho I'm talking with a pop view when I say this. I feature an album throughout the week, playing two cuts a day from it, so I'll welcome any long-play with open arms. We serve a quarter of a million people daily and feel that I can help to make a record here in Canada."

Johnny Daume has quit his deejay post at KOJM, Havre, Mont., to settle a bit closer to his home territory in the Midwest. He has several other platter-spinning propositions under consideration and, until he makes up his mind, his temporary address will be Route 1, Box 35, Oak Ridge, Mo. His c.&w. platter show at KOJM will be taken over by Eddie Nystrom. . . . Station KCUL, c.&w. powerhouse in the Dallas-Fort Worth sector, had as visitors last Monday (6) Capitol Records artist Rose Mad-

dox; Uncle Hank Craig, who handles "Western Express" on XEG, Fort Worth, and Jim Brogdon, Rose's husband. Hank Craig reminds artists to send their new releases to him at XEG, Fort Worth 11. . . . Deejays who may have been missed in the mailing or who may have worn out their original copy of Lawton Williams' new Mercury recording, "Anywhere There's People," can get back in business by shooting a request for a copy on their station letterhead to Kurt J. Weisenheimer, 2504 Northwest 26th Street, Fort Worth.

Jim Brannon, formerly for three years c.&w. deejay at KAND, Corsicana, Tex., is the new program director and newscaster at KTLW, all-country and western music station at Texas City, Tex. . . . A request on your station letterhead to Floyd Badeaux, 1812 Proctor Street, Port Arthur, Tex., will fetch you a sample of Mavis Kruse's new Fabor release, "Dear Abby," b.w. "Where Was I," written by Harlan Howard. . . . The format at WSIG, all-country station at Mount Jackson, Va., has Cousin Don Funkhouser opening the station at 5:30 a.m. daily; with Lee Moore following from 10 a.m. to 1 p.m., and Buddy Allen taking over from 1-5 p.m. Phil Potter is WSIG manager and a big booster for country music.

Free copies of Bill McDowell's first release on the Rena International label, "America's Uncrowned Queen" b.w. "Hobo's Guitar"; Don Soward's "Someone Loves Me Yet" b.w. "Gonna Get Tough," and Ralph and Ruth's "Hard-Hearted Girl" b.w. "A Thought Crossed My

LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

MERCURY PLUGS LITTLE RICHARD: Ben Wood, Mercury promo man in Wisconsin, reports good action on a contest he set up recently with Station WDUZ, Green Bay, Wis. The station gave away 15 Little Richard records to the first 15 people who identified the artist as the singer on his new Mercury single tagged "Joy, Joy, Joy" and "He's Not Just a Soldier." The station received over 150 calls in response to the gimmick.

STATION SALUTATIONS: During Peggy Lee's first week at the New York nitery, Basin Street East, the popular Capitol Records' recording artist's disks were spotlighted for a three-hour segment on Station WBIC, Bayshore, N. Y. For one week previous to "Peggy Lee Day," listeners were asked to send in a post card answering the query, "What Peggy Lee record would you most like to hear?" The 25 sides selected were spun on deejay Lee Murphy's 10 a.m. to 1 p.m. show, and the dialers whose requests were chosen won a copy of Miss Lee's latest LP, "If You Go." On the classical scene, radio Station WSFM in Atlanta recently held a "Howard Hanson Day." The Mercury Records artist-conductor was honored throughout the broadcast day, and Hanson's "Symphony No. 1, Nordic" (now available on Mercury), was premiered that day on the station. The salute was promoted via 3,500 mailing pieces to Atlanta area music lovers.

SEEN AROUND THE STATIONS: Coral Records' veteran thrush Thelma Carpenter went to Cleveland last week for a three-week engagement at a local supper club and to plug her latest Coral record, "Back Street." Miss Carpenter made the rounds of the local deejays and TV shows where she gave interviews and autographed copies of her disk. . . . Distrib Norm Weinstroer reports that young Canadian-American recording artist Linda Scott spent some time recently in St. Louis doing radio and television appearances and meeting local deejays to promote her new chart contender, "I Don't Know Why." . . . The jockeys in Atlanta were called on a short time ago by Mercury band leader David Carroll. Accompanied by Bob Kryl, the label's local promotion man, Carroll pushed plays of his new disk titled "Mexican Joe."

Mind" are available to deejays upon request. Write on your station letterhead to the Grace Agency, Inc., 1602 East Washington Street, Charleston 1, W. Va. . . . For a copy of Keith Albee's new Paragon release, "Tell Him You Are Mine" b.w. "Only Tonight," drop a line on your station letterhead to Paragon Productions, 1265 Broadway, New York 1.

Deejays who use an occasional gag, bon mot or piece of comedy patter in their programming will find a wealth of material in Orben's Current Comedy, Vol. 3, No. 1, which has just come off the presses. Published by Orben Publications, Valley Stream, N. Y., the comedy service has long been used by nitery, radio and TV performers to fatten their laugh averages. Volume 3, which sells for \$5, is made up of the latest 12 issues of Bob Orben's comedy service (November, 1960, through October, 1961) and contains more than 1,150 lines, bits, ad libs and the like.

VOX JOX

Continued from page 20

ville, S. C., area with a new show, "Mainstream," and needs jazz wax. . . . Jerry Kunkel, program director of KTRN, Wichita Falls, Tex., and formerly with WKY, Oklahoma City, is joining KONO, San Antonio, in the noon-3 p.m. show slot. . . . Jim Lobbey, formerly program director-morning jockey at WMBH, Joplin, Mo., has gone into the Army. Mike (Kelly) Green, has taken over his p.d. duties and has moved from his afternoon slot into the morning slot. Jim Pearl, ex-KBTN, Neosho, Mo., is WMBH's new afternoon spinner.

The new jockey line-up at WWRL, New York, New York's only 24-hour Negro market station, is as follows: Hal Jackson, ex-WLIG, New York and ex-WDAS, Philadelphia; Maurice (Hot Rod) Hulbert, ex-WHAT, Philadelphia and ex-WITH, Baltimore; Frank Graham, formerly with WBUD, Trenton, N. J.; (Doc) Wheeler, Fred Barr, Alma John and Reggie (Dr. Jive) Lavong. . . . Gene Edwards, ex-program director of WMGM, New York, is new p.d. at WFYI, Garden City, N. Y.

WNEW Airs 'Live' Music

NEW YORK — Station WNEW here, which helped pioneer the deejay format some 25 years ago, is bringing "Big Name" live music back to local radio.

Last Friday (17), the outlet kicked off a new series of "live" (albeit on tape) hour-long music spectacles, which will be scheduled during the next 12 months on a once or twice-a-month basis.

Jonah Jones and his Quartet were starred on the first hour show. Future airers will spotlight Duke Ellington, Benny Goodman, Count Basie and Tony Bennett. The series is emceed by deejay-musician Big Wilson, with Dave Pound as director and WNEW program director Mark Olds as producer.

All performers appear for scale and WNEW has received permission from the American Federation of Musicians to do the series. The AFM has been battling for some time to get local radio stations to reinstate house bands, so AFM thinking might be that this could be a wedge in its campaign.

Mark Olds said the new show doesn't mean that the station thinks live music is better than recorded, only, he opined, when the live music is provided by "highly skilled, professional musicians."

Maurice Streitmatter Exits Chi's WIND as Musical Dir.

CHICAGO — Maurie Streitmatter leaves as musical director of hit-playing WIND here but station management indicated there would be no change in musical format.

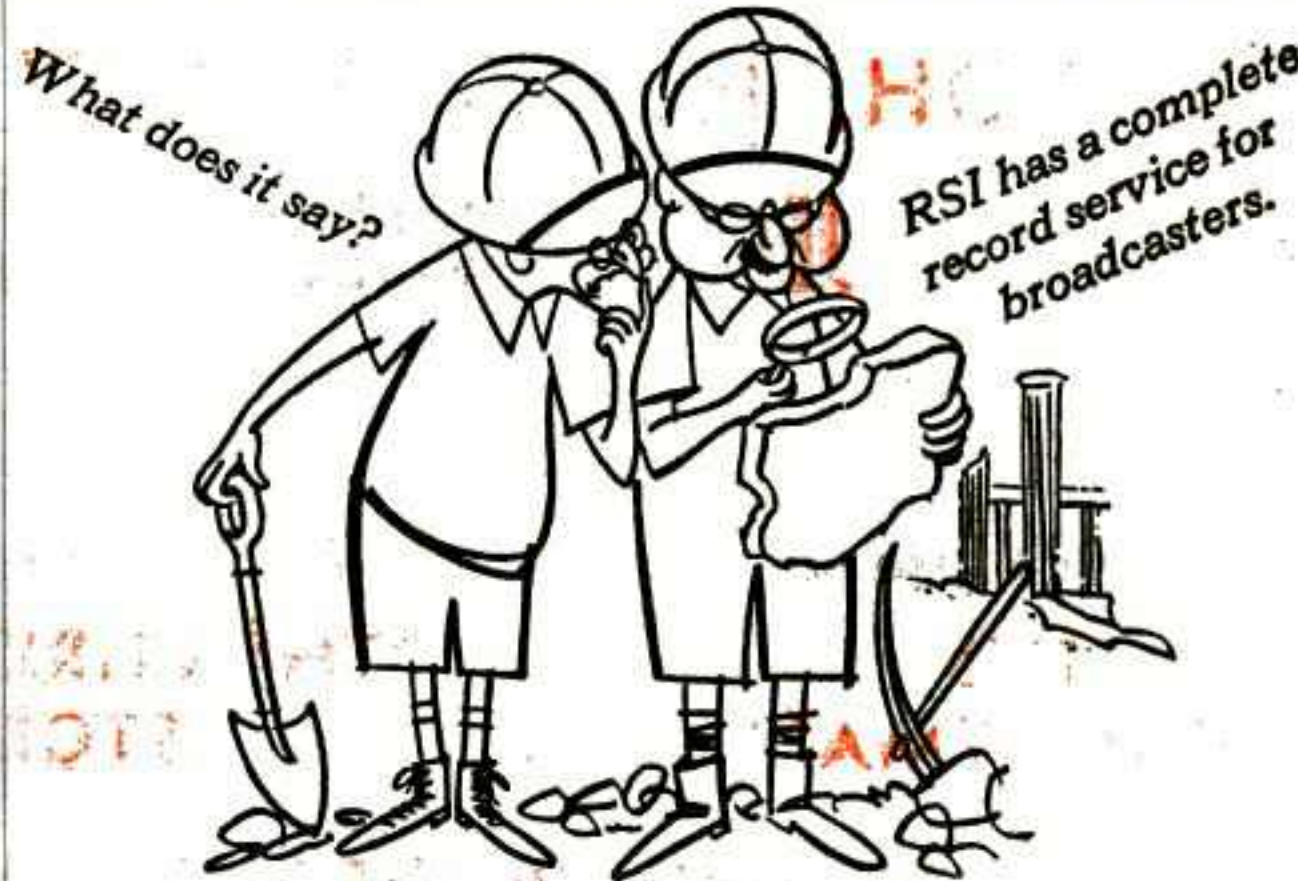
Ed Wallace, station manager, said the station's policy would remain the same. WIND is considered in the trade as one of three singles-conscious major air outlets in the city.

Streitmatter had been with WIND some 18 months, before that assistant music supervisor for NBC's central division (radio and television) for some 14 years.

He indicated he had no immediate plans but hoped to remain with Westinghouse.

Streitmatter said he had been informed by the station that he was leaving because he "could not give them the music they wanted." Station management had no comment.

In describing WIND's musical policy, Wallace said it was not solely directed at the consumer concept of rock and roll but was a well-balanced program of hits and standards designed to appeal to the majority of listeners in the area — to have a broad cross-section of appeal.



Whether your music features Tchaikowsky or 'teen beat—or anything in between—you can get exactly the records you need through RSI. For RSI now offers 9 different services, available 14 different ways! All at special, low rates.

Each service is designed as a solution to a specific programming need. A very satisfactory solution, as over 750 station subscribers can testify.

If you have any special record requirements, chances are we can fill them. Call or write.

RSI RECORD SOURCE, INC.
333 EAST 46TH STREET, NEW YORK 17
TELEPHONE: YUKON 6-0155

when answering ads . . .
Say You Saw It in Billboard Music Week

it's in the bag!



JERRY BUTLER
"MOON RIVER"
c/w
"AWARE OF LOVE"

VEE JAY #405

DEE CLARK
"DON'T WALK AWAY
FROM ME"
c/w
"YOU'RE TELLING OUR SECRETS"

VEE JAY #409

A NEW STAR TO WATCH!

RAY WHITLEY

"I WASN'T SURE" c/w "THERE GOES A TEARDROP"

VEE JAY #414

CHRISTMAS SPECIALS!

"SILENT NIGHT"

c/w

"OH, HOLY NIGHT"

JERRY BUTLER

VEE JAY #371

"BE MINE" c/w "JONI"
PRESTON JACKSON
and the Rhythm Aces

VEE JAY #417

"DUKE OF EARL" c/w "KISSIN' IN THE KITCHEN"
GENE CHANDLER

VEE JAY #416

"MUCH YOU NEED" c/w

"THEY DON'T KNOW"

THE 5 ROYALES

VEE JAY #412

"YOU'RE SO HARD TO PLEASE" c/w

"YOU DON'T LOVE ME"

WILLIE COBB

VEE JAY #411

"IT'S CHRISTMAS" c/w

"THE CHRISTMAS STORY"

ELAINE & DEREK

VEE JAY #415

"WHERE IS SHE?" c/w

"I GET ALONG SOMEHOW"
DOBIE HICKS

VEE JAY #413



RECORDS, 2120 S. Michigan, Chicago 5, Ill.

BUSY WEEKEND

Halle's Cleveland Dept. Store Stages Mammoth Record Sale

• Continued from page 3

had the Pinkertons there to try to keep down the pilferage.

"We had diamond needles for \$2.98 and they sold like crazy but the rest of the accessories didn't move. Singles were brought in and they were set up by the Stark One-stop but the sale was only moderate. The people were looking for albums. Classical went better than I expected and jazz went very well. In pop, I noticed that people seem to be much more artist-conscious. They want a Mantovani or a Melachrino, not just any mood album."

The opening of the sale was promoted strictly through radio spots. Said Miss Siegel: "For the Friday morning opening, we started with hourly spots on every radio station in Cleveland on Wednesday night and carried right through Thursday. Friday afternoon we hit the

papers for the first time with five-column ads. The radio spots seemed to do a great job.

Extend Sale

"Things were going so well by Saturday noon, we decided to extend the sale on to Monday and we quickly got ads in the Sunday papers. That gave us a chance to go into Monday evening, since Monday is shopping night in Cleveland."

"I must say we moved an enormous number of records. Certainly we plan to do it again. I don't know whether we can pull everything together in time to repeat before Christmas but we hope to do that. It was frantic and I think a great idea, and we've been getting a flock of phone calls from other stores asking us all the details. I don't know whether I can live through another affair like that, but it's certainly great for business."

Execs, Artists, Public Flock To New Eshelman Store Opening

ST. JOSEPH, Mo. — The Eshelman Music House concluded an exceptionally well-promoted grand opening here last week, the occasion being the store's moving into the rebuilt Center Building. The building had been destroyed by fire and while rebuilding was under way Eshelman's occupied temporary quarters on Francis Street.

The St. Joseph News-Press carried a banner headline describing the two-day event as a "brilliant opening." Nevin McCord, Eshelman's advertising manager, stated that the opening drew 11,461 visitors for the two-day period, and more than 35 visiting executives from various firms such as Conn, Magnavox and Wurlitzer, as well as executives of recording companies.

Promotion included the following: A seven-page section in The News-Press was preceded by a series of teaser ads. A four-day saturation campaign was used on radio with all local stations participating in a total of 180 spots taped

L. A. Hi-Fi Show Due In March by IHFM

NEW YORK — The annual Los Angeles high fidelity music show will again be staged by the Institute of High Fidelity Manufacturers and will take place March 20-25, 1962, at the Ambassador Hotel, according to Raymond V. Pepe, president of the IHFM.

Pepe announced last week that a show committee has been formed on the West Coast to handle all matters relating to the affair. The session will represent a showing to the public of the industry as a whole, Pepe noted.

by recording artists. In addition, two hours of broadcasting originated from the store at the opening, presented by Bill Sachs, of Billboard Music Week, on November 9. This session included interviews with executives and artists.

Prior to the opening, direct mail stuffers were sent out to 2,000 customers.

One of the events was the appearance of RCA Victor artist Neil Sedaka who autographed more than 400 of his albums and singles. Other artists performed on the Wurlitzer and Conn organs.

The record department of the new Eshelman's is four times as large as it had been prior to the fire. Booths are equipped to play disks. The department has also added stereo tape.

Introduce New 45 R.P.M. Recording Player for Autos

TORRANCE, Calif. — A new 45 r.p.m. auto record player to be known as Car-Fi was introduced last week by Automotive Electronic Specialties here. The unit plays through the car radio and carries a list price of \$69.95.

It's the first unit of its kind to hit the market since Columbia's Hi-Way Hi-Fi, which was available through Chrysler-Plymouth dealers several years ago. The latter unit experienced certain difficulties and was eventually withdrawn from the market.

A special kind of tone arm has been developed, it was noted, that makes possible playing the unit even on rough and bumpy roads. Motorola dealers are currently handling the sets in the Southern California area.

Telectro Tape Unit Carries Low Price

NEW YORK — Telectro has introduced one of the lowest priced stereo tape, reel-to-reel recorders yet to hit the market. Model SS 132 carries a list price of \$199.95 and plays back four and two track stereo tape. The unit records four and two track monaural. The set also includes Telectro's "Simul-Track" feature for sound-on-sound recording. Two microphones are also included. Alvin Barshop, sales manager for Telectro, a division of Emerson Radio, feels that the "price breakthrough will cause a stir in the tape industry."

HELPMATES

Bonus Spurs New Service Business

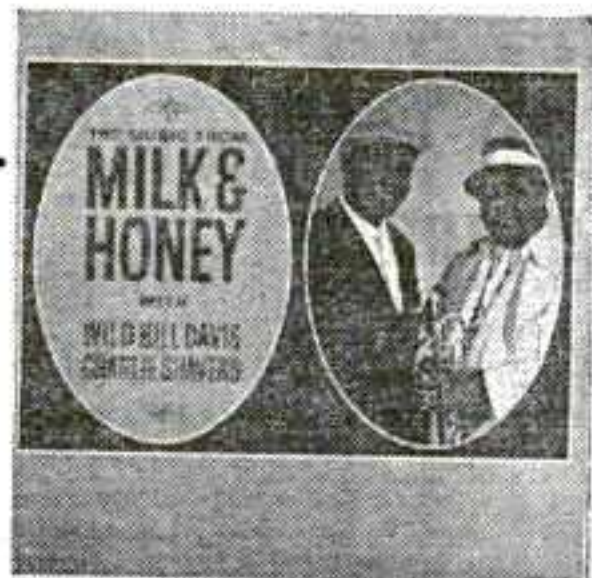
ATLANTA — Teamwork of mechanics, truck drivers and helpers has had astonishing effects on the income of the service department at Shelley's Appliances here. Thanks to a unique bonus system, complaints have almost vanished, machines which might have been set back until a later date for repairs, are returned on the same day a call comes in, and mechanics are willing to put in longer hours and travel longer distances, to surpass the quota.

Since this system went into effect, every mechanic has consistently beat the system, for his bonus, and in some instances, the bonus has been within a few dollars of the servicemen's regular pay. Both the helper, and the truck driver, have surprised Mr. Shelley by digging up worthwhile prospects on their own, and turning in so much extra business that the cost of the 20 per cent bonus to servicemen, 10 per cent to the truck driver, and 5 per cent to the helper, has (on all grosses over the first \$200 per month) has been repaid out of hand. "Now, when a mechanic has a call for a repair job, and calls for help from the driver and helper, he finds them not only ready to co-operate, but actually way ahead of him, Shelley said.

ALBUM COVER OF THE WEEK



LOSS OF INNOCENCE — Original Movie Sound Track, Colpix CP 508. A very lovely cover shot of the very lovely young actress, Susannah York. Potent material to decorate windows or counters.



MUSIC FROM MILK AND HONEY — Wild Bill Davis and Charlie Shavers, Everest LPBR 5133. Appealing full-color cover photos of the artists placed in an attractively designed cover. Credit for photo and design to Frank Gauna.

Special Note: Inadvertently, our captions for the Album Cover of the Week selections last week were reversed.

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTINGS BETWEEN \$201 AND \$300

Position This Issue	Position 8/21/61 Issue	Brand	% of Total Points
1	1	Magnavox	28.9
2	2	Stromberg-Carlson	16.4
3	4	Voice of Music (V-M)	8.0
4	9	RCA Victor	7.6
5	—	Curtis-Mathes	7.1
6	4	Webcor	6.7
7	—	Emerson	4.4
		Others	20.9

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.

PACIFIC JAZZ-WORLD PACIFIC—Expires Noember 24, 1961. Started October 9, 1961.

Two LP's free for every 10 LP's purchased with a minimum order of 100 mono or stereo LP's. Covers 11 new releases. One hundred per cent exchange privilege.

ATLANTIC-ATCO—Expires November 30, 1961. Started October 30, 1961.

"The Right Deal at the Right Time." One LP given free with the purchase of eight LP's. Deal is available to dealers through distrib and covers entire catalogs of both labels and new releases. All qualifying dealers offered deferred billing and 100 per cent exchange privilege. See page 4, October 30 issue, for details.

KAPP—Expires November 30, 1961. Started October 10, 1961.

October-November Program. Ten per cent discount on 12 new releases only. Dating available to qualified dealers.

LIBERTY—Expires November 30, 1961. Starts October 30, 1961.

Ten per cent cash discount on the label's Christmas product, including its Robert Rheims catalog, plus a new Felix Slatkin Christmas release on the Premiere label. See page 2, October 16 issue, for details.

WONDERLAND—Expires November 30, 1961. Started August 23, 1961.

Dealer gets 26 albums for the price of 24. Key numbers in catalog available in two pre-paks. Label is Riverside's children's line.

90TH FLOOR RECORDS—Expires December 1, 1961. Started October 30, 1961.

Dealers are offered a 10 per cent discount on complete catalog.

ABC-PARAMOUNT—Expires December 15, 1961. Started July 17, 1961.

Fall-Winter LP Program. Distribs are offered 12 1/2 per cent discount on all LP purchases. Program covers complete catalogs and new releases, including Christmas packages, on ABC-Paramount, Impulse and Chancellor labels.

ARGO—Expires December 15, 1961. Started November 6, 1961.

Stocking Plan. One free LP for every six purchased on the entire Argo catalog, including two new releases. Available through distributor.

PRESTIGE—Expires December 15, 1961. Started November 4, 1961.

Buy seven LP's and receive one LP free. Plan is on entire 7000 series.

CAPITOL-ANGEL—Expires December 22, 1961. Started October 16, 1961.

Christmas Package Program. Twelve and a half per cent cash discount on all Capitol and Angel new yuletide releases, catalog as well as new releases. See page 3, October 16 issue, for details.

CAPITOL—Expires December 22, 1961. Started October 30, 1961.

Special sales program. Dealers are offered up to two free LP's for every 10 LP's purchased of 18 of the label's Original Broadway Cast and Movie Soundtrack albums. See page 20, November 13 issue, for details.

MERCURY—Expires December 31, 1961. Started November 1, 1961.

"Operation Gold Rush." Fifteen per cent merchandise bonus. Plan covers 22 new albums and also gives right to buy three catalog LP's in the same price group for every new LP release purchased on same 15-for-100 basis. One hundred per cent exchange privilege on entire November release and 10 per cent exchange privilege on catalog. Dealer must place initial order by November 21.

PETER PAN—Expires December 31, 1961. Started August 15, 1961.

Label is offering all of the current seven inch singles to dealers six for \$1.

STARDAY—Expires December 31, 1961. Started November 8, 1961.

Country Music Hall of Fame Sale. Through distrib, dealers are offered one free "Hall of Fame" album on each five ordered. Same deal applies to three other double-pocket albums: "Country Music Spectacular," "More Country Music Spectacular" and "Banjo Jamboree Spectacular."

PARKWAY—Limited offer. Started November 13, 1961.

Fifteen per cent cash discount on the Chubby Checker LP, "Your Twist Party," available through distributors.

TIME—No expiration date. Started November 1, 1961.

Entire Series 2000 catalog will be available on a buy six-get-one-free basis.

MONITOR—No expiration date. Started June 19, 1961.

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

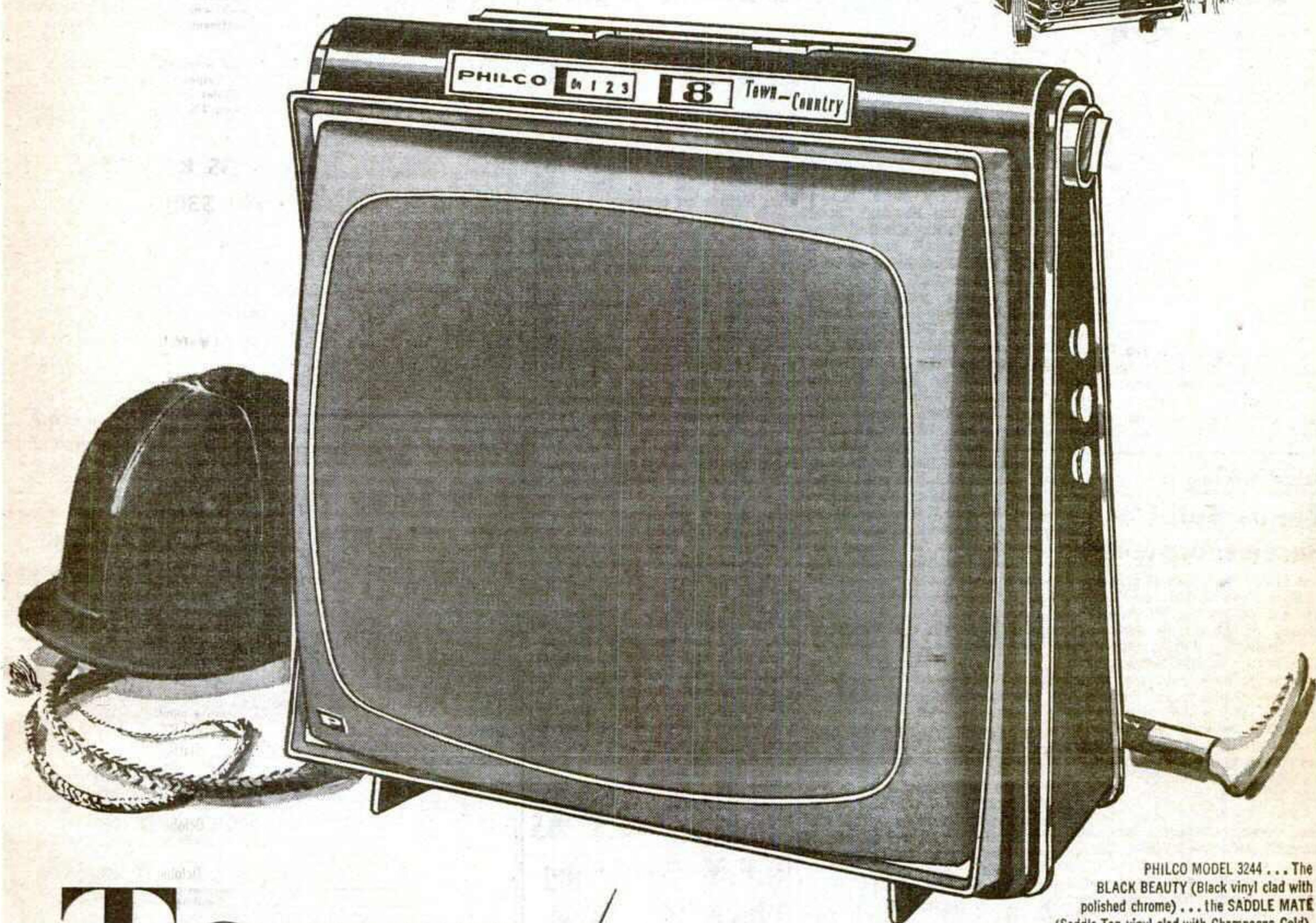
CONCERT-DISC—No expiration date. Started September 25, 1961.

Complete catalog including new releases offered on a one-free-every-five-purchased basis. Label's "Success in Life" and "The Businessman's Record Club" series available at 10 per cent discount.

The Creator of Slender Seventener and Briefcase TV Does It Again!

PHILCO

Announces the World's Finest
High Performance Portable TV



PHILCO MODEL 3244 . . . The BLACK BEAUTY (Black vinyl clad with polished chrome) . . . the SADDLE MATE (Saddle Tan vinyl clad with Champagne Gold). 19" overall diagonal measurement screen; 172 sq. in. viewable area

Town and Country PORTABLE TV

NOW, from PHILCO comes a truly great advance in portable television design! No other portable approaches it . . . for beauty, features, reliability. Here, in this sleekest new portable are advanced High Performance Tubes, Circuits and Components never before offered in a portable! Here is the new Tapered Continental shape . . . the Black Beauty, garbed in gleaming black trimmed with polished chrome; or the rich, warm Saddle Mate, sheathed in leather-like vinyl in Saddle Tan with Champagne Gold! Here also is portable Television's greatest chassis—with Vivid Vision and Black-Level circuitry—to give the most brilliant, realistic, dimensional picture ever packed into a portable. You must see it for yourself! You must palm its smooth, elegant patina, pat its fashion-molded, finished back—float a finger down its Flare-Front picture frame, snap its solid-sounding Top-End Tuners. Yes, you must pick it up, set it down, spin it 'round, walk it, watch it!

Top-End Tuning. The ultimate in tuning convenience . . . Channel selector and tuning controls located near the top.

Dipole Pivotenna: pivots to tune strongest signal, telescopes into back of set for convenience.

Hideaway Handle. Telescopes into cabinet when not desired.

Visual Volume Control Indicator. Slide rule tuning for volume, instantly tells level of sound visually.

Soft-Glo Channel Window. Easy to see. Illuminated.

The new Profile. Tapered Continental Styling, slim, trim and elegant; the new shape of quality in Portable TV.

PHILCO'S ON THE MOVE!

GO WITH

PHILCO



Famous for Quality the World Over

FILL THE AIR

Dion, Nino & the Ebb Tides
New Disks Getting N. Y. Play

NEW YORK—The three records (of the new releases) getting the most station play here last week were Dion's "The Majestic" and Nino and the Ebb Tides' "Happy Guy." Still going strong in the local-play area — as reported by BMW last week—were the Lettermen's "When I Fall in Love" and both sides of the new Dave Brubeck disk "Unsquare Dance" and "Raggedy Waltz."

Bob White, musical supervisor of WINS, New York, reports that WINS is also playing the following new releases: "Room Full of Tears" by the Drifters; "Running Out of Kisses" by Chuck Foote; "Begin the Beguine" by the

Paragons; "Little Altar Boy" by Vic Dana.

White said WINS is also playing the flip of Dion's new waxing, "The Wanderer." The station is playing all the Twist records, including Vaughn Monroe's "Bye Bye Blackbird Twist," but White opined that he personally thinks the Twist fad will "fall on its face" before long.

WMCA Newies

Among the new disks getting play at WMCA last week were Sam Cooke's "Made for Me"; "Once Around the Block" by the Four Preps; Lou Monte's "Oh My Papa"; the Merry Macs' "Close Your Eyes"; the Platters' "Song for the Lonely"; Ray Charles' "Unchain My Heart," and Gloria Lynn's "You Don't Have to Be a Tower of Strength."

New releases getting exposure from WNEW here last week, were —according to WNEW program director Mark Olds—"What'd You Think Joe" by Della Reese; "Never On Sunday" by Peter Duchin; Count Basie's "Twist"; both sides of the new Brook Benton disk: "Revenge" and "Really, Really"; Duke Ellington's "Paris Blues"; two versions of "Bachelor in Paradise" (Robert Holiday's and Gaynel Hodge's); Jerry Jackson's "If I Had Known How to Keep Her"; Eddie Heywood's "The Good Earth"; the Limelites' "Just An Honest Mistake," and Ella Fitzgerald's "Cry Me a River."

Admiral Phono
For Sing Fest

CHICAGO—Admiral has come up with a special drop-in stereo phono model, which features a microphone enabling listeners to sing along with the disk. This is regarded as a natural for Mitch Miller fans and for teeners who fancy themselves as potential disk artists.

The sing-along unit features swing-out speaker cabinets. When the mike is plugged into the sing-along jack, sound from the mike comes through the right speaker unit while the disk sound goes through the left. The portable set, known as the Choralier, lists at \$139.95.

Another teen-styled portable stereo, the Bandmaster, retails at \$69.95. A new console stereo model Y4419, is similar in every way to the Y4418, introduced earlier, except for cabinet finish. The unit lists at \$750, contains FM-AM tuner and has provision for FM stereo reception.

Bill Smith Is 'PM
East' Consultant

NEW YORK—Bill Smith, veteran show business scribe, has joined Westinghouse Broadcasting Company's "PM East" TV series as talent consultant.

Smith will cover both coasts and all areas of the entertainment world for "PM East," which is currently carried by a flock of TV stations in key cities across the country, including WNEW-TV, New York. Specifically, Smith "will create unique formats for celebrities and juxtapose unusual combinations of notable names for the Mike Wallace Series."

A veteran of more than 10 years with The Billboard (as night club editor and critic), Smith more recently served as managing editor of Radio-TV Daily. He is currently on leave of absence from the faculty of the New School here, where he lectures on facets of show business.

Ampex Brings
Big Consumer
Adv. Campaign

SUNNYVALE, Calif. — Ampex Audio is pushing its new line of tape recorders and playback equipment and home music systems through a national consumer advertising push to carry through January.

The firm recently introduced a new 1200 series of tape units, incorporating design and manufacturing techniques formerly available only in professional equipment, according to a spokesman. The Fine-Line 1200 series employs tape tracking and guidance systems formerly used in the firm's professional line only. The three units include an unmounted deck, model 1250; a portable, model 1260 and a portable with built-in pairs of matched amplifiers, model 1270. The three versions run from \$499.50 to \$645.

Ampex is also featuring the Crescendo II and the Signature II home music systems, retailing at \$1,995 and \$3,000 respectively. Both of these contain the 1200 tape deck. FM stereo is standard in the Signature and an adaptor is available for the Crescendo.

Sound Fair
Speed-Up

• Continued from page 2

Dealers of America. Activity of the latter group is regarded as a key to the potential success of the sound fair and is expected to generate increased interest on the part of record manufacturers.

Among retailers who have indicated their intention of serving on the advisory board are Ben Kaye, Liberty Music, New York; Dave Rothfeld, E. J. Korvette, New York; Lou Shapiro, Music Center, Jersey City, N. J.; Charles Simmons, Coghill-Simmons, Dallas; Mike Spector, Spec's Records, Coral Gables, Fla.; Pete Wambach, Wambach Enterprises, Harrisburg, Pa.; Ed Mattlin, Jordan Marsh, Boston; Danny Danziger, Disc Shop, Washington; Andy Collins, Grinnell's, Detroit; Red Press, Ross Music, Detroit; and James Tippet, Tippet Music, Galesburg, Ill.

Among the members at large already on the board are Henry Droz, Arc Distributing, Detroit; Donald Plunkett, Fairchild Recording; Bill O'Boyle, Symphonic Electronics; and Paul Ackerman, music editor, Billboard Music Week.

Verve Nails Down
'Chicago & Jazz'
Television Rights

NEW YORK — Verve Records announced this week the acquisition of the sound track rights to the upcoming TV show, "Chicago and All That Jazz," to be aired Sunday (26) on NBC-TV. At the same time, the label announced a step-up in its program of single releases, a part of its business that has been dormant for some time.

The "Chicago" TV show will reunite a number of stars closely identified with the Chicago jazz of the 1920's, including Eddie Condon, Bud Freeman, Bob Haggart, Gene Krupa, Jimmy McPartland, Pea Wee Russell, Joe Sullivan and Jack Teagarden. Vocalist will include Blossom Seeley and Lil Armstrong. The show will feature Garry Moore as narrator.

On the singles front, Verve turned out three new singles, by maestro Robert Holiday, the Chants, and Ella Fitzgerald. Sales chief, Andy Miele, said Verve will continue with regular singles releases.

BMW CHARTS
SHOW LIBERTY
SINGLES ACTION

NEW YORK — Liberty Records is one of the hottest labels in the singles field today, with six disks on BMW's "Hot 100" this week, and three more on "Bubbling." Two of the "Hot 100" platters are in the top 10 — Gene McDaniels' "Tower of Strength," No. 6, and "This Time" by Troy Shondell, No. 9.

Also on the "Hot 100" this week are "God, Country and My Baby" by Johnny Burnette which jumped from No. 24 to No. 18; Bobby Vee's "Run to Him," up to No. 29 from No. 57; Si Zentner's "Up a Lazy River," No. 51; "Blue Moon" by the Ventures (on Liberty's subsidiary label Dolton), No. 54, and Timi Yuro's "Smile," No. 59.

On "Bubbling" this week Liberty has Bobby Vee's "Walking With My Angel," No. 105; Vic Dana's "Little Altar Boy" (on Dolton), No. 110, and Felix Slatkin's "King of Kings," No. 120.

Webcor Sponsors
Youth Talent Test

NEW YORK — Webcor, Inc., and Richards Music Corporation are sponsoring a contest for young musicians (8-18) in a tie-up with the Warner Bros. film version of "The Music Man," starring Robert Preston. The contest, which kicks off February 15 and runs through April 30, offers a trip to Hollywood for the winner and more than 18,000 other prizes. Contestants may

Anka Signs
Victor Pact

NEW YORK—RCA Victor has finally signed Paul Anka. Negotiations for the singer have been going on for the past three or four months, with the first disclosure of the negotiations appearing in Billboard Music Week last summer.

Anka will produce his own disks via his Camy Productions firm, and the records will be exclusively released by Victor throughout the world. In conjunction with his record pact, Anka will visit, in 1962, every major country throughout the world to meet with local RCA execs and to promote his disks.

The pact with Anka was negotiated by Victor exec Bob Yorke and the singer's manager Irvin Feld. It is understood that Anka's contract calls for a sizable advance, a high royalty rate, and a number of TV appearances.

MGM Pacts Number
Of New Disk Artists

NEW YORK — MGM Records announced a series of new artist pacts last week, headed by veteran band leader, Vincent Lopez. Absent from the disk scene for some time, Lopez is expected to focus on albums. First of these will be titled, "Dance Album With Lopez."

Others pacted by the label, according to MGM President, Arnold Maxin, were thrush Page Morton; the Titans, a vocal group; savoyard, Martyn Green; band leader, Paul Lavalle, and Martha Schlamme. All will have albums out shortly.

make a tape recording (at no charge) at any of 1,500 Webcor and Richards Music dealer stores.



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SHOULD
HAVE...

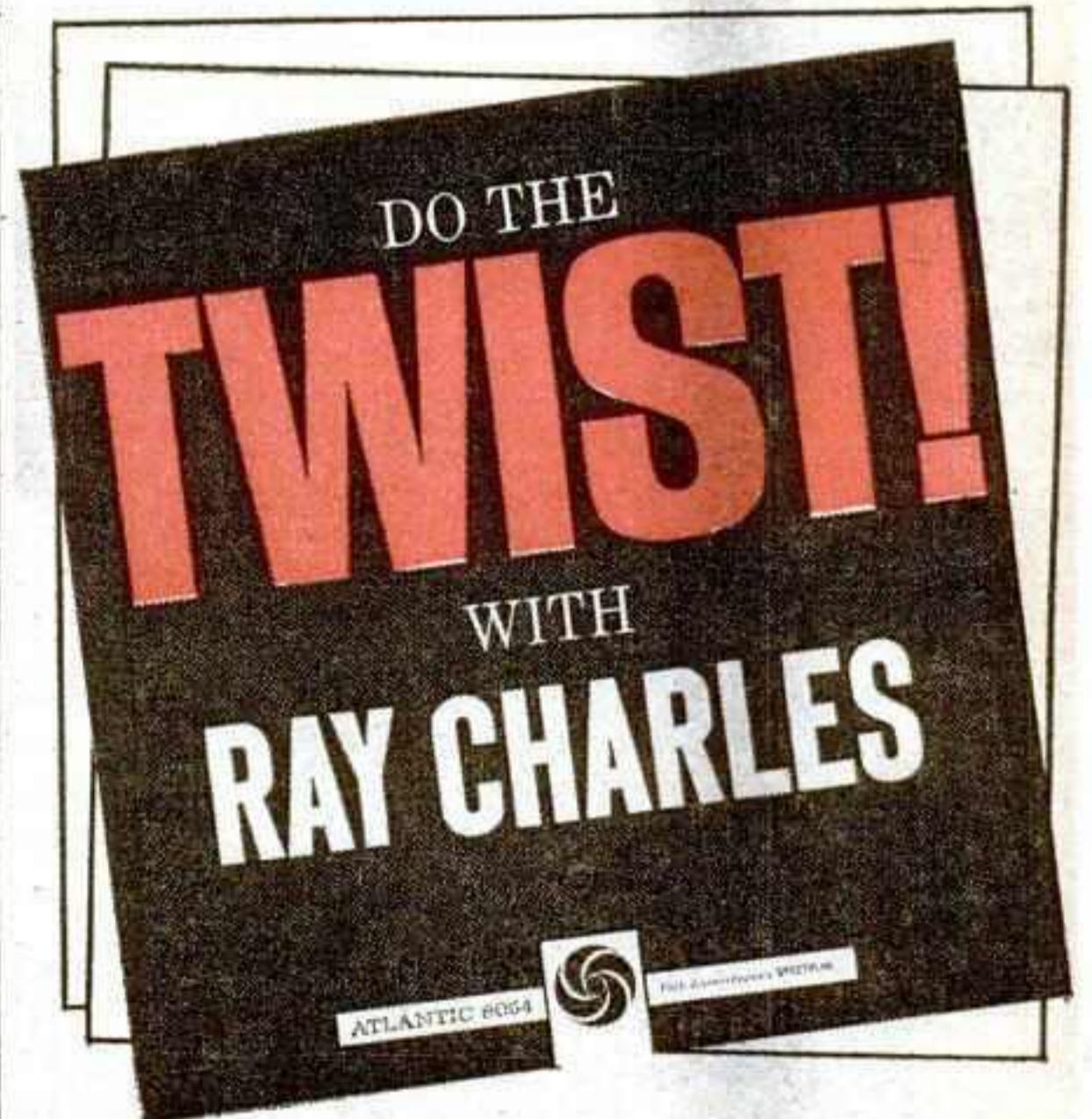
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DIAMOND NEEDLE
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Because...your needle sales will skyrocket. This attractive display contains the most wanted stereo and monaural diamond needles. The dispenser, by being constantly in front of your customers, will stimulate point-of-purchase needle sales...and it will save you Inventory Time.

The dispenser is FREE! You just pay for the 32 Duotone Diamond needles it contains. They're newly and handsomely packaged for customer eye appeal.

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"DO THE TWIST"
with RAY CHARLES

8054

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1841 Broadway, New York 23, N. Y.

THE SINGING
SENSATION OF THE YEAR

GLORIA LYNNE

WITH 3 ALBUMS ON THE BILLBOARD BEST-SELLING CHARTS,
NOW BRINGS YOU A GREAT CHART-MAKING SINGLE:

YOU DON'T HAVE TO BE A TOWER OF STRENGTH

EVEREST 19428

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DEPENDABLE CHART-TOPPERS!

THE DRIFTERS

ROOM FULL OF TEARS

2127

"SOMEBODY NEW DANCIN' WITH YOU"

A Leiber-Stoller Production

ATLANTIC RECORDS

1841 Broadway, New York 23, N.Y.

NIGHT CLUB REVIEW

Drama Makes Diahann Dynamite

When the petite and attractive Diahann Carroll has a chance to show off her dramatic talent along with her emotion-packed singing style, and has suitable material, she is an outstanding entertainer. When she merely stands up and sings a collection of songs at mike-side she is a good but not outstanding performer. This is what happened when the pretty thrush debuted her new act at the Plaza Hotel's Persian Room in New York last Wednesday (15) night.

The first half of her new act was composed of a flock of songs which she handled neatly. They ranged from "More Than You Know" to "I Wish I Were in Love Again," with some special material like "Brown Baby" and "Hum-Drum Blues" thrown in. She sang them well, because she does know how to sing a song, yet the dramatic fire was lacking.

In the second half of her act, however, when she doffed her white blouse and long skirt, and returned in a short red dress and started to sing songs from "West Side Story," the thrush came alive, the audience came alive and the lass scored a solid triumph on her opening night. Aided by dancer-singer Claude Thompson, the thrush opened her tab version of the "West Side" score with a rousing version of "America," swung into a warm version of "Tonight," continued the pace with "Something's Coming" and the rumble song (holding a leather jacket) and bowed off to solid applause. She returned in a long boy-type sweater over the red dress and came through with a bright, sparkling performance of "Officer Krupke," adding some dance steps to the satirical ditty, for a sock finish to her act. Mention must be made of the swinging band work back of her by the augmented Emil Coleman crew, led by Warren Meyers. They played arrangements by Peter Metz. Act was brightly staged and directed by Phil Moore. Diahann should do mighty well at the Persian Room and her dramatic performance indicates she should also do very well with her forthcoming role in "No Strings," the Richard Rodgers musical due on Broadway next spring. Bob Rolontz.

NEWS REVIEW

Capitol Packages Show More Music

NEW YORK—Capitol has tossed its hat in the super-sound ring, with easily the most revolutionary product, in terms of packaging. Capitol's "staged for stereo" series is offered in a plastic box with front and back containing clear plastic, through which the record and all titles on both sides are visible.

Each album contains a separate booklet which appears through part of the front window of the set, but these are removable, so that each case can conceivably be used for any number of different recordings, simplifying one of the problems of the manufacturer. There is no question that these new packages stand out. They are bound to create talk and probably sales, despite the fact that those whose collections are cramped, will find these boxes eat up much more space than a regular package.

Musically, the product is good and compares favorably with much of the better stereo specialty products now on the market. Four basic sets in the first release feature percussion—the Mallet Men; twin pianos; big band arrangements; lush mood scorings, and a sampler of items from these sets. From this vantage point, Van Alexander's big band material appears the choice to lead the way but Henri Rowe and Bobby Stevenson also contribute fine stereo pianistics. Despite the musical and technical quality it is still the packaging that will make this product stand out.

Packages include, "Swing Staged for Stereo," Van Alexander, STAC 1635; "Steinways Staged for Stereo," Henri Rose and Bobby Stevenson, STAC 1636; "Percussion Staged for Stereo," The Mallet Men, STAC 1637; "Highlights Staged for Stereo," STAC 1638; "Strings Staged for Stereo," Norrie Paramour and Ork, STAC 1649. Ren Grevatt

BASH! BASH! JAZ-33-01
JAZS-33-01

DAVE BAILEY SEXTET

Selected Distributors for Jazzline:

Buffalo	.....	Gold Record Dist.
Detroit	.....	S & S Dist.
Miami	.....	Pan-American
Philadelphia	.....	Lesco Dist.
San Francisco	.....	D.M. Sales
Tacoma	.....	Sack of Records
Washington, D. C.	.....	Schwartz Bros.

JAZZ LINE

JAZZLINE RECORDS, 1162 East 223rd St., N. Y. 66, N. Y. Ph.: TU 2-6800

NEW RELEASES

WHAT A WALK
CRY NO MORE
Bobby Lewis BELTONE 1015

AUTUMN LEAVES
THERE IS SOMEONE IN THIS WORLD FOR ME
Little Willie John..... KING 5577

LOST SOMEONE
CROSS FIRING
James Brown..... KING 5573

NEVER, NEVER
PEOPLE FROM ANOTHER WORLD
Jive Five.....BELTONE 1014

DO YOU REMEMBER
I'M GONNA MISS YOU
Hank Ballard..... KING 5578

KING

1540 BREWSTER AVE. CINCINNATI 7, OHIO



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The Cadence Little LP — 7 inch size, 33 speed — 6 complete tunes. Additional sales in a new price line and at a profitable mark-up for you. The first 5 releases of the newest idea in the record industry are available for immediate delivery. Contact your Cadence Distributor now. Stock and display the Cadence Little LP.

CADENCE RECORDS, INC.
119 West 57th Street, New York 19, N. Y.

AGAC Elections Result in Lane's Return as Prexy

NEW YORK —The American Guild of Authors and Composers has re-elected Burton Lane as president. Jack Lawrence was named first vice-president; Jay Gorney, second vice - president; Leonard Whitcup, treasurer; Edward Eliscu, secretary, and Jack Siegel, assistant treasurer. The last-named post has just been created.

It was also announced that Mitchell Parrish has been named to the AGAC council to replace Sam Coslow, who has resigned. In the running for council membership, Richard Adler and Alec Wilder were runners-up and will be invited to sit at all council meetings. Wilder, incidentally, is a B.M.I. writer and one of the few ever to achieve this distinction.

Abel Baer is new chairman of the board of AGAC. It was also announced that AGAC collection of royalties for writers from publishers will amount to about \$1,200,000, an increase of 50 per cent over last year's collections.

11 Is Lucky No. For Disk Duffer

NEW YORK — The Fred Waring crew of golf regulars better beware. Andy Wiswell, personable Eastern a.&r. man for Capitol Records, started playing the game of fairways and sandtraps in June of this year and he already can claim his first hole in one.

Wiswell's ace was scored at Wykagyl Country Club, New Rochell, N. Y., last Saturday (11). The feat was accomplished, in fact, on the 11th day of the 11th month at 11 a.m. on the 11th hole.

TUFF RECORDS

Now Being Distributed by

CHESS PROD. CORP.

Dept. b, 2120 S. Michigan, Chicago 16, Ill.

Heading for No. 1

"TOO SOON TO KNOW"

ETTA JAMES

argo #5402

On All Charts!

"ON BENDED KNEES"

CLARENCE HENRY

argo #5401

Goin' Pop!

"SO MEAN TO ME"

LITTLE MILTON

checker #994

Huge in the South!

"I'M A LITTLE MIXED UP"

BETTY JAMES

chess #1801

2 New Hits to Watch!

"CHILL BUMPS"

JOHNNY CANNON

chess #1807

"LET ME BE THE FOOL"

LUCKY CLARK

chess #1806

★

CHESS PROD. CORP.

2120 S. Michigan Chicago 5

when answering ads . . . Say You Saw It in Billboard Music Week



Carefree as Teen-age fun!

EXCITING
REVOLUTIONARY

NEW CONTINENTAL 2 STEREO ROUND

You've got to hear it to believe it! Here, for the first time in any jukebox, is real-as-life stereo that needs no remote speakers. The AMI Continental 2 plays 33 $\frac{1}{3}$ RPM stereo or 45 RPM monaural records with wonderful new beauty . . . fits any location. And here's tomorrow's styling—sensational glamour, aglow with a hot new color. All equipment is standard—no extras to buy. Put this exclusive new money-maker to work for you. Ask about AMI simplified programming and the Big Challenge operator incentive program that offers 1700 valuable, nationally advertised merchandise prizes, plus trips to Florida and Las Vegas.

See your AMI distributor now, or write the AMI sales office, 5075 W. Lexington St., Chicago 44, Ill.



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Billboard Music Week's paid U. S. and Canadian circulation is almost 2½ to 1 over the next music-coin publication.

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Businessmen invest more than twice as much money in Billboard Music Week . . . buy nearly a million more lines of advertising annually.

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Will they grow up in a free world? Would you want them to grow up in any other kind? The answer to that question is why millions of Americans regularly visit the Savings Bond window at their bank.

What 63¢ a day can mean to their future ... and Uncle Sam's

Investing 63¢ a day at 3¾% interest can bring some pretty nice things into your future. In six years—\$1,500 down on a new home. In twelve years—nearly \$3,500 for college costs.

But things being the way they are, it's pretty hard to consider your own future without giving some thought to your country's future, too. Millions of Americans have done this and are putting their savings into United States Savings Bonds.

The money you invest in Savings Bonds is one of the best ways you can help Uncle Sam today. It helps keep our economy strong and provides one of

the most dependable means the Government has to manage the costs of national defense.

Buy a Bond today. You can lend your country a real hand now by saving this way for the future.

Five ways U.S. Savings Bonds benefit you personally

1. You get 3¾% interest to maturity.
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Savings Bonds are fireproof. Theft-proof, too. Every Savings Bond you buy is registered in Washington and will be replaced free.

Keep freedom in your future with
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This advertising is donated by The Advertising Council and this magazine.

Michael, Portrait, Costa Up UA's Int. Business Receipts

NEW YORK — United Artists Records will more than quadruple its foreign business in 1961, according to proxy Art Talmadge. At the same time, Talmadge said the label will have its biggest gross this year in its four-year history.

Talmadge attributes the growth in foreign sales to the fact that UA established its own-full time representative, Norman Lan, this year; and that, for the first time, UA disks were released throughout the world under their own label. UA has also stepped up its foreign department at its headquarters here, with foreign operation director Sidney Shemel in charge.

Four UA records were consistently on the best seller charts throughout the world this year—Ferrante and Teicher's "Exodus," the Highwaymen's "Michael," Don Costa's "Never On Sunday" and Steve Lawrence's "Portrait of My Love." On BMW's "Hits of the Worlds" charts last week, "Michael" was No. 17 in Britain; No. 2 in Eire; No. 1 in Norway, and No. 7 in Hong Kong.

Shemel's assistant, Steve Morris, is currently on a three-week swing through Europe. He will visit England, France, Germany, Belgium, Holland, Italy, Sweden, Norway and Denmark.

WB Inks Singer, Patrolman Saridis

HOLLYWOOD — Warner Bros. Records has signed to a disk pact Saverio Saridis, a New York City patrolman. Saridis has also been optioned for future film and TV appearances.

Saridis has taken leave of his police work to try his hand at the show business. Termed "the most astonishing voice since Mario Lanza" by Warner President Mike Maitland, the singer is already set for four appearances on the Ed Sullivan show, a TV spectacular and a five-week engagement at New York's Hotel Plaza.

Northwest Hi-Fi Show Spots 24-Room House

MINNEAPOLIS — The Northwest High Fidelity Music and Stereo Show will feature a 24-room house built inside the Municipal Auditorium, locale of the show. The four-day affair got under way Thursday (16). All 24 rooms will be 16-by-24-foot living rooms, soundproofed to permit demonstration of many kinds of new equipment.

Stereo FM is expected to be a focal point of the show, as it has in earlier hi-fi shows in other cities this year. A special booth has been set aside for local stations to demonstrate stereo FM broadcasting. Local FM outlet, WAYL, expects to commence stereocasts this week.

Elektra Bows Second Bonus-Pak Disk Set

NEW YORK—Elektra Records will bow the second in its series of bonus-pak, two-record album sets slated to sell for \$4.98 this month. "Best of Dalliance" is a collection of folk songs from four albums recorded by Ed McCurdy consisting of songs of courtship and seduction from Elizabethan days. A number of the best songs were originally penned by poet Robert Burns. Those early albums, which rank high on the Elektra consistent seller list, were titled "When Dalliance Was in Flower and Maidens Lost Their Heads."

NOTICE TO THE TRADE!

In our half-page ad of November 13 we advertised Junior Parker's "Annie, Get Your Yo! Yo!" Duke #345, as a new release.

The same week we discovered that the disk jockeys, our distributors and Duke Records were pushing the wrong side of Duke #341, "In the Dark." Birmingham, Atlanta, Nashville, Miami, Detroit, Los Angeles, Chicago and San Francisco Pop stations broke through the same week with the Pop side of this same record Duke #341, "How Long Can This Go On."

We apologize to the trade for misleading you with the announcement of a new release. However, "Annie, Get Your Yo! Yo!" will be coming your way pronto.

In the meantime, don't overlook the profits on Duke #341, "How Long Can This Go On."



Breaking Wide Open in Pop!
Junior Parker's
"How Long Can This Go On!"
b/w
"In the Dark"
Duke #341



Bobby Bland's
"Turn on Your Love Light"
210,000 sold in first five days! Pick-of-the-week in Cash Box, 4-star in Billboard!

b/w

"You're the One"
Duke #344



James Booker's
"Tubby"
(Parts 1 and 2)
Peacock 1908



Jackie Verdell's
"You Ought to Know Him"
b/w
"Bye Bye Blackbirds"
Peacock 1905



Joe Hinton's
"The Girls in My Life"
b/w
"Come on Baby"
Backbeat 535



Al "TNT" Bragg's
"We Belong Together"
b/w
"Cigarettes and Coffee"
Peacock 1907



DUKE-PEACOCK RECORDS, INC.
2809 Erastus St., Houston 26, Texas.
OR 3-2611

BILLBOARD MUSIC WEEK HITS OF THE WORLD



Europe

BRITAIN

- (Courtesy New Musical Express, London)
* Denotes local origin
This Last Week Week
1 1 HIS LATEST FLAME—Elvis Presley (RCA) Aberbach

SPAIN

- (Courtesy Discomania, Madrid)
* Denotes local origin
This Last Week Week
1 1 TONIGHT MY LOVE, TONIGHT—Paul Anka (RCA-Hispavox)—Hispavox

NORWAY

- (Courtesy Verdens Gang, Oslo)
* Denotes local origin
This Last Week Week
1 1 MICHAEL—Highwaymen (United Artists)—Norsk Musikforlag

- 4 4 *VIOLETTA—Ray Adams (Manu)—Stockholms Musikproduktion
5 5 DOWN BY THE RIVERSIDE—Blue Diamonds (Fontana)—Kassner Music
6 6 HELLO MARY LOU—Ricky Nelson (California)—Bens Music

FRANCE

- * Denotes local origin
This Last Week Week
1 2 *LET'S TWIST AGAIN—Johnny Halliday (Philips); Richard Anthony (Columbia); The Golden Guitars (Ricordi)—Salvet

SWEDEN

- (Courtesy Show Business, Stockholm)
This Last Week Week
1 1 DEN SISTE MOHIKANEN/PETER OCH FRIDA—Little Gerhard (Karusell)

EIRE

- (Courtesy Dublin Evening Mail)
This Last Week Week
1 1 WALKIN' BACK TO HAPPINESS—Helen Shapiro (Columbia)—Filmusic

FRENCH (WALLOON) BELGIUM

- (Courtesy Juke Box Magazine, Mechelen)
This Last Week Week
1 1 BRIGITTE BARDOT—Roberto Seto (Vogue); Jorge Veiga (Barclay) Ed. P.P.P.

- 4 3 IL FAUT SAVOIR—Charles Aznavour (Barclay)—French Music
5 5 DANCE ON, LITTLE GIRL—Paul Anka (ABC-Paramount)—Spanka

HOLLAND

- (Courtesy Platennieuws, Amersfoort)
This Last Week Week
1 1 OCH WAS IK MAAR—Johnny Hoes (Philips)—Benelux Music

ITALY

- (Courtesy Musica e Dischi, Milan)
* Denotes local origin
This Last Week Week
1 LA NOVIA—*Tony Dallara (Music); *Domenico Modugno (Fonit); Antonio Prieto (RCA)

The Americas

MEXICO

- (Courtesy Audiomusica, Mexico)
* Denotes local origin
This Last Week Week
1 1 *POPOTITOS—Los Teen Tops (Columbia)—Pending

ARGENTINA

- (Courtesy Escalera a la Fama, Buenos Aires)
* Denotes local origin
This Last Week Week
1 1 WHEELS—Billy Vaughn (Dot-Sicamericana)—Dundee Music-Korn

PERU

- (Courtesy LaPrensa, Lima)
This Last Week Week
1 3 ESCANDALO—Javier Solis (Columbia); Los Chapanecos (Odeon); Los Romanceros Criollos (Virrey)

Asia & Pacific

ISRAEL

- (Courtesy Kol Israel Broadcasting)
* Denotes local origin
This Last Week Week
1 6 MICHAEL—The Highwaymen (United Artists)

HONG KONG

- This Last Week Week
1 1 A WONDER LIKE YOU—Ricky Nelson (Imperial)

AUSTRALIA

- (Courtesy Music Maker, Sydney)
* Denotes local origin
This Last Week Week
1 1 I'M COUNTING ON YOU—Johnny O'Keefe (Festival)—Belinda

JAPAN

- (Courtesy UTAMATIC, Tokyo)
* Denotes local origin
This Last Week Week
1 2 *KIMI KOISHI—Frank Nagai (Victor)—Victor

NEW ZEALAND

- This Last Week Week
1 3 CRYING—Roy Orbison (London)—Acutt/Rose

Shapiro-Bernstein Renews Schaffers

NEW YORK—German music publisher Peter Schaffers has returned to his Berlin headquarters after a three-week visit here. As a result of this trip, he renewed his contract with Shapiro-Bernstein whereby his organization represents their catalog as well as the Columbia catalog. The new contract extends to December 31, 1962.

With Herr Schaffers on his trip was his associate, Gerhard Hammerling, an executive in the Schaffers organization.

**IT'S
HERE!**

**THE
BIG,
ALL
NEW
NOVEMBER
RELEASE
FROM
VERVE!**



Ella Fitzgerald
Clap Hands, Here Comes Charlie!

CLAP HANDS, HERE COMES CHARLEY!—Ella Fitzgerald sings and swings a wonderful program of old standards. (V/V6-4053)



IN A LATIN BAG
CAL TJADER

IN A LATIN BAG—Cal Tjader's torrid group in a program of crackling Latin-American jazz. Sensational sound! (V/V6-8419)



THE TRIO
OSCAR PETERSON
RAY BROWN
ED THIGPEN

THE TRIO—Oscar Peterson, Ray Brown, and Ed Thigpen recorded live in Chicago! (V/V6-8420)



THE BEST OF YVES MONTAND!

ON BROADWAY... THE BEST OF YVES MONTAND!—The famed French singer/actor at his very best in a program of great material. (V-8428)



MOTION
LEE KONITZ

MOTION—Lee Konitz with bass and drums in a program of free and creative improvisation on great standards. (V/V6-8399)



KAI DLE
KAI WINDING'S
TROMBONES
AND PERCUSSION

KAI DLE—Kai Winding and his trombones go South of the Border in an album of incredible brass and percussion sound! (V/V6-8427)



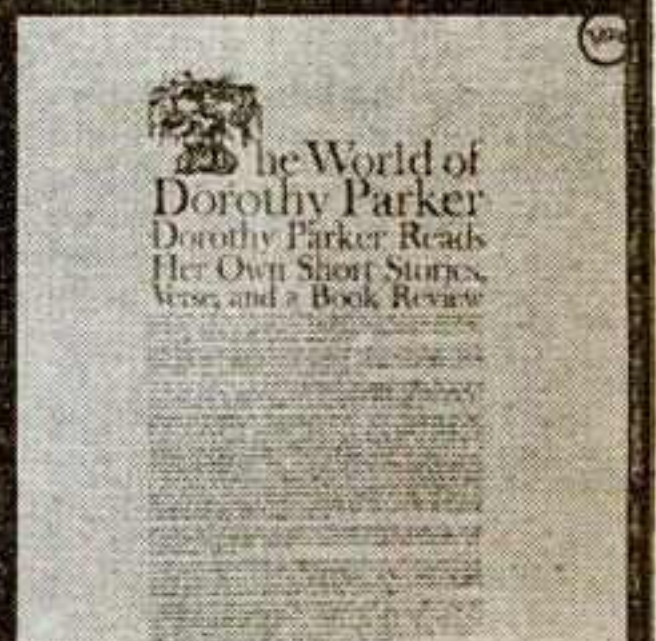
STAN GETZ
BOB BROOKMEYER
RECORDED
FALL 1961

STAN GETZ/BOB BROOKMEYER—Recorded a few weeks ago, Getz and Brookmeyer are re-united in an album with flash and fire. (V/V6-8418)



THE MANY SHADES OF BILLY GRAY

THE MANY SHADES OF BILLY GRAY—The favorite comedian of the West Coast laugh set in a live program cut at The Band Box, LA. (V/V6-15030)



The World of Dorothy Parker
Dorothy Parker Reads Her Own Short Stories, Verse, and a Book Review

THE WORLD OF DOROTHY PARKER—The famed author/critic reads her short stories, poems, and a book review. (V-15029)



BLUE HODGE
JOHNNY HODGES

BLUE HODGE—Johnny Hodges' alto sax is sweet and driving by turn on a set of favorite standards and original blues. (V/V6-8406)



BLUES CARAVAN—Buddy Rich and his group snap and crackle through a program of standards and originals. (V/V6-8425)



BOSS TENORS
Gene Ammons
Sonny Stitt

BOSS TENORS—Gene Ammons and Sonny Stitt turn two sides of this album into a vicious cutting session. (V/V6-8426)



THE ESSENTIAL LESTER YOUNG—Classics by the famed tenor sax master, newly re-mastered and pressed on pure vinyl. (V-8398)



THE ESSENTIAL COUNT BASIE—No jazz collection is complete without these fabulous big band performances. (V-8407)



Advertised in Down Beat, Metronome, The Jazz Yearbook, Jazz Record Catalog, Schwann LP Catalog, Esquire, Holiday, New Yorker, Playboy, Show and Show Business Illustrated. Plus strong point-of-sale materials, co-op plans, massive PR promotion.

Prefix V means Mono, prefix V6 means stereo. Verve Records is a division of Metro-Goldwyn-Mayer, Inc.

BRITAIN

Associated Lands Disneyland Label

By **DON WEDGE**
News Editor, New Musical Express

Associated Recordings, a rapidly growing independent outlet now anxious to break into the singles market, this month completed a deal with the Walt Disney organization to distribute children's records under the Disneyland label here. First release will be a "Babes in Toyland" sound-track LP, scheduled for December 1. At the same time, a promotional campaign gets under way for the film.

Associated already represented Westminster and Stereodiddies here as well as the Russian MK organization and the Czech Supraphon. It had also released material from Crown Records of California and, in an arrangement with Interdisc, also distributes some Prestige and Riverside product. In its two-year existence, Associated has built its own distribution network. By the end of the year, this is planned to embrace 12 country-wide depots, with 24 trucks radiating out to serve retailers.

An Australian subsidiary is also being launched on January 1.

Managing Director **D. M. Bennett** is understood to feel that distribution of a strong U. S. pop LP line would completely round out Associated's activities.

Visitors

United Artists Records' executive **Steve Morris**, and the label's European representative, **Norman Land**, were in for talks with EMI before visiting Continental affiliates. . . . **Julie Wilson** arrived for a headlining season at the Talk of the Town. . . . **Gene Vincent** came in to begin his fourth ballroom-concert tour of the year. . . . Laurie President **Bob Swartz** was in London after visiting the Continent.

Publisher Business

Lorna Music's British head, **Alan Paramor**, who is also **Helen Shapiro's** agent, left to visit Copenhagen before flying direct to New York on his first trip. He is planning to place some of his copyrights and conclude two deals, already in "the simmering stage," to represent U. S. publishers here.

Aberbach group's (i.e., Hill and Range) exploitation head **Franklin Boyd** was due to leave for New York to seek unrecorded U. S.

INTERNATIONAL VISITORS IN NEW YORK CTY

NEW YORK — Currently in town from outside the U. S. are the following visitors:

Tito Burns, London talent management executive who handles such people as the Allisons and Billy Fury, in town to set up personal appearance dates. At the St. Moritz Hotel.

Paul Lazare, head of the Lazare indie record production organization of Hamburg, Germany, meeting with labels for which he cuts masters, and is also interested in meeting with indie labels seeking to export directly to Germany. At the Great Northern Hotel.

Harry M. Miller, managing director of Miller Associates, Ltd. of Auckland, New Zealand, impresarios and live talent show producers. At the Hampshire House.

material for British artists—something the firm has been particularly successful with recently. He was also looking for material for the film "It's Trad, Dad," which **Milton Subotsky** is to produce here for Columbia; much of the music will be published through Vanguard, an Aberbach subsidiary. . . . Leeds Music's British head, **Cyril Simons**, visiting his New York head office.

The Performing Right Society is licensing BEA planes using music on internal flights at about \$55 a year. . . . The PRS has also given notice of a 50 per cent increase in its tariff for traveling showmen, amusement parks, etc.

During his recent visit **Norbert Varenholz**, head of the Ariola international department, announced a new arrangement with Oriole, effective next March. It provides for a two-way release arrangement.

Easy publicity comes when the BBC decides it doesn't want to

(Continued on page 36)

AUSTRALIA

Lonnie Lee LP Ties With Mike Cup

By **GEORGE HILDER**,
19 Todman Ave., Sydney

To commemorate **Lonnie Lee's** Golden Microphone Award, recently announced in this column, Festival is releasing an album on the Leedon label "Starring Lonnie Lee." The album features 12 numbers culled from Lee's best selling singles during 1961.

Disk News

Jimmy Little, an Australian aborigine, has cut two sides for the Christmas market: "Silent Night" b/w "Christmas Roses."

Craig Douglas, whose Top Rank single "Time" is currently enjoying chart honours right across the nation, will shortly follow up by his latest single, already chalking up

NEW ZEALAND

Acuff-Rose Has N.Z. Hits

By **FRED GEBBIE**
Box 5051, Auckland, N. Z.

Acuff-Rose has the two top selling singles in the country, or at least they will have. They are **Roy Orbison's** "Crying" (London), and the **Jimmy Dean** hit, "Big Bad John" on Coronet. Orbison is one ahead, but "Big Bad John" is set for possibly the best run of any single from the Coronet (U. S. Columbia) stable this year.

Hot off the mark with the first on its original label is the Cadence disk "Without You," by **Johnny Tillotson**. Allied International have a stack of strong sides in their recent release, including Dion's "Runaway Girl" and "Runaround Sue" and **Andy Stewart's** "The Summer Road." . . . Australian hit makers are **Johnny O'Keefe's** "I'm Counting on You" and the **Joy Boys'** "Smokey Mokes."

RCA's Camden label has a very potent LP in "Show Biz." Narration is by **George Jessel**. Artists featured are all well known to NZ collectors. Comedy disks are as popular here as anywhere else and Allied has the biggest range still. This week they have two more in an already ample catalog. They are "The Humorous World of **Justin Wilson**" and **Don Knotts'** "An Evening With Me."

U. N., KATANGA ACCORD OVER JUKE BOXES

BRUSSELS — Trade sources report that 25 juke boxes have been air-expressed in recent weeks to Katanga, one of the largest single juke box shipments to Central Africa in 1961. It is understood that the shipment was approved personally by **Moise Tschombe**, the Katangese leader. The boxes were shipped along with general air freight to the Katanga government. Some of the boxes are intended for Elizabethville, but others will be sited in towns in the copper mining areas, and still others are intended for the barracks of the Katangese military forces. Tschombe has even agreed to turn over a number of the boxes (five, it is understood) to the UN forces in the Congo. Sources here said the juke boxes were shipped a few at a time over several weeks consigned as "washing machines," "radio equipment," and "restaurant equipment." Tschombe rates as Africa's No. 1 phonograph fan.

chart action in the United Kingdom, with "No Greater Love." Release will be timed to coincide with the fallout of his present chart winner "Time."

John Laws, one of Australia's leading disk jockeys, who has cut a number of sides over the past two years, is currently enjoying excellent exposure with his latest single "Running for My Life," particularly since his appearance as an artist on top rated TV teen shows.

E.M.I. released the original-cast recording of "Tenderloin," recorded by Capitol. Packaging is the same as in the U. S. with the souvenir program of the New York production included with every record. This is the first time that this has been done in this country. . . . Also released is an album by **Rolf Harris**. Harris is still packing them in at the Arctic Club in Vancouver where he has been appearing for 14 weeks on a return season. The album entitled "Relax With Rolf" features some of his successful children's songs to a hilarious satire on the Australian folk song "The Wild Colonial Boy."

Aussie 'Music'

The Australian cast recording of "The Sound of Music" was completed on schedule and the record will be on sale in both mono and stereo form on November 16. Results were most satisfactory and E.M.I. reports that this new recording is equal to the original-cast recording produced in the U. S. and England. . . . **Jim Sutton** of A.R.C. stated that his company will be releasing the Broadway-cast recording of "Flower Drum Song" on December 16. This album was originally released in the States in December 1958 on the Columbia label, but has been restricted here by the publishers, Chappell & Company, up till December 3. The film of the musical will be released early in 1962.

Pub Business

Castle Music thrilled with the news that **Ivan Mogull** Music picked up **Patsy Ann Nobles'** single, "Good Lookin' Boy" and "A Guy Who Can Mend a Broken Heart" for release in the U. S. and Canada. Numbers acquired this week by Castle are "Backtrack," The Faron

(Continued on page 36)

GERMANY

Quality Comes Once A Month From Osca

By **JIMMY JUNGERMANN**
102 Ismaninger Street, Munich 27

"Quality, not quantity!" That's the trade-mark of a new label debuting this week in Munich. It's the Osca, label produced by the old established Special Record firm.

Policy is to issue one record a month.

Disk Production

The new Electrola producing team **Heinz Gietz** and **Gunther Igner** arrived in Munich to produce a series of new records. Among the Munich stars to be waxed are **Hugo Strasser** and his band, trumpet star **Roy (Jenny) Etzel**, and singer **Eve Astor**.

These U. S. hits will be produced by **Gietz** and **Igner** in German: "One of Us," "Kiss From Kora," "How Soon," and "Eventually." All are published by Chappell. . . . Lyricist **Peter (Morgen) Mosser** arrived in Munich to discuss new records with Gietz and Igner. . . . Metronome boss **Leif Kraul** visited Munich to meet GEMA reps and publisher **Karl Heinz Busse**.

The Ariola label will represent **Frank Sinatra's** Reprise Records in Germany. Within this contract, Ariola producer **Nils Nobach** will start a program of German records with artists like **Sammy Davis Jr.**, and **Nancy Sinatra**. These international stars will record for the Ariola label: The **Trio San Jose** from Spain, **Laurie London** from Britain, **Pepino Di Capri** from Italy, **Hank Hermans** from Holland, **Anita Traversi** from Italy.

Record Sales

"Oh Billy Billy Black," a new version of the old "Harry Lime Theme" by **Anton Karas**, with lyrics by **Claus Ritter**, sold 80,000 copies of the new Teldec hit. Song is sung by **Gert Bottecher** and **Detlef Engel**. . . . The "Moon River" theme from the pic "Breakfast at Tiffany's" will be offered on nine different records. They are: **Henry Mancini** on RCA, **Mantovani** on Decca, **Jerry Butler** on London, the **Fuller Brothers** on Challenge, **Calvin Jackson** on Reprise, **Carmen Cavallaro** on Brunswick, **Richard Hayman** on Mercury, the **Hollyridge Strings** and **Chorus** on Capitol, **Jane Morgan** on Kapp.

"Red Sails in the Sunset" is on the charts again with the **Blue Diamonds** singing the German version "Ein Schiff Fahrt Nach Shanghai" on Fontana.

BELGIUM

Dealers Stymie Disk Discounter

By **JAN TORFS**
Stuivenbergvaart, 37 Mechelen

About a month ago we spoke of the discounting that had hit the Belgian trade, caused by a warehouse called the N. V. Super Market. In the meantime the Tradecourt of Brussels has passed a decision in this case. In a letter to all the dealers, **Mr. Becker**, head of the National Federation of Record Dealers, told of the Federation's full satisfaction. The N. V. Super Market lost the suit.

Disk News

Caterina Valente and **Bobbejaan Schoepen** are going to record together. . . . **Rocco Granata's** new

By **BRIGITTE KEEB**
Music Editor, Autmaten-Markt

The Twist, which German dancers only knew from newspaper articles up to now, will have its start when Ariola releases the first German original Twist entitled "Mr. Twist," sung by former miner **Billy Sanders**. Record was produced by **Nils Nobach** in co-operation with German affiliate of the New York Arthur Murray Dancing School. Dancing instructions are printed on the record sleeve. Ariola is also to issue the **Chubby Checker** titles: "The Twist" and "Let's Twist Again," which they took over from Parkway. Up to now, in Germany, the Twist was only known and danced in GI clubs.

Visitors

November 13 to 17 **Bob Weiss**, in Berlin recently, returned to discuss promotion questions with Teldec's **Arthur Waizenegger** and **Mr. Lieber**. . . . **Arnold Klein**, European RCA Record representative looked in at Teldec November 7 to 9 to discuss plans for RCA U. S. artists touring Europe for intensified record promotion.

During his Europe trip **Steve Morris** from United Artists visited Deutsche Grammophon November 10 and 13.

Pubber Row

Dr. Karl Heinz Busse, Publishing House, Munich, has purchased "Hello Mary Lou," published in Germany by **Meisel**, Berlin, and will launch it in Italy with his sub-publisher, Music House Edizioni Musicali, Milano. Recording artist is not yet known. **Luigi Mazzocchi**, chief of the Milano Publishing House, has also taken over from **Busse** German hit "Der Mann im Mond" and "Da Sprach der alte Hauptling," both to be recorded by French star **Marcel Amont**. **Mazzocchi** has also taken over the **Peter Kraus** title "Heute und immer my Love," to be issued in Italy on the Polydor label.

Distribution

As **Bernard Mikulski**, proprietor of Schallplatten-Importdienst, of Frankfurt, announced, his firm will take over distribution of the Belgian-American label Palette for Germany, beginning January 1962. The firm will now sell the new Belgian repertoire, while the rest of the Palette catalog will be distributed by Ariola, who up to now, represented that label.

The firm has also taken over distribution of **Funckler**, up to now represented by **Bella Musica**, as well as of the Belgian **Artone** label. **Sonet-Storyville** Record Company of Hamburg has taken over the U. S. Chancellor label.

record "Signorina Bella" will become the title song of the new Italian film "Le Italiane e l'amore." . . . Biggest release this week is **Elvis Presley's** new album "Blue Hawaii." Radio stations keep on playing one particular song out of the album, "No More."

This week Gramophone brings out a new series of LP records called "Encore Records" at the very inexpensive price of 168 fr. (\$3.36). The first releases are all 12" albums and are composed of 15 records. Among them are recordings by **Dean Martin**, **Cliff Richard**, the **Kings Brothers** and the orchestras of **Ray Martin** and **Norrie Paramor**. Several classical works are included in the series too.

JAPAN

Instrumental Recordings Consistent Chart Toppers in Japanese Market

By Ten Kattori,
Yokohama Correspondent

There is much conjecture in the industry as to which recording, "Autumn in Cheyenne" (UA) or "Without Your Love" (Polydor), will finally dominate the pop field in this country at the end of this year.

It is noticeable that pop recordings dominating for past months have all featured instrumentalists: "Broken Promises" (Colpix) sold about 200,000 copies for the first six months and featured an alto

sax, and "Moliend Cafe" (Polydor) which reached 150,000 sales for the latter half, uses an Indian harp. "Autumn in Cheyenne," an American tune featuring Al Caiola on guitar, received orders for 20,000 in advance of its November 5 release, while "Without Your Love," a German tune featuring trumpet solo by Bert Kaempfert, has sold more than 20,000 copies since release one month ago.

History-Making

"Jazz History in Japan" will be heard on Nippon Victor's two LP's featuring five leading Japanese bands. Embodied on the albums are 30 jazz pieces well accepted for

the past 30 years here in Japan, ranging from "Song of Arabia" to "Tennessee Waltz."

Japanese versions of "Don't Treat Me Like a Child" and "You Don't Know" will compete with each other here: Toshiba, Nippon Columbia, Teichiku, King, and Nippon Victor are producing local re-

cordings of the two songs. English teen-age singer Helen Shapiro is now enjoying best sellings with the two in England and other European countries.

Disk Shorts

Johnny Deafield will have Toshiba Musical Industries, representing Capitol, Angel and others, re-

cord and distribute his future materials. "Lonely Soldier Boy," one of his recordings cut for the Japanese firm when visiting this country some time ago, has already sold 100,000 copies.

Neil Sedaka is reported to making a return visit to Japan this month.



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EIRE

A Teen to Watch: Maureen Hackett

By KEN STEWART
Dublin Evening Mail

According to Irish songwriter Mai O'Higgins (she wrote "Moonlight on the Shannon River"), 16-year-old Maureen Hackett is a name to watch in the disk business here. The local girl has waxed an album for a U. S. company, and the release date is set for just before Christmas. Maureen is flying to London to make a special recording of "The Ballad of Jack Kennedy" and, as the song is about the U. S. President, it will in due course be flown to him at the White House.

New Releases

Released here last week, and beginning to stir some interest, are two disks by Scottish singer Glen Daly, "The Celtic Song" and "An Irishman's Dream" and "The Johnny Thompson Song" and "Kathleen So Fair and Bright," both disks on Pye's Piccadilly label. I understand the sides were originally waxed for Beltona. In the first two weeks of their release in Scotland total sales topped 28,000 copies.

Competition

British disk jockey David Jacobs came to Dublin for the final of the national "Search for a TV Star" competition, which guarantees the winner \$1,500 and a television appearance, among other prizes. The winner was presented with the awards on the stage of Dublin's Theatre Royal. Among the judges of the contest were three from Britain—Dick Rowe, a & r. manager at Decca Records; Bunny Lewis, prominent songwriter and manager, who penned the English lyrics for "The Girl of My Best Friend;" and Frank Chacksfield. During the week the show (entitled "Land of Song") at the theater starred Eileen Donaghy, Joe Lynch and Patrick O'Hagan.

Media Fields

Frank Chacksfield was recently appointed consultant to Radio Eireann (the country's sole radio station) in the light music field. During the next 12 months he will visit Dublin frequently and will conduct and generally assist the R. E. Light Orchestra.

An important exposure medium may be provided for popular music when the Irish Television Service begins transmitting on New Year's Eve. The first daily program schedule will be of five hour's duration, with an hour's live transmission. The director-general of RETV is Edward Roth, an American who has done pioneer television work in many parts of the world.

Patrick O'Hagan, rapidly building himself up into a very hot property, is at present unattached to any label. His contract with Decca will soon issue four "canned" sides. "The Irish Patrol" (Beltona) is continuing to sell very well. Dealers say that it will be in steady demand for years to come.

FRANCE

PA's Boosting Foreign Artist Sales by 75%

By EDDIE ADAMIS
92 Quai du Marechal Joffre
Courbevoile (Seine)

Artists' personal appearances in France have always brought nearly 75 per cent increase in their record sales. Helen Shapiro's records are consistently gained following her appearances at the Olympia Theater and on TV. These were preceded by intense air play.

Following "You Don't Know," her first record issued in France, the lass will soon come out with "Walking Back to Happiness" which is No. 1 in Great Britain. EMI's policy of arranging, whenever possible, personal appearances for foreign recording artists at the very time of the issuing of their records, started with Connie Francis. The results were so encourag-

(Continued on page 38)

DENMARK

New Danish Theater Premieres to 'Exodus'

By ARNE HANSEN
11 Malerbakken, Holte.

A new giant cinema, Imperial Bio, was opened last week in Copenhagen with the Otto Premieringer production "Exodus." Consequently the "Exodus" theme will no doubt turn up soon on the Danish hit lists.

The Norwegian-American singer Ray Adams and his recording of "Violetta" is finally beginning to move in Denmark. Based on a theme from Verdi's "La Traviata," the record and the tune were banned by the Danish State Radio and TV for outraging "droit morale." In Sweden and Norway, however, the disk was not only allowed but has become a top hit.

New Releases

This week Philips will release its long awaited "Modern Music" series with conductors like Dimitri Mitropoulos, Robert Craft, Hans Rosbaud and Igor Stravinsky. The 14 albums include Alban Berg's "Lulu" and "Wozzeck," Schonberg's "Erwartung" and "Moses and Aron" and also works by Boulez, Stockhausen, Stravinsky and Messian.

The talented young Danish actor Preben Uglebjerg is in London to record Saint-Saens' "Carnival of the Animals" and Prokofiev's "Peter and the Wolf" in Danish for Decca. The recording will be released here by Nordisk Polyphon.

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ITALY

Five Publishers Sign Separate Tune Deals With Record Firms

By SAMUEL STEINMAN
Piazza San Anselino 1, Rome

Five large Italian music publishers who do not belong to BIEM, the central organization which signs agreement with phonograph producers, have reached their own agreements with the Italian Record Producers Group to insure reproduction of their songs on disks under existing norms of the industry.

Record producers who do not belong to the group have been given an opportunity to reach arrangements with **Sandro Fumagalli**, of Milan, who is representing the independent houses. The firms are **Ariston** (Edizione Ariston, Santa Cecilia, M.E.C., Pettiroso, Formidabile Music Co., First Music Co.), **Cielo-Girl** (Edizione Cielo, Girl, Video, Applause), **Connelly** (Edizione Connelly, La Canzone, Ducale), **C. A. Rossi** (Edizione C. A. Rossi, Tre Stelle, California, Stradivarius) and **Southern** (Edizioni Southern Music, Italcarrisch, Sette Note).

Work Conditions

U. S. and Common Market country—France, W. Germany, Belgium, Holland, Luxembourg—artists are exempt under most favored nation treaties from the new law made effective November 10 invoked by Minister **Alberto Folchi** which requires writers, composers, performers and others, who plan to work in the Italian entertainment industry, to obtain visas which state this intent and give specific permission. In all other respects, regarding work in Italy, the law remains the same as in the past.

Vis is the first record company to take advertisements in fan magazines asking the public to vote for their artists and songs (**Gloria Christian**, "In Blue Jeans"; **Nunzio Gallo**, "16 Years" and **Maria Paris**, "Come, Come, My Love") in TV's "Canzonissima" competition.

Good things happen when you



By MARIO DE LUIGI
Editor, Musica e Dischi, Milan

Pino Donaggio, singing-author, has been invited to the Olympia in Paris for November 21. A high point of his act will be "Il Mio Sotterraneo," his latest hit which was presented at Canzonissima October 17.

Three of the great stars of opera and classical music have recently renewed their contracts with Columbia and "His Masters Voice" for a long period: **Maria Callas**, **Yehudi Menuhin** and **Otto Klemperer** are the stars.

Topo Gigio, one of the most successful animated characters of our time has now entered the world of records with four sides on Pathe.

Paul Anka's latest recording is an LP of his 15 big hits, arranged and conducted by **Sid Feller** and **Don Costa**. All of the songs, except three, are his own, and one of these, "Dove Sei" (sung in Italian), is dedicated to his many fans in Italy.

ARGENTINA

Tap Record Exec Inks Pact

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

M. W. Gafni, manager of Tap Records and American Stereophonic Records, visited Buenos Aires, having signed a production and release agreement with **Sicamericana S.A.** for Argentina.

Back from a trip through continental centers, **Santiago Adamini**, the president of the Argentine Society of Authors and Composers (SADAIC), announces that many problems are to be solved. Hereafter Brazilian recording companies will register the Argentine repertoire.

Also **M. Brenner**, from Editorial Fermata, returned to Buenos Aires announcing the settlement of rights for "Fermata Venezolana" in that country. He has also entered into an agreement about the new repertoire of the Venezuelan authors, **Hugo Blanco** and **Jose Enrique Sarabia**.

Another traveler was **Julio Korn**, publisher and joint owner of the TV channel 9. He was in the United States and he is bringing a video tape machine for his sets.

The sale of the "Concierto Espectacular" selection on an RCA Victor Long Play album is increasing. Retail price of the set is something more than \$20.

MEXICO

Dimsa Re-Organizes; Appoints Adell Exec

By OTTO MAYER-SERRA
Editor, Audiomusica
Apartado 8688, Mexico City

Discos Mexicanos (Dimsa) has been completely reorganized. **Luis Adell**, former director of Orfeon-Dimsa Corporation, New York, was appointed administrative vice-president of the company and heads its International Department. **Alejandro Siegrist** is the new vice-president for merchandising. The following tapes of Dimsa-Orfeon's LP recordings have been ordered by the company's affiliates: **Andy Russell** from Spanish Columbia; standard melodies by **Tito Guizar** from Sonolux, Columbia and the "Anthology of Cante Flamenco," by gypsy artist **Manolo Caracol** and several recordings of Mexican folklore from Vogue, Paris.

Six volumes of Capitol's series, Melodies of the Masters (Immortal Themes from the World's Great Music) will be pressed by Musart for the local market. . . . The sixth volume of RCA's successful folkloric series "Mexico Musical," dedicated to the State of Puebla, is being prepared by composer-arranger **Rafael De Paz**.

SPAIN

French Tune Wins Spain's Song Fest

By RAUL MATAS
32 Av Jose Antonio, Madrid 13

"Dans Le Creux de Ta Main," the song that won the Mediterranean Song Festival in Barcelona, is a product of France. The song, written by **Yves Gilbert**, with words by **Colette Meunier** has been sold to Mills (U.S.A.), Fermata (Argentina, Brazil, Chile, Paraguay and Uruguay) and Compas (Mexico). **Robert Jeantal** was also the winner of the festival, and his record is coming up strongly in Spain. He will sing the song in "Costa Brava" a new Spanish film to roll soon.

New Disks

Faron Young's Capitol disk of "Hello Walls" b-w "Face to the Wall" has been released here. . . . "Pony Time" was released by La Voz de Su Amo by **George Jouvin**. . . . "Mother-in-Law" with a French version by **Richard Anthony** (Voz) and "Who Put the Bomp" by **Barry Mann** have been launched by Hispavox.

Assignments

Guillermo Caram formerly with WRUL, New York, was appointed

PHILIPPINES

Kapp's Steinmetz Amazed by Extent Of Record Piracy

By LUIS MA. TRINIDAD
264 Escolta, Manila

Eric Steinmetz, export sales manager of Kapp Records, arrived in Manila and said he is amazed at the general acceptance of phonograph records in the Far East, specially in Formosa and Manila where, according to him, disk buyers are already flocking to mushrooming record bars for their pre-Christmas shopping.

The Manila visitor, however, bewailed the "pirating" of Medallion LP album in stereo (a product of Kapp Records) released last May, 1960, titled "The Sound of Latin Brass," featuring **Tarragano** and His Orchestra, and illegally released by Tower High Class record label, Taipei. He added that this album, which sells for \$5.98 in the United States, can be obtained for only 75c there.

Steinmetz further revealed that he also bought an LP on an unlabeled, Universal, made by Universal Company Limited in Taiwan, China, Bearing UHM No. 1960, which features 1) Theme From "A Summer Place," **Percy Faith**; 2) "It's Now or Never," **Elvis Presley**; 3) "Save the Last Dance for Me," **The Drifters**; 4) "The Twist," **Chubby Checker**; 5) "Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini," **Brian Hyland**; 6) "I'm Sorry," **Brenda Lee**; 7) "Stuck on You," **Elvis Presley**; 8) "Cathy's Clown," **Everly Bros.**; 9) "Walk, Don't Run," **The Ventures**; 10) "Everybody Is Somebody's Fool," **Connie Francis** and 11) "He'll Have to Go," **Jim Reeves**.

Steinmetz explained for Honolulu after consulting with **Luis Villar**, general manager of Mareco, Inc., regarding the renewal of their contract to distribute Kapp Records in this territory, which expired in May of this year.

director of special promotion here for RCA. . . . **Ernesto Duarte**, Cuban author and also the owner of a Cuban label in Havana, came to Spain to settle.

Carlos Acuna, a tango singer of hits in Argentina with **Mariano Mores**, arrived in Spain and will be presented on TV. . . . **Mario Clavel**, singer and author of South American hits will debut here as soon as he ends his engagement in Lima, Peru.

NORWAY

Ricky Nelson Gets Silver Disk Award

By ESPEN ERIKSEN
Verdens Gang, Akersgaten 34, Oslo

Ricky Nelson this week received a silver disk for the sale of 25,000 copies of "Hello, Mary Lou" in Norway. At the moment the record has sold a little over 30,000 and the record is still No. 6 on the charts. By now 13 silver disks have been awarded in Norway, among them five to American artists: **Connie Francis** received one for "Carolina Moon" and "Everybody's Somebody's Fool," both on MGM; **Jim Reeves** for "He'll Have to Go" on RCA, and **Elvis Presley** for "O Sole Mio (It's Now or Never)" also on RCA.

Other award winners include **Nora Brockstedt**, **Vidar Sandbeck**, **Inger Jacobsen** and duo **Engedahl** and **Stordahl**, all Norwegians; **Rocco Granata**, Belgian and Italian; **Lolita**, an Austrian, and **Cliff Richard**, a British artist.

Norwegians Expanding

Norwegian artists the **Key Brothers** and **Ray Adams** are trying hard for international careers. **Ray Adams'** hit "Violetta" on Manu label (on Sweden Fontana) has become a considerable success in Sweden. The artist is on the road in Sweden. The **Key Brothers** also made a recording exclusively for the Swedish market on the Triola label.

Strike

Some Norwegian music dealers have been forced to close their shops because of a clerks' union strike. It is expected that the strike will last at least four weeks or more. Also the large storehouses, with a considerable number of records, have closed during the strike. This will mean, a spokesman claimed to **BMW**, that a lot of the music shops will lose this year's best sales, which are usually gained during Christmas.

Aussie Newsnotes

• Continued from page 34

Young single from **Ardiner** and **Beechwood**, London, also the soon-to-be-released **Craig Douglas** title "No Greater Love."

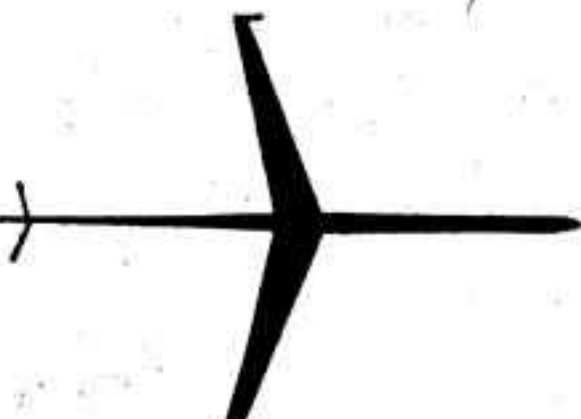
Jim Noell, Melbourne promoter, has canceled his proposed r.&b. show this month because of poor ticket sales. He said that shows he had promoted at stadiums throughout Australia in the past two months had not been financial successes. The shows included such performers as the **Everly Brothers**, **Bobby Vee**, **Jack Scott**, **Dion** and **Ray Peterson**.

British Newsnotes

• Continued from page 34

broadcast a disk. **Chico Holiday's** "God, Country and My Baby" (Coral) had plenty for this reason. There were fewer mentions for another version of the number released by the Decca group—**Johnny Burnette's** (London from Liberty). Another Burnette title, "I'm Still Dreamin'," was scheduled for Friday (17), only one week after Burnette's and Holiday's "God" were released. There was also a quick follow-up (17) for **Bobby Vee** (London from Liberty)—"Love's Made a Fool of You" coming four weeks after his previous issue, "Take Good Care of My Baby," now No. 2 on the chart.

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6213



ATCO RECORDS

WFLN, Philadelphia, Warns 'FM-Stereo Guide' Over Listings

PHILADELPHIA — A new monthly magazine, FM-Stereo Guide, listing among other things the programs of the FM stations in the area, was hit with a legal threat by WFLN if it continues to create the impression among listeners and advertising agencies that the publication, making its local bow next month, will carry that station's listings.

WFLN, which is the first FM station in this area, publishes a profitable WFLN Philadelphia Guide of its own and does not intend to release its copyright to the new magazine to permit it to publish the station's programming. The FM station released to all advertising agencies a copy of a letter from its law representatives, Pepper, Hamilton & Scheetz, to Frank J. Lucidon, president of FM-Stereo Guide, Inc.

Lawyer's letter, emphasizing the copyright protection WFLN has on all its program listings which they themselves publish, takes issue with the premiere issue of the new magazine. Declaring that it has been furnished an advance copy of the first issue, the cover of the Guide and title page claims it contains "comprehensive local program listings."

First page of the Guide, it is charged, also carries a note that program information with respect to WFLN and another station has not been made available "by the station for this issue." This is also false, letter complains, since WFLN has not intention of releasing its program listings now or later.

Ad solicitors for the magazine, in contacting advertising agencies, admitted that the Guide would not include WFLN listings, but had all the other stations in the area, including those in the suburbs and nearby Wilmington, Del., for a total of 10 station listings.

WFLN also charges use of the word "Stereo" in the magazine title is misleading as "WFLN was the first local station to do stereo broadcasting and that, when you commenced your venture, it was the only local station in this field." WFLN charges that Guide is conveying "a completely false impression to the public of the character of the magazine" as it does not intend to give the publication the right to publish its stereo program listings. While WFLN's claim may hold water locally, WJBR in nearby Wilmington, Del., with strong local listening strength, claims to be the first in the area doing FM stereo broadcasting. Other local stations are now carrying test FM stereo programs.

French Newsnotes

Continued from page 35

ing that EMI's executives announce Chubby Checker's arrival in Paris, December 2, with the simultaneous issuing of an LP and an EP comprising twist material.

Laurie Records distribution switches from Artec to Vogue. One sidelight of this switch was the gaining, by Editions Alpha (Vogue's publishing firm), of the publishing rights to chart topper "Runaround Sue."

The twist is still in great demand and record labels are going all out on that rhythm. Following his rock version of "Les Millions d'Arlequin," which is No. 6 on the Belgian chart, Francis Linel will record, besides the U. S. topper "Hit the Road Jack," a twist version of the famous French old hit "Nuits de Chine," for Ricordi.

Decca issued The Barons' "Last Night" as a single to cover the Mar-Keys' version (from Atlantic). . . . Janine Ribot, popular vedette of the Theatre du Chatelet, just recorded a new LP for Odeon, entitled "Quelle Belle Epoque," comprised of waltzes that have been popular in France and

Jack Mills Sets Publishing Deal With French Firm

NEW YORK — Jack Mills, veteran topper of the Mills Music interests here, returned from one of his regular business jaunts to Europe last week with announcement of the finalizing of a new deal for Mills representation in France.

Mills said he signed an arrangement whereby the Mills firm, Edition Mills Music France would operate through Editions Philippe Pares, a firm recently acquired by the Philips electronic interests of Holland. Girard Tourmier will be manager of the joint set-up. One of the first tunes acquired for representation in the States through the new Philips deal is the French tune, "Dans Le Creux de Ta Main," a first prize winner at the Barcelona Arts Festival this year.

Agreements are now in the works for new Mills representation in Italy and Germany, as well, Mills said. The five-week trip found Mills stopping in London, Spain, Milan, and finally in Israel. In the latter nation, he signed an agreement for world-wide representation of the Israeli Composers League Publications, an organization of more than 100 composers and authors of standard, educational and classical works. During his visit, Mills was presented with an award and scroll from the members of ICLP, for his assistance in furthering their music.

Much Leaping on BMW's 'Hot 100'

NEW YORK — Chart records have shown more action on BMW's "Hot 100" during the last two weeks than they have for some time, and more new records have jumped on the chart during the same period.

This week's "Hot 100" spotlights 30 "Star Performer" disks—records which registered unusual upward progress on the listing. In addition, 13 new records hopped on the "Hot 100" for the first time.

Last week 27 disks were rated as "Star Performers" on the "Hot 100" and 15 new platters moved onto the chart. By contrast the "Hot 100" for the week of November 12, listed only 20 "Star Performers" and 10 chart newcomers; and the "Hot 100" for the week of November 5 listed only 16 "Star Performers" and nine new chart items.

NEW YORK—A new jazz label, Jazzline Records, has been organized by Fred Norsworthy, Dave Bailey, Gary Gladstone and Stewart Miller. All the foregoing have an ownership interest.

Company plans to issue one LP monthly, in the modern vein. Initial release, by the Dave Bailey Sextet, is "Bash!"

Classical Stars on Cap Education Disk

NEW YORK—Capitol Records unveiled an ambitious package project this week with the announcement of a special two-LP set titled, "Instruments of the Orchestra." The recording was made in London with special commentary by violinist, Yehudi Menuhin.

The four sides take up in turn strings, woodwinds, brass and percussion. Each instrument is demonstrated by a leading European soloist. Also included in the set is a 56-page illustrated book on the subject by John Hosier. The set is tailored particularly for elementary and secondary music appreciation teaching.

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Eastern Distributors Meet With UA Brass on Promos

NEW YORK — The first of a series of special Promotion Conferences were inaugurated last Friday (17) by United Artists Records.

The meets will enable UA execs to hold informal confabs with distributor promotion men from all around the country. Friday's meeting was attended by promotion men from Boston, Philadelphia, Cleveland, Hartford, Conn.; Baltimore, New York and Detroit. In the near future, UA will hold similar seminars to cover Southern and Western promotion personnel.

UA prexy Art Talmadge said the Promotion Conferences are only one factor in a plan whereby UA will maintain a much closer liaison with distributor promotion personnel. Commenting on the importance of regional promotional activities in the singles field today, Talmadge noted that the Highwaymen's hit "Michael" was "a typical example of a record which broke in the Hartford area, then took more than six months to become a national hit."

UA execs meeting with the promotion men last week here included Eddie Mathews, a.&r. supervisor-national promotion director; national sales manager Jerry Raker, and Vice-President Norman Weiser. Each exec held individual sessions with the men.

Promotion men attending were Al Altman, Mutual, Boston; Larry Cohen, Marnel, Philadelphia; Sal Licata, Cosnat, Cleveland; Mac Clark, Trinity Record Distributors, Hartford, Conn.; Bernie Block, Marnel, Baltimore; Ray Free, Big Town, New York, and Al Valente, Arc, Detroit.

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A New Jersey dealer reported selling \$400 worth of stereo equipment to a customer who came in for HIGH FIDELITY, took his copy home, read the HF Reports section and came back to buy three of the items reported on. . . . An Illinois dealer tells of selling a HIGH FIDELITY buyer seven new record releases reviewed in the magazine—before the customer left the store!

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Signature _____

MUSIC AS WRITTEN

Continued from page 8

oriented sides) next Monday (27). . . . Polka-playing Li'l Wally is putting out a disk package on the Jay Jay label aimed at the juke box market. . . . The price of music (as well as the sound) is going up. **Rex Allen**, Mercury c.&w. artist, auctioned off his guitar at a Houston charity dinner for \$3,500. . . . Smash's promo director, **Dan Driscoll**, leaves for St. Louis. . . . **Burns and Carlin**, whose first record for Era was recorded live at the Playboy recently, return to the Rabbit Hutch Sunday (26). Other disk talent slated for the bill: **Bob Grossman** (Eureka folk artist), **Stan Fisher**, Design, and **Ernestine Anderson** and **David Romaine**, both Mercury. Playboy now has five rooms, three with shows of three acts plus a combo each. It's the biggest showcase for talent in town. Nick Biro

Pittsburgh

Roger Kirshner, Capitol branch manager, is recuperating at his home in nearby Bethel Park after having been involved in a traffic accident in Warrensville, Ohio, on November 8. Kirshner, en route from Cleveland, suffered a fractured arm and multiple contusions when his automobile collided with a truck, and he was hospitalized in Warrensville.

The **Harry Belafonte Singers** will appear in a concert on November 28 in Salem, Ohio, and the next night at Indiana, Pa. . . . Hamburg Brothers, local RCA Victor distributors, plan to host a party for **Lena Horne** when the songstress stars at the **Nixon Theater** for a week beginning November 20 in her "Nine o'Clock Revue."

Booker **George Claire** has set **Brenda Lee** and **Paul Anka** for appearances in **John Bertera's** Holiday House. . . . **Roni Powers** will visit here next week to promote her debut platter, "I Wish," on the new LP Productions label. . . . The **Kingston Trio** date at Carnegie Music Hall on November 17 was a sellout for promoter **Lenny Litman**.

Jackie Wilson has been added to the "Groove Spectacular" show sponsored by WAMO deejay **Porky Chedwick** November 22 at Syria Mosque. **Joey Dee** and the **Starlites** is another addition to the show which also features **Chris Kenner**, **Jerry Butler**, **Huey Smith**, the **Five Satins**, **Harvey of the Moonglows**, the **Skyliners**, **Shep** and the **Limelites**, the **Spinners**, the **Jive Five**, **Robert and Johnny**, **Tommy Hunt**, the **Belmonts**, **James Ray**, the **Shells** and **Little Caesar and the Romans**.

A profile on Program PM November 10 was an ideal plug for the **Kingston Trio** at Carnegie Music Hall on November 17. . . . the **Winged Victory Chorus**, who recently played two big weeks at the Ankara nightclub, return there early in December following the two-week stint by **Enzo Stuarti**, November 17. . . . The **Poni Tails**, **Al Alberts** and the **Quaker City Boys** follow the **Castle Sisters** into the **Vogue Terrace**.

Bob Doak of the **Sam Goody** staff married **Peggy Smith**. . . . **Bill Lawrence, Inc.**, local record distributor, will hold its bi-annual beer and cheese party at the **Penn Sheraton Hotel** December 12. Leonard Mendlowitz.

Nashville

Plenty of activity around **Bradley Studio** here last week when **Patti Page** hit town for four days of Mercury recording sessions, her first etchings in Nashville. . . . **Doyle Wilburn** and **Margie Bowes** down the aisled-it Saturday afternoon (11), with family and a few friends attending the quiet church ceremony. **Doyle's** the second of the four bachelor **Wilburn** brothers to marry within two months. . . . **Sideman Ray Eddenton** became ill on **Warner Bros.** record session at the **RCA Victor Studio** here Tuesday (14) and was rushed to a local hospital for an emergency appendectomy. He's mending nicely. . . . **Guitarist Hank Garland**, hospitalized some three months as result of auto injuries, was slated to go home Saturday (18).

Chet Atkins, **Jimi Reeves** and **Floyd Cramer** just back from an **RCA Victor** promo trip into Canada. **Reeves** is up this week for album sessions at **RCA Victor Studio** here. . . . **Eddy Hodges** was at the **RCA Victor Studio** here Sunday (12) for **Cadence** session directed by **Archie Bleyer**. The **Everly Brothers** were in **November 13-14** for **Warner Bros.**, and **Roy Orbison**, **November 15**, and **Curtis and Dell**, **November 17** for **Monument**. Pat Twitty

Darrell Rice Gets RCA Victor West Coast A.&R. Post

NEW YORK—Darrell Rice has been named music director in **RCA Victor's** West Coast office, according to **Steve Sholes**, manager of West Coast a.&r. Rice joined the office in June. He previously worked as a consultant for religious product; now he will supervise the recording of several pop artists and also concentrate on the area of television music. He will work with music directors **Dick Pierce** and **Neely Plumb**. **Sholes** stated that **Pierce**, who formerly worked on TV and film product in addition to supervising dates by **Henry Mancini**, **Lena Horne** and **Ann-Margret**, will be able to concentrate more on specific artists.

Riverside Issuing Records From U. S. Top Rank Catalog

NEW YORK—**Bill Grauer Productions**, whose main label is **Riverside Records**, has acquired exclusive rights to release recorded material formerly on the **Top Rank of America** label. Agreement was reached with **Horace Grenell**, president of the **Ropertrie Corporation** which purchased the **Top Rank** catalog when the firm was folded at the beginning of this year. The agreement includes all catalog material from the **Top Rank** line, including unreleased masters. First sets will be issued under the **Riverside** black label **7500** pop series and includes a set by the **Knightsbridge Strings**.

THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING NOVEMBER 19

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	BIG BAD JOHN	By J. Dean—Published by Cigma (BMI)	7
2	2	RUNAROUND SUE	By Ernie Maresca-Dion DiMucci—Published by Schwartz-Disal (ASCAP)	8
3	4	FOOL #1	By Kathryn Fulton—Published by Sure Fire (BMI)	5
4	12	GOODBYE CRUEL WORLD	By Shayne—Published by Aldon (BMI)	3
5	3	BRISTOL STOMP	By Mann-Appell—Published by Kalmann (ASCAP)	9
6	8	THIS TIME	By Chips Moman—Published by Tree (BMI)	9
7	5	HIT THE ROAD JACK	By Percy Mayfield—Published by Tangerine (BMI)	10
8	10	YOU'RE THE REASON	By Edwards-Imes-Henley-Fell—Published by American (BMI)	6
9	11	PLEASE MR. POSTMAN	By Dobbins-Garrett-Brianbert—Published by Jobete (BMI)	3
10	8	TOWER OF STRENGTH	By Hilliard-Bachrach—Published by Famous (ASCAP)	6
11	21	MOON RIVER	By Mancini-Mercer—Published by Famous (ASCAP)	2
12	9	THE FLY	By Madara-White—Published by Woodcrest-Mured (BMI)	7
13	15	I LOVE HOW YOU LOVE ME	By Mann-Kolber—Published by Aldon (BMI)	7
14	7	SAD MOVIES (Make Me Cry)	By Loudermilk—Published by Acuff-Rose (BMI)	8
15	28	TONIGHT	By Sondheim-Bernstein—Published by Schirmer (ASCAP)	2
16	22	I UNDERSTAND (Just How You Feel)	By Pat Best—Published by Jubilee (ASCAP)	5
17	13	LET'S GET TOGETHER	By Richard M. Sherman-Robert B. Sherman—Published by Wonderland (BMI)	8
18	19	EVERLOVIN'	By Dave Burgess—Published by Jat (BMI)	5
19	23	CRAZY	By Willie Nelson—Published by Pamper (BMI)	3
20	26	GOD, COUNTRY AND MY BABY	By Dolan-Holiday—Published by New Phoenix-Sarah (ASCAP)	2
21	14	A WONDER LIKE YOU	By Jerry Fuller—Published by Four Star (BMI)	5
22	—	I WANT TO THANK YOU	By Mann-Appell-Lowe—Published by Lowe (ASCAP)	1
23	—	JUST OUT OF REACH (Of My Two Open Arms)	By Stewart—Published by Four Star (BMI)	1
24	16	YA YA	By Dorsey-Robinson—Published by Fast-Barich (BMI)	8
25	25	HEARTACHES	By Klenner-Hoffman—Published by Leeds (ASCAP)	3
26	17	CRYIN'	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	12
27	—	LET THERE BE DRUMS	By Nelson-Podorol—Published by Travis (BMI)	1
28	—	WALK ON BY	By Hayes—Published by Lowery (BMI)	1
29	—	THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMI)	16
30	—	RUN TO HIM	By Keller-Goffin—Published by Aldon (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- BIG BAD JOHN**—Jimmy Dean, Columbia 42175.
- RUNAROUND SUE**—Dion, Laurie 2110.
- FOOL #1**—Brenda Lee, Decca 31309.
- GOODBYE CRUEL WORLD**—James Darren, Colpix 609.
- BRISTOL STOMP**—Dovells, Parkway 827.
- THIS TIME**—Troy Shondell, Liberty 55353.
- HIT THE ROAD JACK**—Ray Charles, ABC-Paramount 10244.
- YOU'RE THE REASON**—Bobby Edwards, Crest 1075; Hank Locklin, RCA Victor 7921; Joe South, Fairlane 21006.
- PLEASE, MR. POSTMAN**—Marvelettes, Tamla 54046.
- TOWER OF STRENGTH**—Gene McDaniels, Liberty 55371.
- MOON RIVER**—Jerry Butler, Vee Jay 405; Henry Mancini, RCA Victor 7916; Fuller Brothers, Challenge 9119; Carmen Cavallaro, Decca 31304; Calvin Jackson, Reprise 20022; Richard Hayman, Mercury 71869; Hollyridge Strings, Capitol 4631; Mantovani, London 2021; Jane Morgan, Kapp 431.
- THE FLY**—Chubby Checker, Parkway 830.
- I LOVE HOW YOU LOVE ME**—Paris Sisters, Gregmark 6.
- SAD MOVIES (Make Me Cry)**—Sue Thompson, Hickory 1151; Lennon Sisters, Dot 16255.
- TONIGHT**—Ferrante and Teicher, United Artists 373; Eddie Fisher, Seven Arts 719; Jay and the Americans, United Artists 353; Ralph Marterie, United Artists 352; Felecia Sanders, Decca 31335.
- I UNDERSTAND (Just How You Feel)**—G-Clefs, Terrace 7500.
- LET'S GET TOGETHER**—Hayley Mills, Vista 385.
- EVERLOVIN'**—Rick Nelson, Imperial 5770.
- CRAZY**—Patsy Cline, Decca 31317.
- GOD, COUNTRY AND MY BABY**—Johnny Burnette, Liberty 55379; Chico Holiday, Coral 62291.
- A WONDER LIKE YOU**—Rick Nelson, Imperial 5770.
- I WANT TO THANK YOU**—Bobby Rydell, Cameo 201.
- JUST OUT OF REACH (Of My Two Open Arms)**—Solomon Burke, Atlantic 2114.
- YA YA**—Lee Dorsey, Fury 1053.
- HEARTACHES**—Marcel, Colpix 612.
- CRYIN'**—Roy Orbison, Monument 447.
- LET THERE BE DRUMS**—Sandy Nelson, Imperial 5775.
- WALK ON BY**—Leroy Van Dyke, Mercury 71834.
- THE TWIST**—Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 815.
- RUN TO HIM**—Bobby Vee, Liberty 55388.

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Records

January Anniversary Program

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

VOCAL LP's

Title (Label) (Stereo) Mono Top LP Rank

Male Vocalists

All the Way (Cap)	127
Paul Anka Sings His Big 15 (ABC)	38
● PAUL ANKA SINGS HIS BIG 15, VOL. II (ABC)	148
Belafonte at Carnegie Hall (RCA)	(14) 23
● BOLL WEEVIL SONG AND 11 OTHER GREAT HITS (MER)	126
Come Swing With Me (Cap)	(43) 65
Dance Till a Quarter to Three (LeGrand)	84
Bobby Darin Story (Atco)	45
Heavenly (Col)	64
● HELL BENT FOR LEATHER (COL)	86
● HITS OF THE ROCKIN' 50's (LIB)	94
Buddy Holly Story (Cor)	98
Hymns (Cap)	81
● I REMEMBER TOMMY (REP)	(24) 12
Johnny's Greatest Hits (Col)	49
Johnny's Moods (Col)	111
Jump Up Calypso (RCA)	(17) 8
● LET'S TWIST AGAIN (PARK)	58
Moody River (Dot)	107
● MY KIND OF GIRL (WAR)	114
Nice 'N' Easy (Cap)	128
On the Rebound (RCA)	142
Portrait of Johnny (Col)	(9) 4
● JIMMY REED AT CARNEGIE HALL (VEE JAY)	46
Rick Is 21 (Imp)	89
Ring-A-Ding Ding (Rep)	79
● RYDELL AT THE COPA (CAMEO)	74
Sinatra Swings (Rep)	(10) 29
● SING TO ME, MR. C (RCA)	119
Something for Everybody (RCA)	(49) 53
● WHOLE LOTTA FRANKIE (CHANCELLOR)	93

Female Vocalists

All the Way (Dec)	56
Basin St. East Proudly Presents Miss Peggy Lee (Cap)	116
Connie's Greatest Hits (MGM)	52
● ELLA IN HOLLYWOOD (VERVE)	59
Emotions (Dec)	139
● HE NEEDS ME (EVEREST)	133
● I HAVE DREAMED (COL)	150
I'm Glad There Is You (Everest)	73
Judy 8t Carnegie Hall (Cap)	(2) 1
● NEVER ON SUNDAY (MGM)	11
Roaring 20's (WB)	57
● SPECIAL DELIVERY (RCA)	132
● THIS LITTLE BOY OF MINE (EVEREST)	103
Timi Yuro (Lib)	149

Duos and Groups

● COLORFUL VENTURES, THE (DOLT)	102
Encore of Golden Hits (Mer)	54
Four Preps on Campus, The (Cap)	30
Goin' Places (Cap)	(33) 43
Here We Go Again (Cap)	78
● HIGHWAYMEN (UA)	96
Kingston Trio (Cap)	65
● KINGSTON TRIO CLOSE UP (CAP)	(6) 6
Limeliter (Elektra)	62
Make Way (Cap)	135
● SLIGHTLY FABULOUS LIMELITERS, THE (RCA)	(23) 15
Tonight in Person (RCA)	36
Ventures, The (Dolt)	136

Choruses

Fireside Sing Along With Mitch (Col)	97
Folk Song Sing Along With Mitch (Col)	113
Happy Times Sing Along With Mitch (Col)	137
● HOLIDAY SING ALONG WITH MITCH (COL)	117
Memories Sing Along With Mitch (Col)	71
More Sing Along With Mitch (Col)	61
Saturday Night Sing Along With Mitch (Col)	72
Sentimental Sing Along With Mitch (Col)	72
Sing Along With Mitch (Col)	(27) 17
TV Sing Along With Mitch (Col)	(19) 16
● YOUR REQUEST SING ALONG WITH MITCH (COL)	(15) 18

Mixed Voices

● MURRAY THE "K's" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS (ROULETTE)	83
Oldies But Goodies (OS)	51
Oldies But Goodies, Vol. III (OS)	21

CLASSICAL & SEMI-CLASSICAL LP's

Rodgers: Victory at Sea, Vol. III (RCA)	(22) 76
Sixty Years of Music America Loves Best, Vol. II (RCA)	143
Sixty Years of Music America Loves Best, Vol. III (Classical) (RCA)	27

INSTRUMENTAL LP's

Mood and Dance	
Calcutta (Dot)	(25) 50
● DANCING IN WONDERLAND (DEC)	147

Title (Label) (Stereo) Mono Top LP Rank

Edd Tide and Other Instrumental Favorites (Dec)	(7) 26
● GOLDEN WALTZES (DOT)	(31) 87
Italia Mia (Lon)	146
● MEXICO (MONUMENT)	40
Mr. Lucky Goes Latin (RCA)	144
● MUCHO GUSTO! (COL)	(48)
● NEW PIANO IN TOWN (RCA)	(32) 39
Orange Blossom Special and Wheels (Dot)	145
Piano Forte (RCA)	92
● SATIN AFFAIR (CAP)	90
Sixty Years of Music America Loves Best, Vol. III (Popular) (RCA)	25
Somebody Loves Me (Col)	(29) 33
● SONGS OF THE SOARING 60's (KAPP)	99
Stars for a Summer Night (Col)	(37) 31
● TOUCH OF ELEGANCE, A (COL)	130
Yellow Bird (Life)	(35) 77
Yellow Bird (Dot)	(12) 34
Yellow Bird (Kapp)	141

Jazz

Roy Charles and Betty Carter (ABC)	108
● MILES DAVIS, IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. I (COL)	109
Dreamstreet (ABC)	106
Exodus to Jazz (Vee Jay)	(38) 80
Pete Fountain's New Orleans (Cor)	70
Genius of Ray Charles (Atl)	82
Genius Plus Soul Equals Jazz (Impulse)	88
● GENIUS SINGS THE BLUES (ATL)	118
● HE'S THE KING (RCA)	85
Al Hirt, Greatest Horn in the World (RCA)	(41) 131
Time Out (Col)	(11) 5
What'd I Say (Atl)	69

Percussion and Sound

● BIG BAND PERCUSSION (LON)	(34)
● MELODY AND PERCUSSION FOR TWO PIANOS (LON)	(46) 134
● PASS IN REVIEW (LON)	(16)
● PERCUSSION OOM PAH (LON)	(45)
Persuasive Percussion, Vol. I (Com)	(21)
Provocative Percussion, Vol. I (Com)	(42)
● STEREO 35/MM (COM)	(1)

SHOW MUSIC

Original Cast

Camelot (Col)	(4) 3
Carnival (MGM)	(47) 32
Fiorella (Cap)	124
Gypsy (Col)	138
● MILK AND HONEY (RCA)	100
Music Man (Cap)	68
My Fair Lady (Col)	(30) 37
Sound of Music (Col)	(3) 7
South Pacific (Col)	35
Unsinkable Molly Brown (Cap)	129
West Side Story (Col)	(36) 20

Sound Track

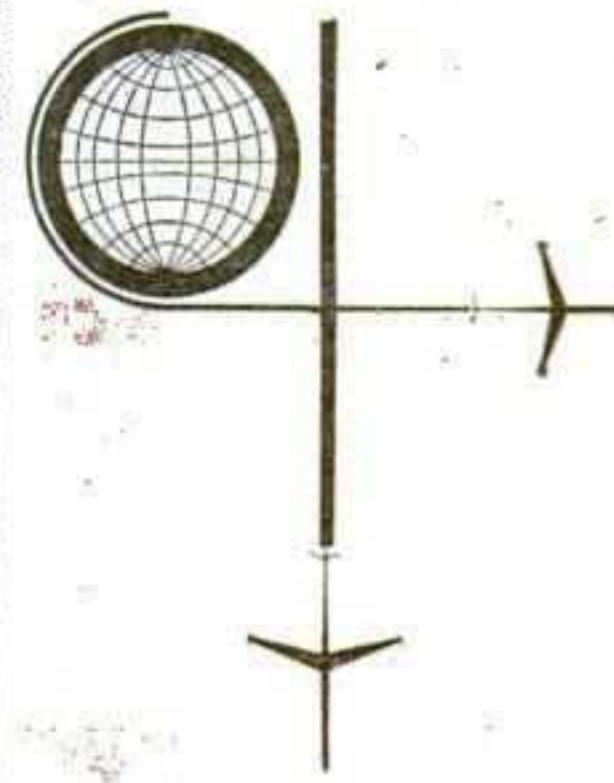
Ben-Hur (MGM)	112
● BLUE HAWAII (RCA)	(26) 2
Exodus (RCA)	(18) 13
● FANNY (WB)	121
G. I. Blues (RCA)	(50) 60
● GUNS OF NAVARONE (COL)	115
● KING OF KINGS (MGM)	(39)
Never on Sunday (UA)	(5) 28
● PARENT TRAP (VISTA)	101
● PARRISH (WB)	120
South Pacific (RCA)	(13) 91
● WEST SIDE STORY (COL)	(40) 48

Music From Musicals, Films and TV

● BREAKFAST AT TIFFANY'S (RCA)	(8) 24
Film Encores (Lon)	125
Great Motion Picture Themes (UA)	(20) 19
Music From Exodus and Other Great Themes (Lon)	(44) 122
● WEST SIDE STORY (CAP)	(28) 41
● WEST SIDE STORY (UA)	95

COMEDY LP's

Ain't That Weird? (RCA)	22
● BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART (WB)	10
Button-Down Mind of Bob Newhart (WB)	55
Button-Down Mind Strikes Back (WB)	63
Stan Freberg Presents the U. S. A. (Cap)	123
Here's Jonathan (Ver)	105
In Living Black and White (Colpix)	140
Jose Jimenez at the Hungry i (Kapp)	9
Knockers Up (Jub)	14
● MOMS MABLEY AT THE PLAYBOY CLUB (CHESS)	42
Moms Mabley at the UN (Chess)	44
● PERSONAL APPEARANCE, A (VER)	47
Rejoice Dear Hearts (RCA)	110
Sinational (Jub)	67
Songs for Sinners (Jub)	104



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In Two Sections Section 1

in this section ... **1962 WHO'S WHO IN THE WORLD OF MUSIC**

<i>Spotlighting</i>	RECORD LABELS —and Their Top Records Around the World	MUSIC PUBLISHERS ... and Their Song Hits Around the World	RECORDING ARTISTS and Their Record Winners Around the World	JUKE BOXES —Products and Prospects Around the World
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SMASHING!
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 HULL #747
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 Phila. 23, Pa. CE 2-3333

DEAN MORGAN
 Canadian Teen Sensation
"OUCH! YOU'RE BREAKING MY HEART"
 and
"WHAT'S UP BUTTERCUP"
 20th-Fox 272

PEEK-A-BOO MARY LOU
RICKY RICARDO
 WYE 5-1011
WYE RECORDS, WARWICK, R. I.
 In Canada: Zirkon Records.

Rose Maddox
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 Capitol #4651
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Say You Saw It in
Billboard Music Week

The pick of the new releases:
SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 6

Spoken Word

THE ZOO STORY

Mark Richman and William Daniels. Spoken Arts 808—A well-written play, well performed by Mark Richman and William Daniels. Daniels won two awards for his performance of "Peter" in Edward Albee's moving, "The Zoo Story" when it ran off Broadway in 1960. Album could be a solid seller in its category.

SPECIAL MERIT ALBUMS

Classical

BAROQUE CANTATAS

Russell Oberlin. Decca DL 79414 (Stereo & Monaural)—The high excellence of Oberlin's counter-tenor voice should make this album of Baroque music of high interest to the highly specialized classical collector. Oberlin is considered one of the eading singers of this unique vocal school and his superb artistry is exhibited on this LP in works by Handel, Telemann and Buxtehude. A chamber group of violin, cello, recorder and harpsichord support the singer.

MUSIC OF ALBAN BERG

Columbia Symphony Orchestra Conducted by Robert Craft. Columbia M2S 620 (Stereo & Monaural)—This outstanding recording contains excerpts from some of Berg's better known as well as his less familiar works. There are four excerpts from his opera "Lulu"; "Der Wein," beautifully sung by Bethany Beardslee; three movements from the "Lyric Suite" for orchestra, his complete Chamber Concerto for violin, piano and wind instruments, and some of his early songs. They are performed tastefully and the album should appeal to serious collectors.

Christmas

THE COMING OF CHRIST

Original Story and Music of the Award-Winning NBC-Project 20 TV Program. Decca DL 79093. (Stereo & Monaural)—A remarkable album, recreating the story and music of U. S. Steel's award-winning "Project 20" television program, to be aired again this year by NBC just prior to Christmas. Richard Hander's written text and Robert Russell Bennett's music are compelling indeed and inside of the book-fold set a 12-page booklet includes many of the colorful paintings of the life of Christ used on the TV screen. A class production which should take its place with the great standard Christmas merchandise.

Reviews of New Albums

Continued from page 6

ranging from the Platters' "Smoke Gets In Your Eyes" to Patti Page's "Tennessee Waltz." Also included are "Kiddie" by Brook Benton, and sides by George Jones, Tiny Hill, the Diamonds, Tony Martin, Sarah Vaughan, Frankie Laine, Richard Hayman, Dinah Washington, and Eddy Howard. Solid sales potential.

AND NOW ABOUT MR. AVALON

Frankie Avalon. Chancellor CHL-5022—Frankie Avalon deserts rock and roll and comes on in a swinging groove, a la Bobby Darin. Although Avalon doesn't have too strong a voice, he sings with a solid beat on rhythm items and feelingful phrasing on ballads. Something different for jocks. Selections include "Our Love Is Here to Stay," "The End of a Love Affair," "Standing on the Corner," etc.

THE GERSHWIN BANDBOOK

Les Brown and Band. Columbia CS8479 (Stereo & Monaural)—Here's a swinging package of solid instrumental treatments of some great Gershwin standards. The spinable (for hip jockeys) package includes "Somebody Loves Me," "Liza," "Oh Lady Be Good," "A Foggy Day," etc.

DANCIN' AND SINGIN' WITH TINY HILL

Tiny Hill. Mercury MG20630 (Stereo & Monaural)—A beat that makes the listener itch to dance is the hallmark of this set. Tiny Hill's vocals also are distinctive and lend flavor. Tunes range back more than a quarter century and include such evergreens as "Barney Google," "Don't Bring Lulu," "I'm Alone Because I Love You" and "Sioux City Sue."

FRANKIE LAINE'S GOLDEN HITS

Mercury SR 60587 (Stereo & Monaural)

—Some of Frankie Laine's earliest hits are included on this remastering. Among the lad's smashes are "That Lucky Old Sun," "That's My Desire," "Mule Train" and "The Cry of the Wild Goose." Can garner a share of sales.

PLEASE MR. POSTMAN

The Marvelettes. Tamla TM 228—Here's a fem vocal group which has enjoyed recent success with the single that becomes the title of this first album. The hit, of course, is included, along with other similarly styled tunes, featuring the gospel oriented singing of the young chicks. Gimmick aspect is the request in the liner notes that buyers send in their choice for the gals' next single, altho no prizes are offered for participating.

THE DYNAMIC SOUNDS OF THE LEGENDS

The Legends. Columbia CS 8507 (Stereo & Monaural)—This can sell on the basis of being a fine dance package right in the teen groove, despite the fact that name value is lacking. Complement features tenor and baritone sax, two guitars, piano, drums and bass and the unit pounds it out with such tunes as "Anvil Rock," "Frankie Digs Johnnie," "Swami River," etc. The unit has the blend of sound of various pop instrumental groups.

MODERATE SALES POTENTIAL

ENZO STUARTI

Roulette R 25163.

THE GREAT EDDIE MANSON

20th Fox 3038.

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Last Week Chart By special survey for week ending 11/26 TITLE, ARTIST, LABEL Weeks on Chart

1	2	BIG BAD JOHN, Jimmy Dean, Columbia 42175.....	6
2	1	WALK ON BY, Leroy Van Dyke, Mercury 71834.....	12
3	3	IT'S YOUR WORLD, Marty Robbins, Columbia 42065.....	10
4	9	SOFT RAIN, Ray Price, Columbia 42132.....	7
5	7	YOU'RE THE REASON, Bobby Edwards, Crest 1075.....	12
6	6	WALKING THE STREETS, Webb Pierce, Decca 31298.....	9
7	4	TENDER YEARS, George Jones, Mercury 71804.....	23
8	8	BACKTRACK, Faron Young, Capitol 4616.....	8
9	10	HAPPY BIRTHDAY TO ME, Hank Locklin, RCA Victor 7921.....	8
10	5	UNDER THE INFLUENCE OF LOVE, Buck Owens, Capitol 4602.....	16
11	23	CRAZY, Patsy Cline, Decca 31317.....	2
12	20	SEA OF HEARTBREAK, Don Gibson, RCA Victor 7890.....	23
13	13	I FALL TO PIECES, Patsy Cline, Decca 31205.....	34
14	12	I WENT OUT OF MY WAY, Roy Drusky, Decca 31297.....	10
15	30	TO YOU AND YOURS, George Hamilton IV, RCA Victor 7934.....	2
16	22	COZY INN, Leon McAuliff, Cimarron 4050.....	13
17	11	HOW DO YOU TALK TO A BABY, Webb Pierce, Decca 31298.....	8
18	—	IN THE MIDDLE OF A HEARTACHE, Wanda Jackson, Capitol 4635.....	1
19	—	THE RESTLESS ONE, Hank Snow, RCA Victor 7933.....	2
20	14	OPTIMISTIC, Skeeter Davis, RCA Victor 7928.....	6
21	—	ANYWHERE THERE'S PEOPLE, Lawton Williams, Mercury 71867.....	4
22	24	THROUGH THAT DOOR, Ernest Tubbs, Decca 31300.....	2
23	17	ONE GRAIN OF SAND, Eddy Arnold, RCA Victor 7926.....	6
24	18	PO' FOLKS, Bill Anderson, Decca 31262.....	15
25	27	THE COMANCHEROS, Claude King, Columbia 42196.....	2
26	16	HANGOVER TAVERN, Hank Thompson, Capitol 4605.....	9
27	26	HERE WE ARE AGAIN, Ray Price, Columbia 42132.....	2
28	15	BE QUIET MIND, Del Reeves, Decca 31307.....	3
29	19	YOU'RE THE REASON, Hank Locklin, RCA Victor 7921.....	10
30	29	HELLO FOOL, Ralph Emery, Liberty 55352.....	13

ALOHA!
 Sam Koki and the Paradise Islanders.
 Kapp KL 1233.

MARCHING ALONG
 Mike Simpson and his Ork. Mercury
 PPS 2018 (Stereo & Monaural).

RUCKUS AT THE RIVIERA
 Kay Stevens, Columbia CS8516 (Stereo & Monaural).

BANJO PARTY
 The Banjo Barons, Columbia CS 8489
 (Stereo & Monaural).

JOY AND ALL THAT JAZZ!
 The Honeydreamers. Cosmos C 1469.

JAN AUGUST STYLES THE GREAT POP PIANO CLASSICS
 Mercury MG 20659 (Stereo & Monaural).

JAZZ LP'S
 ★ ★ ★ ★
STRONG SALES POTENTIAL

THE LUSH SIDE OF CANNONBALL

Cannonball Adderley With Strings. Mercury MG 20652—Adderley's lyric gift gets a tasteful string showcase in this package. Richard Hayman conducts the group in a batch of standards as "I Cover the Waterfront," "A Foggy Day," "Surrey With the Fringe on Top," etc. The effect is a fusion of the jazz sound of Adderley, plus a lush pop effect. Cover is beautiful.

It pin-points the performer and his group during their appearance at N. Y.'s Village Vanguard nitery. Swinging and out-of-the-ordinary treatments of "Just Squeeze Me" and "You Stepped Out of a Dream" mark the set with high distinction, while "Fantasia on 'Which Side Are You On'" fills one whole side of the LP, demonstrating the guitarist's dexterity and total control of his instrument.

CHARLIE BYRD AT THE VILLAGE VANGUARD

Original LOP 93008 (Stereo & Monaural)
 —Here's another example of the high and unusual artistry of guitarist Charlie Byrd.

THE JAZZTET AT BIRDHOUSE
 The Jazztet. Argo LP 688—This album marks the Jazztet's entry into in-person night club dishing. It was recorded in the Chicago club called the Birdhouse. The
 (Continued on page 43)

Annette
"DREAMIN' ABOUT YOU"
b/w
"STRUMMIN' SONG"
Vista F-388

SPIN THE TOPS
Joe Melson
"WAKE UP LITTLE SUSIE"
Hickory #1155

RAY SINGLES AGAIN
UNCHAIN MY HEART
b/w
But on the Other Hand Baby
by
RAY CHARLES
10266

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Say You Saw It in Billboard Music Week

Reviews of New Albums

Continued from page 42

group is in strong form with tight unison work and high-flying solos from the members. Co-leaders Art Farmer and Benny Golson steal the spotlight in most instances but pianist Cedar Walton and trombonist Tom McIntosh also make their presence felt dramatically.

**** INTRODUCING TUBBY
Tubby Hayes, Epic RA 17019 (Stereo & Monaural)—Britisher Tubby Hayes received

considerable acclaim during his recent New York debut at the Five Spot club and this album was recorded during his visit to New York. He has a virile, facile tenor style and he is given the chance to show his dexterous, fast-moving fingering here with a variety of backgrounds, from combos to big band ensembles. "Love Walked In," "The Folks Who Live on the Hill," are samples. Good debut wax for one of the few foreign jazz artists to have made a dent here recently.

CLASSICAL LP'S
★★★★
STRONG SALES POTENTIAL

**** LISZT: CONCERTO NO. 1 IN E FLAT MAJOR; CONCERTO NO. 2 IN A MAJOR

Samson Francois, Piano; Philharmonia Orch. (Silvestri). Angel S 35901 (Stereo)—An extremely satisfying reading of both the Liszt piano concertos by the French pianist Samson Francois. Most ably assisted by the Philharmonia Orchestra under the direction of Maestro Silvestri, M. Francois offers a dynamic and colorful interpretation of the concertos without losing any values of the technical demands of the works. There are other prime versions available, but with the increased demands in the U. S. for recordings of popular classical works by foreign artists, this package should capture a fair share of the sales.

**** SCHUBERT: QUINTET OPUS 163 IN C MAJOR

New York String Sextet, 20th Fox FOX 4010—One of the sublime works of the chamber repertory, Schubert's string quintet receives a truly inspired performance by the New York String Sextet. The benefits of modern sound also give it an advantage over its four older rival versions.

**** OSCAR LEVANT AT THE PIANO—MUSIC OF CHOPIN, DEBUSSY, RAVEL

Oscar Levant, Columbia MS 6276 (Stereo & Monaural)—Levant's name value and the popularity of the composers involved here makes this package a good sales prospect. Levant's showy piano technique is showcased on a group of Chopin waltzes and Mazurkas and "Etude in C Minor," Ravel's "Sonatine" and three Debussy Preludes.

**** BACH: CANTATA NO. 170 Aaffe Heynis, Contralto; Netherlands Chamber Orchestra (Goldberg). Epic BC 1146 (Stereo & Monaural)—Contralto Aaffe Heynis, shows off the warmth of her fine voice as well as her artistry on this recording of the Bach Cantata as well as selections from his Christmas Oratorio. She is accompanied by the Netherlands Chamber Orchestra and the Vienna Symphony. Although she is only known on the Continent and in England, she will win many American fans with this recording.

**** BERLIOZ: HIGHLIGHTS FROM LA DAMNATION DE FAUST

Various Artists; Paris Opera Orchestra and Chorus (Cluytens). Angel S 35941 (Stereo)—Maestro Cluytens directs a new performance (he was also on Angel 35431) of the work featuring Nicolai Gedda, Rita Gorr and Gerard Souzay in the cast. Much of the moody flavor of the score is well captured and the recording has the quality to merit dealer exposure and recommendation, despite imposing competition from others. English and French lyrics are included in a booklet.

**** BEETHOVEN: TRIO IN E FLAT MAJOR, OP. 1, NO. 1; BRAHMS: TRIO IN C MAJOR, OP. 87

The Alma Trio, Decca DL 710041 (Stereo)—The Alma Trio performs both of these works with instinctive gentleness and passion. The trio is composed of Adolph Baller, piano; Maurice Wilk, violin, and Gabor Rejto, cello, and their concepts of unison and colorful flow interweave with strength and sensitive articulation. Although there are a number of versions of these works available, this new set should receive critical kudos which could put it in demand.

**** POULENC: CONCERTO FOR ORGAN, STRINGS AND TIMPANI; STRAVINSKY: JEU DE CARTES

Berj Zankochian, Organ; Boston Symphony (Munch). RCA Victor LM 2567 (Stereo & Monaural)—Two unusual and rarely performed works are given the benefit of the Boston Symphony's careful presentation. The Stravinsky work, better known as the "Game of Cards," is no longer in the catalog in a rival presentation, and both works will have appeal to fans of modern classical repertoire. Although there are several competitive versions of the Poulenc work, Munch's reputation for interesting French composers gives this an edge.

**** MONTEVERDI: THE MAGNIFICAT; RESPIGHI: LAUD TO THE NATIVITY

Roger Wagner Chorale, Capitol SP 8572 (Stereo & Monaural)—Truly fine performances of these sacred works by the famous chorale with the Los Angeles Philharmonic under Alfred Wallenstein. The works are done with taste and sensitivity, and soloists Marie Gibson, Marilyn Horne and Charles Bressler come through splendidly on the Respighi work.

**** FRANCK: SYMPHONY IN D

Detroit Symphony Orch (Paray). Mercury MG 50285 (Stereo & Monaural)—The Detroit Symphony under the Paray baton comes through with a stimulating reading of the powerful Franck work. The impact of the opening movement is startling and its regal quality is carried through the rest of the reading. Top-flight classical wax which should be of interest to many classical collectors.

LP REVIEW POLICY

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

SPOTLIGHT WINNERS are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. **FOUR-STAR** albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

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

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

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

**** KHACHATURIAN: GAYNE BALLE; TCHAIKOVSKY: ROMEO AND JULIET

London Symphony (Dorati), Mercury MG 50209 (Stereo & Monaural)—There are numerous versions of "Romeo and Juliet" around today, including various ones in stereo, but none can top this for quality of performance and sound. Much the same comment would be in order of the Khachaturian ballet selections. Add to this the name Dorati and a highly salable package is clearly indicated.

★★★ MODERATE SALES POTENTIAL

★★★ MOZART: QUARTET IN D MINOR, K. 421; QUARTET IN C, K. 465
Fine Arts Quartet, Concert-Disc CS 227 (Stereo & Monaural).

★★★ HAYDN: SYMPHONY NO. 83 IN G MINOR; MOZART: SYMPHONY NO. 29 IN A MAJOR, K. 201
Netherlands Chamber Orchestra (Goldberg), Epic BC 1148 (Stereo & Monaural).

★★★ BRAHMS: STRING SEXTET OPUS 18, IN B FLAT MAJOR
New York String Sextet, 20th Fox FOX 4008.

★★★ BRAHMS: QUARTET IN C MINOR, OPUS 51, NO. 1; QUARTET IN A MINOR, OPUS 51, NO. 2
Fine Arts Quartet, Concert-Disc CS 226 (Stereo & Monaural).

★★★ WILLIAMS: MASS IN C MINOR; BRITTEN: A CEREMONY OF CAROLS
Choristers of Canterbury Cathedral, London OS 25271 (Stereo & Monaural).

★★★ EIGHTEENTH CENTURY FLUTE DUETS
Julius Baker and Jean-Pierre Rampal, Washington WR 442.

★★★ SYMPHONIC MUSIC OF RUMANIA
Various Artists, Monitor MC 2052.

★★★ SCHUBERT: GERMAN DANCES FOR PIANO
Stewart Gordon, Washington WLP 441.

SPECIALTY LP'S
★★★★ STRONG SALES POTENTIAL

INTERNATIONAL ★★★

★★★★ RUMANIA, RUMANIA
Yaffa Yarkoni, Columbia CS 8480 (Stereo & Monaural)—One of Israel's most popular recording artists, Yaffa Yarkoni, is presented here with a collection of favorite Yiddish songs. Sabra Yarkoni has a warm and vibrant vocal style that makes it secondary for the listener to know the language to enjoy this album. Many people will recognize such titles as "Heveinu Sholem Olechim," "My Yiddishe Momme," "Mom-e-je" and "Rumania, Rumania." Miss Yarkoni's concert and club appearances in the U. S. should promote sales, too.

★★★★ I REMEMBER VIENNA
Greta Keller, Peter Heinz Kersten, Fiesta FLP 1312—Miss Keller, one of the old favorite interpreters of Vienna songs, shares billing here with a male vocalist, Heinz Kersten, accompanied by a Schrammel orchestra. Package was recorded in Europe, and is loaded with charm. Gemutlichkeit is the quality. A good one for the blue seltzer bottle set.

SOUND

★★★★ WORLD WAR II COMBAT PLANES IN ACTION
Riverside RLP 95510 (Stereo)—Strictly for the specialty sound bugs, this is a documentation of sounds of World War II fighting planes on the ground and in the air. Among the ships whose sounds are included along with detailed explanatory notes are Navy Corsair (F4U); P-39 Aircobra; Douglas A-20 attack bomber; Boeing B-17 and Mitchell B-25 bomber. A good bit of interesting history is included in this package.

★★★★ TROPICAL FANTASY
Michael Magne and Orchestra, Columbia CS8493 (Stereo & Monaural)—This, one of the latest albums in the label's new sound series, features a collection of rackets, bird-calls, hoots, warbles, cowbells, tape recorder sounds, finger snaps, etc., all superimposed on a flock of standards like "Bahia," "Brazil," "Tabu," "The Peanut Vender," etc. It's in the Martin Denny tradition, with more gusto. May appeal to new stereo fans.

RHYTHM & BLUES

★★★★ BLUES BY JAZZ GILLUM
Folkways FS 3826—This is one for devotees of down home blues. Gillum plays harmonica and does vocals; Stidham, vocals and guitar, and Memphis Slim contributes piano and organ stylings. A strong, authentic package of the true product. Sides include "Key to the Highway," "I Wonder Why," "Walking the Blues Away," etc.

FOLK

★★★★ GAZAETTE, VOL. 2
Pete Seeger, Folkways FN 2502—Seeger's first volume in this series did well sales-wise and this package should appeal to the same buyers. The folk singer is in his usual showmanly form on a group of protest-type folk items. Line-up includes "The Literacy Test Song," "The Dying Miner," "When a Fellow Is Out of a Job" and "The Easter Marchers."
(Continued on page 46)

Bob Heller Flying Dist. Co.
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Dear Bob:
I just arrived back at the record plant after spending 5 days with you in the Philly area.
Wow! I'm still out of breath after your whirl-wind radio, TV, and D. J. treatment. You sure showed me top speed action breaking my new hit. By the way, I enjoyed the giant blow-out with your lovely dancing gals. . . . How can a record exec go wrong with your outfit?
Thanks again for the prompt check for last month's mds. That talk about the Quaker City being asleep is all wet. With you grabbing the ball and me doing the blocking, we really did the town. I sure got to know the territory flying with you.
Say, I got a kick out of the way you handle artists on the hops, and give my best to the radio station personnel that greeted me so warmly with you. I will be back like "MacArthur" 'cause, brother, your city is flying and so am I.
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LINDA LAURIE
RUST 5042

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"LET THERE BE DRUMS"
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The pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 7

THE MARCELS

MERRY TWIST-MAS (Wajoma, BMI) (2:04)—A doubly timely item for the hot group, now swinging with "Heartaches." This rockin' Twist item has a lot of sound and beat with the boys' familiar gimmick touches. Watch it. Flip is "Don't Cry for Me This Christmas" (Suwal, BMI) (2:35). **Colpix 617**

SPECIAL MERIT SINGLES

Pop

PETER NERO

★★★★ **MARIA** (Schirmer/Chappell, ASCAP) (2:47) RCA Victor 7956

DUKE ELLINGTON

★★★★ **PARIS BLUES, PARTS I AND II** (Tempo/United Artists, ASCAP) (2:08) and (2:05) Columbia 42237

Christmas

BIG TINY LITTLE

★★★★ **TINY'S CHRISTMAS MEDLEY** (2:52) Coral 62294

Pop Talent

BOB CONRAD

★★★★ **LOVE YOU** (Sherman-DeVorzon, BMI) (2:07)

★★★★ **BYE BYE BABY** (Sherman-DeVorzon, BMI) (2:07) Warner Bros. 5242

Reviews of New Singles

Continued from page 7

with gusto while the band pounds away behind him. Good wax here with a chance for coins. (Sherlyn, BMI) (1:42, 1:46)

KEETIE AND THE KATS

★★★★ **Crossties**—HURON 22007—Bright hunk of material is handed a solid instrumental go by the Keetie Kats on this swinging side. It could gather in those juke boxes and get counter action as well. (Arc, BMI) (2:03)

★★★★ **Way Out**—Another first-rate instrumental side by the group that moves. This side is—as the title says—a bit more out than the flip. But both sides have something and they could happen. (Dove, BMI) (2:26)

JACK JONES

★★★★ **Lollipops and Roses**—KAPP 435—A good one for good music outlets. Jones sings the song with class. (Garland, ASCAP) (2:46)

★★★★ **This Was My Love**—Similar in quality to flip; good programming for stations eschewing the rock. (St. Lawrence, BMI) (3:16)

RUSTY YORK

★★★★ **That's What I Need**—CAPITOL 4663—The boy has a gospel-like opus to sing on this medium tempo tune. Side is full of r.&b. licks with harmonica effects and yelping chorus. (Pamper, BMI) (2:24)

★★★★ **Just Like You**—A touch of country from the natively country artist here. Lyric carries a weeper theme with the boy giving it a fine treatment. Background contains a country sound plus girl vocal group. (Pamper, BMI) (2:29)

SINGLES REVIEW POLICY

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

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

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

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

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

THE GAYLORDS

★★★★ **It Hurts Me More**—MERCURY 71902—The Gaylords go Nashville all the way on this tune. The boys have a strong Bill Anderson vehicle and handle it handsomely. Backing in the country groove is most attractive. (Tree, BMI) (2:11)

★★★★ **American 100%**—The girl's Americanism flips the boys on this side which has bright lilt and fine backing in a hully gully groove. Some unique piano effect make for a highly swinging disk. (Arch, ASCAP) (2:09)

MAT MATHEWS ALL STARS

★★★★ **Shalom**—SHOWCASE 9800 A-B—The lovely ballad from the current Broadway show "Milk and Honey" is tastefully handled by Mathews on this side. Good better music programming wax. (Vogue, BMI) (2:35)

★★★★ **Milk and Honey**—The title theme from the Broadway production gets smart reading from accordionist Mathews and his men. The supporting group does much to add to the rhythmic vigor of the interpretation. (Vogue, BMI) (2:11)

LENNON SISTERS

★★★★ **Kaw-Liga**—DOT 16277—The old Hank Williams tune gets a brisk treatment from the Lennon Sisters on this disk. Backing is done up in swiny strings with an appropriate tom-tomming and a deep voiced male group. (Milene, ASCAP) (2:36)

★★★★ **We Live in Two Different Worlds**—The girls sing a fine Fred Rose country ballad on this side. Their close harmony does justice to the sad melody and the backing is uniquely appropriate. Both sides are from the group's current LP "Sad Movies." (Milene, ASCAP) (2:23)

EDDIE HEYWOOD

★★★★ **The Dream of Olwen**—LIBERTY 55396—Heywood's first Liberty waxing features a lush piano treatment of the lovely moody theme. Fine jockey side. (Mills, ASCAP) (2:42)

★★★★ **Good Earth**—Gospel-flavored theme is handed a smart piano treatment. Spinnable. (Vogue, BMI) (1:52)

BILLY CASHER

★★★★ **No Matter What I Do**—EPIC 9478—Casher spoofs tragedy teen records with an amusing rocker about a boy who can't equal sacrificial deeds of his gal's disk heroes. (Spanka, BMI) (2:40)

★★★★ **Give Her Back**—A fervid chanting stint by Casher on a moving action-packed rockaballad. Two listenable sides. (Sea-Lark, BMI) (2:28)

PETER NERO

★★★★ **Maria**—RCA VICTOR 7956—From Nero's new album, "New Piano in Town," comes this strong and lyrical presentation of the lovely tune from "West Side Story." Roger Williams has the same tune (out last week) but this can cut a share of the pie. (Schirmer, Chappell, ASCAP) (2:47)

★★★★ **Theme From "Summer and Smoke"**—Moving theme music is accorded a listenable, rippling piano treatment by Nero, against banks of strings. This, too, merits play. (Famous, ASCAP) (2:31)

DUKE ELLINGTON

★★★★ **Paris Blues-Part I**—COLUMBIA 42237—Swinging, sultry ork treatment of a bluesy title theme penned by Ellington for the new Paul Newman-Joanne Woodbury movie. Should pull play from jazz jocks and hip pop spinners. (Tempo-United Artists, ASCAP) (2:08)

★★★★ **Paris Blues-Part II**—Same comment. (Tempo-United Artists, ASCAP) (2:05)

BOB CONRAD

★★★★ **Love You**—WARNER BROS. 5242—Conrad sings with a good feeling on this Latin-type rockaballad. The boy's weeper lyric comes across with conviction while strings and chorus support. (Sherman-DeVorzon, BMI) (2:23)

★★★★ **Bye Bye Baby**—A nice enough outing for the lad here, with a Latin-oriented tunes as his vehicle. Expansive use of strings and strong beat are provided in the backing. (Sherman-DeVorzon, BMI) (2:07)

MORT (DOC) DOWNEY JR.

★★★★ **The Ballad of Billy Brown**—CADENCE 1407—This is the sad ballad of a young man who dies at an early age, and it's told with pathos by Downey and Harvie June Van. Record has a lot of sound and it could happen. (Jo-Al, ASCAP) (2:47)

★★★★ **Flattery**—Pleasant riff effort receives a warm reading from Downey as he explains that flattery will get his chick a lot of attention. (Network, ASCAP) (2:30)

RONNIE MITCHELL

★★★★ **You Don't Care (If I Cry)**—SEVILLE 116—Ronnie Seville sells this pretty ballad with feeling over a hip arrangement by the ork and chorus. Side could get action if exposed. (Herald, BMI) (2:34)

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Last Week	Week	By special survey for week ending 11/26	Weeks on Chart
		TITLE, ARTIST, LABEL	
1	1	PLEASE MR. POSTMAN, Marvellettes, Tamla 54046	11
2	8	BIG JOHN, Shirelles, Scepter 1223	8
3	2	HIT THE ROAD JACK, Ray Charles, ABC-Paramount 10244	10
4	3	YA YA, Lee Dorsey, Fury 1053	13
5	9	I'M TORE DOWN, Freddy King, Federal 12432	8
6	18	OPERATION HEARTBREAK, Aretha Franklin, Columbia 42157	7
7	14	IN THE DARK, Little Junior Parker, Duke 341	3
8	4	RUNAROUND SUE, Dion, Laurie 3110	8
9	20	GYPSY WOMAN, Impressions, ABC-Paramount 10241	2
10	7	BRISTOL STOMP, Dovells, Parkway 827	8
11	10	DON'T CRY NO MORE, Bobby (Blue) Bland, Duke 340	18
12	5	IT'S GONNA WORK OUT FINE, Ike and Tina Turner, Sue 749	18
13	12	SWEETS FOR MY SWEET, Drifters, Atlantic 2117	7
14	6	JUST GOT TO KNOW, Jimmy McCracklin, Art-Tone 825	6
15	11	HUMAN, Tommy Hunt, Scepter 1219	9
16	17	IMPOSSIBLE, Gloria Lynne, Everest 19418	5
17	—	EVERYBODY'S GOTTA PAY SOME DUES, Miracles, Tamla 54048	1
18	22	JUST OUT OF REACH (Of My Two Open Arms), Solomon Burke, Atlantic 2114	11
19	23	TOWER OF STRENGTH, Gene McDaniels, Liberty 55371	2
20	—	SEPTEMBER IN THE RAIN, Dinah Washington, Mercury 71876	1
21	26	SOOTHE ME, Sims Twins, Sar 117	8
22	24	LOOK IN MY EYES, Chantels, Carlton 555	11
23	13	BABY, YOU'RE RIGHT, James Brown, King 5524	16
24	15	BRIGHT LIGHTS, BIG CITY, Jimmy Reed, Vee Jay 398	12
25	16	A LITTLE BIT OF SOAP, Jarmels, Laurie 3098	13
26	—	THE FLY, Chubby Checker, Parkway 830	1
27	19	JUST YOU AND ME DARLING, James Brown and the Famous Flames, King 5547	6
28	—	I KNOW, Barbara George, AFO 302	1
29	21	SEE SEE BABY, Freddy King, Federal 12428	4
30	25	I REALLY LOVE YOU, Stereos, Cub 9095	6

★★★★ **More Than My Share**—Semi-inspirational tune about true love is handed a nice vocal by the chanter over good backing. Also a good side though flip is stronger. (Herald, BMI) (2:25)

KRIS JENSEN

★★★★ **Busy Signal**—KAPP 433X—Frantic, familiar-sounding rhythm-novelty is sung with verve and drive by Jensen and a fem chorus.

★★★★ **Mary, Mary**—Wistful vocal performance by Jensen on an appealing ballad.

THE TRIUMPS

★★★★ **Burnt Biscuits**—VOLT 100—A touch of Latin in the tempo with strong organ work and raunchy harmonica might appeal to buyers. Side should make a powerful teen dance item. (East-Bais, BMI) (2:01)

★★★★ **Raw Dough**—The instrumental group has a fine, easy-swing rocker in this tune. Title spots good guitar work along with infectious rhythm. (East-Bais, BMI) (2:23)

JOHNNY GIBSON

★★★★ **Midnight**—BIG TOP 3088—Instrumental with prominent strings and a powerful piano part. Moves right along. (Vicki, BMI) (2:22)

★★★★ **Chuck-A-Luck**—Blues-based instrumental catches a mood and builds excitement and modulates into different keys. (Vicki, BMI) (2:25)

★★★★ **Wanted**—BIG TOP 3085—A rocker, with vocalist neatly backed by strings and a choral group. (Vicki, BMI) (2:17)

★★★★ **Mr. Fine**—Mr. Fine has a pocket full of money and a Cadillac. The thrush belts it out, yet worth spins. (Vicki, BMI) (2:13)

(Continued on page 45)

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Reviews of New Singles

Continued from page 44

TOMMY SANDS WITH THE JORDONAIRES
★★★★ Wrong Side of Love—CAPITOL 4660—A Paul Anka tune is handed a bright reading by Sands aided by strong backing from ork and chorus. Lad has a likely winner here. Watch it. (Spanka, BMI) (2:17)

★★★★ Jimmy's Song — Tommy Sands comes through with a happy rendering of this cute country-pop tune. It tells about a lad who wanted a hit and finds a tune penned by a petite young lass. Good wax. (Acuff-Rose, BMI) (2:14)

THE DRIFTERS
★★★★ Somebody New Dancin' With You —ATLANTIC 2127—Plaintive reading by the lead chanter on a teen-appeal ditty (Ark-La-Tex., Progressive, Trio, BMI) (2:55)

★★★★ Room Full of Tears — Effective warbling by lead singer and group on an attractive r.&r. item. (St. Louis-Progressive-Trio, BMI) (2:52)

HANK BALLARD AND THE MIDNIGHTERS
★★★★ I'm Gonna Miss You—KING 5578 —Ballard and the group have a fierce rockaballad to work over on this side. The punching rhythm, blues-oriented structure of the tune and vocal backing make listenable and teen-danceable item. (Lois, BMI) (2:47)

★★★★ Do You Remember — Another highly danceable item from the Ballard group with the maestro out front. The group backs Hank and the singers in professional style. (Ha-Lo, BMI) (2:40)

THE STEELERS
★★★★ The House Mother's Sing-A-Long —COLUMBIA 42230 (33)—Jocks in college areas might get a call for this tune which is a fun item sung in mock folk style. The boys strum their banjos and guitars and sing in estimable humor. (Neillrae-Big "D", BMI) (2:19)

★★★★ The Anarchist's Hymn — Unique novelty programming for jocks in this pseudo-folk tune about topical subject. The anarchist's family is intimately involved in this funny side. (Neillrae-Big "D", BMI) (1:51)

JAYE P. MORGAN
★★★★ Brotherhood of Man—MGM 13049 —Here's one of the smart tunes from the Broadway smash, "How to Succeed in Business," etc., and it's done with verve by the thrush. Side gets a big band backing by Marty Paich. (Frank, ASCAP) (2:10)

★★★★ Nobody's Sweetheart—Miss Morgan sings this oldie neatly against a bass and soft brush rhythm backing. A muted trumpet sneaks in later for good effects along with the rest of the group. Nice wax. (Mills, ASCAP) (2:59)

THE LIMELITERS
★★★★ Jonah—RCA VICTOR 7966—An interesting rhythm tune with philosophical observations based on the story of Jonah and the Whale. Smartly sung against a slick but simple arrangement for rhythm. The side has a chance. Watch it. (Amadeo, ASCAP) (2:42)

★★★★ Just an Honest Mistake—Here's a tune from the new musical, "Let It Ride," and the boys handle the bright song in their familiar robust style. Pleasant effort. (Livingston & Evans, ASCAP) (2:40)

DADDY GOODLOE
★★★★ Jamil (Parts 1 & 2)—RUFUS 501 —Infectious instrumental treatment of an exotic theme with strong solo work by sax lead and terpable Latin beat. Good deejay and juke item. (Hara, BMI) (2:30 & 2:30)

PHIL McLEAN
★★★★ Small Sad Sam—VERSATILE 107—Here's an amusing take-off on current hit "Big Bad John." Should pull play. (R.F.D., ASCAP) (2:20)

★★★★ Chicken—(R.F.D., ASCAP) (2:17)

THE SH-BOOMS
★★★★ Sh-Boom—ATCO 6213—This is a reissue of the big hit of five or six years ago. Sound is not so good but disk could get new action in the current market. (Progressive, Brenner, BMI) (2:23)

★★★★ Little Maiden—(Progressive, BMI) (2:55)

THE McGUIRE SISTERS
★★★★ I Can Dream, Can't I?—CORAL 62296—The poignant oldie is wrapped up in a wistful vocal treatment by the trio. Nice programming. (Chappell & Co., ASCAP) (2:20)

★★★★ I'm Just Taking My Time—(Stratford, ASCAP) (2:49)

CARNATIONS
★★★★ Long Tall Girl—LESCAY 3002—Fervent chanting by the group on a solid rhythm rocker. Dual market appeal. (Lescay, BMI) (2:03)

★★★★ Is There Such A World—(Lescay, BMI) (2:20)

THE SALEMS
★★★★ Maria—EPIC 9480—A teen-oriented version of the pretty tune from the flick "West Side Story" is sung pleasantly by the Salems on this new release. Good sound and the disk could happen. (Schirmer, ASCAP) (2:58)

★★★★ Ol' Man River—(Harms, ASCAP) (1:33)

KIRBY STONE FOUR
★★★★ When You Help a Friend Out—COLUMBIA 42232 (33)—Swing tune here is from "Subways Are for Sleeping." The boys sing it with enthusiasm and it should get good jockey play on the better music stations. (Stratford, ASCAP) (2:20)

★★★★ Forbidden Fruit—(Marks, BMI) (2:50)

THE ORIGINALS
★★★★ Gimme a Little Kiss Will Ya Huh?—DIAMOND 102—The Originals have a bright, and in the current groove version of the old hit here and they sell it with enthusiasm over a lilting teen beat. Good wax. (A.B.C., ASCAP) (2:37)

★★★★ At Times Like This—(Robi-Ann, BMI) (2:33)

THE CHANTS
★★★★ Dick Tracy—VERVE 10244 — A novelty based on the comic strip hero, which features spoken passages "Alley-Oop" style and smart work by the group and supporting combo. Side is worth exposure. (Freben-T.P.I., ASCAP) (2:05)

★★★★ Choo Choo—(Pokvan, BMI) (2:18)

ROBERT HOLIDAY AND HIS ORK
★★★★ Bachelor in Paradise—VERVE 10243—A snappy rhythm treatment of the pretty movie theme tune, featuring a smart guitar lead against flowing voices and strings. Side has a fine sound and it has a chance to score. (Robbins, ASCAP) (2:23)

★★★★ Trade Winds—(Harms, ASCAP) (2:35)

BILLY VAUGHN
★★★★ Everybody's Twisting Down in Mexico—DOT 16295 — Here's an unusual record and a most commercial one. It's a Mexican-styled twist, with the Mexican instrumentation and the twist beat. Chorus helps out. It could happen. (Tree, BMI) (2:23)

★★★★ Melody in the Night — (Talisman, ASCAP) (2:10)

MARTHA CARSON
★★★★ Right Now, Right Now — DOT 16286—Snappy rocker is handed a sock go by the chanted while a group and good combo instrumentation help out. A side with a chance for action. (Doral, Acuff-Rose, BMI) (1:52)

★★★★ Everything Happens for the Best—(Marpot, BMI) (1:50)

THE KODOKS
★★★★ Mister Magoo — WINK 1006—Bright rocker receives a strong performance from the group as they tell about the quick-tempered Mr. Magoo and his troubles with his eye-sight. In the "Alley-Oop" tradition.

★★★★ Love Wouldn't Mean a Thing—(Audicon, BMI) (2:14)

JOHNNY AND JACKIE
★★★★ Someday We'll Be Together—TRI-PHI 1005—A melody which holds one; gets a good, soulful vocal here. (Fugua, BMI)

★★★★ Sho Don't Play—(Birdsong, BMI)

HAL MILLER AND THE RAYS
★★★★ An Angel Cried—TOPIX 6003—Quite a production here. Miller has a strong voice and uses it well on this side. Classy backing includes a bank of strings, thunder effects and the smart singing by the Rays. (Saturday, ASCAP) (2:20)

★★★★ Hope, Faith and Dreams—(Conley, ASCAP) (2:44)

WILBERT HARRISON
★★★★ Drafted—FURY 1055 — Harrison has a blues based topical tune here that moves nicely in a medium tempo. The boy isn't going to "Kansas City" on this one but into the Army. (Fast, Wilberton) (2:25)

★★★★ My Heart Is Yours—(Fast, Wilberton) (2:25)

THE DELCADES
★★★★ Falling Tears—FOX 3001—Interesting hesitation-styled teen ditty is chanted attractively by lead warbler and group. (Gaviota) (2:04)

★★★★ Singing Heart—(Gaviota) (2:43)

★★★ MODERATE SALES POTENTIAL

THE MONTELS
★★★★ Union Hall (Rago, BMI) (1:58) — **★★★★ That's Alright With Me. UNIVERSAL 101.**

SONNY MOORE
★★★★ Bloodshed in Tombstone (Cherio, BMI) (2:07)—**★★★★ Daddy's Little Girl. UNITED ARTISTS 382.**

THE IKETTES
★★★★ Find My Baby (Progressive-Placid, BMI) (1:38)—**★★★★ I'm Blue (The Gong-Gong Song). ATCO 6212.**

TERRY SNYDER
★★★★ My Favorite Song (Southern, ASCAP) (3:00) — **★★★★ Turkish Taffy. (Persuasive, ASCAP) (2:05).**

RONNIE LEE
★★★★ Teach Me Tiger (Aragin, Chandler, ASCAP) (2:26) — **★★★★ Love Me With Your Eyes. EVEREST 19427.**

★★★★ STRONG SALES POTENTIAL

COUNTRY & WESTERN

PORTER WAGONER
★★★★ Misery Loves Company—RCA VICTOR 7967—A fast waltz by Wagoner and interesting material it is. The Anita Kerr voices lend a good accompaniment to Wagoner's heartfelt vocal. Strong wax for the market. (Lowery, BMI) (2:23)

★★★★ I Cried Again—A pretty melody and Wagoner sings the weeper material with good effect. He's supported by voices. Two rewarding sides and both have much of the good hill sound. (Peer Int'l, BMI) (2:15)

STONEWALL JACKSON
★★★★ A Wound Time Can't Erase—COLUMBIA 42229 (33)—Jackson sings this country ballad in tender sentiment. The heartbroken lad tells his story in soft but nonetheless convincing style with appropriate country backing with chorus. (Buna, BMI) (2:37)

★★★★ Second Choice — Prime country material in this latest from Jackson. The tune is a weeper outlining the man that comes off second best in a love affair. Traditional country backing with chorus make for a good c.&w. item. (Cedarwood, BMI) (2:38)

EDDIE NOACK
★★★★ Love's Other Face — D 1220—Forthright reading by Noack on a solid country item with good lyrics. (Glad, BMI) (2:32)

★★★★ It's Hard to Tell an Old Love Goodbye—(Glad, BMI) (2:20)

SACRED

HARMONY FOUR QUARTET
★★★★ Happy Wonderful Day—A-B-S-127 —A jubilant religious item with the theme of meetings in heaven. Fine for the market. (Stamps-Baxter) (2:07)

★★★★ I Can Call Jesus Any Time—The group sings of faith and security in the Lord on this side. The tightly knit unison comes across well against a simple piano backing. (Speer, SESAC) (2:23)

MOSES FAMILY
★★★★ Teach Me, Lord, to Wait—A-B-S-126—Patience is the theme of this religious tune. The melody is simple, the idea explicit, and the family sings true to the spiritual code. (Hamblen) (3:30)

★★★★ Redeemed—(Stamps-Baxter) (2:12)

CHRISTMAS

BIG TINY LITTLE
★★★★ Tiny's Christmas Medley—CORAL 62294—Good, bright, juke box wax with the honky-tonk piano featured in front of banjo and rhythm line-up. Has a happy sound. Tunes include a brace of familiar carols. (52)

★★★★ Silver Bells—Rhythm treatment of the Christmas tune again features the honky-tonk piano sound. Two good sides for the holiday trade. (Paramount, ASCAP) (2:27)

JIMMY McCRACKLIN
★★★★ Christmas Time (Part 1)—ART-TONE 826—Feelingful lament by McCracklin on a bluesy theme with seasonal lyrics. Solid programming for r.&b. jocks. (B-Flat, BMI) (2:15)

VAUGHN MONROE
★★★★ Bye Bye Blackbird (Remick, ASCAP) (2:05)—**★★★★ One Hour Ahead of the Posse. JUBILEE 5412.**

THE MARK III
★★★★ Valerie (Mobile, BMI) (2:30) — **★★★★ Man. ABC-PARAMOUNT 10280.**

THE DINOS
★★★★ Irene (Gaviota) (2:37) — **★★★★ Darling (Gaviota) (2:02). FOX 3000 1-2**

JUNIOR LEWIS
★★★★ Tears On My Face (Sylvia, BMI) (2:20)—**★★★★ Too Bad (Mal-Max, BMI) (2:28). COLUMBIA 42236 (33).**

JERI LYNNE FRASER
★★★★ Poor Joe (Wemar, BMI) (2:20) — **★★★★ Take It Easy Baby (Maverick, BMI) (2:43). COLUMBIA 42234 (33).**

JIMMY SNYDER
★★★★ The Great Snowman (Acuff-Rose, BMI) (2:12) — **★★★★ Are You Really Meant for Me (Borgelin, BMI) (2:40). LEE 116.**

JACKIE CANNON
★★★★ Chill Bumps (Arc-Srue-Ville, BMI) (2:18)—**★★★★ Proof of Your Love (Buna, BMI) (1:59). CHESS 1807.**

ELAINE BROWN
★★★★ Ev'ry Night About This Time (Lastar-Cab, BMI) (2:09)—**★★★★ If There's a Chance (Lastar, BMI) (2:10). RAY STAR 782.**

LENNY DEE
★★★★ Mister Santa (Christmas Version of "Mister Sandman")—DECCA 31332—Organist Dee plays and sings on this revise of the old tune "Mister Sandman." It's cute, bright holiday wax and most suitable for the juke trade. (Edwin H. Morris, ASCSP) (2:00)

★★★★ Auld Lang Syne—(P.D.) (2:05)

CHRISTMAS C.&W.

THE WILBURN BROTHERS
★★★★ Gift of the Blues—DECCA 31333 —The boys sing of getting a gift of the blues for Christmas, quite a tragic circumstance. Their baby was wrapped up neatly in someone else's arms. Good material and it's well sung. (Sure-Fire, BMI) (2:27)

★★★★ Tag Along—A novelty tune about a little dog who tags along with Santa on his rounds. Bright effort could appeal to kiddies. (Sure-Fire, BMI) (2:23)

ERNEST TUBB
★★★★ Christmas Is Just Another Day for Me—DECCA 31334—Harlan Howard has turned in another fine tune and Tubb hands the weeper material a fine, moving reading. This catches you right in the heart. Can grab plenty of plays and counter action. (Pamper, BMI) (2:42)

★★★★ Rudolph, the Red-Nosed Reindeer —Johnny Mark's much-recorded tune is given the inimitable Tubb treatment and the material is right up his alley. Country deejays will go for this one big. (St. Nicholas, ASCAP) (2:16)

★★★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN

JIMMY DRY
★★★★ No One Else (Glad, BMI) (2:35) — **★★★★ Lot of Teardrops (Glad, BMI) (2:30). ESQUIR 3419.**

VERNON STEWART
★★★★ Mean, Mean Baby (Yonah, BMI) (2:23)—**★★★★ Heal This Old Heart (Yonah, BMI) (2:15). PEACH 751.**

MARGIE LA FERRY
★★★★ Same Old Lies (Yonah, BMI) (2:25) — **★★★★ Blue, Blue Heartache (Yonah, BMI) (2:40). PEACH 752.**

PEE WEE WILLIAMS
★★★★ You Just Don't Love Me Anymore (Glad, BMI) (2:33)—**★★★★ For Goodness Sake (Glad, BMI) (2:24). ESQUIR 3420.**

CLAY ALLEN
★★★★ Broken Home (Western Hills, BMI) (2:45)—**★★★★ This Time It's Really Goodbye (Saran, BMI) (1:51). LONG-HORN 516.**

PETE GOBLE-BILLY GILL-KY. REBELS
★★★★ Cherokee (Happy Hearts, BMI) (1:46) — **★★★★ Save Me All the Heart-Ache's (Happy Hearts, BMI) (2:37). HAPPY HEARTS 120.**

DICK BILLS
★★★★ Rockin' and a Rollin' (American, BMI) (2:04)—**★★★★ From Here to No Where (American, BMI) (2:28). CREST 1089.**

RHYTHM & BLUES

SLIM WILLIS
★★★★ Strange Feeling (C. J., BMI) (2:30) — **★★★★ I Love to Play (C. J., BMI) (2:30). C. J. 622 A-B.**

SPIRITUAL

REV. P. W. JONES
★★★★ Sermon: Tossin' and Turnin'—NORMAN 511—Here's the first time a single record sermon has been released. Rev. Jones utilizes the title of a recent r.&r. hit for his sermon. (7:15 and 6:55)

CHRISTMAS

JUDY BROWN
★★★★ Dear Santa (American, BMI) (2:20)—**★★★★ Christmas Wedding Day. (American, BMI) (2:00). SKYLA 1122.**

CRAIG AND HIS DADDY
★★★★ Please Bring My Daddy an Electric Train (World, ASCAP) (2:25)—**★★★★ All Around the Christmas Tree (Republic, BMI) (2:05). AMY 834.**

ALFRED APAKA AND THE HAWAIIAN VILLAGE SERENADERS
★★★★ Silent Night — ★★ Medley 1. Mele Kalkumaka; 2. Jingle Bells (I. Mayflower, BMI). DECCA 31331.

(Continued on page 46)

ADAM WADE
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INTERNATIONAL BUYERS & SELLERS EXCHANGE
 see Page
35
 in this issue

Reviews of New Singles

Continued from page 45

LIMITED SALES POTENTIAL

POPULAR

- BISHOP CAINES**
Song of the Wind (Aragon, BMI) (2:30)
- THE CHARLETTES**
Sloop John B. (Traditional) (2:40) PALA 501.
- THE DUOTONES**
And My Heart Came Tumblin' Down (Diamonette, BMI) (2:12)—I Just Got Kissed (Diamonette, BMI) (2:14). HARLEQUIN 611026 A-B
- BUDDY SHARPE AND THE SHAKERS**
Please, Please, Please (Jim-Car, BMI) (1:37)—(You've Got Me) Movin' and Groovin' (Jim-Car, BMI) (2:16). SPEAR 2.
- THE PRESIDENTS**
I Do Love You Valley, ASCAP (1:46)—Hot Toddy March (Valley, ASCAP) (2:09). WARNER BROS. 5240.
- THE GOLDTONES**
If I Had the Wings of an Angel (Marvin Burston, BMI) (2:40) — I'm So Lonely (Marvin Burston, BMI) (2:15). Y-R-S 1001.
- RAY AND LAMAR**
Won't Do (Medico, BMI) (3:03)—Make Up Your Mind (Medico, BMI) (2:15). COPA 103 A-B.
- THE EBBTIDES**
A Happy Song (2:35)—A Babe in a Manger (and a Xmas Tree) (2:35). LYNDA 101.
- LIONEL DAVIS**
The Greatest Treasure (Melodic, BMI) (2:10)—Ain't That Cold (Melodic, BMI) (2:08). PROGRESS 601.
- BETTE STALNECKER**
I Believe (Cromwell, ASCAP), (3:39)—

- You'll Never Walk Alone (Williamson, ASCAP). COMFORT 611.
- ROGER SMITH**
I'm Going Back to New Orleans—The Eyes of Santa Claus Are Watching. CENLA 8210.
- THE ESCORTS**
Happy (Ampex, BMI) (2:20)—You're for Me (and I'm for You) (Ampex, BMI) (2:10). TAURUS 350-1.
- ROGER SMITH**
I Believe in You (Stelzer, ASCAP)—When I Rendezvous With You (Carrie Biggs, BMI). JEROME 7348.
- THEO ALLEN**
I'm a Man and Not a Mouse (Cactus, BMI)—You Ain't My Gal No More. VOLCANO 104.

COUNTRY & WESTERN

- DOT BROWNING**
Got the Habit (Glenex, BMI) (1:57)—Raising Your Children (Glenex, BMI) (2:23). VON 655.
- BOB WESLEY**
Love Me a Little (Las Vegas, BMI) (2:30)—Hey Boy (Las Vegas, BMI) (2:10). LAS VEGAS 105.

CHRISTMAS

- BOB BELLOWS**
Hey, Mr. Santa Clause (Wynnfield, ASCAP)—Your Special Christmas Angel (ASCAP). IRIS 1002.
- LILLIAN BROOKS**
Twinkle Toes (Frederick, BMI) (2:23)—Nina Non (Frederick, BMI) (2:27). NEW-PORT 105.

Reviews of New Albums

Continued from page 43

SPOKEN WORD

*** **WILL ROGERS**
Distinguished Recordings, Inc. DR 3001—Rogers was a philosopher and comedian with a unique place in the hearts of the people of his day. A lot of folk who were his contemporaries will get a boot out of these reminiscences of Rogers—on such subjects as "The Dust Bowl," "The Pilgrims," "Mother's Day," etc. The sides bring to life his cracker barrel type of humor.

*** **LESTRYGOBIANS (2-12")**
Students and Faculty of the State University College of Education, Fredonia, N. Y. Folkways FL 9562.
NOTE: THE ABOVE IS Spoken Word 3star

LATIN AMERICAN

*** **Y... JAVIER SOLIS**
Columbia EX 5062—Mexican pop singer Javier Solis turns in capable, romantically

styled performances of a collection of Mexican pop songs here. He is accompanied by a Mariachi ork which backs him with good arrangements. Tunes include "Y," "Ojitos Traidores," "Tres Lunas" and "24 Horas." Chanter sells a song with warmth and the set should pull sales in the New York, Miami, Texas and California markets.

*** MODERATE SALES POTENTIAL

LATIN AMERICAN

*** **DIORIS VALLADARES EN "VETE PA'L COLEGIO"**
Allegre LPA 809.

FOLK

*** **BOB GIBSON AND BOB CAMP AT THE GATE OF HORN**
Elektra EKL 207.

DOCUMENTARY

*** **THE SIT-IN STORY**
Various Artists. Folkways FH 5502.

SPECIALTY

*** **SPANISH SHORT STORIES**
Jorge Juan Rodriguez. Folkways FL 9931.

*** **CIRCUS CARNIVAL CALLOPE**
Audio Fidelity AFSD 5958 (Stereo & Monaural).

Record Firms Tie With TV Programs

NEW YORK—The TV networks and record manufacturers are working together closely these days on tie-up promotions.

Verve Records released an album, "Chicago and All That Jazz," last week to help pre-plug NBC-TV's show of the same title, which will be aired on the "Du Mont Show of the Week" next Sunday (26).

The show will feature the historic band that once called itself McKenzie - Condon's Chicagoans and 20 other jazz stars, with Garry Moore as emcee.

Decca is issuing a de luxe album this week of NBC-TV's "Project 20" show, "The Coming of Christ," which will be aired for the second successive year December 20. The album, in production for seven months, features the complete half-hour sound track with narration and original orchestra score, plus an elaborate booklet or portions of the script and color reproductions.

FOLK TALENT & TUNES

Continued from page 11

Al is an album made up of his top recordings of the last 25 years. . . . There was the usual big turnout at the recent WSM 10th Annual National Country Music Festival in Nashville, but deejay registration was down somewhat from other years. . . . Bass singer **Ray Walker**, of the **Jordanares**, has a seasonal specialty on Epic—a Christmas heart-tugger called "A Child's Question," produced by **Jim Fogelsang** and written by **Earl Barton Music's Nashville rep, Bob Tubert**, and WSM deejay, **Ralph Emery**. Backing the side is "Little Children (Hope of the World)," by organist **Paul Mitchell**, staffer at **KWTO, Springfield, Mo.**

The **Tall Timber Boys, Red Foley's TV sidemen**, join **Slim Wilson, Bill Ring** and the comedy song-butcher team of **Flash and Whistler** in opening a new **Massey-Ferguson dealership** at **Wichita, Kan.**, December 6, right on the heels of a week's engagement at **Chicago's International Livestock Exposition**. **Foley** is skedded for a **Decca album session** at the **Owen Bradley studio** in **Nashville** this coming weekend. . . . **Andy Doll** pipes from his **Oelwein, Ia.**, headquarters that he was forced to forego his annual visit to the **WSM country music festival** this year when **Uncle Sam** called one of his lead men for **Army duty** on that weekend. It was the first fest **Andy** has missed in five years. . . . A "New Dominion Barn Dance" package featuring **Barbara Allen, Dewey Ritter, the Country Cavaliers** and the **Brennan Twins** has been booked by **Jim Gemmill Productions, Richmond, Va.**, for a stand at **Melfa, Va., November 25.**

Buster Doss, president of **Wizard Records, Waco, Tex.**, reports that he has slated for **December 1** release a new album titled "Brazos Valley Jamboree," featuring selections by such artists as **Kay Arnold Jimmy Jay, Larry Butler, Smiling Jerry Jericho, Buster Doss, Buck and Jimmy Pickard, and Johnny Gimble**, formerly with the **Bo' Wills** band. The last named a.&r.'s session, which had as sidemen **Buddy Ray, fiddle and sax; Gle Paul, steel; Pee Wee Reese, bass fiddle; Buck Evans, rhythm guitar**

Tommy Hightowner, piano; Buddy Smith, take-off guitar; Wendell High, drums, and Johnny Gimble, fiddle and mandolin. . . . Jim Gemmill last week inked a contract to furnish grandstand acts for the **Wilson (N. C.) Fair** in 1962, marking his third consecutive year there. **Gemmill** acts will again alternate with "Grand Ole Opry" talent during the running of the fair.

Walter D. Kilpatrick, well known in the country music field and named **Country Music Man of the Year** in **The Billboard's deejay poll** a few years back, will be married to **Mary Jane Adams**, daughter of **Mr. and Mrs. David C. Adams, of Nashville**, at the **Second Presbyterian Church**, that city, **Tuesday evening, November 21. . . . Albert S. Williams**, well-known gospel pianist, has left **Wally Fowler Enterprises, Nashville**, where he worked as music editor of **Gospel-tone and Zest Music publications**, to form his own publishing firm with headquarters in **Gadsden, Ala.** His mailing address is **P. O. Box 157-ACS**. He will cater exclusively to the gospel and country-sacred music fields.

A new c.&w. club, the **Loon**, has made its bow at **2935 Nicollet Avenue, Minneapolis**, with **Texas Bill Strength** as permanent emcee. Owned by the operator of the present **Torch Club** there, the **Loon** operates nightly, **Tuesday through Sunday**, with **Sunday shows** starting at **4 p.m.** **Pee Wee King and Redd Stewart** were **Loon** features **November 7-12**, and **Lonzo and Oscar** followed **November 14-19**. **Jerry Reed** will be the club's feature **November 21-26**, with **Claude Gray** following **November 28-December 3**, and **Wanda Jackson** and her all-girl unit, **December 5-10. . . . Esquire Records, London**, is slated to release an EP by **Danny Harrison** shortly after the first of the year. Release will include three litties from **Danny's pen**, "I'll Never Forget," "Worries" and "No One to Love Me," and a tune written by **Mel Foree, of Acuff-Rose**, titled "All the World Is Only Now." **Danny's recording act** with **Milo Records** winds up the end of **December** and he is presently dickering for new waxing affiliation.

Ralph Emery
"LEGEND OF SLEEPY HOLLOW"
Liberty F55383

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One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS



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Cartoon by Burriss Jenkins

COIN MACHINE EXPORTS

August, 1961

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
West Germany	510	\$310,174	32	\$ 9,425	322	\$ 65,668	864	\$ 385,267
Belgium	64	42,286	179	58,510	887	\$223,910	1,130	324,706
United Kingdom	3	1,614	36	10,617	429	140,688	468	152,919
Canada	44	47,196	51	14,070	261	67,672	356	128,938
France	16	7,816	—	—	279	96,414	295	104,230
Venezuela	52	40,272	—	—	12	3,537	64	43,809
Italy	25	17,855	10	3,900	75	16,371	110	38,126
Japan	—	—	16	3,716	90	25,815	106	29,531
Netherlands	—	—	17	4,670	102	19,800	119	24,470
Argentina	11	9,129	—	—	100	8,460	111	17,589
Switzerland	28	14,164	—	—	7	3,148	35	17,312
Nan Is.	10	9,680	18	6,050	—	—	28	15,730
Australia	—	—	13	5,075	72	10,040	85	15,115
Mexico	11	9,292	8	2,830	—	—	19	12,122
Peru	10	7,345	—	—	—	—	10	7,345
Fed. Malay	—	—	—	—	25	7,250	25	7,250
Phil. R.	—	—	18	5,970	5	1,000	23	6,970
Panama	—	—	44	5,975	—	—	44	5,975
Bahamas	2	1,707	—	—	22	3,975	24	5,682
Uruguay	—	—	—	—	31	3,613	31	3,613
Other countries	45	29,018	21	4,615	130	32,366	196	65,999
Totals	831	\$547,548	463	\$135,423	2,849	\$729,727	4,143	\$1,412,698

EDITORIAL

Changing Times

Effective with this issue of Billboard Music Week, the Coin Machine Price Index, a regular feature in this publication for more than a decade, is being replaced with the Coin Machine Inventory list.

Basic difference between the two is that the former carried complete listings of used juke boxes and games with nationally averaged marked prices, while the new listing carries both used and current equipment, but with no prices.

Why the change in policy? To begin with, if it were still possible to publish a used equipment price list which would be as meaningful to the operator from New Orleans as the operator from Boston, we would continue to publish prices. However, due to today's widely varying local operating conditions, the price of a given piece of equipment may be \$200 in one market and \$300 in another. The same piece of equipment may be worth only \$100 in a third market. To publish a price of \$200 might be statistically accurate, but it wouldn't mean too much except in the areas where the piece was actually selling for \$200.

Originally, The Billboard published high and low market prices for each piece of used equipment. The spread between the two was often so great that the buyer would insist on the low, and the seller would try to hold for the high.

Two years ago, an improved formula for determining used equipment prices was devised. Distributors were polled each month. Each distributor would list the current market price for each piece of equipment which he sold as a franchised distributor. The figures were weighted geographically, and the national average was published.

And while the published figures probably came close to the true national average, the range in individual quotes on the same piece of equipment was, at times, fantastic.

Hence, on the same piece of equipment, a St. Louis distributor would write and say our published price was 50 per cent too high, while a San Francisco distributor would complain that it was 30 per cent too low. Both were right, and so was the published national average.

Overseas readers would check the Coin Machine Price Index and compare listed prices with advertised prices. If they were the same, it was a coincidence. For no matter how accurate the nationally averaged prices were, they could not reflect current market values of equipment in given areas.

The dangers of depending solely on national averages has also been recognized by BMW's music staff. This week, BMW has a new dress. It also has Page 1 regional record breakout news, to serve as a buying guide for operators in specific areas. This concept, in part, determined our policy in discontinuing the current Price Index in favor of the Inventory List.

The new Inventory List includes all the previously published listings and carries, as well, complete listings of current juke boxes and games and a new game classification—uprights.

We have chosen the first issue of the newly designed BMW for the launching of the Inventory List. From here on in, it will be a regular weekly feature.

But what about equipment prices? BMW carries 70 per cent of all coin machine distributor advertising. Best way to determine what a given model juke box or game is worth is to check advertised prices. If a game or juke box is actively traded, you'll find it in the advertising columns of BMW.

Over the years, the Coin Machine Price Index has been a service to operators and distributors. It is being dropped because under present conditions, it is no longer a service. If the used equipment market ever becomes stabilized to the point where equipment prices don't differ too much from one market to another, then BMW would indeed consider restoring the Price Index. But as long as the crazy-quilt price pattern exists, the best guide is the used equipment listings in the advertising columns of BMW.

August Coin Exports Down 30 Per Cent

NEW YORK — United States coin machine exports for August were off about 30 per cent from the previous month in dollar volume, according to figures released this week by the U. S. Department of Commerce, while unit shipments declined from 5,245 to 4,143. Figures cover juke boxes and games, both new and used.

August figure was \$1,412,698, compared with \$2,136,816 the previous month. New juke box exports dropped from 1,353 to 831, and the dollar value of the exports fell from \$993,276 to \$547,548.

Unit sales on used phonographs dipped from 629 to 463, as dollar volume went from \$311,609 to \$135,423.

The drop in game exports wasn't nearly as sharp as that in juke boxes. U. S. firms in August shipped out of the country 2,849 games valued at \$729,727. The previous month, the figures were 3,263 and \$931,927.

Belgium, which had been the leading buyer of U. S. coin machine equipment in July, was replaced by West Germany. Total Belgian coin machine purchases fell from \$531,019 to \$324,706, while West German purchases rose slightly from \$314,055 to \$324,706.

Ind. Ops Seek State-Wide Location Law

By JOSEPH KLEIN

INDIANAPOLIS — Recent passage by the Chicago City Council of a law which bans loans by coin machine operators to liquor locations has caused a flurry of interest here. For the loan problem in Indiana has reached headache proportions for local operators.

In one instance, an operator gained control of 80 per cent of

one community's locations merely by being extra generous in his hand-outs.

Hoosier operators are trying to get legislation which would make loans to locations illegal. But they're not making any effort to push through local ordinances — the time, effort and expense involved would be prohibitive.

State Legislation

Instead they're holding their fire

until January, 1963, when the Indiana General Assembly meets. For legislation passed by that body would apply to the entire State, and it could go into effect immediately after passage with the addition of an emergency clause.

Legislative observers feel that the logical approach to the problem would be through an amendment to the liquor laws.

A prohibition of lending by liquor wholesalers to tavern keepers is already in the statute governing alcoholic beverage sales. A ban on loans by operators is expected to prove equally desirable by the rural legislators who control the Assembly.

ABC Action

More immediate action might be obtained from the Alcoholic Beverages Commission.

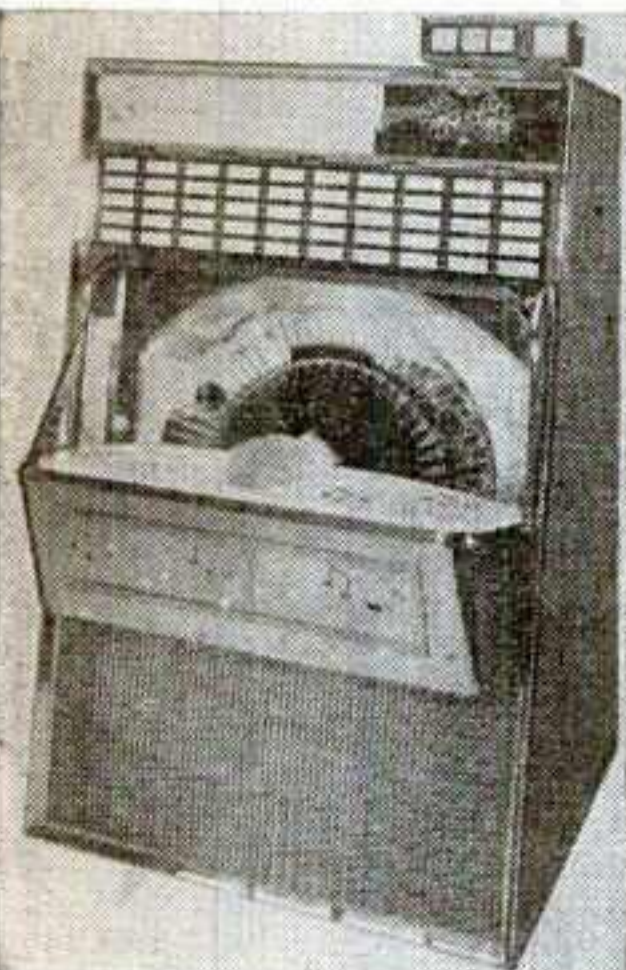
The ABC is a regulatory body with almost unchallengeable authority over the operations of liquor establishments. This body is empowered to issue, suspend and revoke licenses. It is known to frown on practices which leave tavern keepers heavily indebted and mortgaged.

Good Prospect

Thus it is not inconceivable that if the appeals of loan-worried Hoo-

United Bows Latest UPD 100 Machine

CHICAGO—United bowed its new UPD 100 juke box here last week featuring monaural and



MODEL UPD 100

stereo models, two dual pricing systems and optional play stimulator equipment.

The machine is similar to the previous model but has a redesigned cabinet and several mechanical improvements. Both the monaural (UPD 100) and stereo (UPD 100S) models are 100 selection machines.

The new cabinet has a wood-grained finish, revamped front panel and grill featuring a musical motif. Half-dollar chute and accumulator are standard equipment. The selection process — already termed the fastest in the business by United's Roy Kraehmer—has been speeded up by 10 per cent.

Stimulator

Play stimulator can be set at 20, 40 and 60-minute intervals. The stereo machine has a pair of 15-inch dual cone speakers in the cabinet, the monaural has a single speaker.

Both machines can of course be used with supplementary speakers. United is also introducing dual pricing to its synchromatic (distinguished from a stepper system) wall box.

Other equipment in the line includes wall speakers, wall box, paging system and hide-a-way.

Weinand to Williams Company

CHICAGO — Art Weinand, a veteran of some 26 years in the coin machine business and previously director of sales for Chicago Dynamic Industries, joins Williams Electronic Manufacturing Company as vice-president.

Sam Stern, Williams president, said: "Weinand will have full authority to do anything which will strengthen the Williams distributor organization. No factory is better than its distributor organization, and Art Weinand will spend his

time working with distributors to increase sales on our current line as well as new products coming along."

Jack Baigelman will continue as sales manager for Williams "It is nice to be back home where I have spent four wonderful years," said Weinand.

Weinand had previously been sales manager at Williams from 1954 to 1958.

Weinand started in the coin ma-

chine business with Rock-Ola Manufacturing Company in 1936. He remained with the juke box manufacturing firm some 16 years and was vice-president and director of sales and advertising.

He joined Exhibit Manufacturing as vice-president in 1952; then Williams as sales manager in 1953. After a brief stint as publisher of Vending Age, in association with Bill Gersh, he joined Chicago Dynamic Industries as director of sales in 1958.

Possession of the \$50 stamp by a

(Continued on page 57)

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The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26½" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

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"Stock Is Always on Hand"

George Eppy Claims Charm Sales for 1961 Top Last Year by 30 Per Cent

NEW YORK — Charm sales for the first 10 months of 1961 are running a full 30 per cent ahead of last year, according to George Eppy, vice-president of Samuel Eppy and Company here.

According to Eppy, two factors are responsible for the company's sharp upswing in sales. The first is the policy of mailing sample charms to operators all over the country. Eppy explained that once the operator is able to see and feel the charm, he is much more apt to place an order.

Second factor is the emergence of bulk vending into the big league of automatic merchandising. In the early and mid-1950's, the basic bulk vending location was still the mamma and pappa variety store, with single-unit installations the

rule, and a chain store or super-market location the exception.

In the last few years, this picture has changed radically. Major grocery and variety store chains have signed contracts with operators involving hundreds of locations, and outlets are provided with batteries of four or more units, mounted on stands.

A few years ago, if an operator could persuade the manager of one link in a supermarket chain to let him install a bulk vending machine he was considered to have scored a coup. Today, the operator goes to the home office and talks in terms of the entire chain.

This means that the operator who once worked days in the Post Office and handled a few machines in his spare time is passing from the scene. With the amount of cap-

italization required today, the part-time operator has a rough go.

Raynor Comment

At the recent board meeting of the National Vendors Association in Chicago, Ted Raynor, NVA counsel, commented that 1961 has been the best year in a long time for bulk vending collections.

Another indication that the business is going big time is the recent stock issue by the Folz Vending Company, which started out a little more than a decade ago as a small Long Island operation. Folz stock is now traded over the counter, the first such operator security to attain this status.

Merger Trend

Also, the trend toward mergers on the operating level has enabled bulk operators to crack locations which were unattainable a few years ago.

All this adds up to more locations, and these locations are apt to be high-traffic stops capable of supporting batteries of machines. The industry is in a generally healthy state.

Folz Vending Builds New Headquarters

OCEANSIDE, L. I., N. Y. — The Folz Vending Company this week announced plans to build its new headquarters on a 18,000-foot lot here.

The new building, occupying 9,500 square feet of floor space, is expected to be ready in five months. Construction will be brick.

POSITION WANTED

Will service and repair Bulk Vending machines, etc. New location work.

PAUL LOSER

2380 Carew Ave., Dayton 20, Ohio
Phone: 298-3031



FRANK THORWALD GETS PROTECTION (lower right) as he carts his coins to the bank.

Money-Bags Op Moves His Cash With a System

DENVER — Doing a \$10,000-a-year business from 600 1-cent and 5-cent vending machines means a lot of heavy change to handle — so, veteran bulk operator Frank Thorwald, here, has had to systematize this aspect of his business, as well as every other.

Thorwald, who specializes in supermarkets and super drugstore locations, has found that the best way to get along with the bank in handling huge quantities of pennies, nickels and dimes, is to make the job just as easy for the bank as possible.

Consequently, instead of bringing in hundreds of rolls, Thorwald packages up his take in heavy canvas sacks, totaling to various denominations, with some times more than \$100 in each bag.

These are hauled in the trunk of his automobile to the Central Bank in downtown Denver, with which he has been doing business during his entire operating career. The sacks are then transferred one by one to a small four-wheeled dolly, equipped with a heavy pull handle, which folds up easily into the trunk of Thorwald's car.

Then, the sacks, all carefully counted out, are trundled into the bank down the sidewalk, where it is only necessary for the bank teller to count the number of sacks, accepting Thorwald's established count, to make the deposit in a couple of minutes.

Frequently, Thorwald's young son goes along, to supply motive power for the dolly-load of pennies and nickels which often weigh hundreds of pounds. Sometimes (as shown in the photograph), a young friend goes along, such as the little girl standing guard with a toy submachine gun on the sidewalk in front of the bank.

Making a biweekly ceremony of coin deliveries in this way, always at the same time, Thorwald gets plenty of co-operation from the bank. His clock-like regularity in appearing at the same time doesn't bring any risk of theft, inasmuch as the huge canvas bags of coins are far too heavy for any but the most muscular of holdup men to handle.

**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

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Distributors. Write for Prices.

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President 2-2900

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BULK MERCHANDISE

	Pack Lbs.	Per Lb.
Cashews, 450 ct., whole	30	.45
Mixed Nuts	30	.45
Spanish Peanuts	30	.31
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (Candy)	30	.28
Boston Baked Beans	30	.28
Licorice Lozenges	30	.28
Confection Mix	30	.28
Jumbo Pistachios, Red	30	.40
Medium Pistachios, Red	30	.40
Small Pistachios, Red	30	.53
Leaflets (M&M Style Candy)	25	.37
Teeny Jelly Beans	30	.27
Candy Corn	30	.35
Hersheyettes	25	.47
Chiclé Base Cub Chicks 520	30	.47
Chiclé Base Cub Chicks 320	30	.43
Rainbow Tabby-Lets 520	30	.32
Sugar Pops (Bulk Candy)	24	.40
Maltettes (Bulk Style, 100 Ct.)	15	.38

	Pack Lbs.	Per Lb.
BALL GUM VARIETIES		
140-170-210 Rainbow Gum	25	.32
Rainbow 100's Centuries, Ass'd.	30	.34
Colors—Grape, Cherry	18	.34
Rainbow Screwballs, 100's	18	.36
Rainbow 5¢ Chiclé 140	25	.41
Cherry 210 Count	25	.38

	Pack Lbs.	Per Lb.
Adams, Wrisleys, Beech-Nut Brands, 1¢, 100's, Per Box	47	

	Pack Lbs.	Per Lb.
ACCESSORIES		
Single Floor Stand	8	3.00
Dbl. Cross Bars for Above	2	3.00
Triple Cross Bars for Above	2	3.25
4 Place Racks With Wheels	10	10.50
6 Place Rack With Wheels	12	12.50
3 Place Rack With Wheels	8	9.95
1¢ Coin Counting Scale	25	23.50
1¢-5¢ Coin Counting Scale	25	23.50
Stamp Folders, Per 10,000	4	4.08
Ass'd. Trading Cards	25	3.25
Ball Point Pens, Gr.	5	5.50

RECONDITIONED & REFINISHED VENDORS

N.W. Model 49, 1¢ or 5¢ Bulk	613.50
N.W. Model 49, 1¢ Ball Gum	13.50
Silver King, 1¢ or 5¢ Bulk	8.50
Victor Universal, 5¢ Bulk	8.50
Victor Teppers, 1¢	11.00
Acorns, 1¢ or 5¢ Bulk	11.00
Silver King 5¢ Hot Nut	13.50
Alax 5¢-10¢ 3-Col. Bulk	39.50
Mills 1¢ Tab, 6 Col.	14.50
Premier 1¢ Card Vendors	14.50
2-Col. 5¢-10¢ Stamp (Folder)	15.00
Master 1¢-5¢ Bulk Vendor	10.00
Master 1¢ Bulk Vendor	7.50
Model V 1¢ Ball Gum	8.50
Schermack Roll Type 10¢ Stamp	49.50
Schermack 3-Col. Roll Stamp, 5-5-10	79.50

1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D.
SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

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Say You Saw It in
Billboard Music Week

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5c, 10c and 25c.

*With QUICK-TACH at slight extra cost.

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GUARANTEED USED VENDORS Ready for Location

N.W. Model 49, 1¢ Nut	\$12.50
N.W. Model 49, 1¢ Ball Gum, vends 3¢ & 10¢ count	12.50
N.W. TAB GUM, 1¢	14.50
N.W. #33 Peanut	6.00
ACORN 1¢ or 5¢ Nut	11.00
ACORN 1¢, vends ball gum, charms	11.00
VICTOR TOPPERS, 1¢	11.00
VICTOR MODEL V, nuts or ball gum	11.00
VICTOR Baby Grand, 1¢ ball gum	11.00
VICTOR Baby Grand, 5¢ capsules	11.00
IRON STANDS, 1 machine (used)	3.95
IRON STANDS, 1 machine (new)	5.50
Cross Bars for 2 vendors	1.50
1/4 deposit, balance C.O.D.	
Have over 500 of the above vendors.	

HYLES SALES

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NYBVA Plans Big Drive for New Members

NEW YORK — Members of the New York Bulk Vendors Association last week laid plans for a membership drive, with plans calling for distributor co-operation to line up new operators.

The group also discussed methods of stopping the use of bingo chips as slugs in bulk vending machines. While the Treasury Department has warned manufacturers of these chips and to change their design so that they may not be used as coins in vending machines, some manufacturers have not complied with the directive.

Present at the meeting were Nat Gordon, Hy Berman, Art Bianco, Lou Ellis, Dick Goldstein, John Caruso, Irving Bookskin, Pete Irving, Aaron Klein and Sid Nollengarten.



A GROUP OF EARLY ARRIVALS check in for the opening of the new R. F. Jones offices in Salt Lake City recently. Operators were feted with a full day's open house with refreshments and prizes.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe 1¢ or 5¢ Comb.	12.00
N.W. 19-Col. 1¢ Tab Gum Machine	18.00
N.W. Model #33, 1¢ Porc. Conv.	6.50
verted for 100 ct. B.G.	5.50
Silver King 1¢ B.G. or Mds.	30.00
ABT Guns	12.00
Mills 1¢ Tab Gum	6.50
Model #33 Peanut, 1¢	6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.72
Pistachio Nuts, Jumbo Queen, White	.65
Pistachio Nuts, Large Tulip	.69
Pistachio Nuts, Vendor's Mix	.60
Pistachio Nuts, Sheik, Red	.53
Cashew, Whole	.70
Cashew, Butts	.40
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.28
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	\$.32
Mail-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Wich-Nut, 100 ct.	.48
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator.

One-Third Deposit, Balance C.O.D.

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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.



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when answering ads . . . Say You Saw It in Billboard Music Week

Legislative, Legal Theme Key Raynor Florida Bulk Op Talk

CHICAGO—Milton T. Raynor, National Vendors Association legal counsel, will speak on legislative and legal problems at a special meeting of the Florida Bulk Vendors Association to be held Saturday, December 2, 1 p.m., at the Polly Davis Restaurant, Miami Beach, Fla.

The meeting is being organized by Meyer Abelson, Oak Sales of Florida, head of the newly formed Florida group. All operators in the State are being urged to attend.

The Florida group is aiming its guns at discriminatory local license fees as well as Statewide levies. The group also hopes to serve as a forum for exchange of improved operating procedures and ideas.

Previously regional organization meetings were held in Orlando and St. Petersburg, Fla. Plans for formal charter and election of officers for the coming year will be discussed at the forthcoming Miami Beach meeting.

Bob Kantor Firm Intros New Bulk 4-6 Unit Stand

CHICAGO — A new two-tier bulk machine stand featuring chrome legs, DuPont acrylic finish shelves and heavy duty plastic leg tips is being introduced by Bob Kantor's Confection Specialties company here.

The stand holds from four to six machines and is priced at \$8.75 for a four-unit model and \$9.25 for a six-unit model. Shelves are of heavy oak with acrylic finish.

A special feature is its tip-proof design, states Kantor. Special lock nuts are used to eliminate stand loosening. Special hardware for easy coin removal is available for \$1.50. The stand can be assembled in three minutes, Kantor says.

Stein, Heart Are Hot Charm Items

NEW YORK — George Eppy, vice-president of Samuel Eppy & Company, reports brisk action on the two new charms the firm showed at the recent National Vendors Association meeting in Chicago. They are the German Beer Stein and the Jeweled Heart.

Eppy added that the company is in full production of its Tiffany-Setting Ring series, with 40 styles available. The rings are made for 5-cent and 10-cent capsule machines.

What's Missing?

Take A Look At Your Machines.

Are Your Gimmicks VACUUM-METALIZED?

Do you have enough GOLD, SILVER and VACUUM-METALIZED colors shining thru!

Or, have your Machines LOST their Sparkle, Dazzle, Brightness and Shine!

Only VACUUM-METALIZED GIMMICKS can Sparkle, Dazzle, Brighten Up Globes and Shine.

We Have the Factory That VACUUM-METALIZES

We have the Fill Charm and Gimmicks that "Shine like the Stars," because they are VACUUM-METALIZED.

Samples on Request

SAMUEL EPPY & CO., INC.

91-15 144th Place, Jamaica 35, N. Y.

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COMPANY _____
ADDRESS _____
CITY _____

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KING & COMPANY

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We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk; Fanned Candies; 1 Hersheys 320 count and 520 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Vendors. Write to King & Co. for prices and our new 12-page catalog.



OUR GOOD CUSTOMERS ARE RING HAPPY . . .

. . . and no wonder!

- 4 Styles Stone Rings @ \$8.95 per M
- 5 Styles Stone Rings @ \$10.00 per M
- 13 Styles Stone Rings @ \$12.50 per M
- 7 Styles Copyrighted Flicker Rings @ \$13.50 per M
- De Luxe Ring Mix of all — only \$11.75 per M

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING

Company

2534 Mission Street, Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

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Fill in coupon, clip and mail to:

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We handle complete line of machines, parts & supplies.



ZOA Bids Cartel Office Probe GEMA

• Continued from page 10

investigate the relationship between GEMA and the GVL, representing the artists.

GVL likewise is accused of exercising the economic power of a monopoly while enjoying the freedom from State supervision of a fraternal organization.

Heretofore, as the operators are emphasizing in their appeal to the cartel office, GEMA alone has collected juke box royalties. The understanding has been, according to the operators, that GEMA controlled complete rights to the music.

Out of GVL Dispute

Now, however, the GVL is claiming royalty payments for the artists, and GEMA has disassociated itself from the GVL-ZOA dispute, stating it is acting on behalf of the composers and authors but not the artists.

ZOA is asking the cartel office to investigate the monopoly position of the artists and their relationship to GEMA.

The phonograph operators are pursuing a strategy in their dispute of branding GEMA a monopoly and demanding that the government investigate the economic implications of the copyright society's escalating royalty demands.

In effect, ZOA contends that GEMA is stifling the music trade by its unreasonable (in ZOA's view) demands and thus bringing economic hardship to a large community of workers.

If ZOA is successful in having

3 Members Resign from ZOA Board

FRANKFURT, W. Germany—Verband Deutsche Automaten-Gewerbes Schleswig-Holstein, the operator organization of Schleswig-Holstein, has taken up a lack-of-confidence petition invoked by several State federations against the Central Coin Machine Operators Association board of directors at a meeting in Luebeck.

The lack of confidence motions were raised at recent meetings in Frankfurt and Duesseldorf and are now the subject of negotiations between the Central Organization (ZOA) and its regional affiliates.

In connection with the no-confidence motions, three members of the ZOA board have resigned, together with the ZOA business manager.

ZOA is in a period of difficult negotiations with GEMA, the music royalty organization, and the GVL, the society of artists, both of whom are demanding royalty payments from the operators.

GEMA is demanding a large increase in the present royalty scale, and the GVL, which heretofore has received no direct payments, is asking the separate payments of royalties.

Moreover, the ZOA's board is under pressure to produce results in the long legal battle against what is termed oppressive tax legislation.

GEMA branded a monopoly, the operators association then would be in a position to demand that the cartel office appoint a commission to analyze GEMA's royalty scales and determine what is a fair scale of fees.

Seek Fee Abolition

ZOA is just beginning a drive to abolish the per-box fixed fee. At present GEMA levies royalty payments on a flat per box basis, irrespective of the type of box or location.

ZOA demands that this practice be abolished and that a sliding system of fees be instituted, adjusted to the type of box, the type of location, and the geographic area.

The operators are also demanding that the cartel office look into the question of discrimination in GEMA's fixing of fees. ZOA is complaining primarily that juke boxes are required to pay royalties while television sets are exempt, even when used for commercial purposes.

Specifically, ZOA complains that in numerous areas of West Germany taverns have installed TV sets in competition (or in theory "complementing") juke boxes. The result is that most of the evening juke boxes are silent as patrons concentrate on TV. Yet, the juke box pays a GEMA royalty but the TV set pays nothing.

APOLLO GOOD-WILL JUKE HIKES AFS COIN PROFITS

DENVER—When does it pay to spot a phonograph which shows collections of only from \$4 to \$4.50 per week?

Sam and Dan Keys, of Apollo Music Company here, have an answer. It's a Wurlitzer 100-selection Air Force Base, east in the base operations cafeteria at Lowry Air Force Base, east of Denver. Here, where many transient air crews stop to refuel their aircraft, and to enjoy a brief meal, play has reached \$5 per week only in rare instances, and is usually lower.

Nevertheless, Apollo Music gives the machine the same service as prime locations in popular bars, cocktail lounges, bowling alleys, and similar spots. There are four to five record changes every two weeks, the phonograph is kept gleaming, with a well-planned music menu.

The reason is simply that by providing juke box music in the post-exchange-operated cafeteria, the Keys brothers have created the sort of good will which has led to invaluable aid to amusement machine and other phonograph locations throughout the big Air Force base. Games, in the three large service clubs, show and outstandingly good return, so much so that there is continuous competition for the locations among all Denver operators.

That's why it is tremendously important to show extra co-operation and good-will building service to the powers that be on the base, according to the Keys brothers. Instead of demanding a set return from a juke box in such a cafeteria location, the Keys brothers merely see that airmen get the best in recorded music through the year; a fact which never fails to impress the base management.

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.

FOOL #1 AND ANYBODY BUT ME	BRENDA LEE Decca 31309
EVERLOVIN' AND A WONDER LIKE YOU	RICK NELSON Imperial 5770
CRYING AND CANDY MAN	ROY ORBISON Monument 447
I DON'T KNOW WHY AND IT'S ALL BECAUSE	LINDA SCOTT Canadian-American 129
THE WAY I AM AND MY HEART BELONGS TO ONLY YOU	JACKIE WILSON Brunswick 55220
IT'S TOO SOON TO KNOW AND SEVEN DAY FOOL	ETTA JAMES Argo 5402
ON BENDED KNEES AND STANDING IN THE NEED OF LOVE	CLARENCE HENRY Argo 5401
I CRIED MY LAST TEAR AND A CERTAIN GIRL	ERNIE K-DOE Minit 634

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Bowling Alleys
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3401 N. California Ave., Chicago 18, Ill.

EUROPEAN NEWS BRIEFS

W. German Assns. Mull Analysis

FRANKFURT—West German coin machine operator associations are studying a proposal to request an economic analysis of the trade by a commission of experts representing federal and State governments. The purpose of such a commission would be to establish an economic balance sheet for the trade, plotting its present and future profit-making potentiality. This balance sheet would then be used by the trade in negotiating royalty payments with GEMA, the copyright society, and the GVL, representing the artists, and in seeking tax relief. Operators complain that at the moment the trade lacks any authoritative assessment of its economic position within the framework of the general German economy. When the trade protests the cost-price squeeze, its protests are dismissed as exaggeration and a Cassandra cry. The operators seek an authoritative assessment that the GEMA and GVL and tax officials will be compelled to respect.

Sarr Ops Blast Frauds With Ads

SAARBRUECKEN, W. Germany—Saarland operators are using exaggerated "road to riches" juke box advertising as a weapon to bolster the position of the operator. So phenomenal has been the German juke box boom that misleading and fraudulent advertising has become a serious problem. Locations are being bombarded with offers of equipment on never-never terms. The Saar operators are attacking inflated claims in advertising directed to locations with a series of case histories of locations defrauded in phonograph purchase transactions. The operators' pitch is that locations cannot have it better than to deal with an established operator who provides them with a risk-free supplemental income, even to the point of permitting the location to specify the equipment to be placed on the premises.

W. Berliners Playing Our Songs

WEST BERLIN—The Communist crisis has driven up American music on West Berlin juke box top-tune ratings. More American music is being played on Berlin juke boxes than ever before. The Berlin crisis, insofar as this city is concerned, has reversed the trend of recent years to emphasize home-grown pop. The Berlin boom in U. S. pop is entirely the result of the city's sense of togetherness with the United States in the crisis, recognition of its dependence on American support. Polls show that roughly 80 per cent of the juke box music played in West Berlin is of American origin. Surprisingly, when the same tune exists in English and German, many locations deliberately pick the English version because experience has shown it will get better play even though the majority of the location's patrons do not understand English.

Danes Top Juke Import Estimate

COPENHAGEN—American juke box sales to Denmark have surpassed expectations of even the most optimistic distributors in 1961. Final figures are not yet available, but trade estimates put them at around 22 per cent higher than in 1960. Tariff and import problems have been largely overcome, stimulating the demand for U. S. equipment. Most distributors rank U. S. equipment as holding solid first place on the Danish market. This fact was dramatized early in the year when the tariff and import quota situations were badly snarled. Even though it was difficult to forecast the trading position of U. S. equipment at that time, most Danish distributors held off placing large orders elsewhere until they could confirm the status of U. S. equipment importation. West Germany, although the best situated to exploit the Danish market, has failed to capture that market. There is a profitable market in this country for German equipment, but it remains runner-up to U. S. machines.

Riviera Operators Ask For Copyright Revise

CANNES, France — Juke box operators in this plush Riviera resort are petitioning SACEM, the French copyright society, for a revision of the royalty rating system.

The operators claim that the present payment formula is proving unworkable because of drastic fluctuations in the Riviera tourist trade and the influx of economy tourists.

SACEM charges Riviera operators on the basis of the population of the city, the price of an aperitif on the location and the number of tables on the premises.

None of these factors are a realistic measurement for juke box royalties on the Riviera, the operators claim. In recent years, they point out, the Riviera has been plagued by long spells of bad weather.

The influx of economy tourists has prompted many bistros to inflate the price of their aperitifs to preserve the price and exclude down-at-the-heel trade.

Instead of the population-aperitif-table formula, Riviera operators are asking for negotiations on the basis of individual operators or groups of operators having roughly similar operating set-ups.

Wurlitzer Co. Sales for Second Quarter Are Up 10 Per Cent Chicago Coin Bowler Combines Red Dot, Super Strike Features

CHICAGO — Wurlitzer second-quarter sales were \$9,464,766, up 10 per cent from a year ago, R. Roling, president, announces.

Net earnings for the second quarter were \$107,622, equal to 12 cents per share on 890,291 shares, compared with earnings of \$165,111 or 19 cents per share on 887,222 shares last year.

Sales for the first half of the current fiscal year (April to September inclusive) were \$16,135,126 compared with \$16,094,528 for last year. The net loss for the six-month period was \$49,588 compared with net earnings of \$244,498 for the same period a year ago.

Upturn in Business

Roling said that while net earnings for the second quarter were less than a year ago, September earnings were greater than last year.

due to a sharp upturn in business which commenced in August and which is expected to carry through for the rest of the year.

More pianos were shipped in September than any September in the history of the firm. If the economy of the country remains at a fairly high level, which we believe it will, Roling stated, the results for the year as a whole should be satisfactory.

CHICAGO — Chicago Coin's new Red Dot bowler features a pair of entirely new game concepts — Red Dot and Super Strike — plus four of the firm's more familiar game versions.

Up to six players can play at one time. The Red Dot game revolves around three large dots or flashing lights. The lights change for each game and the players' score for strikes and spares de-

pends on the number of dots lit. The lights change before each player shoots. Operators can also put in a jack so the light stays the same for each player but only changes at the end of a frame.

Score Range

The red dot scores range from 200 for spares and 300 for strikes with no red dots lit, to 500 for spares and 900 for strikes with three dots lit.

With Super Strike, players receive 300 for strikes and 200 for spares. If the player wants to take a chance, he can press the "strike or bust" button, which then gives him 600 for a strike but only the pin score for spares or less.

The other four games include: "300" Champ, 30 for strikes and 20 for spares, players continue shooting until someone hits 300. Player getting a strike shoots again, so conceivably, the first player up could hit 300 and end the game before the other players get up to shoot.

Others

Regulation, standard ABC rules; Flash-O-Matic, score depends on timed flashing lights on the playfield, Lite-O-Matic, same as Flash - O - Matic except player doesn't see lights until shot is made. A jack can also be employed for Lite - O Matic so players see lights and light values remain same for each player in a frame but change at end of the frame.

The new Chicago Coin bowler has a modernistically designed cabinet, multi - color decoration, colorful back-glass and steel coin box.

World Wide Dist. Service School Hosts 42 Coinmen in Windy City

CHICAGO—Some 42 operators, servicemen and collectors representing 14 different firms attended a Seeburg service school held by World Wide Distributing Company here last week.

The trade also met Harold Freeman, newly named phonograph sales manager for World Wide. Freeman, in his early 40's, is a coin machine veteran having operated here for about 12 years under his firm name, Games By Kent.

The World Wide service session was divided into two parts. One session for collectors on maintenance and simple repairs was headed by Frank McKinney and Newell Bellamy, both World Wide engineers.

Session for Mechanics

A separate session for mechanics was conducted by Charles (Chuck) Gates, Seeburg field engineer.

Hosting the session from World Wide were Joel Stern, president;

Leonard Micon, Fred Skor, Harold Freeman, Sam DiPiero, Don Phillips and Howie Freer. The firm's Dorothy Cairns was hostess for the evening, serving refreshments to the group.

Operators and servicemen included Lee Stanley, Norman Dompke, Eugene Reynolds, A. Wetterholm, Hank Dwyer, Steve Zuzozdzon, Ronald Freeman, Bud Hofelt, Rene E. Pirard, Roy Wynn, Alex Del Giorno, Robert Raywood, John Starbeck, Orlando Donahue, Ed Gilbert, E. R. Lee, Jack De La Mater, Chet Kalb, Ed Reinke, W. S. Lupinski, Harold Edwards, Dominic Russo, Raymond Sampson, Tony D. Kelly.

Jack Burke, Anthony Mitchell, Robert Hall, Earl Terrell, Henry Lonie, Jessy Mallett, Michael Gretani, Roman Chmielewski, George L. Bernard, Joe Riggio, Bob Stanford, Bob Massey, Will McAndrew and Roy Henchlee.

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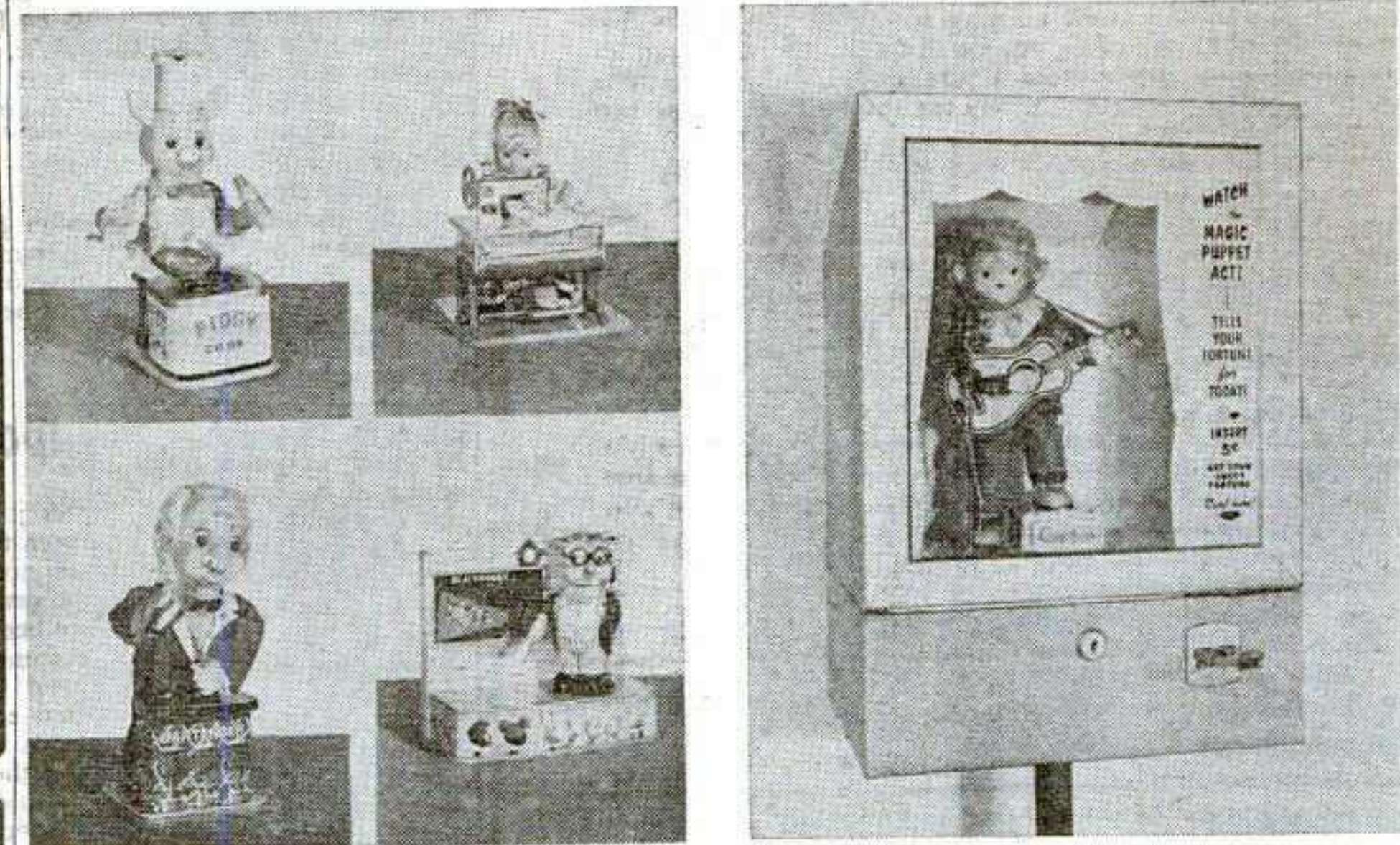
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ADMIRAL VENDING CORPORATION, CHICAGO, has begun deliveries of its Fortune Theater series. The unit features interchangeable puppets performing on a stage housed by a 20 by 14 by 12-inch cabinet. The patron inserts a nickel, gets a 30-second performance on the stage, then receives a fortune card. More than 100 different puppets (some of them are pictured above) are available. One in the Happy Bartender, who shakes a drink, pours it into a glass and downs it while his face turns red and smoke comes out of his ears. The mechanism operates up to two months on two standard flashlight batteries.

Texas Operators in Rural Areas Convene to Discuss 10-Cent Play

By O. R. ALLEN

DALLAS—Coin machine operators in the smaller towns and in the rural areas of this section of Texas have scheduled a meeting November 21 in Sherman, to discuss plans for promotion and stimulation of 10-cent, or three for 25-cent, music play.

Among the operators scheduled to attend the meeting are H. K. Lyde, Lyde Amusements, Sherman;

W. D. Wiggins, Wiggins Music Company, McKinney; Fagg Sanford, Sanford Vending Company, Greenville, and Lonnie Legg, Denison.

This group is representative of several Texas counties, an area mostly rural and small town. It will map plans for the coming necessary increase in music play, plus an increase in record costs.

The reason for the long-needed
(Continued on page 52)

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Bally Striker B/A	165.00
United Bowling Alley B/A	125.00
Bally Bowling Lane B/A	125.00
CC Bowling League S/A	125.00
CC Red Pin S/A	395.00
Bally Official Jumbo S/A	495.00
Bally Lucky Shuffle S/A	275.00
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CC Championship S/A	175.00
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LOUIS BOASBERG'S NEW ORLEANS NOVELTY COMPANY moved to large new quarters recently, giving firm some 20,000 square feet of floor space compared to less than half that in its previous building. Over \$85,000 was spent remodeling the building and warehouse facilities. Ample parking is provided. The building is along the new New Orleans expressway, making the quarters easily accessible from any part of the city. Exports and imports will be a large portion of the firm's business.

FOR SALE

GAMES

Mermaid	\$ 95.00
Wagon Wheel	85.00
Hialeah	245.00
Royal Flush	75.00
United Niagara	255.00
United Top-Notch	145.00
Chicago Coin Bonus Score	95.00
Chicoin Championship Shuffle	145.00

PHONOGRAPH

AMI Continental Stereo 200 call or write	
AMI G 120	\$255.00
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Sammons Saves Man Hours With Anti-Flu Bug Shots for Workers

MEMPHIS—George W. Sammons, president of Sammons-Pennington Company, has found the solution to the influenza problem which hits every fall and winter and puts a number of people in the sickbed for about a week.

Other distributors with employes may want to use Sammon's solution.

He had a physician friend come by and give his 15 employes at Sammons-Pennington Company and Game Sales, Inc., flu shots. Then two weeks later the doctor came by and gave the second shot.

Two shots are required to immunize a person against flu. Sammons said the shots have paid off for him.

"If a \$110-a-week man gets flu he's out for a week," he said. "With the shots, saving one man from the sickness more than pays for them from the cost standpoint."

The shots cost \$2 each, will probably be more in other sections. Total cost for Sammons is \$60.

Main saving, of course, is in getting work done which could not otherwise be done if an employe or employes are off sick.

The main thing, of course, Sammons said, is the humanitarian aspect in preserving his employees' health, and that of his own.

"I'm the first one to get a cold and the flu every winter," said Sammons. "I don't know why, as I've been getting the shots."

Roberts Wins Miami Trip

CHICAGO—Hiram Roberts has won a free trip to Miami Beach, Fla., courtesy of AC Automatic Service, Inc. The all-expense vacation is part of AC's Big Challenge Contest. Anyone who buys a new AMI Continental II phonograph is eligible.

Roberts does business as Roberts Amusement Company, Jesup, Ga. Joe Barton, of Bush International, Jacksonville, Fla., was the distributor submitting Roberts' name. Drawing was last week, with Lee Brooks, Cash Box, pulling Roberts' name from a hat. The drawings are held monthly, with East Coast winners going to Miami Beach and West Coast winners to Las Vegas.

line of AC's merchandise as well as offering complete parts and service.

The Kansas territory was formerly handled for AC by Bird Music, Manhattan, Kan. Eastern Missouri will continue to be handled for AC by Central Distributing Company, St. Louis.

Announcement was made last week by Tom Sams, AC's juke box sales head.

W-B Music Sells AMI, Rowe Units

CHICAGO—W-B Music Company, with headquarters in Kansas City, Mo., has been named to handle AC Automatic's full line of AMI juke boxes and background music units and Rowe vending machines for Kansas and Western Missouri.

W-B is headed by Harry Silverberg, assisted by Stan Weiner. The firm also handles several large game lines. W-B will stock a full

Texas Operators

Continued from page 51

jump to 10 cents or three for 25 cents in phonograph play is prompted by constantly increasing cost of records and labor.

Until now, rural operators have been able to keep their phonograph play to 5 cents, although in most cases a loss was taken. Now, though, the inflationary trend has made these losses too large to continue to bear.

Along with this increased cost caused by inflation, the rural operator is also faced with longer distances between locations and thus with much higher travel expenses than is his urban counterpart.

Game Profits

For several years, games, money-makers all along, have been furnishing the profits which have allowed the juke boxes to continue playing at the 5-cent rate. Now, though, it is the intention of the rural operators to let the phonographs pay their own way.

Location Effort

Most of the efforts of those attending will be directed later toward the owners of the locations. These will be given an explanation and reasons for the cost increase. The problem, from the point of view of the operator, will be explained to them, as will the 10-cent rate advantage to ops and the location owners.

Not too much opposition to the hike is anticipated from the location owners, the operators believe, because they will realize that most of the things which they sell in their places of business have also increased in cost over the past several years.

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C. C. Red Pin 345	Boat Ride 250	Exhibit Six Shooter 125
United Six Star 375	Donald Duck 250	Exhibit Pop Gun Circus 275
Queen Bowler 425	Exhibit Big Bronco 325	Genco Big Top 195
Bonus Bowler 395	Elsie the Cow 195	Genco Super Big Top 225
Duplex Bowler 495	Ferdinand the Bull 195	Genco Sky Gunner 125
C.C. Classic 250	Motor Cycle Ride 395	Genco Nite Fiter 125
Bally Champion 250	Junior Jet 175	Keeney Sportsman 195
Bally Tournament 195	Red Nose Reindeer 225	Keeney Ranger 195
Rocket Shuffle 95	Round the World 295	Keeney Air Raider 150
	Trainer 295	Bangorama 125
	Rocket Ride, new, w/sound Write	Atomic Bomber 100
	Sandy Horse 375	Sky Fiter 125
	Twirley Bird, new, w/sound Write	Midway Bazooka 295
	Old Smokey 350	Midway Shooting Gallery 335
	Scientific Boat 295	Midway Del. Shooting Gallery 435
	Twin Animal Ride 225	United Sky Raider 225
	Drive Yourself Mobile 325	Wms. Safari 195
	Auto Test Drivemobile 425	Wms. Vanguard 295
	Turnpike Auto Test Deluxe 475	Wms. Hercules 325

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WORLD EXPORT
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To Investigate Outdoor Jukes

GARY, Ind.—A proposed ordinance regulating the outdoor uses of juke boxes will be the subject of a public hearing scheduled by the city council for Tuesday (21). Introduced by Councilman George Ferhat, the proposed ordinance would prohibit the operation of the machines after 11 p.m., when used in connection with a drive-in restaurant. The proposal was passed on first and second reading last week. It will be eligible for a final vote after the hearing tomorrow. A reported federal grand jury probe of the conditions under which a pinball ordinance was offered to the city council in nearby Hammond a few years ago has failed to materialize as yet. The prospect of the investigation has been predicted by The Hammond Times, the city's only newspaper. Convened September 27 for a look into the incomes of some area politicians, the jury recessed Wednesday (8) with plans for resumption of its deliberations in December. The panel is meeting in the U. S. District Courthouse in Hammond.



Midwest

OUT MINNESOTA WAY

Sandler Distributing Company, Minneapolis, has been making plans to take over the Wurlitzer line in Wisconsin, according to Irv Sandler, head of the firm. Sol Rose, sales manager, was in Milwaukee looking over sites for an office there. At the same time Sandler's son, Warren, has been looking for an office location in Davenport, Ia., which the firm plans to open. Another son of Sandler, Ron, continues to be a star on the football team at Grinnell College, Ia.

Outstate operators in the Twin Cities recently were Gordon Runberg, Moose Lake, Minn.; Stan Baeder, New Rockford, N. D.; Don Bolier, Baldwin, Wis.; Jim Stansfield, Winona, Minn.; Ben Weiss, Bemidji, Minn.; John Cooper, Duluth, Minn.; and Gordon Wornson, Mantato, Minn.

Jim Christiansen of Jim's Record Shop, St. Paul, and Herman Warn, operator at Salem, S. D., spent a weekend hunting pheasants in South Dakota. . . . Ted Lawn, 53, of L & M Sales, Minneapolis, died October 23 of a heart ailment. Survivors include his widow, Maxine; son, Jeffrey; daughters, Judith, Joyce and Jill, all of Minneapolis; mother, Mrs. Eva Lawn; sisters, Mrs. Aubrey Pearlman, Mrs. Art Rose and Misses Pearl and Janet Lawn, all of Los Angeles.

Some operators in the Twin Cities are concerned about the turnover of location owners such as at beer taverns and cocktail lounges.

Slack business and competition have caused a constant turnover of owners, the operators say. In addition, the operators are faced with competition in cigaret machines from wholesalers who are able to offer more attractive terms. Some locations, the operators noted, even are buying their own cigaret machines. Don Lyons

NEWS NOTES FROM DETROIT

Henry C. Lemke, who operated the Lemke Coin Machine Exchange here for about 40 years, is returning to the field handling novelty sales for Gem Sales Company. He is contemplating establishing a route of bulk venders sometime after the first of the year. Mrs. Lemke, who was long well known to people in the industry, is now well on the road to recovery after serious illness and surgery.

Carl Dross, owner of the Detroit Popcorn Company, supplying machines as well as product to the vending trade, returned from his Northwestern Michigan hunting expedition with his full quota of both partridge and pheasant. He is planning a Christmas vacation with his family in Clearwater, Fla., where his father-in-law lives.

Erwin B. Moss, secretary-treasurer of the Music Operators, Inc., and head of Moss Music Company, has just returned to his desk after convalescing from a heart attack July 19. He is putting in about half time at the office now, and taking steps to revive the association activities. . . . Fred Chlopan, executive director of the Detroit Shuffleboard Association—which includes all types of games operators in its jurisdiction as well—is back from a short visit to New York City. Hal Reves.

Thomas J. Dewberry, director of leagues for the Detroit Shuffleboard Association, and Fred Chlopan, executive director, represented the local industry at the National Licensed Beverage Association meeting held at the Hotel Astor in New York City. Waldemar W.

Wutzke, who has operated the Ace Vending Market from a downtown Monroe Avenue location for a number of years, is expanding his operations with organization of the new W.W.J. Vending Company, with Glenn Jones, a newcomer to the industry, as a partner. He will keep both firm names active, operating a route of cigaret venders, as well as other vending equipment. He is currently opening the Kwikkee Snow White Laundromat, which he claims to be the first coin-operated dry cleaning establishment in Detroit. Hal Reves.

(Continued on page 54)

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100 Selections

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COINMEN

in the **news**

• Continued from page 53

MILWAUKEE MISH-MASH

Jerry Glassman, manager of the 3d Street Radio Doctors one-stop, is back on the job following surgery. Stop-ins this week included these operators: **Gil Neilson**, Neilson Record Shop, Racine; **Roger Bookmeier**, Green Bay, and Miller Music, Menasha... The Milwaukee Coin Machine Operators' Association is planning a Christmas party for its members. **Jerome (Red) Jacomet**, Red's Novelty Company, has been named to head the party committee... Contractors are busy at work remodeling and enlarging the S. L. London Music Company headquarters. More space is being provided for the parts and service department. New staffer in the S. L. London vending sales department is **William Lewis**. He was formerly a salesman for a liquor distributor. Office Manager **Nate Victor** is preparing for his winter vacation in Florida during the early part of December.

Frank Bartnik, Banaco Music, almost came a cropper recently while flying a private sea plane in Pennsylvania. Flying over strange territory, with darkness coming on, he observed caution by setting down in a pasture. He landed safely, but couldn't get the plane out of the soft turf the following day. He left the plane there and plans to return shortly to put wheels on it and get it skyborne.

Clarence Smith, Milwaukee Amusement Company, hit the newspapers recently. He has started legal action to collect a \$500 loan from a former location owner. It received heavy press play because the claim is against a man who is currently a State assemblyman... **Harry Jacobs Jr.** reports he has set up several dealers for the Tape-A-Thon background music set-up. The list includes **Mel Malcore**, Green Bay, and **Lou Albafonte**, Kenosha... **Woody Johnson**, former general manager of United, Inc., was a visitor here briefly this week. He flew in from Tucson, where he now lives. He is the area manager for Muzak.

P. & P. Distributing Company has closed down its Avenue Arcade. According to **Bob Puccio**, traffic has dwindled due to strict enforcement of an antedated statute restricting persons under 18 from entering arcade without parents... Operators are buying the new 49-cent disks, but not in depth, reports **Joe Jarmusz**, Record City counterman. But the demand is way up for anything in so-called Twist music. Stop-ins included **Les Haese**, Regal Music, and **Baraboo Coin**.
Benn Ollman.

South

AROUND ARKANSAS:

Mrs. R. L. Eblin, Paragould Music Company, Paragould, who has been operating the route since her husband's death several years ago, distributed much new equipment recently for the increased fall business... **Raymond Williams**, Joy Amusement Company, Yellville, says his business is unusually good this fall, considering he is in a summer
(Continued on page 56)

JUKE BITES HAND THAT IT FEEDS

NORWALK, Conn. — Occupational hazards for juke box repairmen are generally not too grave, but **Jesse Aarons**, a local routeman recently came up with a whopper. When a juke box at Harry's luncheonette went out of order, Aarons was called to make the necessary repairs. The machine was a hideaway unit in the basement of the location. Aarons was hard at work, when a patron dropped a coin in the wallbox upstairs and pressed the selection button. The record carriage then slid over, pinning Aarons' hand. The serviceman was rescued by Police Sgt. **Lee Smith** and Patrolman **George Monroe**, who, after 40 minutes, were able to dismantle the juke box and free the hand.

Mutoscope's Four Units at Resort Meet

NEW YORK — The International Mutoscope Corporation will display four coin machines at the annual convention of the National Association of Parks, Pools and Beaches at the Sherman Hotel, Chicago, next week.

Larry Galente, Mutoscope head said that the firm's photo machine will have a new mechanism and a new strobe unit. He added that within six months, Mutoscope units will be able to take colored photos. The firm's new recording unit will work on tape and will be set up as an audition booth. Mutoscope's plastic laminating machine, in production for six months, will also be shown.


In the vending line, Mutoscope will exhibit a toilet tissue dispenser. Also new in the vending line is the firm's insurance dispenser, which will vend policies of national insurance firms.

The firm is moving to new headquarters at 11-12 44th Street, Long Island City. The building, owned by Mutoscope, has 7,000 feet of manufacturing space on the ground floor and 800 square feet of office space on the second floor.

S.&M. Execs Win Puerto Rican Trip

MEMPHIS — **Alan Dixon**, vice-president and general manager of S & M Distributing Company, and **Earl Montgomery**, secretary-treasurer, are in Puerto Rico on a two-week all-expense-paid trip they won for selling phonographs.

The men sold the quota set by the factory to win the vacation. They planned to spend five days in Puerto Rico and the rest of the time on two other islands fishing and sight-seeing.



Joe Ash says . . .

CONTACT ACTIVE FOR **PINBALLS**

THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!

Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.

ACTIVE AMUSEMENT MACHINES CO.
666 N. Broad St., Phila. 30, Pa.
POplar 9-4495
You can ALWAYS depend on ACTIVE ALL WAYS
Write or wire for prices

ATLAS... Reconditioned—Guaranteed MUSIC & VENDING

MUSIC	
SEEBURG 220-SH	\$695
SEEBURG 100-J	445
A.M.I. E-120	145
A.M.I. F-120	245
A.M.I. I-200E	525
A.M.I. J-200	595

VENDING SPECIALS	
Available in Quantity!	
SEEBURG E1 and E2 CIGARETTE VENDORS	
Write or call collect for quantity prices!	

VENDING	
ROWE L-1000, 4-Flavor	\$595
APCO 6-Flavor-Ice	995
STONER CIGARETTE, 11-COL.	85
EASTERN CIGARETTE, 12-COL.	85
WITTENBERG REF., 24 SEL.	675
STONER D-500 COFFEE	295
NATIONAL CIGARETTE, "111"-Slant.	175
CONTINENTAL CORSAIR "30"	195

1/2 Deposit, Balance Sight Draft

Distributors for

AMI—ROWE

ATLAS MUSIC COMPANY

A Quarter Century of Service

DIV. OF AC AUTOMATIC SERVICES, INC.

2122 N. Western Ave. Chicago 47, Ill.

A new hit... by Games, Inc.



TWIN TIM BUC TOO

116 WAYS TO SCORE

A new feature!

LIGHT THE NAME

FOR ADDITIONAL FREE PLAYS



ORIGINATORS OF MODERN UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by **MICKEY ANDERSON AMUSEMENT CO.**
314 E. 11th St., Erie, Pa. GLEndale 2-3207

SEE **AMI COLOR INSERT** OPPOSITE **HOT 100**

Say You Saw It in **Billboard Music Week**

CHICAGO COIN'S **NEW** PUCK BOWLER HAS THE WHOLE INDUSTRY TALKING!



RED DOT

INTRODUCING TWO OF THE **NEWEST** and **HOTTEST** PLAY FEATURES EVER CREATED IN **1** GAME!

6 GAMES IN 1 **6 CAN PLAY**

RED DOT SCORING featuring "Flashing Dots"

SUPER STRIKE SCORING with "STRIKE or BUST" feature

P
L
U
S

DOUBLE SIZE Tamper Proof ALL STEEL CASH BOX

10¢ per player!

Colorful Cabinet and Scoreboard

IMAGINE!

RED DOT and SUPER STRIKE PLUS 4 POPULAR "PLAY-PROVEN" WAYS TO PLAY

— HOW TO SCORE —

RED DOT FEATURE

RED DOT	STRIKE	SPARE
None	300	200
One	500	300
Two	700	400
Three	900	500

SUPER STRIKE FEATURE

1. For SUPER STRIKE press "Strike or Bust" button before shooting.
2. SUPER STRIKE scores 600.
3. Missed SUPER STRIKE scores pin count only.
4. Normal strike scores 300.
5. Spare scores 200.

"300" CHAMP
20-30 scoring. Continuous STRIKE feature!

FLASH-O-MATIC
Exciting, high scoring! Features SKILL and TIMING!

REGULATION
Standard ABC scoring. Perfect game 300 points!

LITE-O-MATIC
Plays two ways—MYSTERY or PROGRESSIVE. Perfect score—8400 points!



With "TRIPLE GOLD PIN" SCORING **CONTINENTAL**

5 GAMES IN 1

TRIPLE GOLD PIN
FLASH-O-MATIC
"ALL STRIKE"
REGULATION
"300" CHAMP

ASK YOUR DISTRIBUTOR ABOUT CHICAGO COIN'S GAMES . . . THERE'S A TYPE AND SIZE FOR EVERY LOCATION

ADJUSTABLE 10 or 15 BALLS PER GAME!
PRO HOCKEY

4 WAYS TO PLAY WAYS TO SCORE

1. SINGLE BALL PLAY
2. ADVANCE PLAY
3. BUILD UP PLAY
4. AUTOMATIC PLAY



BUY! METAL TYPER

VENDING ALUMINUM IDENTIFICATION DISC

WHY!

1. LIFE-TIME INCOME
2. TROUBLE-FREE OPERATION
3. ONLY 18"x18"



STANDARD HARVARD METAL TYPER, inc.

1318 N. WESTERN AVE.
CHICAGO 22, ILL.
EV 4-3120

COINMEN

in the **news**



• Continued from page 54

S.&M. Hits Hot Sales Of Rock-Ola Compact

MEMPHIS—Klyce Perry, office manager of S & M Distributing Company, game and phonograph distributors, reports brisk sales of the new compact Rock-Ola 196 Princess model after a recent showing.

He said they took 40 pieces of used equipment in on trade. Perry said his company has made more sales to operators in Memphis and the Midsouth this year of a new model than in a number of years.

PRICES REDUCED

BIG BALL BOWLERS

Bally Challenger\$595
Pan American 495
CC King 395

MISCELLANEOUS

Candid Camera, new\$ 60
Skill Cards 65
5 Bally Bikini, newPhone
5 Bally Skill Roll 65
5 Bally Bike Kiddy Rides.....395
Rock-Ola Model 1455.....295

GUNS, ARCADES, SHUFFLES

1 CC Shoot the Clown \$200	League Leader
1 Wms. Hercules 260	Baseball\$ 75
3 Shoot the Bear 100	
1 B. Derby Gun 225	Motorama 150
4 B. Moon Raider 225	
1 Un Sky Raider 150	Bally Official Jumbo .. 425
5 Mdwy. Shoot'g Gallery 325	
2 Dodge City 50	Bally Monarch 375

25 POOL TABLES WITH SLATE TOPS, \$75.00 & Up

Send for our list of Vending Machines . . . Cold Drink . . . Hot Drink . . . Cigarette . . . Candy..

WANTED IN TRADE
Bally Bingos and Bally Lottafuns.

REDD DISTRIBUTING COMPANY, INC.
126 Lincoln St. Brighton 35, Mass.
Algonquin 4-4040

resort area. . . **Jack Canipe Jr.**, Canipe Amusement Company, West Memphis, recently moved from Memphis to West Memphis to be closer to his route.

Thomas Sinclair, Crown Music Company, West Memphis, says the dog race track at West Memphis brought a lot of people to town throughout the summer and helped his business. . . **T. P. Aaron**, West Memphis Amusement Company, and **Mrs. Aaron** recently made a big catch of fish at Horseshoe Lake, some 20 miles away. . . **A. G. Taylor**, Warren Music Company, bought Southern Hotel in this resort area as diversification

Don Mahfouz, 25, Mahfouz Music Company, Stuttgart, who had been working for music and game operator **Robert Harbin** in Memphis, is now operating the route of his father, **E. J. Mahfouz**. . . **Olan Jackson**, Jackson Amusement Company, Stuttgart, is upgrading his route, putting out much new equipment. . . **Cleve Reed**, Reed Music Company, Rison, was in Memphis recently buying new games for his route.

PINE BLUFF NEWS: **W. F. Foster**, Foster Amusement Company, has been enjoying his 19-foot cabin cruiser on the river and lakes this summer. . . **Tim Massinelli** and **Charles Wilcox**, Wilcox Music Company, are champion bowlers. They recently won a tournament. . . **Jimmy Ward**, 25, 19 Music Company, is doing a fine job managing the route for his father, **Vernon Ward**. . . **Manuel Caras**, Caras Music Company, was in Memphis shopping when BMW scout called.

Chester Baker, Baker Music Company, was setting up some new equipment at a new location when BMW scout called. . . **Charles Cole**, Melody Music Company, Paragould, said his son, **Charles Cole Jr.**, 19, recently underwent an emergency appendectomy while at the University of Arkansas, Fayetteville. He is recovering nicely. **Wayne Cartiller**, B & C Amusement Company, cleaning and shifting his route for the good fall business. **Elton Whisenhunt**

A. J. Rosebraugh, Coin Executive, Dies

SAN FRANCISCO — Funeral services for **A. J. Rosebraugh**, general sales manager for **R. F. Jones Company**, were held Tuesday (14) in nearby Burlingame. He died in his sleep Saturday night (11).

A native of the East, Rosebraugh had lived on the Coast for a number of years. Prior to joining the Jones organization, he was with Philco for a number of years and more recently was district sales manager for the Seeburg Corporation. He joined R. F. Jones about 18 months ago.

Scott-Crosse Moves To Newer Quarters

PHILADELPHIA — **Abe Witsen's** Scott-Crosse Company will move to new quarters at 1732-42 Fairmount Avenue here next month. The new building will have more frontage and a larger showroom and display area than the present quarters.

Witsen, the local Bally distributor and a major exporter of games, will have a separate export section and a parts and service section in the new building.

SEE AMI COLOR INSERT OPPOSITE HOT 100



Deluxe in every detail! Beautifully illuminated playfield! PLENTY OF ACTION!

LOCATION TESTED for PROFITS!

- Slug Rejector
- Locked Cash Box
- Single or Twin Chutes

A PROPHECY an endless chain of



A PROMISE profits shall be yours

Williams

KISMET

4 PLAYER

with the **FABULOUS MOVING TARGET**
"HIT IT AND SCORE 50 OR 100 POINTS"
"MISS" IT AND SCORE 1 POINT
A REAL SKILL SHOT!

- Advance lites in circle and high score potential advances.
- Circle of lites resets with each ball played.
- Two way match • Adjustable 3 or 5 ball
- Cyclonic Rebounds • Flipper Control
- Plasticote Finish on playfield.

Order today from your *Williams* DISTRIBUTOR!

4242 W. FILLMORE ST. CHICAGO 24, ILLINOIS

BUY THE BEST-BUY WILLIAMS



Indiana Ops Seek Location Law

Continued from page 47

liquor licensee is specifically prohibited by law, he said. No such prohibition has been enacted with respect to the \$250 tag.

He went on to say, however, that the Commission could take the license of a permittee who holds the \$250 stamp on the grounds that only a citizen of "fine reputation" is entitled to a liquor license and that no person with any kind of gambling stamp could meet that requirement.

Though voiced more than two months ago, that warning has not been implemented.

Property Taxes

Walter T. Horn, executive secretary of the Indiana Taxpayers Association, affirmed that Indiana property taxes on coin-operated equipment, as on other property, have increased 143 per cent in the last 10 years.

"That figure applies to one class of property as it does to another," he said.

Horn explained that poll and property taxes levied in 1950, for collection in 1951, amounted to \$205,586,607. A decade later the levy for 1960, due from taxpayers this year, climbed to \$501,362,593, an increase of \$295,775,986.

Horn urged operators to organize for protests to local taxing bodies.

Tag Required

A move to insure tax collections advanced in 1957 when the Legislature passed a law requiring identification of ownership by means of a tag on each vending machine. No like requirement was stipulated for jukeboxes and games.

A State tax expert said today that an identification bill, covering all types of equipment, would be

introduced in the 1963 legislative session.

Clarification of the store license law which poses the threat of ruin to many operators, will also be sought by legislation, if necessary.

\$3.50 Fee

Indiana law requires a store license of every retail store. The fee is only \$3.50 for one store.

But the fee graduates with each additional store of common ownership. Thus 20 or more stores are expected to pay a \$150 annual license fee for each outlet.

The Store License Division of the Indiana Department of Rev-

enue ruled earlier this year that a store license must be obtained for each piece of vending equipment when the stop at which it is installed is without a store license.

But the last of the straws which threaten to break the seemingly unbreakable back of the Hoosier operator is the revived "blue law," which, if enforced comprehensively, could bring Sunday extinction to coin-operated machines — and a possible seven-day extinction to their owners.

when answering ads . . .
Say You Saw It in
Billboard Music Week

KEEP THE MACHINE COOL AND CUT SERVICE COSTS

DENVER—Whether or not a location is air-conditioned can have a powerful effect on the amount of service which a complex stereo juke box or an amusement machine requires, according to Tony Lucero, operator here.

In keeping records on service costs for 1960 and 1961, Lucero was surprised to find that wherever his equipment was located in an air-conditioned atmosphere, such as a bowling alley, cocktail lounge, arcade, etc., that the incident of electrical trouble was low.

"Apparently, controlled temperatures and the much lower humidity in such places does away with shorts, arcs, and corrosion which I accept as a matter of course in ordinary, non-air-conditioned spots," Lucero said.

This complete issue is being read by over two and half times more international readers all over the world than all other U. S. music trade publications combined.

For full information how you can receive Billboard Music Week promptly each week — at new low cost — use coupon attached.



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GOTTLIEB'S

FLIPPER FAIR

Latest and Greatest of the Add-A-Ball Games!

Spectacular light box animation draws players like a magnet. Score additional ball and the clown in the light box juggles large white ball. Add-A-Ball extended play feature holds players interest for continuous repeat play. Result: More and more coins in the cash box. And remember, our time-tested cabinet design incorporates stainless steel mouldings and chrome corners to provide a clean, "new game" appearance forever!

- Skillful play adds an unlimited number of balls to each game
- Each time 1 to 4 rollovers are made, player receives additional ball
- Each rollover lights corresponding pop bumper
- Target adds 1 ball when green and yellow spots are in line
- Scoring 2,000 points adds 1 ball
- New tilt feature penalty: 1 ball plus ball in play — then play continues

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION

D. Gottlieb & Co.

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!

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



BILLBOARD
MUSIC WEEK

COIN MACHINE INVENTORY LIST

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

MUSIC

AMI
D-40 (40), 1951
D-80 (80), 1951
E-40 (40), 1953
E-80 (80), 1953
E-120 (120), 1953
F-40 (40), 1954
F-80 (80), 1954
F-120 (120), 1954
G-40 (40), 1955
G-80 (80), 1955
G-120 (120), 1955
G-120-1 (120), 1956
G-200 (200), 1956
G-200-1 (200), 1956
G-200-2 (200), 1956
G-200-3 (200), 1956
G-200-4 (200), 1956
G-220-5 (200), 1956
H-200 (200), 1956
H-120 (120), 1956
H-100 (100), 1956
H-200M (100), 1957
I-200 (200), 1957
I-120 (120), 1957
I-100 (100), 1957
I-200M (200), 1958
J-200 (200), 1958
J-120 (120), 1958
J-100M (100), 1958
J-200M (200), 1959
J-120 (120), 1959
J-100 (100), 1959
J-200 (200), 1959
Current
Continental 2-200 Stereo
Continental 2-200 Mono
Continental 2-100 Mono

ROCK-OLA
1436 (120), 1953
1438 (120), 1954
1442 (50), 1955
1446 (120), 1955
1448 (120), 1956
1450 (120), 1957
1452 (50), 1956
1454 (120), 1957
1455D (200), 1957
1455S (200), 1957
1458 (120), 1958
1462 (50), 1958
1465 (200), 1958
1468 (120), 1959
1468 Stereo (120), 1959
1475 (200), 1959
1475 Stereo (200), 1959
Current
1488 (120)
1493 (Princess)
1494
1495 (200)

SEEBURG
M100B (100), 1950
M100C (100), 1952
100W (100), 1953

HF100G (100), 1953
HF100R (100), 1954
V200 (200), 1955
100J (100), 1955
K200 (200), 1957
L100 (100), 1957
201 (200), 1958
161 (160), 1958
101 (100), 1958
220 (100), 1958
220S (100), 1959
222DH (160), 1959
222 (160), 1958
222DH (160), 1959
222DHR (160), 1959
Current
AY160S (160)
AY100S (100)
Y100M (100)
BMS-1 (1,000, background)
BMC (1,000 background)
BMCA (background, audio)

UNITED
Current
UPD 100 (Stereo)
UPD 100 (Mono)

WURLITZER
1250 (48), 1950
1400 (48), 1951
1500 (104), 1952
1500A (104), 1953
1600A (48), 1954
1700 (104), 1954
1800 (104), 1955
1900 (104), 1956
2000 (200), 1956
2100 (200), 1957
2150 (200), 1957
2250 (200), 1958
2204 (104), 1958
2200 (200), 1958
2300-S (200), 1959
2300 (200), 1959
2304 (104), 1959
2304-S (104), 1959
2310 (100), 1959
Current
2500 (200 Stereo)
2504 (104 Stereo)
2510 (100 Stereo)
(also in Mono models)

BOWLERS & SHUFFLES

BALLY
ABC Bowler 7-55
ABC Bowling Lanes 12-56
ABC Champion 9-57
ABC Super-Deluxe Bowler 9-57
ABC Tournament 6-57
All-Star Bowler 12-57
All-Star Deluxe 2-58
Bally Shuffle 1-59
Challenger 9-59
Club Bowler 2-59

Congress Bowler 7-55
Deluxe Club Bowler 3-59
Jumbo Bowler 9-55
King-Pin Bowler 9-55
Lucky Alley 8-58
Lucky Shuffle 9-58
Monarch 11-59
Official Jumbo 3-60
Pan American 6-59
Speed Bowler 11-58
Star Shuffle 9-58
Strike-Bowler 11-57
Super Bowler 1-58
Trophy 4-58
Current
Bally Bowler

CHICAGO COIN
All Star Team Bowler 11-55
Blinker 8-55
Bonus Score 5-55
Bowl Master 7-59
Bowling Team 10-55
Bull's-Eye Bowler 7-55
Championship 11-56
Bowling League 7-57
Criss Cross Target 1-55
Double Feature 12-58
Hollywood 4-55
King Bowler 3-59
Lucky Strike 1-58
Miami Shuffle 10-58
Monte Carlo 1-59
Player's Choice 9-58
Princess Bowler (3/61)
Rebound Shuffle 11-58
Red Pin 3-59
Rocket Ball 2-59
Rocket Shuffle 2-58
Rocket Shuffle Two-Player 4-58
Score-A-Line 9-55
Shuffle Explorer 6-58
Skee Roll 1-57
Star Rocket 5-59
Tournament Ski Bowl 12-56
Triple Strike 1-55
TV Bowling League 11-57
Twin Bowler 10-58
Continental Bowler
Red Dot
Triple Gold Pin

UNITED
Advance 6-59
Atlas Shuffle Alley 9-58
Bonus Bowling Alley 3-58
Bowling Alley 11-56
Build-Up 5-56
Capitol Shuffle Alley 6-55
Clipper 4-55
Cyclone 10-58
Deluxe Bowling Alley 7-57
Deluxe Flash 6-59

Deluxe Shooting Star 6-58
Dual Shuffle 1-59
Duplex 11-58
Eagle Shuffle Alley 5-58
Flash 6-59
4-Way 11-59
Frolics Bowling Alley (6/61)
Handicap 9-56
Handicap 11-59
Hi-Score 6-57
Jumbo Bowling Alley 8-57
Jupiter Shuffle Alley 9-58
League Alley 8-59
Lightning 2-55
Midget Bowling Alley 3-58
Niagara 11-58
Pixie Bowler 7-58
Playtime 6-58
Regulation 11-55
Royal Bowling Alley 12-57
Select Play 6-56
Shooting Star 4-58
Shuffle Playmate 2-59
Simplex 4-59
Six Star 11-57
Super Bonus 9-55
Team Bowling Alley 4-57
Team-Mate 12-59
3-Way 8-59
Top Notch 11-55
Venus 4-55
Viking Shuffle Alley (6/61)
Zenith 5-59
Current
Playboy Shuffle Alley
7-Star Bowling Alley
Stardust Shuffle Alley
Bowlarama DeLuxe

PINBALLS

BALLY
Ballerine 6-59
Balls-A-Poppin 10-56
Bally U.S.A. 7-58
Beach Beauty 11-55
Beach Time 9-58
Big Show 9-56
Bikini (6/61)
Broadway 12-55
Carnival 10-57
Carnival-Queen 11-58
Circus 8-57
County Fair 11-59
Crosswords 1-58
Cypress Gardens 5-58
Double Header 8-58
Fun-Way 9-59
Gay Time 6-55
Gayety 4-55
Key West 12-58
Lotta Fun 9-59

Miami Beach 9-55
Miss America 1-58
Night Club 3-58
Parade 6-56
Sea Island 2-59
Show-Time 4-57
Sun Valley 7-57
Current
Barrel-O-Fun '62
Can Can
Fun Spot '62

GOTTLIEB
Ace High 2-57
Add-A-Line 7-55
Annabelle 8-59
2 Around the World 7-59
2 Atlas 5-59
Auto Race 9-56
2 Brite Star 4-58
Classy Bowler 7-56
4 Contest 10-58
2 Continental Cave 7-57
Criss Cross 3-58
Dancing Dolls 6-60
Derby Day 5-56
2 Double Action
Easy Aces 12-55
2 Fair Lady 11-56
4 Falstaff 11-57
2 Flag-Ship 1-57
Frontiersman 11-55
2 Gladiator 1-56
2 Gondolier 8-58
Harbor Lites 3-56
Hi Diver 4-59
Lancers (4/61)
2 Light-A-Card 3-60
Lightning Ball 12-59
2 Mademoiselle 11-59
4 Majestic 4-57
2 Marathon
2 Picnic 6-58
Queen of Diamonds 6-59
Rainbow 12-58
2 Race Time 3-59
4 Register 10-56
Rocket Ship 5-58
Roto Pool 7-58
Royal Flush 5-57
4 Score-Board 4-56
2 Seven Seas 1-60
2 Sea Belles 9-56
Silver 10-57
Sittin' Pretty 11-58
Straight Flush 12-57
Straight Shooter 2-59
Sunshine 9-58
2 Super Circus 9-57
4 Sweet Sioux 9-59
Texan 5-60
2 Toreador 6-56
2 Tournament 8-55
Twin Bill 1-55
Universe 10-59
Wagon Train 4-60

2 Whirlwind 2-58
Wishing Well 9-55
World Beauties 2-60
World Champ 8-57
Current
Flipper Fair
WILLIAMS
Arrow Head 7-57
Casino 8-58
2 Circus Wagon 10-55
Club House 10-59
Crossword 5-59
Cue Ball 4-57
Double Barrel (4/61)
2 Fiesta 12-59
4-Star 7-58
4 Fun House 10-56
4 Gay Paree 6-57
Golden Balls 9-59
Gusher 9-58
Hi-Hand 6-57
Hot Diggity 8-58
Jig Saw 12-57
Kings 8-57
2 Naples 9-57
Perky 11-56
Peter Pan 4-55
2 Piccadilly 5-58
4 Race-the-Clock 4-55
Regatta 10-55
Reno 10-57
Rocket 11-59
Satellite 6-58
Sea Wolf 7-59
2 Shamrock 1-57
Smoke Signal 9-55
Soccer Kick-Off 3-58
Spot Pool 6-59
Starfire 3-57
Steeple Chase 11-57
Super Score 9-56
4 Surf Rider 7-56
3-D 11-58
Three Deuces 8-55
Tic-Tac-Toe 1-59
Tim-Buc-Tu 1-56
Top Hat 2-58
Turf Champ 8-58
Wonderland 5-55
Current
Kismet
Space Ship

POOL TABLES
(Current only)

FISCHER
Fiesta Bumper
Imperial VI
Imperial VII
B-6
B-7

IRVING KAYE
DeLuxe Eldorado
DeLuxe Klub Pool
Mark I, II, III, IV
Satellite

VALLEY
Model 9000 (6-pocket)
Bumper Pool
6-Pocket Pool
Standard 75
DeLuxe 75
DeLuxe 90

UPRIGHTS

AUTO BELL
Circus (5/56)
Circus Play Ball (4/59)
Circus Wagon Wheel (12/58)

County Fair (3/57)
Magic Mirror Horoscope (11/59)
Mermaid (3/60)
BALLY
Jumbo (5/59)
CHICAGO COIN
Star Rocket (5/59)
GAMES, INC.
Double Shot (4/58)
Skeet Shoot (1/57)
Super Hunter (6/57)
Twin Wild Cat (7/59)
Wild Cat (12/58)
Current
Tim Buc Too
Trail Blazer
Trail Blazer Twin
KEENEY
Big Roundup (3/59)
Big Tent (6/57)
Big Dipper (10/59)
Big 3 (5/59)
DeLuxe Big Tent (5/59)
Criss Cross Diamond (1/60)
Little Buckaroo (4/59)
Red Arrow (4/60)
Shawnee (1/59)
Touchdown (9/59)
Current
Black Dragon
DeLuxe Red Arrow
Sweet Shawnee

ARCADE & NOVELTIES

Aqua Duck (Cons) 2-55
Auto Photo Model 9
Auto Photo Model 11
Auto Test (with sound) (Cap) 9-56
Auto Test (without sound) (Cap) 9-56
Ball Park (Bally) 4-60
Bally Derby (Bally) 2-60
Bally Targets (Bally) 10-59
Bang-O-Rama (Muto.) 4-57
Batter Up (CC) 4-58
Batting Champ DeLuxe (Wms) 4-61
Batting Practice (Bally) 8-59
Bazooka Gun (Mid) 6-60
Big Inning (Bally) 5-58
Big League Baseball (CC) 5-55
Bike Race (Munv) 5-58
Bing-O-Rano (Sci) 3-55
Bull's-Eye (Bally) 3-55
Burp Gun (Dale) 5-57
Champion Baseball (Genc) 7-55
Circus Rifle Gallery (Genc) 3-57
Crane (Wms.) 3-56
Criss Cross Hockey (CC) 9-58
Cross Country (Keen) 1-56
Crossfire (Wms) 3-57
Dale Pom Pom (Dale) 4-59
Davy Crockett (Genc) 10-56
DeLuxe Crusader (Wms.) 5-59
DeLuxe Ranger (Keen) 3-55
DeLuxe Skill Parade (Bally) 1-59

Deluxe Vanguard (Wms.) 10-58
Derby Roll (Un) 5-55
5th Inning (Un) 6-55
Golf Champ (Bally) 8-58
Gun Club (Bally) 1-58
Gunsmoke (Bally) 4-59
Heavy Hitter (Bally) 3-59
Hercules (Wms) 3-59
Hi-Fly (Genc) 4-56
Horoscope Fortune Teller (Genc) 9-57
Jet Pilot (CC) 5-59
Joker Ball (Mid) 10-59
Jolly Joker (Wms) 10-58
Jumbo Ten Pins (Wms.) 3-58
Jumbo Ten Strike (Wms.) 3-58
Jr. Auto Test (Cap) 12-58
Kaye Hockey (Kaye) 5-58
King of Swat (Wms) 5-55
Kiss-O-Meter (Exhib) 12-56
League Leader (Keen) 4-58
Lucky Horoscope (Mar) 12-56
Magic Mirror Horoscope (A-B) 2-60
Model 500 Shooting Gallery (Exhib) 3-55
Monkey Clumb (IEC) 3-55
Moon-Raider (Bally) 7-59
Motorama (Genc) 10-57
1957 Baseball (Wms.) 4-57
Official Baseball (Wms.) 4-60
Pan-O-Rama 800 (Cap) 12-56
Peep Barrels (Exhib) 12-56
Peppy the Clown (Wms) 12-56
Photo Machine (Muto) 12-59
Pinch Hitter (Wms) 3-59
Pirate Gun (Un) 10-56
Playland Rifle Gallery (CC) 8-59
Polar Hunt (Un) 4-55
Pony Express (CC) 4-60
Pro Basketball (CC) 6-61
Pro Bowler (CC) 3-61
Pro Hockey (CC) 6-61
Quarterback (Genc) 9-55
Ranger (Keen) 3-55
Red Ball (Mid) 5-59
Rifle Gallery (Genc) 9-55
Rock 'n' Roll (Muto) 5-58
Safari (Wms) 1-55
St. Christopher (Muto) 12-58
Satellite Tracker (B-L) 12-58
Shoot the Clown (CC) 2-60
Shortstop (Wms) 4-58
Sidewalk Engineer (Wms) 4-55
Skill-Score (Bally) 6-60
Sky Raider (Un) 10-58
Sky Rocket (Genc) 5-55
Softball League (Exhib) 12-57
Space Age (Genc) 3-58
Space Gunner (Bally) 5-58
Spook Gun (Bally) 9-58
Squirts Water Polo (Aqua) 5-57
Star Slugger (Un) 4-56
State Fair (Genc) 7-56
Steam Shovel (CC) 5-56
Super Big Top (Genc) 12-55
Super Slugger (Un) 7-55
Swami (Muto) 4-55
10 Commandments (Muto) 12-57
Ten Pins (Wms) 12-57
Ten Strike (Wms) 12-57
Test Pilot (Cap) 12-57
Titan (Wms) 8-59
Treasure Cove (Exhib) 7-55
Twin Hockey (CC) 5-58
Voice-O-Graph (Muto) 2-57
Wild West (Genc) 2-55
Wild West Gun (CC) 3-61
Yankee Baseball (Un) 2-59

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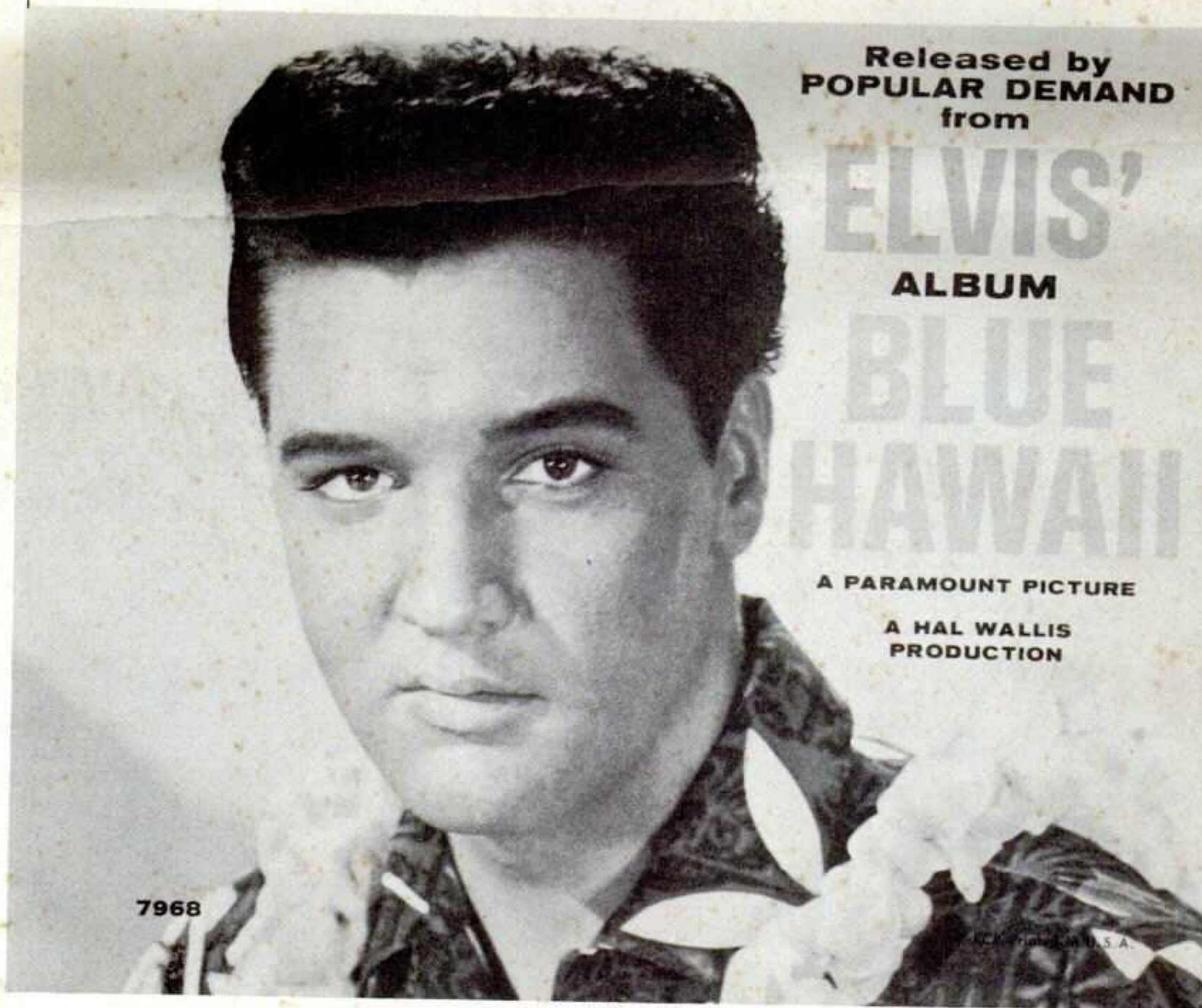
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