

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



★ NATIONAL BREAKOUTS

- STEREO LP's** MOON RIVER, Lawrence Welk, Dot
- SINGLES** BREAK IT TO ME GENTLY, Brenda Lee, Decca
SHADRACK, Brook Benton, Mercury
SO DEEP, Brenda Lee, Decca

★ NEW ACTION LP's

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

- MONOPHONIC**
- CLAP HANDS, HERE COMES CHARLIE, Ella Fitzgerald, Verve
- LET THERE BE DRUMS, Sandy Nelson, Imperial
- BABES IN TOYLAND, Sound Track, Vista
- ROGER WILLIAMS' GREATEST HITS, Kapp
- MY FAVORITE CHOPIN, Van Cliburn, RCA Victor
- HILLBILLY HEAVEN, Tex Ritter, Capitol
- TAKIN' CARE OF BUSINESS, Ral Donner, Gone
- SONGS OF THE FABULOUS 50'S, Roger Williams, Kapp
- FERRANTE AND TEICHER LOVE THEMES, United Artists
- TWIST, Ventures, Dolton
- HYMNS AT HOME**, Tennessee Ernie Ford, Capitol
- POPULAR PIANO CONCERTOS OF FAMOUS FILM THEMES**, George Greeley, Warner Bros.
- CONNIE FRANCIS SINGS FOLK SONG FAVORITES, MGM
- DOIN' THE TWIST, Louis Prima, Dot
- PHYLLIS DILLER LAUGHS, Verve
- STEREOPHONIC**
- YOUR TWIST PARTY, Chubby Checker, Parkway
- FLOWER DRUM SONG, Sound Track, Decca
- COLORFUL PERCUSSIONS, Arthur Lyman, Hi Fi
- GOLDEN PIANO HITS, Ferrante and Teicher, United Artists
- TIME FURTHER OUT, Dave Brubeck, Columbia

★ 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.

- BYE BYE BABY . . . Bob Conrad, Warner Bros. 5242 (Sherman-DeVorzon, BMI) (San Francisco, Milwaukee)
- LLOLLOPPS AND ROSES . . . Jack Jones, Kapp 435 (Garland, ASCAP) (Boston)
- THE AVENGER . . . Duane Eddy, Jamie 1206 (Linduane, BMI) (Dallas-Fort Worth, Milwaukee)
- OUTSIDE HEAVEN . . . Paul Greenwood, Musicor 1012 (January, BMI) (Boston)
- SURFIN' . . . Beach Boys, Candix 331 (Drank-Guild, BMI) (Los Angeles)
- NIGHT OWL . . . Dukays, Nat 4002 (Conrad, BMI) (Milwaukee)
- MR. MOTO . . . Belairs, Arvee 5034 (Arvee, BMI) (Los Angeles)
- A LITTLE BITTY TEAR . . . Wanda Jackson, Capitol 4681 (Pamper, BMI) (Milwaukee)
- PORTRAIT OF A FOOL . . . Conway Twitty, MGM 13050 (Cigma, BMI) (Milwaukee)
- SWEETIE PIE . . . Charlie Allen, Portrait 107 (Darnel, BMI) (Milwaukee)
- FLYIN' BLUE ANGELS . . . George, Johnny and the Pilots, Coed 555 (Winneton, BMI) (Boston)
- HAPPY JOSE . . . Dave Appell and Ork, Cameo 207 (Lansdowne, ASCAP) (Boston)
- SHIMMY, SHIMMY WALK . . . Megatones, Checker 1005 (Star-Flite and Hut, BMI) (San Francisco)
- AN ANGEL CRIED . . . Rays, Topix 6003 (Saturday, ASCAP) (Milwaukee)

Boston and Minneapolis Sales Key to Post-Yule Breakouts

NEW YORK—As the holiday season ended, the singles record business, which had been concentrated on Christmas favorites and Twist disks, bounced back to normal with a flock of new singles breaking out in all areas of the country. Seven new single records grabbed enough sales action to qualify as breakouts in Minneapolis. Boston showed its strength to qualify as a breakout town with three new ones hitting the local breakout charts. There were two new hot sides getting action in San Francisco. Los Angeles and the Dallas-Fort Worth area also showed new record activity.

A number of new artists also were popping up with their first local action hits in major markets. They included Bob Conrad on the Warner Bros. label with "Bye Bye Baby," Paul Greenwood on the

Musicor label with "Outside Heaven," the Beach Boys on Candix with "Surfin'," the Dukays on Nat with "Night Owl," George, Johnny and the Pilots on Coed with "Flyin' Blue Angels," and the Megatones on Checker with "Shimmy, Shimmy, Walk."

Two records were strong enough to qualify this week as national breakouts (hitting the "Hot 100" at position 70 or better) including both sides of Brenda Lee's new disk "Break It to Me Gently" and "So Deep," and Brook Benton's single side from his album, "Shadrack."

Business was good on both albums and singles in most sections of the country. Twist albums and singles were still holding up strongly, and new Twist releases were also making a mark.

N. Y. Sales to Chart Rank of Twist LP Key to Trend's Strength

NEW YORK—Although there were no new records breaking loose in New York City last week, there were a number of new disks beginning to snag nice action here. They included Count Basie's Roulette waxing of "Basie Twist," and Jimmy Dean's newly issued Columbia single "To a Sleeping Beauty." The Dean record, issued as a single just a few days ago, had been getting strong air play in its five-minute album version, which is the reason Columbia rushed a shorter version to market on 45. Action was also building on Rod McKuen's "Oliver Twist" on the Spiral label.

Two records that leaped on the national chart this week had already turned into solid sellers here. One was Brenda Lee's Decca release "Break It to Me Gently," and the other was Bobby Edwards' "What's the Reason" on Capitol. Meanwhile, business continued good here, with the various Twist singles and albums continuing to spark sales.

NEW YORK — The valid and lasting sales appeal of the Twist trend in the LP market is strikingly illustrated by this week's BMW album charts, which lists six Twist packages, three in the top 10.

At the same time, Chubby Checker's "Your Twist Party" is on the stereo "New Action LP" list this week and two additional Twist packages (the Ventures' "Twist" and Louis Prima's "Doin' the Twist") are listed as monaural "New Action LP's." Prima gave his LP a hefty sales boost via an all-out personal appearance campaign on his new Twist movie.

Twist king Checker has five albums on the chart, three in the Top 10 ("Your Twist Party," "The Twist" and his duo package with Bobby Rydell). Also in the Top 10 is Joey Dee's "Doin' the Twist at the Peppermint Lounge." Other Twist LP's on the chart are Checker's "Let's Twist Again" and

"For Twisters Only" and Ray Charles' "Do the Twist."

Two veteran album sellers—Mitch Miller's "Still More Sing Along With Mitch" and the Kingston Trio's first album "From the Hungry i"—popped back on the monaural chart this week, thereby pointing up the recent seasonal rush on popular catalog items. The Miller LP has been on the chart 115 times and the Kingston Trio's album has been listed for 144. Miller has 11 albums on the monaural chart this week, and the Kingston Trio five.

Movie and show music albums, of course, were also strong seasonal sales items, with 30 such packages on the monaural chart this week (four in the Top 10), and three more listed as monaural "New Action LP's" (the Prima Twist album, "Babes in Toyland" and George Greeley's "Popular Piano Concertos of Famous Film Themes"). The Disney movie "Babes in Toyland" opened in theaters across the country during the holidays, thus giving the sound-track LP a potent sales push. The oldest show album on the chart is the original-cast package of "South Pacific," which has been listed 396 times. Runner-up is "My Fair Lady," listed 301 times.

'Blue' D. C. Standout

WASHINGTON—"I'm Blue," by the Ikettes on Atco, scored strongly here last week and on the "Hot 100." Previous breakouts, "He's Not Just a Soldier," by Little Richard, and "Lost Someone," by James Brown, continued to sell well.

In line with this city's penchant for instrumentals, the "Basie Twist," by Count Basie, was picking up sales, and "Unsquare Dance," by Dave Brubeck, was getting stronger attention

(Continued on page 6)

Boston New Year Sales For 'Lollipops & Roses'

BOSTON—The New Year was being brought in here with breakouts on three single records. "Lollipops and Roses" by Jack Jones on Kapp appeared to top the group and surprised a couple of dealers since they thought it unusual for a "pretty" song to get much play. Pacing this was the Greenwoods' "Outside Heaven's Door" on Musicor and "Flying Blue Angels," by George, Johnny and Pilots on Coed. Being bought up with a rush was the Brenda Lee single of "So Deep" on Decca and Charlie Drake's "My Boomerang Won't Come Back" on United Artists, both of which hit the national chart this week.

Outside of the usual brisk business on standards, a couple of comedy albums were ringing cash registers. These were Stan Freberg's latest on Capitol and the

new Bob Newhart on Warner Bros., which were being bought in large numbers. Business on the day before New Year's was phenomenally active, the best within the memory of several dealers. The sales of both albums and singles of Twist records was fantastic. Sources reported that if the first record asked for was out of stock the customer asked for just "any" Twist record.

One store chalked up 19 album sales in two hours—14 Twist, and the others, "natch" said the owner, "Mitch Miller." Business generally for Christmas and into the New Year period was considered here to be the best ever. But one dealer struck a different note by reporting that he was stunned by the number of Twist records being returned for exchange by teen-agers.

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.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 34 songs like 'THE TWIST', 'THE LION SLEEPS TONIGHT', 'PEPPERMINT TWIST'.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 35-65 like 'JOHNNY WILL', 'IRRESISTIBLE YOU', 'LET'S TWIST AGAIN'.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 66-100 like 'SO DEEP', 'TURN AROUND, LOOK AT ME', 'GO ON HOME'.

HOT 100—A TO Z—(Publisher-Licensee)

Large alphabetical list of songs and artists, including 'Baby It's You', 'Jambalaya', 'I Will Stand', 'Room Full of Tears', etc.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, such as 'THE AVENGER', 'DROWN IN MY OWN TEARS', 'MARIA'.

"THE NATION'S BEST SELLING RECORDS"

Dot
RECORDS

A NEW 2 SIDED NEW YEAR'S HIT
PAT BOONE

I'LL SEE YOU IN MY DREAMS

B/W **PICTURES IN THE FIRE** #16312



TONY MARTIN THE BRIDE b/w HORIZONS OF JOY #16313

BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST
16302	The Original Happy Jose	JACK ROSS
16284	Johnny Will	PAT BOONE
16301	The Continental Twist / Oh Ma Ma Twist	LOUIS PRIMA
16298	Can't Help Falling In Love / You'll Never Walk Alone	KEELY SMITH
16295	Everybody's Twisting Down In Mexico	BILLY VAUGHN
16292	Saddle Up / I Wonder Why	THE LARGOS
16309	You Better Move On A Shot Of Rhythm And Blues	ARTHUR ALEXANDER

RECORD NO.	TITLE	ARTIST
16308	If You Gotta Make A Fool Of Somebody Mr. Moto	VAUGHN MONROE
16285	A-One A-Two A-Cha Cha Cha / You Gave Me Wings	LAWRENCE WELK
16306	Bondaru	THE UNTOUCHABLES
16304	Surfers' Stomp, Parts 1 & 2	KAY BELL AND THE TUFFS
16303	Free Me / The Other Half Of Man	ROBERT KNIGHT
16300	A Little Bitty Tear / Tennessee Twist	THE CROSBY BROTHERS
16299	Auctioneer	LEROY VAN DYKE
16262	Berlin Melody / Come September	BILLY VAUGHN

BEST SELLING ALBUMS

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

MONO	STEREO	ARTIST
3100	25100	SAIL ALONG SILV'RY MOON • Billy Vaughn
3118	25118	STAR DUST • Pat Boone
3119	25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
3122	25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
3140	25140	LA PALOMA • Billy Vaughn
3156	25156	BILLY VAUGHN PLAYS
3157	25157	THE MILLS BROTHERS GREAT HITS
3164	25164	MR. MUSIC MAKER • Lawrence Welk
3165	25165	BLUE HAWAII • Billy Vaughn
3170	25170	PETITE FLEUR • Bob Crosby
9500	29500	THE FIVE PENNIES • Sound Track
3208	25208	LET ME CALL YOU SWEETHEART • The Mills Brothers
3210	25210	LOUIS AND KEELYI • Louis Prima, Keely Smith
3241	25241	BE MY LOVE • Keely Smith
3249	25249	RAGTIME PIANO GAL • Jo Ann Castle
3251	25251	SONG OF THE ISLANDS • Lawrence Welk
3302	25302	POLKAS • Lawrence Welk
3360	25360	TONY MARTIN—HIS GREATEST HITS
3338	25338	YELLOW BIRD • The Mills Brothers
3368	25368	GREAT HAWAIIAN HITS • The Mills Brothers
3400	25400	TAKE FIVE • George Cates
3403	25403	BIG BAD JOHN • Wink Martindale

ALL TIME HIT SINGLES

RECORD NO.	TITLE	ARTIST
16022	Trying / P.S. I Love You	THE HILLTOPPERS
16023	Cocoanut Grove / In The Mood	JOHNNY MADDOX
16024	Love Walked In	THE HILLTOPPERS
	From The Vine Came The Grape	
16025	Till Then / Only You (And You Alone)	THE HILLTOPPERS
16026	Melody of Love / Sail Along Silv'ry Moon	BILLY VAUGHN
16027	Hearts Of Stone / Seventeen	THE FONTAINE SISTERS
16028	Ain't That A Shame / I'll Be Home	PAT BOONE
16029	The Crazy Otto / Eight Beat Boogie	JOHNNY MADDOX
	The Shifting Whispering Sands	
16030	Part 1 and 2	BILLY VAUGHN
16031	I Hear You Knocking / Ivory Tower	GALE STORM
16032	Dark Moon / Memories Are Made Of This	GALE STORM
	I Almost Lost My Mind	
16033	Friendly Persuasion (Thee I Love)	PAT BOONE
16034	Don't Forbid Me / April Love	PAT BOONE
16035	Love Letters In The Sand	PAT BOONE
	A Wonderful Time Up There	
16036	Young Love / Ninety-Nine Ways	TAB HUNTER
16037	Paper Doll / Glow Worm	THE MILLS BROTHERS

RECORD NO.	TITLE	ARTIST
16038	Near You / Beg Your Pardon	FRANCIS CRAIG
16039	To Be Alone / Marianne	THE HILLTOPPERS
15486	The Green Door	JIM LOWE
15538	Come Go With Me	THE DELL-VIKINGS
15550	Dark Moon	BONNIE GUITAR
15841	San Antonio Rose	JOHNNY MADDOX
15858	Yellow Bird	THE MILLS BROTHERS
15879	Blue Hawaii	BILLY VAUGHN
15911	Does Your Chewing Gum Lose Its Flavor	LONNIE DONEGAN
15956	Bei Mir Bist Du Schon	LOUIS PRIMA, KEELY SMITH
15968	Deck Of Cards	WINK MARTINDALE
15985	Am I That Easy To Forget	DEBBIE REYNOLDS
16066	Dutchman's Gold	WALTER BRENNAN
16106	Look For A Star	BILLY VAUGHN
16144	Chills And Fever	RONNIE LOVE
16145	Last Date	LAWRENCE WELK
16151	Wonderland By Night	LOUIS PRIMA
16161	Calcutta	LAWRENCE WELK
16209	Moody River	PAT BOONE

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

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21 GREAT, NEW

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DL-4179 • DL-74179



DL-4228 • DL-74228



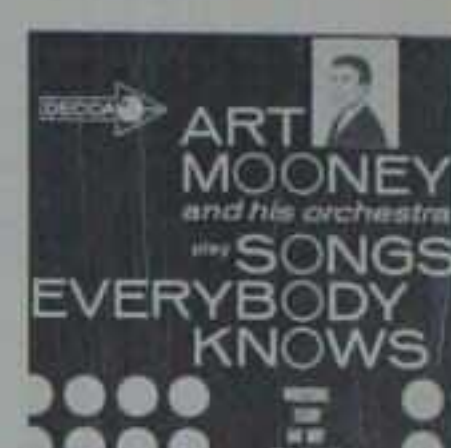
CRL-57392 • CRL-757392



DL-4196 • DL-74196



CRL-57393 • CRL-757393



DL-4207 • DL-74207



DL-4214 • DL-74214



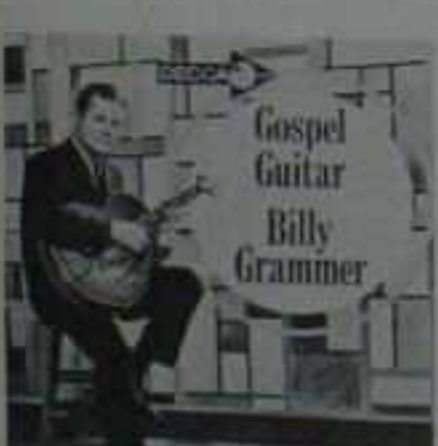
DL-4156 • DL-74156



DL-10045 • DL-710045



DL-4211 • DL-74211



DL-4212 • DL-74212

SONGS OF THE WEST—Burl Ives
DL-4179 DL-74179*

SONGS EVERYBODY KNOWS—
Art Mooney
DL-4207 DL-74207*

GEORGE RUSSELL SEXTET IN K.C.
DL-4183 DL-74183*

DANCE PROGRAM—Jan Garber
DL-4196 DL-74196*

FAR ACROSS THE SEA—Gene Rains
DL-4164 DL-74164*

CALYPSO ISLANDS—The Castaways
DL-4116 DL-74116*

CITY LIMITS—The Wilburn Brothers
DL-4211 DL-74211*

AIRS, MARCHES & SELECTIONS—
Melbourne Highland Pipe Band
DL-4182 DL-74182*

HAWAII'S GOLDEN FAVORITES—
Charles K.L. Davis
DL-4214 DL-74214*

GOSPEL GUITAR—Billy Grammer
DL-4212 DL-74212*

RIO FLAMENCO—Vicente Gomez
DL-4156 DL-74156*

WITH A SOUND IN MY HEART—
Bert Kaempfert
DL-4228 DL-74228*

PRESENTING AL BOLLINGTON
AT THE CONN ORGAN
DL-4223 DL-74223*

COUNTRY HEART SONGS—Bill Anderson
DL-4192 DL-74192*

RICCI PLAYS SARASATE—
Ruggiero Ricci, Brooks Smith
DL-10044 DL-710044*

FORTY FABULOUS FINGERS—
Original Piano Quartet
DL-10047 DL-710047*

BEETHOVEN SONATAS—
Erica Morini, Rudolph Firkusny
DL-10045 DL-710045*

AS TIME GOES BY—Liberace
CRL-57392 CRL-757392*

BLUES MAKE ME HAPPY—Cab Calloway
CRL-57408 CRL-757408*

AMOR LATINO—Dick Kesner
CRL-57393 CRL-757393*

ON AND OFF CAMPUS—
The Ivy League Trio
CRL-57399 CRL-757399*



CRL-57408 • CRL-757408



DL-10047 • DL-710047



CRL-57399 • CRL-757399



DL-10044 • DL-710044



DL-4192 • DL-74192

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See Your Decca Distributor for

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21 New Albums, Plus the Entire

Best-Selling Decca, Coral, Brunswick

LP Catalog!

RCA Victor Red Seal Promotion Drive To Up Dealer Classical Catalog Sales

G. Marek Outlines Retailer-Manufacturer Responsibility; Notes New Reduced Release Philosophy for Serious Line

NEW YORK—Motivated by the conviction that the classical business is a foundation pillar of the record industry—and that it must be given opportunity to expand—RCA Victor is debuting a major Red Seal merchandising program. Keyed to the retail level of the business, the drive starts with the January classical release and is designed to aid dealers generally, and particularly those who are serious about their stake in the classical field. George Marek, vice-president and general manager of RCA Victor Record Division, regards the program as the beginning of a new era in classical merchandising and noted that the plan entails obligations on the part of both the dealer and the manufacturer.

The dealer is required to:

1. Stock the new Red Seal releases, in agreed-on minimum quantities and for a specified period of time;
2. Provide efficient service on the entire Red Seal catalog, making use of the new "Dealer Special Order Service" (see separate story) for any albums not carried in stock. This service is intended to broaden dealer sales from the complete Red Seal catalog by direct shipment—either to the dealer or his customers. The dealer is required to display material describ-

ing this service, including a decal for window use.

3. Participate in Red Seal merchandising, promotion and advertising, including local newspaper or radio advertising on all new releases, window displays, etc.

Advertising Support

RCA Victor will support the program with an advertising and promotional drive which it considers unprecedented in the record business. In addition to usual national advertising, a special large fund has been made available for use at the local level, and allocated to radio, newspapers, dealer sales aids, display, etc.

An integral part of the planning is a cutback in the number of classical releases, so as to emphasize quality rather than quantity, and make possible more intensive promotion on each album released.

The theory of fewer and better packages more intensively promoted has been proved valid by RCA Victor over a long period. In 1960 the label cut back its singles output to between two and three disks per week—and at the end of the year it led the industry in singles sales period. The lead was maintained in 1961. In pop albums, too, RCA Victor upped its sales sharply as a result of a policy of fewer, more intensively promoted packages.

Marek noted that the diminution in releases reflected the urgent pleas of dealers and consumers who sometimes feel overwhelmed by the quantity of product. As the market

develops, Marek pointed out, RCA Victor would keep pace with the scheduling of new releases.

Marek, noting that RCA Victor itself does about one-third of the total classical business, added that the sale of Red Seal disks continues very strong; that individual packages, such as "Turandot" and Richter's "Brahm's Piano Concerto," have sales strength comparable to big pop items. Latest illustration, of course, is Van Cliburn's "Tchaikovsky Concerto No. 1" which became the first classical package to hit a million sales. Yet, added Marek, "It is no secret that sales

(Continued on page 36)

Choreo Directs Pitch To Teen-Age Market

HOLLYWOOD—Choreo Records, the Fred Astaire-owned label, is aiming its initial sales salvo at the teen-age market to push its first two albums as revealed by an ad plan it is testing in this market. The firm has hired 60 seven-panel outdoor signs to herald its debut, with the ad message pointed at teens as its target. Signs were leased for a 30-day period.

Signs carry a five-color picture of a teen-age boy and girl. The copy reads: "Are You a Teenage Leader? If You Are, Then You Have the Carol Lawrence and Bill Cunningham Albums on Choreo Records." Similarly, the label has purchased space in Seventeen magazine to announce the two LP's which comprise the label's first release.

This marks one of the rare times

when a label has used outdoor advertising (Liberty Records tested outdoor signs in Cincinnati a year ago) to push a specific release. According to Choreo, its extensive research has proved that teen-agers comprise the most important album market. If the sales results prove Choreo's approach correct, the teen-age target will be sought in the label's advertising throughout the country.

Choreo's release of Fred Astaire vocals, taken from the sound-track of his Emmy-Award-winning TV spectacular, were expected to be the label's initial release, but were held up due to cover production problems. Thus, the Carol Lawrence and Bill Cunningham LP's were first to launch the label. The Astaire package will be issued soon.

Diners to Launch All-Label Tape Club

HOLLYWOOD—The Diners Record Club is testing an all-label tape club and will launch it on a full scale in early spring. BMW learned last week. Diners is testing three different sales pitches along the established club pattern.

In addition, BMW learned, club President Bernard Solomon is completing negotiations with a tape recorder manufacturer to effect a tie-in whereby a package will be offered comprised of a tape machine plus an array of pre-recorded tapes. All tape product will be four-track, 7½ l.p.s., reel-to-reel. As an added lure, members of the tape club will enjoy a special price break on blank tape purchases.

Diners started its testing last week to see which offer delivered the greatest response before it determines the course it will follow when it kicks off its tape club. Testing is limited to direct mail pitches for members among tape recorder owners. It has obtained its mailing list from various tape recorder manufacturers who have furnished Diners with their warranty card names. A master list of approximately 200,000 prospects is being used.

Plans call for the tape club to be kicked off via consumer magazine ads. Unlike the record club, however, ads will not be placed with general consumer mass circulation books but will be placed in those publications whose readership is comprised of a high percentage of tape machine owners.

The three different approaches being tested in the direct mail pitches consist of offering three, four and five-tape packages, respectively, for \$7.95 as the initial purchase in joining the club, with members then receiving one free tape package for each two they purchase at full price plus the conventional mailing charges. Basic difference between the three package offer and the one giving a joiner five tapes for the same price is in the name value of the artists and actual cost of the tapes.

Thus, the plan offering three tapes for \$7.95 extends to prospects top name artists on well-known labels performing best sellers, while the offer of five tapes for the same price will provide the joiner lesser known performers on labels with comparatively limited buyer acceptance. All three plans have identical terms after the initial joining purchase, offering a free tape of the member's choice with each two packages purchased at list price.

Diners thus becomes the first all-label tape club in following the same pattern it established in the disk field.

Laurie Shows Higher Gross

NEW YORK—Laurie Records chalked up more than 30 per cent higher gross sales in 1961 than in the previous years and net profits were up over 50 per cent, according to Laurie exec Robert M. Schwartz.

The increase was sparked by Dion's hit record "Runaround Sue," the label's first disk to hit the No. 1 spot and hits on the LeGrand label by Gary U. S. Bonds—"New Orleans," "Quarter to Three," "School Is Out" and "School Is I." Laurie is associated with LeGrand through its subsidiary Rust Records.

Schwartz, who recently returned from a four-week swing around Europe, where he made some distributor changes, has scheduled a number of releases here of foreign wax imports for 1962. The label will also put a special push behind developing new talent this year, kicking off the campaign with a release by the duo Dean and Jean.

Liberty Execs to Take in Label's European Bow

HOLLYWOOD—Liberty Records president, Al Bennett, accompanied by Board Chairman Sy Waronker and artist Bobby Vee and artist and repertoire producer Snuffy Garrett will leave January 21 to attend the launching of the Liberty label in the European market. Heretofore, Liberty's wares had been distributed abroad by English Decca, without label of its own.

As part of Liberty's new affiliation with EMI, the American firm's product will appear on the European market for the first time under its own banner. The top executives of the West Coast-based firm will fly to England to attend the launching festivities and will then go to the various countries on the Continent to personally participate in Liberty's debut there.

Bobby Vee, one of the label's top sellers, will be on hand to represent the label's artist roster. He is scheduled to start a personal-appearance tour of the Continent February 9, and purposely is leaving several weeks ahead of time to assist in the launching.

Bennett is counting on an appreciable increase in his label's sales abroad as a result of his new foreign distribution deal which permits Liberty to retain its own label identity. During the past year, Liberty's top executives have devoted ever-increasing attention to the overseas market. The flight to England marks the first time both the firm's president and board chairman will personally engage in an overseas mission at the same time, thus underscoring the importance of the occasion in the eyes of the company's top brass.

EDITORIAL

All Can Profit

Proper timing is necessary for success in the disk business.

The RCA Victor Red Seal merchandising program (see separate story) is properly timed. Evidence indicates great consumer interest in classical music. This growing interest is also apparent at the broadcaster level. Occasional packages by Cliburn, Richter, etc., have a tremendous sale.

Yet, general classical sales have not kept pace with the growth of the over-all record industry.

RCA Victor's plan could be a major move in correcting this discrepancy. Such a favorable outcome will result if dealers give the program adequate support. This is not a plea. Rather, it is a matter of good, common sense. Retailers can make more money from the classical field—a segment of the business which has always been a great stabilizing factor to the entire industry.

The label has allocated extensive funds to a project which can pay off not only financially but also culturally. It can improve the industry's image to the general public.

And among those who will ultimately benefit are indie companies releasing classical product.

But the key to the realization of these benefits is the dealer. We urge that he make good use of the Victor merchandising program and its corollary, the "Dealer Special Order Service."

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Capitol Boosts Dealer Profit on 4-Track Tape

HOLLYWOOD—Capitol Records is increasing the dealer mark-up on its four-track stereo tape line, BMW learned last week.

Effective immediately, Capitol will allow dealers a 38 per cent mark-up on all its four-track tape product. Heretofore, Capitol's price allowed a 33½ per cent dealer discount.

Capitol's move can be expected to result in a general lowering of its tape prices to the consumers. With a greater discount at their disposal, dealers may be inclined to pass on the additional discount to their customers.

EDITORIAL

Book and Its Cover

Lately the consumer press has commented upon—and deplored—the availability of pornographic material on records. The consumer press has a point. Such deplorable material is available.

It is important, however, that the consumer press and the general public be aware of the fact that such recorded material is not typical of the record business or its product—just as pornographic books do not properly reflect the book business.

It is also important that the record industry in general—and its individual segments, such as manufacturers—adopt a proper public relations posture and seek broad dissemination of one key truth, namely: The record industry today is making a greater cultural contribution than ever in its history.

More good music than ever before is available on records in every category—classical, pop, jazz, folk, gospel, etc. In fact, the spectrum of recorded product is being constantly broadened to include great literature, historical documentation, education and what not.

It is encouraging to note, in connection with this, that the Record Industry Association of America has made important strides in apprising the consumer world of the quality and cultural value of recorded material. It is urged that this effort be maintained and, if possible, stepped up; that funds be allocated for such a purpose.

It is natural to cringe when a sensitive area is probed; but none of us—neither trade papers nor manufacturers—need be defensive about an industry which is so aware of its responsibilities in areas above and beyond financial gain.

Time Drops List Price of Mono Series

By BOB ROLONTZ

NEW YORK—Time Records is dropping the price of its monaural 2000 series, effective immediately, from a list price of \$4.98 to \$3.98. Bobby Shad, head of the firm, told Billboard Music Week that the price change was being made to increase mono sales of the 2000 series by getting them on the racks and in locations that resisted the former \$4.98 price.

Actually the decision to drop the price by \$1 came about at the request of the firm's distributors at a meeting in New York on January 10. The distributors unanimously stated that Time could greatly increase its mono billings at the lower price. They noted that racks, chains and other outlets would handle \$3.98 monos where they wouldn't handle \$4.98 monos in any quantity.

In the future Time 2000 series mono LP's will be in a single sleeve rather than the sleeve and flap-over as has been the style up to now. The covers will continue to be double laminated, and the quality of recording and pressing will remain at the same level as now. Nor, according to Shad, will there be any attempt to cut down the size of the orchestras used in the recordings, but large orks will continue to be recorded.

Deal Unchanged

Shad's announcement of the price change will not disturb the firm's one-for-six deal which was announced at the firm's distributor meeting last week. At that meeting, says Shad, when distributors heard that the price would be lowered, they quadrupled their orders for the firm's 2000 series, which up to now has been selling to distributors at a one-to-four ratio as against the firm's 2000 series stereo LP's. The price of Time's 2000 series stereo LP's remain pegged at a \$5.98 list. The Time 2000 series includes the firm's album of movie songs with the Montenegro ork, its volumes of show music, and its Italian, German, Spanish, and classical guitar sets.

Time's move in dropping the price of quality mono series is a continuation of a trend that has been going on over the past year. Last year United Artists took its Ultra Audio 7500 monaural series, which listed at \$4.98, and was packaged with a special flap-over

cover, and released them for \$3.98 in monaural on a new de luxe 3500 series on the United Artists label. The records were packaged in a single sleeve. According to UA spokesmen, the sales of the 3500 mono series on UA have been excellent and have almost wiped out the mono series on Ultra Audio at the higher price. Ultra Audio stereo LP's stayed at \$5.98.

Medallion Move

The Medallion label, the Kapp quality percussion and sound series, took somewhat similar action

last October, although the Medallion label dropped the price of both its stereo and mono disks. The mono disks were dropped to \$3.98 and stereo LP's were dropped to \$4.98. Medallion also eliminated the flap-over sleeve packaging on its mono records. According to Emanuel Vardi of Medallion, sales have risen since the change was instituted, and the label now has wider representation on racks and in chains for its mono products than it used to have at the higher price.

RCA Victor Introducing 'Special Order Service'

NEW YORK—RCA Victor has set up a Record Dealer Special Order Service, which will assure dealers and their customers of quick delivery of any album which is out of stock either in their own or their distributor's inventory.

The label supplies the dealer with a special certificate, similar to

those used for American Express and the Diner's Club. When a buyer requests an out-of-stock disk, the dealer fills in the Special Order Service certificate. The certificates are available in \$4.98 or \$5.98 denominations.

RCA Victor distributors will receive the certificates (pre-coded for identification and billing purposes) on memo billing. The distributors, in turn, will issue the certificates (imprinted with dealer's name and address) to retailers on memo billing.

Neither the distributor nor the dealer is required to make any advance payment. Only when an order is filled and shipped will it be billed to the distributor, who in turn, will bill the dealer. The service provides that a direct shipment will be made to the consumer, or, if the dealer prefers, the order will be sent to him. In either case, the postage is prepaid. Thus, in effect, dealers can utilize the service to obtain direct prepaid shipment on any album which is out of stock at his local distributor.

RCA Victor is backing the new service with a special promotional push, advising record buyers of the new service and telling them to look for the Special Order Service emblem in dealer windows. Advertising pitch in Victor ads reads "Let us show you how you can always be sure of getting 'The Music You Want When You Want It'."

Barbara Dane Inks Cap Pact

HOLLYWOOD—Capitol Records last week signed blues and folk songstress Barbara Dane to an exclusive recording contract. Miss Dane has enjoyed particular popularity in San Francisco, where her only single, "I'm on My Way," has remained a best seller.

She has recorded for various labels, including such albums as "Trouble in Mind," "Living With the Blues" and "A Night at the Ash Grove." She has centered most of her personal appearance activities in San Francisco, but recently toured with Bob Newhart, appeared with Louis Armstrong in a Timex TV spectacular, appeared on the "Playboy Penthouse" show, "PM West" and at the Newport Jazz Festival.

Capitol artist and repertoire producer Curly Walter will handle her recording sessions.

NATIVE RECORD TALENTS PUSHING U. S. PRODUCT OFF WORLD CHARTS

Growing Power of Home-Made Wax in Foreign Lands Adds Weight to Pitch for Multilingual Disks by American Artists

By JUNE BUNDY

NEW YORK—The extent to which home-made wax product is gaining increasing sales strength in Britain, France, Italy, Germany and Mexico, while U. S. disks accordingly are losing popularity in those countries—is geographically borne out by an analysis of BMW's current "Hits of the World" charts.

For example, on last week's foreign chart, 15 of the top 30 hits in Britain were British; all of Mexico's Top 10 hits are by Mexican artists; seven of Italy's top 15 were Italian; seven of France's Top 10 were French; seven of Japan's Top 10 were Japanese, and 11 of Germany's Top 20 were German.

It's interesting to note that in each country the No. 1 disks were all home-made, and in most cases all of the top disks on each chart were also of national origin.

U. S. publishers are faring better in these foreign markets than U. S. artists. For example, the No. 1 and 2 disks on the British chart feature waxings of U. S. tunes by British artists—"Moon River" by Danny Williams and "Tower of Strength" by Frankie Vaughan; while Spanish-lyric versions by Mexican artists of "Pink Shoelaces" and "Kissin' on the Telephone" were on Mexico's chart.

Multilingual Importance

The wisdom of the growing trend for U. S.

artists to cut foreign-language versions of their hits is pointed up by the fact that Connie Francis has two German-lyric disks on the Germany chart and a Spanish-lyric disk on the charts for Peru. Spanish-lyric versions by Paul Anka and Janice Harper are also on the chart for Peru.

U. S. disks and other wax imports are still strong in Australia, which lists 13 U. S. platters and two British on its Top 15 list this week; Hong Kong, where all of the Top 10 are imports (nine from the U. S.); New Zealand, which lists eight U. S. disks on its Top 10; the Philippines, which lists nine U. S. platters on its Top 10, and South Africa, whose Top 10 chart features eight U. S. records.

Last week's foreign charts also point up the increasing chances of a U. S. disk breaking out in another country although it hasn't sold here. For example, Dorothy Provine's "Don't Bring Lulu" is No. 12 on the British chart. Ferrante and Teicher's "Aimez Vous Brahms" is No. 8 in Italy. Jose Ferrer's "Yes, Virginia, There Is a Santa Claus" is No. 14 in Australia.

The Hong Kong chart lists Gene Pitney's "Mr. Moon, Mr. Cupid and I" as No. 5 and Keely Smith's "Can't Help Falling in Love" No. 8. The Philippines chart lists three U. S. disks which didn't happen here and/or were never even released here: Jerry Vale's "Camelot," No. 3; "Cherry Pink and Apple Blossom White" by Pat Boone, No. 4, and Anita Bryant's "My Heart Cries for You," No. 9.

LATE POP SPOTLIGHTS

SINGLE

BILLY STORM



EL CID (Robbins, ASCAP) (2:35)—A very listenable performance of the love theme from the big movie "El Cid," featuring attractive work by the large ork and an exciting vocal by Billy Storm starting about halfway through the disk. Flip is "Don't Let Go" (Roosevelt, BMI) (2:25).

Infinity 013

ALBUM

STEREO 35-MM., VOL. II



Enoch Light and His ork. Command RS 831 SD (Stereo)—This new Stereo 35-MM. album from Command should be as successful as the first. It features the same outstanding arrangements and the same brilliant sound. Tunes include "September Song," "The Thrill Is Gone," "Deep Purple" and "Do It Again," played in glowing style by the Enoch Light ork. Solid wax here for stereo buffs and just plain ordinary stereo fans.

Dave Kapralik Leads Number of New Exec Promotions at Col.

NEW YORK—Dave Kapralik has been named director of Eastern pop a.&r. by Columbia President Goddard Lieberson. Kapralik will be responsible for supervision of the activities of both producers and any other personnel in the pop a.&r. departments of Columbia and Epic records in the East.

Prior to this new post, Kapralik was co-ordinator of Eastern pop a.&r. He originally joined the firm in 1952 and has been in the sales merchandise and sales promotion departments.

Other appointments at Columbia this past week include the promotion of Don England to the post of director of sales for Columbia Record Distributors. England will report to CRD Vice-President Ken Glancy in his new post.

In the business department Walter Dean has been named a vice-president of business affairs for Columbia Records by Lieberson. Dean, formerly director of business affairs for the firm, will continue to work with a.&r. in negotiations for acquisition of talent and properties. He will also handle problems involving financial requirements of talent unions and supervise Columbia's two publishing firms, April Music and Blackwood Music.

Columbia last week also named

Bob Teitelman to the slot of plant manager for the firm. He was formerly in charge of Columbia's West Coast plant. He is being succeeded in this old position by Martin Paulson, who formerly managed order service and production control at Columbia's Terre Haute, Ind., plant. John Rehorst is taking Paulson's old post in Terre Haute.

WB's Policeman Steals the Show

NEW YORK—Warner Bros. Records' singing policeman, Saverio Saridis, may have a hit in his first single, "Love Is the Sweetest Thing." The disk has been showing action in Cleveland, Albany, N. Y., Chicago, and San Francisco, and WB shipped 18,000 of the platter last week.

Saridis, who has been the subject of an all-out publicity campaign, was discovered while singing on duty in the Plaza Hotel area here, and is currently appearing in the Plaza's Persian Room. The ex-patrolman—he resigned from the force last month—was recently signed to a Warner Bros. movie contract, and the company hopes to build him in the image of the late Mario Lanza.

Liberty Sets Mkt. Meets To Orbit LP Sales Plan

HOLLYWOOD — Liberty kicks off the new year with a special program covering its January 13 LP release, offering dealers a 10 per cent discount, four-month deferred billing plus 100 per cent exchange. The 10 per cent discount will apply to a dealer's complete order, including new product as well as catalog items.

The program went into effect Monday (8) and ends February 16. Payments are due in one-third installments on the 10th of March, April and May. Product will be accepted for exchange after June 1. This assures Liberty merchandise a full five months' exposure at the retail level.

To provide fire power in getting the program into sales orbit, Liberty is sending a half dozen of its key people on the road, each concentrating on a specific territory. They will conduct sales meetings in each market and take a hand in the promotional efforts behind the campaign.

National sales manager Don Bohanan will cover Minneapolis, Chicago, Detroit, New York, Philadelphia and Washington; assistant to the president Don Blocker will concentrate his efforts in the Buffalo, Albany, N. Y.; Boston, New York, Newark, and Hartford, Conn.; markets; assistant sales manager Ken Revercomb will work Oklahoma City, Dallas, Houston, New Orleans, Miami, Atlanta and Cincinnati; merchandising director Allan Lavinger will move into Oakland, Calif.; Seattle, Denver, and Phoenix, Ariz.

In addition, Joe Sadd will help kick off the campaign in Charlotte, N. C.; Nashville, Memphis, St. Louis, Indianapolis, Pittsburgh and Cleveland. National promotion director Bob Skaff, aided by Ed Silvers, will direct the promotional

phase of the campaign on the Eastern Seaboard, while Bud Dain will cover the Pacific Coast area.

The January release, numbering a baker's dozen, will include the debut LP's on Liberty of Johnnie Ray and Eddie Heywood, a package of previously unreleased recordings by the late Eddie Cochran, and a volume II sequel to the strong selling Bud and Travis "in concert" album. Other entries considered having strong sales potential includes a Si Zentner LP coming at a time when his "Up a Lazy River" big-band single is a "star performer" on BMW's Hot 100, and a Timi Yuro LP similarly aimed at cashing in on her singles strength.

Another LP tied to the "A" singles sales pull is Gene McDaniell's "Tower of Strength" package. Others include a Johnny Mann Singers album saluting Frank Sinatra called "Ballads of the King." Release is rounded out with two square-dance packages featuring fiddler Gordon Terry and dance caller Homer Garrett, and the Bluegrass Gentlemen in a folk music set.

Liberty is backing up its January drive with a heavy consumer and trade ad campaign. It will blanket the nation's radio stations with smaller albums composed of tracks from the January release. In addition, Lavinger has prepared special displays and point-of-sale material spotlighting the new product.

Collay's Disk Get N. O. Nod

NEW ORLEANS — A strong new disk broke here last week while singles sales generally were holding up well after the Christmas rush. Retailers reported a newcomer by Allen Collay a hot item. The side is "Four Days and Four Nights" on the Instant label.

Always a steady seller in New Orleans, Pete Fountain was getting sales on his "Yes Indeed" on Coral. Another new item was "I'm Waiting at the Station" by Art Neville on Minit, and Brenda Lee's "Break It to Me Gently" was starting to move here as it was in Memphis and Nashville.

Erwin Smith of Smith's Record Shop, New Orleans, said sales are reasonably good in the singles market with standout sales continuing on several sides.

Detroit: Local Boy Makes It

DETROIT: The strongest record here last week was "Jamie" by Eddie Holland, a record that was a breakout here a few weeks ago.

Checkup of the record's popularity indicates it stems from heavy airplay by smaller local radio stations, coupled with the fact that Holland is a local boy making good.

Other strong new disks reported are "Sugar Babe" by Paul London, "Where Have All the Flowers Gone?" by the Kingston Trio, "What's So Good About Good-Bye?" by the Miracles, and "Smoky Places" by the Corsairs.

In the album field, Chubby Checker Twists—any of them—are doing well, particularly the new "Your Twist Party." "Breakfast at Tiffany's" is holding up well, and a newcomer, Jimmy Smith's "Midnight Special" is spotted as coming up.

'Boomerang' Soars in Balt.

BALTIMORE—No new ones broke out here last week, but the recent breakout flight of "My Boomerang Won't Come Back" took another spectacular soar in sales here. "Tears From an Angel," by Troy Shondell; "It Will Stand," by the Showmen, and "Let Me In," by the Sensations, were also selling well here.

This city also took a solid shine to "Irresistible You," by Bobby Darin; "Lost Someone," by James Brown; "Letter Full of Tears," by Gladys Knight; "Smoky Places," by the Corsairs, and "Imagination," by the Quotations, the last-named seemingly sparking in Washington and Baltimore simultaneously, although the two cities generally react differently and at different times to newer tunes.

Dealers also named these releases as selling well: "Duke of Earl," by Gene Chandler, and "Happy Guy," by Nino and the Ebbtides. Brenda Lee's "So Deep," which hit the national chart this week, also was getting good action here.

Judging by the biggest LP sales over the holiday week, Baltimoreans were combining the twist and the hula—both dances having a good deal in common, come to think of it—with big buys of all Twist albums and Elvis' "Blue Hawaii."

Term Philly Xmas Fair

PHILADELPHIA — The disk business settled into the post-holiday lull here last week following what most dealers characterized as only a "fair" Christmas selling period. "It never quite got up to what it should have been in terms of other years," one dealer noted succinctly.

Despite the windup of the year-end gift buying time, a number of singles continued to sell strongly, auguring a respectable first month of business in the new year. Though there were no new breakout singles in the Quaker City, the Ikettes, the group which works with Ike and Tina Turner, appeared a winner on their own with "I'm Blue," which hit the national "Hot 100" chart at No. 81. Australian Charlie Drake was also scoring well with his Boom-

erang" disk, which came in at No. 79 on the "Hot 100."

A third new chart entrant of the week (93) doing particularly well here is Gene Chandler's "Duke of Earl." Others among the group of local best sellers are mainly disks which were released and achieved breakout status before the holidays and rode out the Christmas period to continue strong now.

'Persona Non Grata'

Some dealers here continued to note difficulty in getting certain hits, but for perhaps a different reason than is often advanced. This is simply that as one remarked: "I'm on a persona non grata basis with a couple of the biggies so I have to depend on the one-stops or sometimes out-of-town sources to get the stuff. It takes longer but what can I do?"

"I've been loaded up once too often with albums by some of these fellows. I complain that I can't take everything they want me to take, that I can't possibly pay for the stuff on time, but they still force the albums on me and they give me a real hard time when I want to get my return privileges. There's no alternative. I have to go elsewhere to get the records I must have."

'Blue' D. C. Standout

Continued from page 1

from buying customers and from radio play. A New Year's Eve TV special here on the famed jazzman should also boost Brubeck records in the area.

Others were "Tuff," by Ace Cannon; "Funny How Time Slips Away," by Jimmy Elledge; "Do-Re-Mi," by Lee Dorsey on Fury; "It Will Stand," by the Showmen; "Let Me In," by the Sensations, and "Letter Full of Tears," by Gladys Knight on Fury.

"Imagination," by the Quotations on Verve, is showing a spurt in sales and in radio play in the area (even bigger in Baltimore). "Pushin' Your Luck," by Sleepy King, has moved down from Baltimore and is getting its first real play in the Capital City.

New sides that various dealers cited for good sales here were "Oh, Cindy," by the Vibrations; "Check Yourself," by the Temptations; "Baby, What's Wrong," and flipside "Hush Your Mouth," by Jim Reeves from one of his LP's; Buster Brown's "Sugar Babe," and Hank Ballard's "You're Gonna Miss Me."

The twisters? All doing fine, with the edge here going to the charm of the original by Chubby Checker about that famous dance with "little sister," while papa's sleepin' and mama ain't home—both single and LP. Radio twister play over the holiday week went strongest to this one.

Blore Is Winner Of Gavin Award

NEW YORK — Chuck Blore of the Crowell-Collier Broadcasting chain was elected "Radio's Man of the Year" in free lance record programmer Bill Gavin's annual poll to determine which radio and record men made the most constructive contributions to the business in 1961.

Other top awards, based on a poll of Gavin's correspondents and subscribers in the radio-record field, are as follows:

Program Director, Les Stein, now with KGO, San Francisco, for "developing the 'Battle of the New Sounds'" at KYA, San Francisco; Top 40 station disk jockey, Dick Biondi, WLS, Chicago; "Better Music" station disk jockey, Pete Myers, WNEW, New York; TV disk jockey, Buddy Deane, WJZ-TV, Baltimore; Top 40 Music Di-

(Continued on page 25)

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Vol. 74 No. 2

New Records Move in S. F.

SAN FRANCISCO—The new year is starting with a breakout bank for the Bay City market thanks to Bob Conrad's "Bye Bye Baby" on the Warner Bros. label and "Shimmy Shimmy Walk" by the Megatons on Checker. "I'm Blue" by the Ikettes on Atco, and Gene Chandler's "Duke of Earl" were also hot here. Strong potential was displayed by "A Thousand Feet Below" by Terry Tyler on the Landa label.



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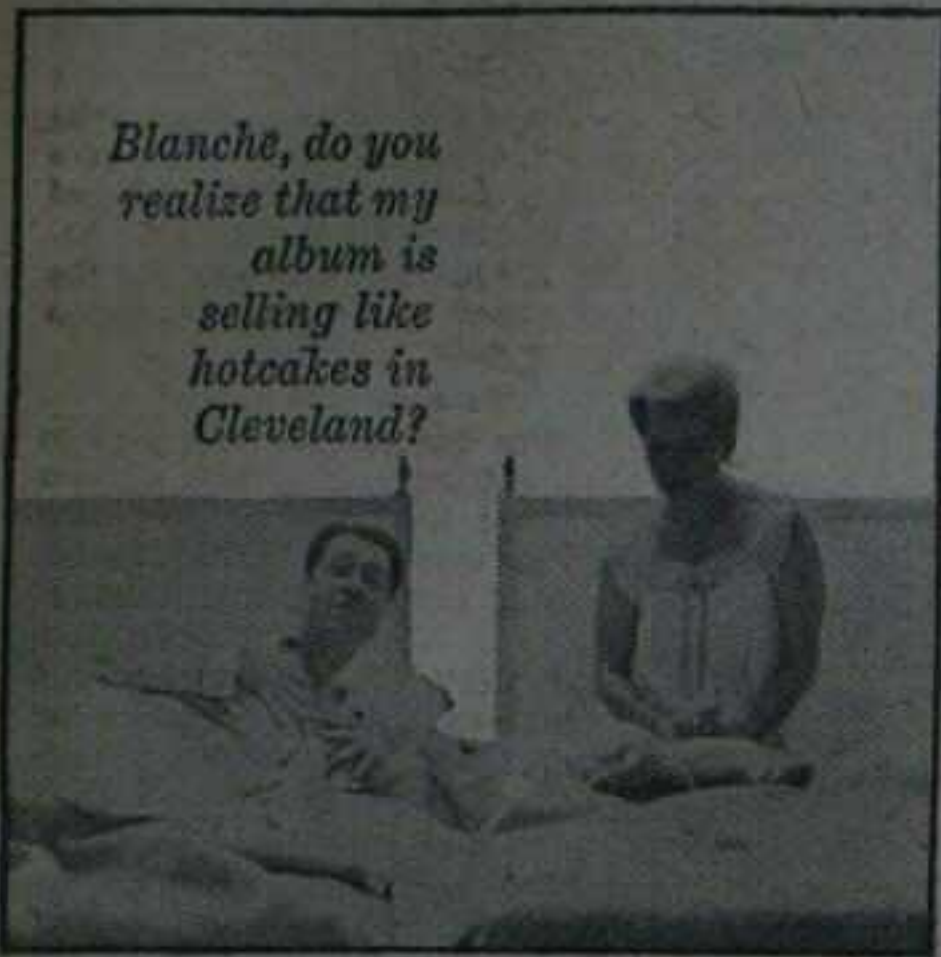
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Blanche, do you realize that my album is selling like hotcakes in Cleveland?



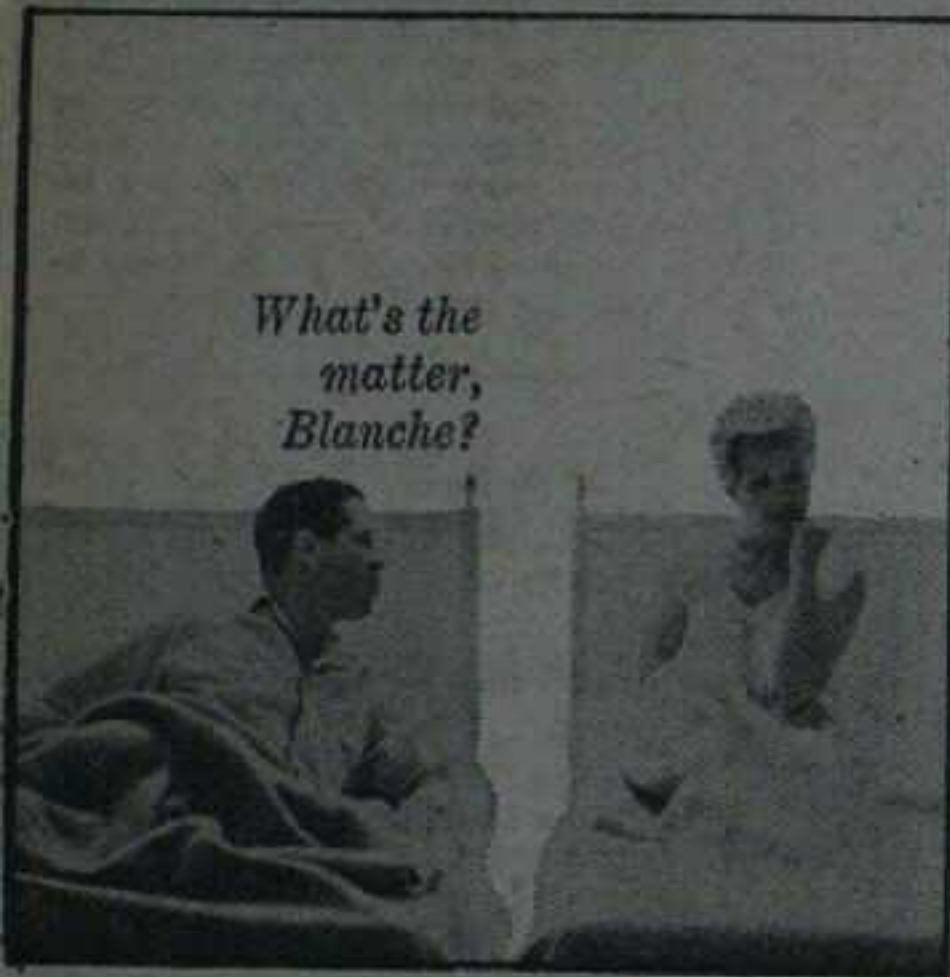
Not only that —my album is breaking them up in Seattle and Milwaukee!



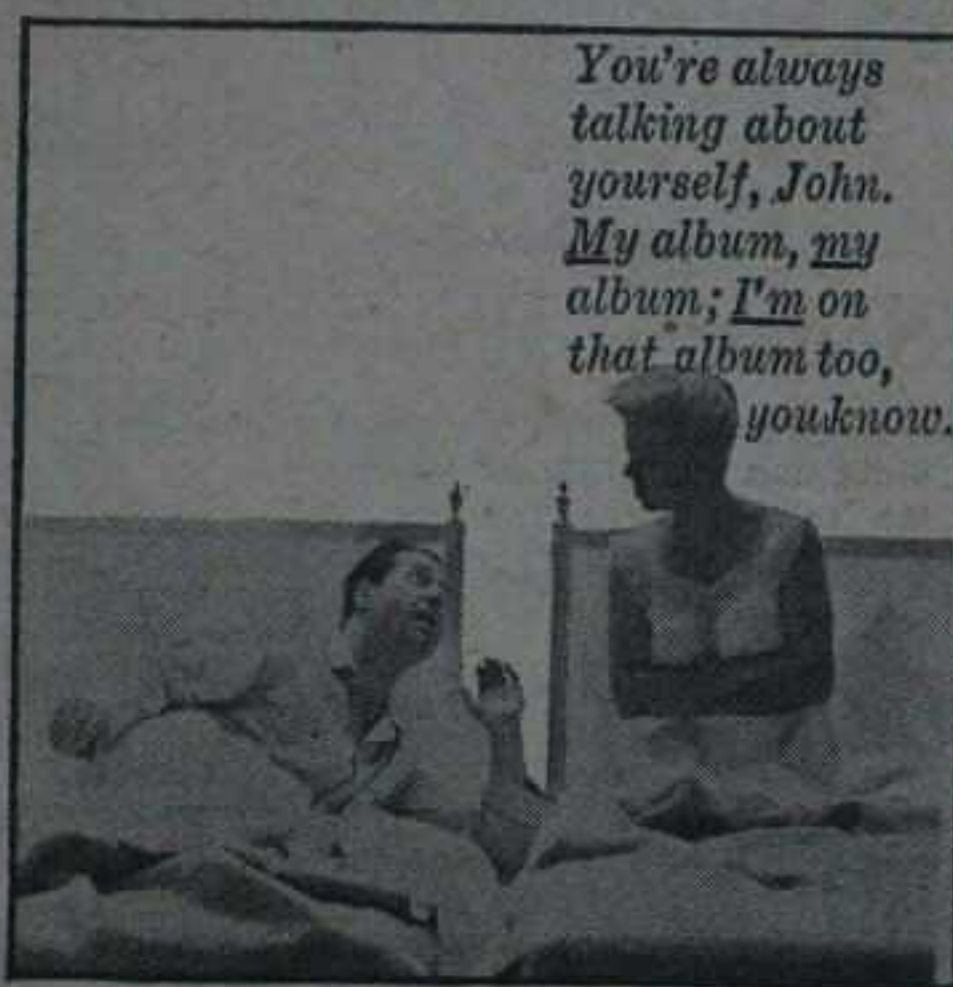
And don't forget the job those stores in Boston are doing!



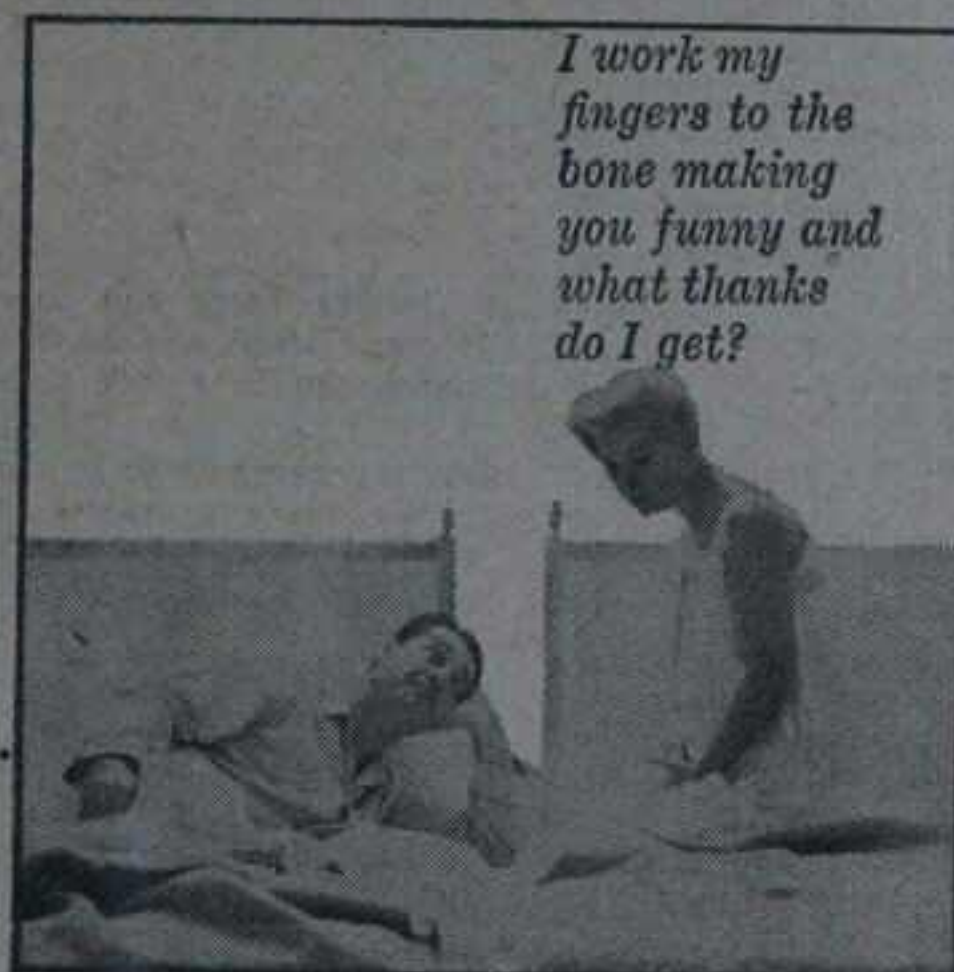
What's the matter, Blanche?



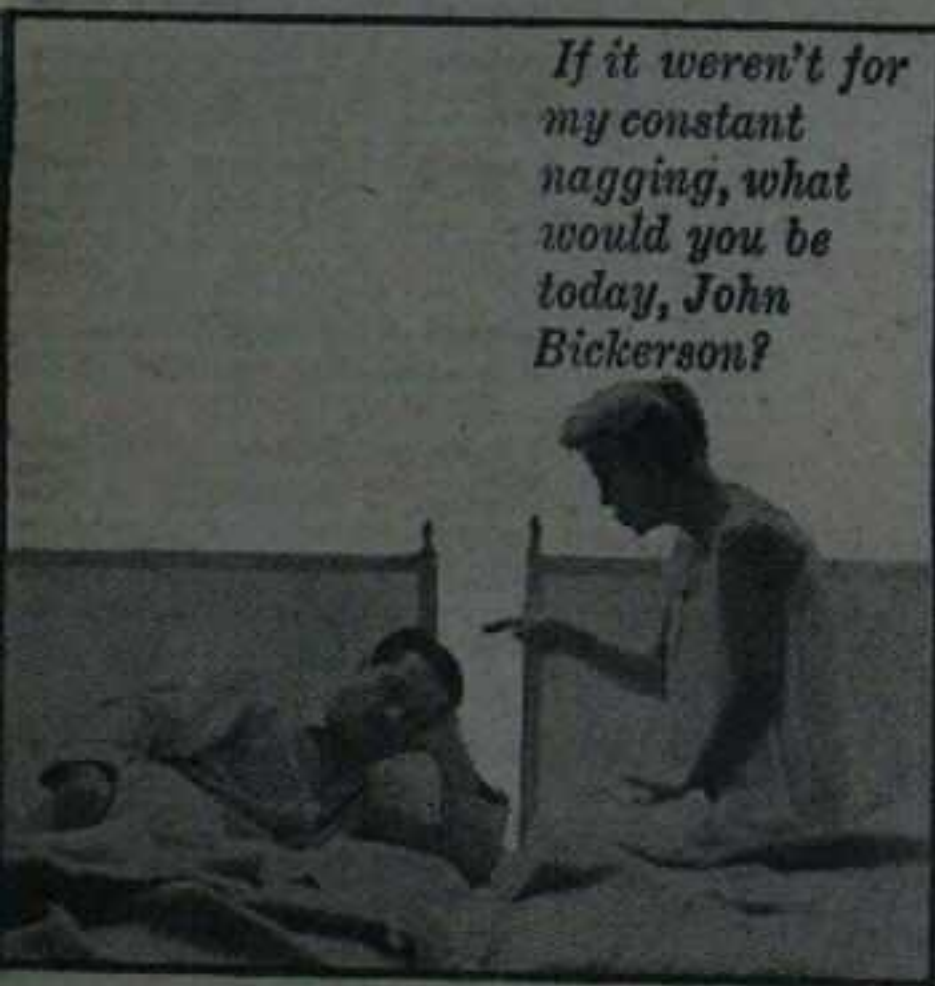
You're always talking about yourself, John. My album, my album; I'm on that album too, you know.



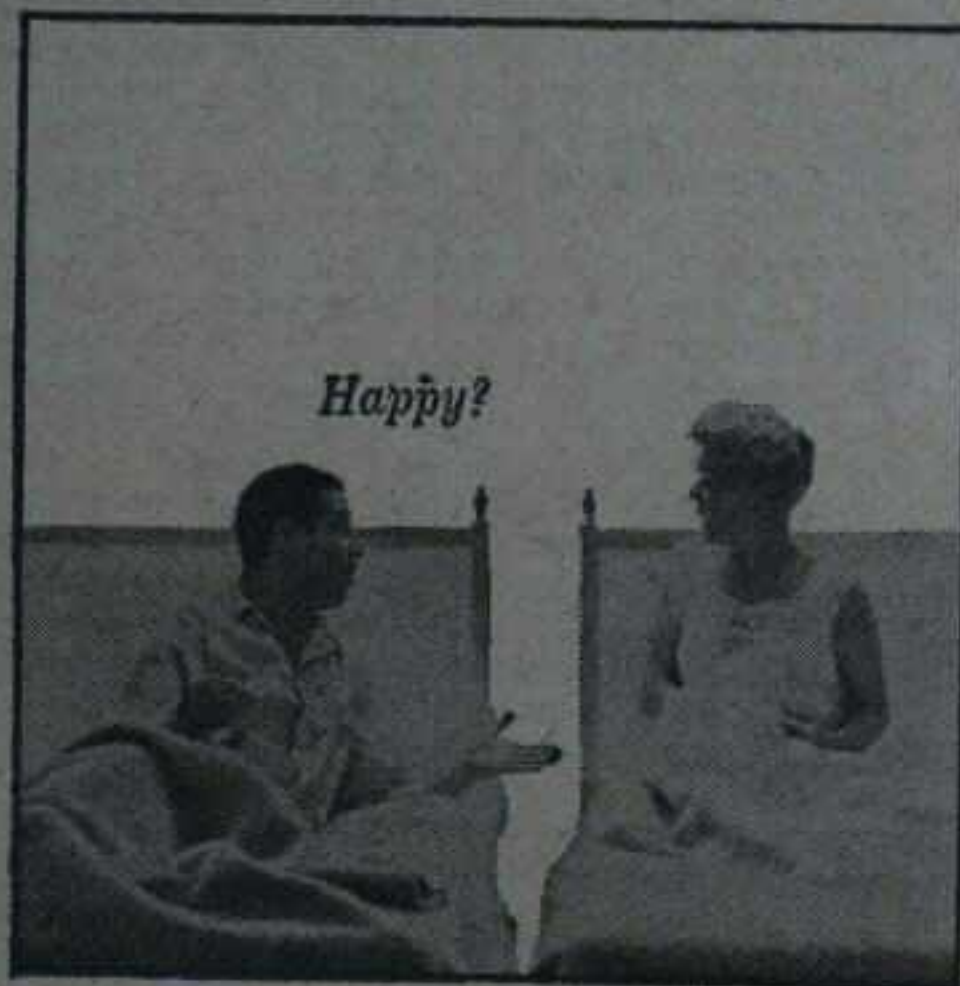
I work my fingers to the bone making you funny and what thanks do I get?



If it weren't for my constant nagging, what would you be today, John Bickerson?



Happy?



CL 1692/CS 8492*



Might as well stay up and watch it hit the charts.



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HENRY

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IN"
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SENSATIONS

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"SMOKY
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tuff #1808

"OH,
CINDY"
the
VIBRATIONS

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HARD TIMES

Discounting Hurts Low-Price LP Sales

NEW YORK—The sign on the window of a midtown Korvette here last week, advertising 99-cent LP's at two for \$1, is an indication of the low estate to which the low-price LP's have fallen. Buffeted by the discount prices of the regular labels in large record outlets, racks and chains, outshone by the newly glamorized covers of these regular labels and without the name artists to work with, the low-price lines, in a large number of cases, have fallen upon hard times.

Arid Sales

For the past year sales of the low-price labels, with few exceptions, have been drying up. With name albums by top artists selling as low as \$1.98 in major cities, few of the low-price lines have been able to stand the gaff. Many of the low-price labels have just ceased issuing LP's, except for the few that have had a steady sale. Others have dropped their monaural releases and stayed with stereo LP's at \$2.98. And some have cut back their costs and their selling prices so that stores can

offer their albums at \$1.29 or \$1.19.

Today the low-price business is generally centered in the 99-cent labels. But the 99-cent list price involves such a profit struggle for a manufacturer that few care to compete in this type of market. A large chain has requested one company that used to specialize in a low-price line to make a 99-cent LP for them, but the firm claimed there isn't enough profit in it to make it worthwhile.

There are some bright spots in this rather grim picture. Classical low-price lines, such as the Richmond or the Telefunken series, have managed to hold a share of the business, due to the quality of their classical recordings. And certain powerhouse releases on the Camden and Harmony labels have also managed to rack up sales. Kiddie low-price LP's also have a share of market, but as a whole the business is not a very big one today for many labels that only two or three years ago had thriving low-price lines.

ON THE MOVE

Canada's Disk Discount Stores Getting Up Steam

By ARNOLD GOSEWICH

OTTAWA, Ont.—Discount store retailing has hit Canada hard in the past six months with the opening of approximately 25 major discount department stores in Ontario and Quebec provinces. With it has come a new concept in retail disk merchandising that promises to revolutionize the business in this country.

The leader thus far in record discounting is Alex Sherman, whose firm Sherman Enterprises Limited, operates 10 leased record departments in Towers Marts and Shoppers City discount stores, as well as having 10 other stores of its own. Sherman took the plunge into discounting only six months ago.

"Our first big problem," says Sherman, "was to break through the Iron Curtain which manufacturers had built up against recognizing discounting as a means of mass sales volume as well as reaching a completely new type of consumer market. We needed their co-operation and they needed the volume we could generate. I am pleased to see that the majority of

suppliers realized our potential and are benefiting from it."

Sherman's feeling are echoed by the recent announcement of Capitol Records of Canada concerning their "Graded Volume Discount Plan" whereby all dealers will earn an extra 5 per cent to 10 per cent discount throughout the year depending on their volume of purchases from Capitol. This plan is designed to aid the discount operator whose volume will reach the highest plateau. Capitol's plan is expected to be studied carefully by other major suppliers facing increased pressure from the large Canadian dealers.

The second problem was one of supply. While his departments carry a large selection of current stock at discount prices, Sherman concentrates on promoting clearances and discontinued catalog merchandise. "We do not sell 'seconds' or defective LP's," Sherman is emphatic to point out, "But we are on the lookout at all times for genuine cut-outs in classical and pop albums where we can pass along excellent savings to our customers."

Because of the shortage of cut-outs in Canada, Sherman has

(Continued on page 26)

WB on 'Sound' Bandwagon With Premium-Priced Series

HOLLYWOOD—Warner Bros. Records is jumping aboard the "sound album" bandwagon with a premium-priced "Stereo Workshop Series" of LP's to be unveiled as part of its January-February release. It will issue the first three packages in the new series as part of a 14-album release, one of the largest single releases made by the label in some time.

A special sales program, offering dealers a 100 per cent guaranteed exchange protection on workshop releases, is being extended in introducing the series. The exchange privilege goes into effect immediately and will run through June, 1962. Each album is encased in a

de luxe aluminum foil-covered package, and is heavy on technical data for the audiophile. Albums will list at \$5.98 (stereo) and \$4.98 (mono).

Initial workshop wares include "new perspectives in sound" featuring pianist David Swift, with orchestra; Buddy Cole's "Ingenuity in Sound," and Shorty Rogers' "The Fourth Dimension in Sound."

Other LP's in the 14-package release include albums by the Everly Brothers, Connie Stevens, Bud Dashiell, and the Kinsmen, Don Tiare, Bing Crosby in a "Sing-Along" set, Joanie Sommers (in a package titled "For Those Who Think Young," to tie-in with her

RCA TOPS SINGLES AGAIN; SCORES GAINS IN ALBUMS

NEW YORK—RCA Victor continued its streak as the hottest singles label in 1961, and upped its album business over the previous year by snagging the two hottest original-cast albums in "How to Succeed in Business Without Really Trying," and "Milk and Honey." In a report issued last week, the diskery also noted that its sales of stereo LP's during the Christmas period were up between 25 and 30 per cent over the same holiday season last year.

In 1961 Victor came up with one of the fastest selling LP's in the history of the business. The LP was Elvis Presley's "Blue Hawaii," which has sold close to 600,000 since being issued in mid-October. Presley himself continued his hot selling streak, with his last single record, "His Latest Flame" and "Little Sister" already close to the million mark. Presley also had another strong album seller in "G. I. Blues."

Singles & LP Million Sellers

In the singles field, Victor came up with a better than million seller in the Tokens' "The Lion Sleeps Tonight." The firm also set a new mark with the first million-selling classical album, Van Cliburn's recording of "Tchaikovsky's 'First Piano Concerto,'" which sold a million copies world-wide through stores, clubs and racks.

During 1961 Victor released a total of 139 pop albums, compared with 150 in 1960. Victor's 1961 product sold 1,000,000 more units of new product than in the previous year. And the label ended the year with the top two monaural albums in the country, Presley's "Blue Hawaii" and "Breakfast at Tiffany's" by Henry Mancini.

Also in 1961 Victor introduced the 49-cent Groove label. This was a major attempt on the part of the firm to seek to enlarge the singles market with a lower priced disk.

On the talent level, the label developed a number of performers into strong selling names. They included Al Hirt, Peter Nero, Ann-Margaret, and the Tokens. Victor also signed new talent, most important among them being Paul Anka, whose first recordings were due in February.

Introduces International Talents

Victor was active, too, in the international field, with a number of new licensees and associated companies set up in 1961. Victor also introduced into the U. S. the RCA International label, which presents foreign talent from all over the world to the American market.

The Victor Record Club anked its arrangements with the Book-of-the-Month Club, and the Reader's Digest became the agent for the club during 1961. Victor helped to start the Reader's Digest in the record business when it made the first records for the Digest over a year ago.

Cameo-Parkway Asks SEC Approval of Public Stock

WASHINGTON—The public will have a chance to buy into the financing and profits of Cameo-Parkway's big twister boom if the record company's proposed offer to market 200,000 shares of stock is okayed by the Securities & Exchange Commission.

In its registration statement, the newly named Cameo-Parkway Records, Inc., told the SEC that in 1960 about 99 per cent of its net sales were in records by Bobby Rydell and Chubby Checker and in the first nine months of 1961 the two singers accounted for 85 per cent of sales.

The public offering price is not yet set, but will have a \$7 maximum. The 200,000 shares of Class A common to be offered are presently owned by the company (40,000) and by Bernard Lowe (160,000), president. Sale will be on an all-or-none basis through underwriters headed by Godfrey, Hamilton, Taylor & Company. The present company was organized December 20, 1961, acquiring by merger the business of Bernard Lowe Enterprises, Inc. (Cameo Records) and Parkway Records, according to the statement. Firm produces single records and LP's both monaural and stereophonic.

\$120,000 for Tapes

Out of the net proceeds of the proposed public sale of stocks, \$120,000 will be used to buy or produce additional master tapes for future release, and the rest for

Pepsi commercials), Steve Graham Strings, a package of Erich Wolfgang Korngold movie themes, Ira Ironstrings, Raoul Maynard and Lightnin' Chance LP.

To launch the sales drive, WB's district sales managers conducted a series of meetings, with all of the label's 32 distributors, utilizing audio-visual aids in presenting the

(Continued on page 36)

acquiring contracts with artists, for working capital, et al. The company has outstanding 212,500 Class A shares and 353,000 Class B common. Lowe owns 165,300 shares of Class A stock and proposes to sell 160,000. Lowe owns all of the Class B stock and after completion of the stock offering, will have 59.2 per cent of the voting stock in the company.

The firm makes some candid and even fatalistic comments on its role in the record business in its statement to the SEC. In explanation of the roller-coaster ups and downs in sales from 1957 through September 1961, it says:

"The public's taste in popular music and the public's acceptance of popular artists is constantly changing. The company's sales are dependent on the ability of the company to anticipate and satisfy the public taste in popular music and on its ability to develop popular artists which it has been able to do in the past. There is no assurance that it will be able to do so in the future."

Also laying it on the line about the trials of the independent record manufacturing company (even one that can describe itself as "the hottest" in the country), Cameo-Parkway notes that its prime talent, Rydell and Checker, are under exclusive contracts due to expire in 1964 and 1965, respectively. Additional uncertainty is the right of the youthful artists to withdraw when they reach the age of 21—Rydell, April 26, 1963, and Checker, October 3, 1962.

No Assurance They'll Stick
"There is no assurance" that on expiration of contract or coming of age, "these artists will remain with the company or that, if they leave the company, it will be able to replace them with similar artists." Cameo-Parkway also notes

(Continued on page 19)



A GREAT NEW RHYTHM BALLAD!

ADAM WADE

IT'S GOOD TO HAVE YOU BACK

b/w HOW ARE THINGS IN LOVERS LANE

COED 565

BREAKING BIG IN ALL MARKETS!

FLYING BLUE ANGELS
GEORGE JOHNNY & THE PILOTS

COED 555

The New Stars are on



THE PROUDEST NAME
IN ENTERTAINMENT



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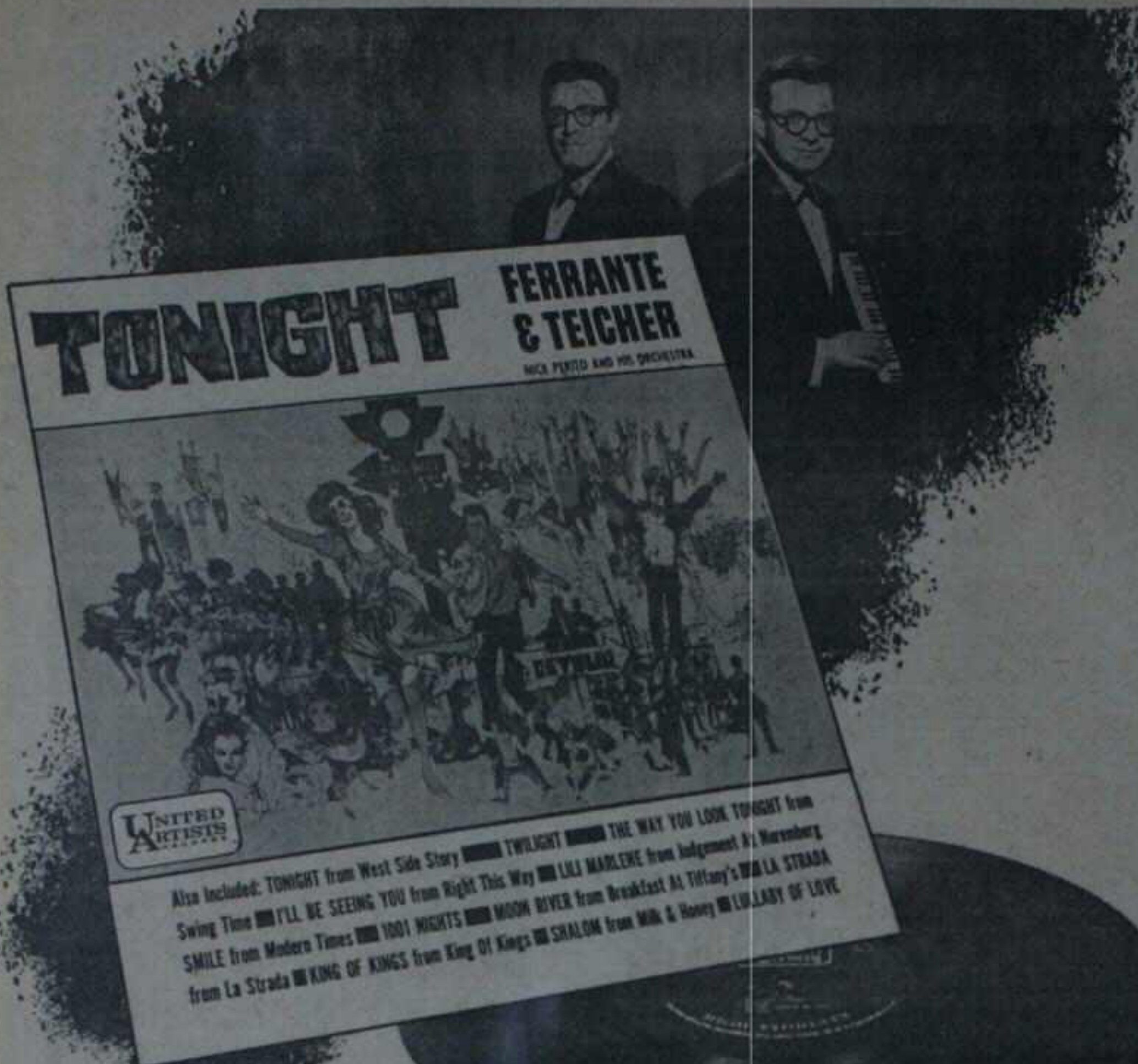
SWEET 16 FOR '62

SIXTEEN OUTSTANDING NEW
ALBUMS FOR THE NEW YEAR

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WITH YOUR DISTRIBUTOR TO SEE
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GENEROUS DISCOUNTS ON THE
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**FERRANTE
& TEICHER**
MICK PERLO AND HIS ORCHESTRA



Also Included: TONIGHT from West Side Story ■ TWILIGHT ■ THE WAY YOU LOOK TONIGHT from
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SMILE from Modern Times ■ 1001 NIGHTS ■ MOON RIVER from Breakfast At Tiffany's ■ LA STRADA
from La Strada ■ KING OF KINGS from King Of Kings ■ SHALOM from Mik & Honey ■ LULLABY OF LOVE

TONIGHT—Ferrante & Teicher in another magnifi-
cent performance of motion picture and Broadway
hits, including the title song, "Tonight" from "West
Side Story." UAL 3171/UAS 6171 (Stereo)

RALPH MARGERIE
BIG BAND
THEMES
WITH 88 STRINGS
AND A GOLDEN HORN

AT LAST YOU MADE ME LOVE YOU - SKYLINER
CARAVAN - SENTIMENTAL JOURNEY - OH MAMIE
SERENADE IN BLUE - SMOKE RINGS MY BEVERLY
I CAN'T GET STARTED - ODDOBY - MOOD INDIGO

THE BIG BAND THEMES WITH 88 STRINGS & A
GOLDEN HORN—Ralph Marterie, his amazing trump-
pet and orchestra, augmented by strings, present
their 1962 version of the themes of the Big Bands
of the Forties. UAL 3177/UAS 6177 (Stereo)

**TERRY SNYDER
AND HIS ALL STARS**
GENTLE
PURR CUSSION

GENTLE PURR-CUSSION—Mister Percussion, Terry
Snyder, unveils a new type of percussive musical
program, this time with a smooth, silky sound.
WW 7521/WWS 8521 (Stereo)/WWR 3521

COMEDY CONCERT
THE BEST OF THE BEST FROM
PAT HARRINGTON, JR.
LOUIS NYE DON KNOTTS
KAYE BALLARD
ALEXANDER KING
HAROLD FLENDER

COMEDY CONCERT—Six great story-tellers combine
to present an outstanding entertainment program.
Pat Harrington, Jr., Don Knotts, Louis Nye, Kaye
Ballard, Alexander King, and Harold Flender are
starred. UAL 95. SPECIAL DISCOUNT

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SAUTER-FINEGAN**
THE BILBAO SONG ■ BLUE
MOON ■ RAMA-LAMA
DING DONG ■ LULLABY
OF THE LEAVES ■ TRUST
IN ME ■ MESSIN' AROUND
THE PONY DANCE ■ I'VE
TOLD EVERY LITTLE STAR
■ YOU CAN DEPEND ON ME
THAT OLD BLACK MAGIC ■

POP CONCERT—Sauter-Finegan in a program of
current and recent hit recordings adapted to their
own modernistic and melodic style, featuring their
amazing musical arrangements.
WW 7516/WWS 8516 (Stereo)/WWR 3516

DIDN'T IT RAIN
EVELYN FREEMAN CONDUCTING THE
EXCITING VOICES AND ORCHESTRA

DIDN'T IT RAIN—Evelyn Freeman and her Exciting
Voices in a program of Spirituals at once exciting
and filled with the emotion and feeling of Faith
this music demands. UAL 3178/UAS 6178 (Stereo)

**MUSIC
OF THE
TOREADOR**

MUSIC OF THE TOREADOR—An exciting album
recorded in Spain marks the debut of the new
WORLD WIDE SERIES on United Artists Records.
Ricardo Vidal conducts. UAL 3172/UAS 6172 (Stereo)

**STEVE LAWRENCE
EYDIE GORME**

Two on the aisle



TWO ON THE AISLE—Eydie Gorme and Steve Lawrence take you on a musical journey up the Gay White Way, singing some of the all-time great Show tunes in their own intimate style.
WW 7518/WWS 8518 (Stereo)/WWR 3518

ORIGINAL FILM SOUND TRACK
STANLEY KRAMER'S
Judgment at Nuremberg

Dramatic Highlights... Music by Ernest Gold, Composer of Exodus



JUDGMENT AT NUREMBERG—Hailed as the most important motion picture of the Decade, the Sound Track includes Academy Award Winner Ernest Gold's score plus Spencer Tracy and Burt Lancaster narrations.
UAL 4095/UAS 5095 (Stereo)

AL CAIOLA ★ SOLID GOLD GUITAR
GUITAR HITS THAT SOLD A MILLION

TWO GUITARS ★ MAGNIFICENT SEVEN ★ FOOT STOMPIN'
MOON RIVER ★ THE WORLD IS WAITING FOR THE SUNRISE
GUNS OF NAVARONE ★ BIG GUITARS ★ I'LL WALK THE LINE
JEZEBEL ★ GUITAR BOOGIE ★ MEXICO ★ YAYA CON DIOS

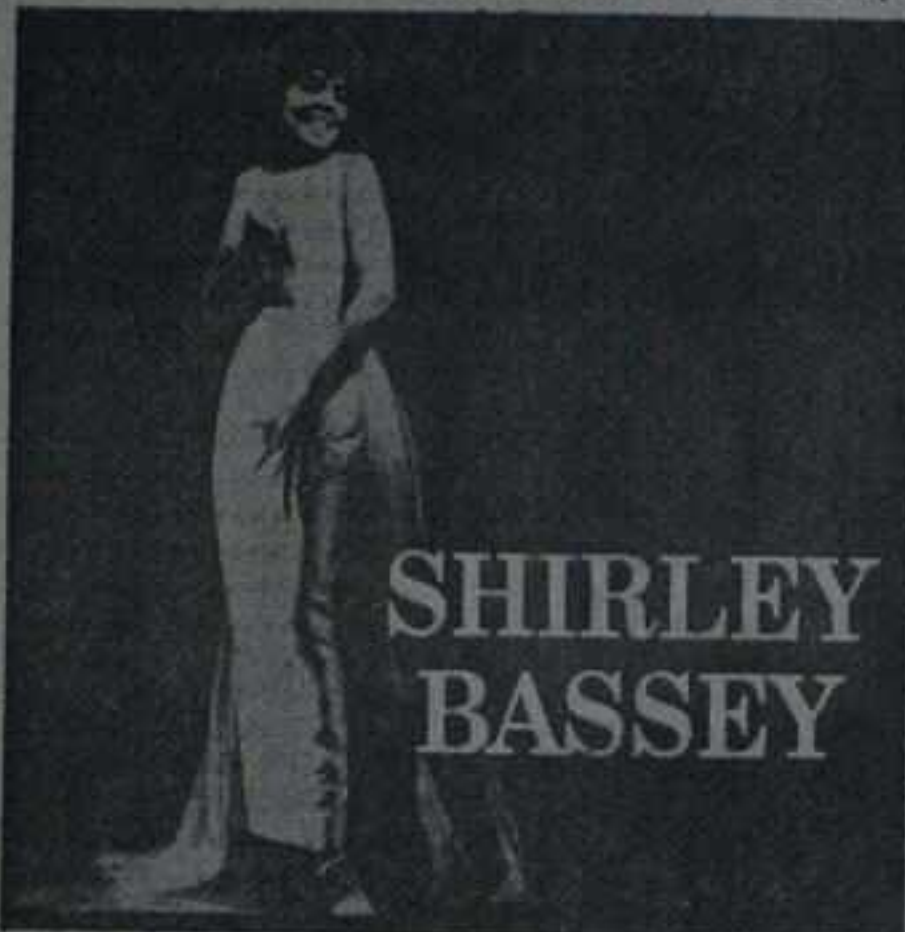


SOLID GOLD GUITAR—Al Caiola plays a dozen big hits, including his own "Magnificent Seven" theme, "Moon River," "Mexico" and the old standard, "Jezebel".
UAL 3180/UAS 6180 (Stereo)

WEST SIDE BEAT
TITO RODRIGUEZ
AND HIS ORCHESTRA

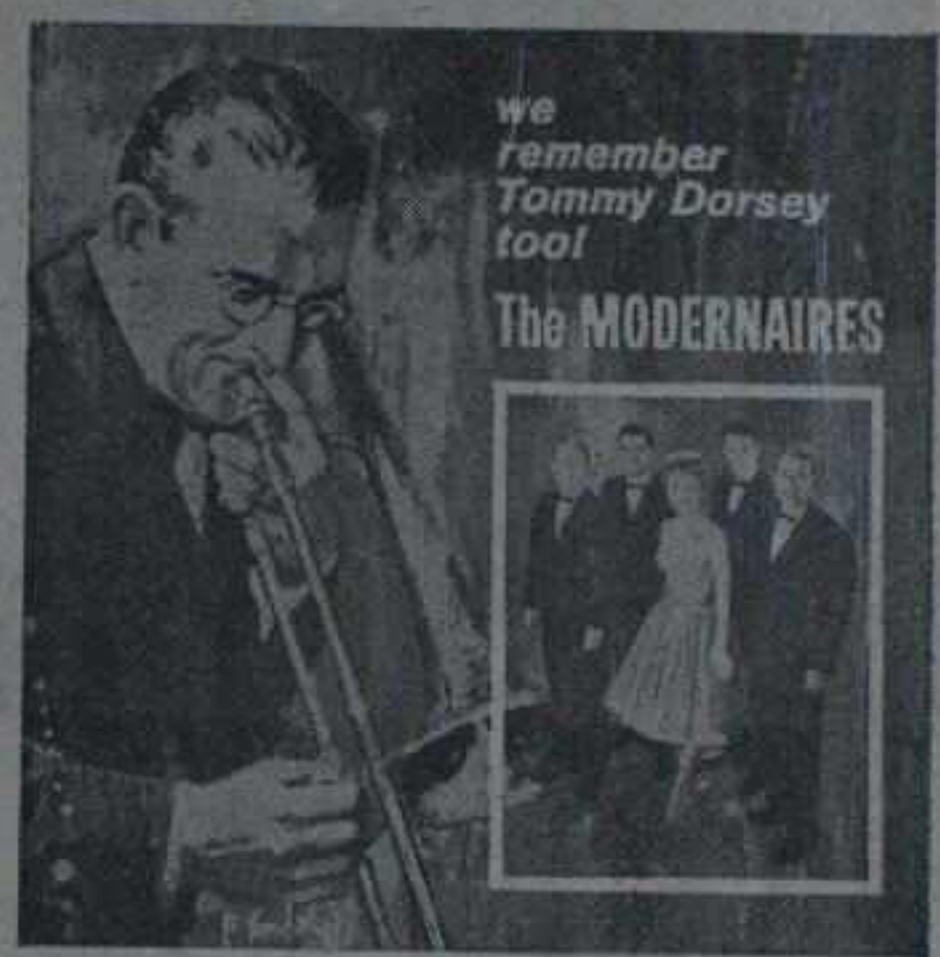


WEST SIDE BEAT—The music of New York's teeming West Side, played and sung by experts in this particular medium, Tito Rodriguez and his Orchestra.
UAL 3183/UAS 6183 (Stereo)



SHIRLEY BASSEY

SHIRLEY BASSEY—A truly fine singer from England presents her warm, full-bodied electric vocal style which has captured and held an international audience.
UAL 3169/UAS 6169 (Stereo)



we remember Tommy Dorsey too!

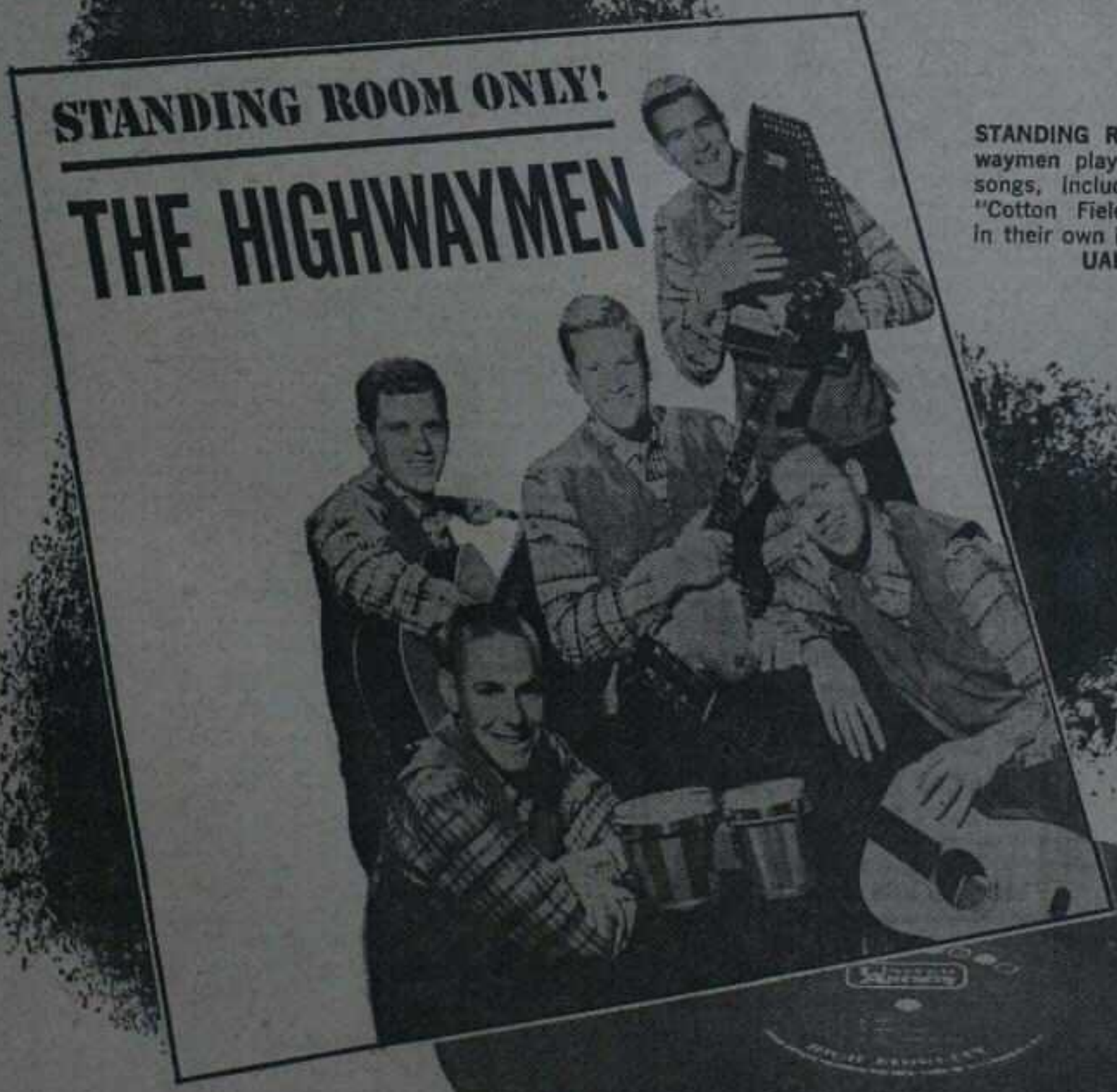
The MODERNAIRES

WE REMEMBER TOMMY DORSEY, TOO—The Modernaires, whose fame as entertainers is unquestioned, present vocal interpretations of many of the top Tommy Dorsey hits.
WW 7524/WWS 8524 (Stereo)/WWR 3524



KAYE BALLARD
HA-HA
BOO HOO
KAYE BALLARD

BOO-HOO, HA-HA—Kaye Ballard has been recognized as one of the great comediennes of our time, and in this new album she demonstrates her tremendous talent.
UAL 3165/UAS 6165 (Stereo)



STANDING ROOM ONLY—The Highwaymen play and sing authentic Folk songs, including their two big hits, "Cotton Fields" and "Gypsy Rover" in their own inimitable style.
UAL 3168/UAS 6168 (Stereo)



HERBY REMINGTON

Steel Guitar HOLIDAY

STEEL GUITAR HOLIDAY—Herb Remington in an outstanding performance of musical entertainment designed for every listener, ranging from Blue Hawaii to a Swinging Country beat.
UAL 3167/UAS 6167 (Stereo)



DEE JAYS...
"MY GIRL"

WILL ADD
ROMANCE
TO YOUR
SPINNING!



A NATURAL
NATION-WIDE SMASH!

"MY GIRL"
Charles McCullough

Dooto 462

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-BEST SELLING ALBUMS-

THIS IS FOX... REDD FOX 809	BLAME IT ON THE BLUES... WILLIE HAYDEN 293
BELOW THE BELT... RUDY MOORE 808	LAFF OF THE PARTY... REDD FOX 214
FOR A PIECE... ROSCOE HOLLAND 812	219, 220, 227, 234, 236 & 265
WILD PARTY... REDD FOX 804	RACY TALES... REDD FOX 275
LAFFARAMA... REDD FOX 801	SONGS THRU A KEYHOLE... JOE COWAN 285
COMEDY SWEEPSTAKES... SCATMAN CROTHERS 814	REDD FOX FUNN... REDD FOX 290
REDD FOX AT JAZZVILLE... 820	SLY SEX... REDD FOX 295
THE WHOLE OF HATTIE NOEL... HATTIE NOEL 823	LAFF OF THE PARTY, Vol. 5... SLOPPY DANIELS 232
THE NEW LAFF OF THE PARTY... BILLY ALLYN 824	PARTY RECORD PARTY... GENE & FREDDY 279
HE'S FUNNY THAT WAY... REDD FOX 815	THE SIDESPLITTER, Vols. 1 & 2... REDD FOX 253-270
HAVE ONE ON ME... REDD FOX 298	NIGHT IN HOLLYWOOD... GEORGE KIRBY 250
PILLOW PARTY FUN... BARON HARRIS 294	
DOWN BY THE RIVER... ZION TRAVELERS 807	

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FOR INVENTORY AND PROGRAMMING
TOP LP's BY CATEGORY

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

VOCAL LP's

Title (Label)	(Stereo) Mono Top LP Rank
Male Vocalists	
Paul Anka Sings His Big 15 (ABC)	44
● BIG BAD JOHN (COL)	33
Belafante at Carnegie Hall (RCA)	(19) 65
● CHUBBY CHECKER/BOBBY RYDELL (CAMEO)	7
Come Swing With Me (Cap)	71
Dance Till a Quarter to Three (LeGrand)	137
Bobby Darin Story (Atco)	145
● DO THE TWIST (ATL)	66
● DOIN' THE TWIST AT THE PEPPERMINT LOUNGE (ROULETTE)	10
● ELVIS' CHRISTMAS ALBUM (RCA)	120
● FOR TWISTERS ONLY (PARK)	42
Heavenly (Col)	72
Hell Bent for Leather (Col)	101
Buddy Holly Story (Cor)	52
Hymns (Cap)	94
● I REMEMBER TOMMY (REP)	(8) 8
Johnny's Greatest Hits (Col)	38
Jump Up Calypso (RCA)	(41) 23
● LANZA SINGS CHRISTMAS CAROLS (RCA)	67
Let's Twist Again (Park)	41
● MERRY CHRISTMAS (DEC)	(22) 30
● MERRY CHRISTMAS (COL)	35
Moody River (Dot)	134
Nice 'N' Easy (Cap)	142
Portrait of Johnny (Col)	(27) 12
Jimmy Reed at Carnegie Hall (V-J)	109
Rick Is 21 (Imp)	121
● RUNAROUND SUE (LAURIE)	34
● SEASON'S GREETINGS FROM PERRY COMO (RCA)	(33) 90
Sinatra Swings (Rep)	(50)
● STAR CAROL (CAP)	110
Twist (Par)	5
● WHITE CHRISTMAS (DOT)	(39)
● YOUR TWIST PARTY (PARK)	4

Female Vocalists

All the Way (Dec)	103
● JOAN BAEZ, VOL. II (VAN)	29
Basin St. East Proudly Presents Miss Peggy Lee (Cap)	113
● A CHRISTMAS OFFERING (LON)	60
Connie's Greatest Hits (MGM)	108
● ELLA IN HOLLYWOOD (VERVE)	62
Judy at Carnegie Hall (Cap)	(5) 11
Never on Sunday (MGM)	39
Rising '20's (WB)	93
● SEPTEMBER IN THE RAIN (MERC)	56
● SWEET LITTLE JESUS BOY (COL)	130
This Little Boy of Mine (Ever)	82

Duos and Groups

● BROTHERS FOUR SONG BOOK (COL)	85
● CHRISTMAS WITH THE LENNON SISTERS (DOT)	95
Colorful Ventures (Dot)	141
Encores of Golden Hits (MERC)	48
Four Preps on Campus (Cap)	73
From the Hungry 1 (Cap)	146
Gain' Places (Cap)	128
Here We Go Again (Cap)	131
Highwaymen (UA)	133
Kingston Trio (Cap)	127
Kingston Trio Close Up (Cap)	(23) 13
Slightly Fabulous Limelights (RCA)	(12) 20
Tonight in Person (RCA)	97

Charuses

● CHRISTMAS SING ALONG WITH MITCH (COL)	(9) 15
First Side Sing Along With Mitch (Col)	87
Folk Song Sing Along With Mitch (Col)	122
Happy Times Sing Along With Mitch (Col)	150
● HOLIDAY SING ALONG WITH MITCH (COL)	(1) 2
Memories Sing Along With Mitch (Col)	86
More Sing Along With Mitch (Col)	111
Saturday Night Sing Along With Mitch (Col)	126
Sentimental Sing Along With Mitch (Col)	136
Sing Along With Mitch (Col)	(28) 31
● SING WE NOW OF CHRISTMAS (20TH FOX)	119
● THE SPIRIT OF CHRISTMAS (COL)	118
Still More Sing Along With Mitch (Col)	144
TV Sing Along With Mitch (Col)	(37) 59
Your Request Sing Along With Mitch (Col)	(26) 21

Mixed Voices

● MURRAY THE "K'S" BLASTS FROM THE PAST (CHES)	43
Murray the "K's" Sing Along With the Original Golden Gassers (Rau)	140
Oldies But Goodies, Vol. I (OS)	53
Oldies But Goodies, Vol. III (OS)	88
Sixty Years of Music America Loves Best, Vol. III (Popular) (RCA)	98

CLASSICAL & SEMI-CLASSICAL LP's

Rodgers: Victory at Sea, Vol. III (RCA)	(38) 113
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Title (Label) (Stereo) Mono Top LP Rank

INSTRUMENTAL LP's

Mood and Dance	
● BERLIN MELODY (DOT)	(40) 37
● BIG BAND PLAYS BIG HITS (LIB)	84
Calcutta (Dot)	45
● CHRISTMAS MUSIC (LON)	(36) 49
● CHRISTMAS TIME (KAPP)	105
● CHRISTMAS WITH CONNIFF (COL)	(16) 50
Ebb Tide & Other Instrumental Favorites (Dec)	(74) 54
● FERRANTE & TEICHER, LOVE THEMES (UA)	(29)
Golden Waltzes (Dot)	(44) 79
Italia Mia (Lon)	91
● MEXICO (MONU)	129
● MOON RIVER (DOT)	(30) 55
New Piano in Town (RCA)	83
● OLD SWEET SONG OF CHRISTMAS (COL)	102
Orange Blossom Special & Wheels (Dot)	147
Satin Affair (Cap)	148
● SILENT NIGHT AND 13 OTHER BEST LOVED CHRISTMAS CAROLS (DOT)	100
Somebody Loves Me (Col)	(46) 75
● SONGS OF PRAISE (LON)	138
Stars for a Summer Night (Col)	(18) 143
Yellow Bird (Dot)	(20) 25
Yellow Bird (Life)	81

Jazz

● BEST OF THE DUKES OF DIXIELAND (AUDIO FIDELITY)	(10) 61
Miles Davis, in Person Friday Night at the Blackhawk, San Francisco, Vol. I (Col)	112
Dreamstreet (ABC)	139
Exodus to Jazz (V-J)	125
Pete Fountain's New Orleans (Cor)	149
Genius of Ray Charles (Atl)	57
Genius Plus Soul Equals Jazz (Impulse)	106
● GENIUS SINGS THE BLUES (ATL)	116
● TIME FURTHER OUT (COL)	46
Time Out (Col)	(15) 14
What'd I Say (Atl)	64

Percussion and Sound

● 50 GUITARS GO SOUTH OF THE BORDER (LIB)	(45)
Melody and Percussion for Two Pianos (Lon)	(31)
Pass in Review (Lon)	(32)
● PERCUSSION TWENTIES (LON)	(67)
Persuasive Percussion, Vol. I (Cam)	(11)
Stereo 35/MM (Cam)	(3)

SHOW MUSIC

Original Cast	
Camelot (Col)	(6) 9
Carnival (MGM)	63
Fiorella (Cap)	99
● HOW TO SUCCEED IN BUSINESS (RCA)	(49) 19
● KEAN (COL)	80
● MILK AND HONEY (RCA)	(17) 18
My Fair Lady (Col)	26
● SAIL AWAY (CAP)	40
Sound of Music (Col)	(7) 6
South Pacific (Col)	68
West Side Story (Col)	(48) 22

Sound Track

Ben-Hur (MGM)	95
Blue Hawaii (RCA)	(2) 1
Exodus (RCA)	(35) 76
● FLOWER DRUM SONG (DEC)	87
G. I. Blues (RCA)	70
● KING OF KINGS (MGM)	(34) 51
Never on Sunday (UA)	(43) 28
South Pacific (RCA)	(25) 104
● WEST SIDE STORY (COL)	(13) 17

Music From Musicals, Films and TV

Breakfast at Tiffany's (RCA)	(4) 3
Film Encores (Lon)	132
Great Motion Picture Themes (UA)	(21) 122
Music From Exodus & Other Great Themes (Lon)	82
● WEST SIDE STORY (CAP)	(42) 58
● WEST SIDE STORY (UA)	(14) 27

COMEDY LP's

Ain't That Weird? (RCA)	124
Behind the Button-Down Mind of Bob Newhart (WB)	24
Button-Down Mind of Bob Newhart (WB)	36
Button-Down Mind Strikes Back (WB)	117
Here's Jonathan (Verve)	74
Jose Jimenez at the Hungry 1 (Kapp)	47
● JOSE JIMENEZ IN ORBIT/BILL DANA ON EARTH (KAPP)	135
● JOSE JIMENEZ, THE SUBMARINE OFFICER (KAPP)	114
Knackers Up (Jub)	14
Mama Mabley at the Playboy Club (Chess)	78
Mama Mabley at the UN (Chess)	107
A Personal Appearance (Verve)	32
Sitational (Jub)	77
● RUSTY WARREN BOUNCES BACK (JUB)	69

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

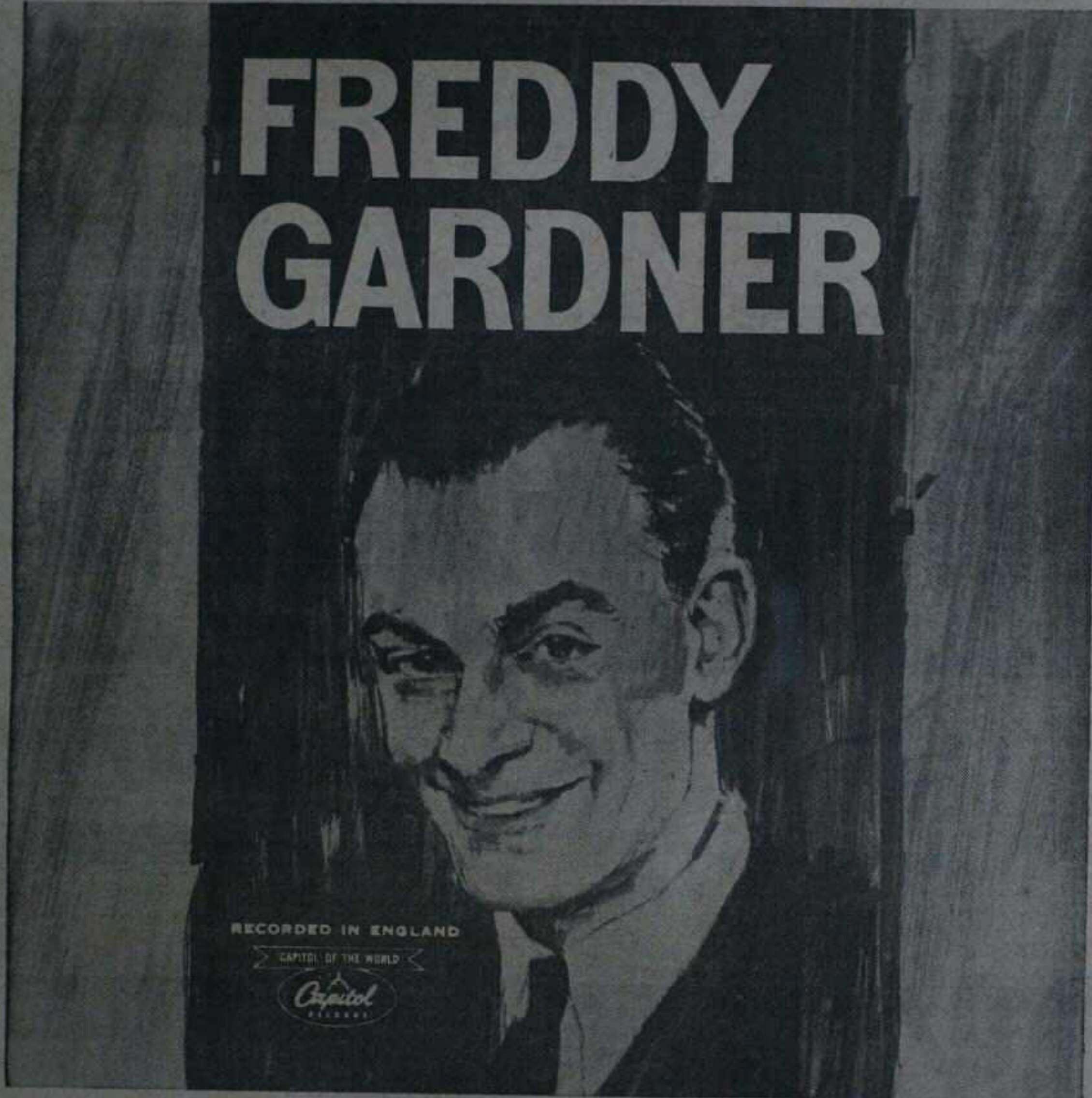
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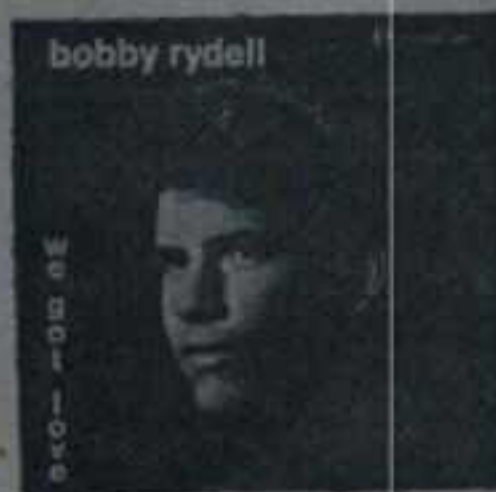
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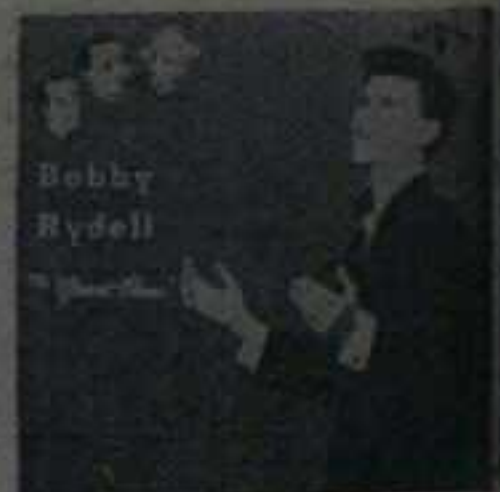
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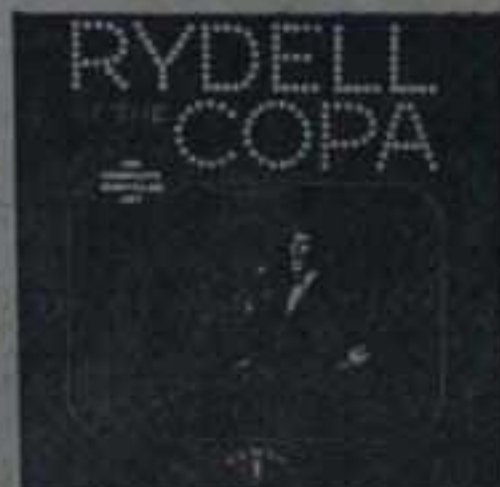
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BILLBOARD MUSIC WEEK

HITS OF THE WORLD



Europe

BRITAIN

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

- This Last Week Week
1 1 *MOON RIVER—Danny Williams (HMV)—Chappell
2 2 *STRANGER ON THE SHORE—Acker Bilk (Columbia)—Sherwin
3 3 *MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Tyler
4 6 LET THERE BE DRUMS—Sandy Nelson (London)—Commodore-Imperial
5 2 *TOWER OF STRENGTH—Frankie Vaughan (Philips)—Chappell
9 4 JOHNNY WILL—Pat Boone (London)—Spoon Music
7 8 HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA)—Aldon
8 9 *I'D NEVER FIND ANOTHER YOU—Billy Fury (Decca)—Nevins-Kirshner
9 10 MULTIPLICATION—Bobby Darin (London)—Burton
10 11 SO LONG BABY—Del Shannon (London)—Vicki
11 14 *TOY BALLOONS—Rusa Conway (Columbia)—Jewel Music
12 7 TAKE GOOD CARE OF MY BABY—Bobby Vee (London)—Nevins-Kirshner
13 12 DON'T BRING LULU—Dorothy Provine (Warner Bros.)—Francis Day & Hunter
14 — LET'S TWIST AGAIN—Chubby Checker (Columbia)—West One
15 15 ONLY GOOD THING THAT'S HAPPENED TO ME—Jim Reeves (RCA)—Frank
16 21 I UNDERSTAND—G-Clef (London)—Maddox
17 22 RUN TO HIM—Bobby Vee (London)—Aldon
18 13 *MY FRIEND THE SEA—Petula Clark (Pye)—Sydney Bron Music
19 19 BIG BAD JOHN—Jimmy Dean (Philips) Acuff-Rose
20 20 TAKE FIVE—Dave Brubeck (Fontana)—Burlington Music
21 16 *WALKIN' BACK TO HAPPINESS—Helen Shapiro (Columbia)—Filmusic
22 17 *I CRIED FOR YOU—Ricky Stevens (Columbia)—Darewski
23 18 *I'LL GET BY—Shirley Bassey (Columbia)—Francis Day & Hunter
24 — THE TWIST—Chubby Checker (Columbia)—K.P.M.
25 — *SON THIS IS SHE—John Leyton (HMV)—Meridian
26 23 HIS LATEST FLAME—Elvis Presley (RCA)—Aberbach
26 24 *CHARLESTON—Temperance Seven (Parlophone)—Chappell
28 25 GOODBYE CRUEL WORLD—Jimmy Darren (Pye Int.)—Aldon
29 — LANGUAGE OF LOVE—John D. Loudermilk (RCA)—Chappell
30 30 *COME ALONG PLEASE—Bob Wallis (Pye)—Sun

FLEMISH-BELGIUM

(Courtesy Juke Box Magazine) *Denotes local origin

- Two This Weeks Week Ago
1 5 LA NOVIA—Tony Dallara (Moonglow); *Bobbejaan Schoepen (Decca)—World
2 3 JA, WAS IK MAAR—Paula Dennis (Moonglow)—Gass
3 4 ROMEO—Petula Clark (Vogue); *Rina Pia (Batclay)—World
4 6 LET'S TWIST AGAIN—Chubby Checker (Columbia); Johnny Halliday (Philips)—Belinda
5 2 LA PALOMA—Freddie (Polydor)—Trad.
6 — WALKING BACK TO HAPPINESS—Helen Shapiro (Columbia)—Ardmore & Beechwood
7 1 LITTLE SISTER—Elvis Presley (RCA)—Belinda
8 10 HEAR MY SONG, VIOLETTA—Ray Adams (Vogue); *Bobbejaan Schoepen (Decca)—World
9 8 *DANG DANG—The Cousins (Paleta)—World
10 9 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges

EIRE

(Courtesy Dublin Evening Mail)

- This Last Week Week
1 1 TOWER OF STRENGTH—Frankie Vaughan (Philips)—Chappell
2 2 MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Tyler
3 6 MOON RIVER—Danny Williams (HMV)—Chappell
4 3 BIG BAD JOHN—Jimmy Dean (Philips)—Acuff-Rose
5 8 YOU'RE THE ONLY GOOD THING—Jim Reeves (RCA)—Frank
6 — STRANGER ON THE SHORE—Acker Bilk (Columbia)—Sherwin
7 9 THE IRISH PATROL—Patrick O'Hagan (Beltona)—142 Music
8 — JOHNNY WILL—Pat Boone (London)—Spoon Music
9 3 HIS LATEST FLAME—Elvis Presley (RCA)—Aberbach
10 7 YOU'LL ANSWER TO ME—Cleo Laine (Fontana)—Shapiro-Bernstein (Cadence)—Belinda

HOLLAND

(Courtesy Platamieus, Amersfoort)

- This Last Week Week
1 1 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hoeggen (Cadence)—Belinda
2 3 LITTLE SHIP—The Blue Diamonds (Decca)—Belinda
3 4 MAMA—Robertino (CNR)—Basart
4 10 MICHAEL—The Highwaymen (Un. Art.)—Basart
5 5 OCH WAS IK MAAR—Johnny Hoos (Philips)—Benelus M.
6 2 BRIGITTE BARDOT—Jorge Veiga (Barclay)—Climax
7 — MEXICO—Bob Moore (London)—London
8 — BATIEVIER—Her Cocktail Trio (Omega)—Belinda
9 6 LA PALOMA—Freddie (Polydor) Int.
10 — LA NOVIA—Tony Dallara (Decca)—Climax

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

- This Week
1 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Melodie der Welt
2 MEXICO—Bob Moore (London)—R. M. Siegel
3 SCHWARZE ROSE/ROSEMARIE—Peter Kraus (Polydor)—Gerig
4 WEISSE ROSEN AUS ATHEN—Nana Mouskouri (Fontana)—Kassner
5 SAUERKRAUT POLKA/ALLE SCHOTTEN SPAREN—Gus Backus (Polydor)
6 SWEETHEART GUITA—Jimmy Makulis (Ariola)—Discothon
7 IN HONOLULU—Die Gassenhauer (Golden Zwölf); Die drei Musketiere (Polydor)
8 EINE INSEL FÜR ZWEI—Connie Francis (MGM) (Schneider)—Touletier
9 HAMMERCHEN POLKA—Chris Howland (Columbia)—Gerig
10 VIOLETTA—Jürgen Ingmann (Metronome)—Rotisbek
11 NICHTS GEGEN DIE WEIBER—Johns-Ramsay (Polydor)
12 MICHAEL AM MISSOUR—Die Fellows (Decca)
13 PEPITO—Yvonne Carre (Decca); Los Machucambos (London)—Peet
14 LILI MARLEN—Connie Francis (MGM); Billy Vaughn (London)
15 ELISABETH—Serenade—Ron Goodwin-Gunnher Kallmann-Chor (Polydor)—Heinrichshofen
16 MY BONNIE—Ria Valk (Fontana); Tony Sheridan and the Beat Brothers (Polydor)
17 DANN WOLL'N WIR NOCH EINMAL—Der flotte Franz und seine Biertrummer (Ariola)
18 ICH BI NDIE TOLLE FRAU AUS DER TINGEL-TANGEL SCHAU—Angie Duzend (Ariola)
19 DIE BLAUE SEE/EIN SCHIFF FAHRT NACH SHANGHAI—Blue Diamonds (Fontana)
20 KOMMT EIN SCHIFF NACH AMSTERDAM/ICH MACH MIR NIX—Catarina Valente (Decca)

ITALY

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

- This Last Week Week
1 1 *NATA PER ME—Adriano Celentano (Jolly)
2 2 *LA BALLATA DELLA TROMBA—Nini Rosso (Titanus)
3 3 LIT'S TWIST AGAIN—*Peppino Di Capri (Carlo)
4 3 BRIGITTE BARDOT—Robert Seto (Vogue); *Michalino (Primary)
5 11 *DADAUMPA—Gemma Kessler (Polydor)
6 7 THE TWIST—Chubby Checker (Galleria del Corso)
7 13 *TRA LE PIUME DI UNA RONDINE—Nico Fidenco (RCA)
8 6 *CERCAMI—Ornella Vanoni (Ricordi)
9 3 AIMEZ VOUS BRAHMS—Ferrante & Teicher (UA); *Pino Calvi (Columbia)
10 9 *L'ULTIMA LETTERA—Gianni Meccia (RCA)
11 14 *BAMBINA BAMBINA—Tony Dallara (Music)
12 4 LA NOVIA—*Tony Dallara (Music); *Domenico Modugno (Fonit)
13 — IL TANGO DELLE ROSE—Joe Damiano (Chancellor)
14 12 MOLIENDO CAFE—*Mina (Italdisc); Ray Anthony (Capitol)
15 — LILI MARLEEN—Connie Francis (MGM)

SPAIN

(Courtesy Discomania, Madrid) *Denotes local origin

- This Last Week Week
1 2 MOLIENDO CAFE—Lucha Gatica (La Voz)—Ediciones Hispavox
2 1 TA GRISA MATAKIA—(*Alco Pandas (Belter)—Canciones Del Mundo
3 3 TONIGHT MY LOVE TONIGHT—Paul Anka (Hispavox)—Ediciones Hispavox
4 5 MARY CARMEN—(*Duo Dinamico (La Voz)—Musica Del Sur
5 4 QUISIERA SER—(*Duo Dinamico (La Voz)—Musica Del Sur
6 7 DANCE ON LITTLE GIRL—Paul Anka (ABC-Hispavox)—Ediciones Hispavox
7 6 CARINO MIO—(*Vicencia Parra (RCA)—Editorial Re-De-La
8 8 MICHAEL—Highwaymen (Hispavox)—Ediciones Hispavox
9 9 DANS LE CREUX DE TA MAIN—Robert Jeantat (Philips)
10 10 LA NOVIA—Antonio (RCA)—Editorial Canciones Del Mundo

Asia & Pacific

AUSTRALIA

(Courtesy Music Maker, Sydney)

- This Last Week Week
1 1 LET THERE BE DRUMS—Sandy Nelson (London)
2 4 THE LION SLEEPS TONIGHT—The Tokens (RCA)—Davis
3 2 MY BOOMERANG WON'T COME BACK—Charlie Drake (Parlophone)—Leeds
4 5 TAKE FIVE—Dave Brubeck (Coronet)—Southern
5 3 GOODBYE CRUEL WORLD—James Darren (Pye)—Tucon
6 6 YOU'RE THE REASON—Bobby Edwards (Top Rank)—Alberia
7 7 WHEN THE GIRL IN YOUR ARMS IS THE GIRL IN YOUR HEART—Cliff Richard (Columbia)—Leeds
8 8 CHYING—Roy Orbison (London)—Acuff-Rose
9 11 TONIGHT—Ferrante & Teicher (UA)—Chappell
10 10 KISSIN' TIME—Bobby Rydell (Columbia)—Essex
11 12 RUNAROUND SUE—Dion (Top Rank)—Tucon
12 9 SAD MOVIES—Sue Thompson (Bickory)—Acuff-Rose
13 13 HIT THE ROAD JACK—Ray Charles (Ampar)—Tangerine
14 14 YES VIRGINIA THERE IS A SANTA CLAUS—Jose Ferrer (RCA)
15 15 BIG BAD JOHN—Jimmy Dean (Coronet)—Acuff-Rose

HONG KONG

- This Last Week Week
1 1 MORE THAN I CAN SAY—Kong Ling (Diamond)
2 — WHEN THE BOY IN YOUR ARMS—Connie Francis (MGM)
3 5 MR. MOON, MR. CUPID AND I—Gene Pitney (UA)
4 — ANGEL ON MY SHOULDER—Pat Boone (Dot)
5 8 CAN'T HELP FALLING IN LOVE—Kerley Smith (Dot)
6 10 SOMEWHERE ALONG THE WAY—Steve Lawrence (UA)
7 — STAR LIGHT, STAR BRIGHT—Linda Scott (CA)
8 9 EVERY OTHER NIGHT—Brian Hyland (Kapp)
10 — YUM YUM CHA CHA—Roberta Shaw (Dot)

ISRAEL

(Courtesy Kol Israel Broadcasting) *Denotes local origin

- This Last Week Week
1 1 RUNAROUND SUE—Dion (Top Rank)—Parade Music, Ltd.
2 3 HIS LATEST FLAME—Elvis Presley (RCA)—BIEM, MCP5, NBC
3 2 HIT THE ROAD JACK—Ray Charles (HMV)—Tangerine Music, Ltd.
4 10 BIG BAD JOHN—Jimmy Dean (Philips)
5 5 BRIGITTE BARDOT—Robert Seto (Vogue-Hed Arzi)—BIEM
6 4 WALKIN' BACK TO HAPPINESS—Helen Shapiro (Columbia)—Film Music Meccico
7 7 *SHOVACH YONIN—Aliza Kadai (Hed Arzi)—ACUM
8 6 MICHAEL—The Highwaymen (United Artists)
9 — POWER OF STRENGTH—Frankie Vaughan (Philips)
10 — VIEN DANCEZ LE TWIST—Johnny Halliday (Philips)

JAPAN

(Courtesy UTAMATIC, Tokyo) *Denotes local origin

- This Last Week Week
1 2 *KOSHU—Matsuhime Akira (Victory)—Victor
2 1 *UEO MUTE ARUKOO—Sakamoto Kyu (Toshiba)—Toshiba
3 3 *KIMI KOISHI—Frank Nagai (Victory)—Victor
4 5 *AME NO HANAZONO—Nakasone Miki (King)—King
5 4 MOLIENDO CAFE—Hugo Blanco (Polydor)—Grammophon; Nishida Sachiko (Polydor)—Grammophon
6 8 *NAMIDA NO WATARIDORI—Sagawa Mitsuo (Victory)—Victor
7 10 KISSIN' ON THE PHONE—Paul Anka (ABC Paramount)—King
8 6 *HOKKIKO—Mahina Starr (Victory)—Victor; Bunny Jacka (King)—King
9 7 *YAMA NO ROSARIA—Three Graces (Columbia)—Columbia; Inoue Hiroshi (Columbia)—Columbia
10 — SOMEONE ELSE'S BOY—Connie Francis (MGM)—Columbia

SOUTH AFRICA

(Courtesy Lourenco Marques Radio)

- This Last Week Week
1 1 LITTLE SISTER—Elvis Presley (RCA)—Aberbach
2 3 NO MORE—Elvis Presley (RCA)—Aberbach
3 10 CRYING—Roy Orbison (London)—Acuff-Rose
4 4 BUT I DO—Clarence (Frogman) Henry (Parlophone)—Arc
5 2 SEND ME THE PILLOW YOU DREAM ON—Pat Boone (Dot)—Melody
6 6 BIG COLD WIND—Pat Boone (Dot)—M.C.P.S.
7 7 BLUE HAWAII—Elvis Presley (RCA)—Chappell
8 5 MICHAEL—The Highwaymen (Renown)—Southern
9 — Y ARRIVA—Cliff Richard (Columbia)—Aberbach
10 9 TEA FOR TWO—Cliff Richard (Columbia)—Chappell

The Americas

ARGENTINA

(Courtesy Escalera y la fama Buenos Aires) *Denotes local origin

- This Last Week Week
1 1 ESCANDALO—Robert Yates (Columbia); Antonio Prieto (Victory); Olga Guillot (Odeon); Javier Solis (Orfeo); Raul Verdier (Music Hall)—Pan-Edam
2 3 HIGH CLASS BABY—Teen Tops (Columbia); Johnny Tedesco (Victory)—Kath Music-Fernata
3 2 AND THE HEAVEN CRIED—Tony Vilat (Columbia); Raul Lavia (Victory)—Rag Music-Smart
4 8 NO EXISTE EL AMOR—Adriano Celentano (Microfona); Tony Vilat (Columbia)—E.A.R.-Fortissimo
5 5 *DEL TIEMPO I MAMA—Los Chalchaleros (Victory); Quilla Huasi (Philips); Selavina (Sicamericana); Tomas Campo (Columbia)—Korn
6(a) 4 WHEELS—Billy Vaughn (Dot-Sicamericana)—Dundas Music-Korn
6(b) 6(b) *LUMINARIS—Los Tres Sudamericanos (Columbia); T.N.T. (Victory); Los Angeles (Sicamericana)—Fernata
7 7 COME SEPTEMBER—Billy Vaughn (Dot-Sicamericana); Jose Carl (Columbia); Stirling Brandy (Tonodisc); Bobby Darin (Atlantic)—Adaris Music-Fernata
8 1 BAT MASTERSON—Julio Cesar (Odeon); Jolly Land (Victory); Silver (Orfeo); Baby Bell (Odeon); Ziv-U. Artist—Fernata
9 9 BRIGITTE BARDOT—Burr y los ritmicos (London); Yuyu Da Silva (Victory)—Fernata
10 — LA RAGAZA DI LA VALIGIA—Fusito Papeti (Microfona); Lucio Milena (Columbia); Nico Fidenco (Victory)—Tempo

MEXICO

(Courtesy Audiomusica, Mexico) *Denotes local origin

- This Last Week Week
1 1 *POPOJITOS—Los Teen Tops (Columbia)
2 2 *EL LOCO—Javier Solis (Columbia)—Pham
3 4 *ELODIA—Carlos Campos (Musart)—Pham
4 3 *CREO ESTAR SONANDO (I Must Be Dreaming)—Hnos Carrion (Diana)
5 5 *MUCHO CORAZON—Amalia Mendora (RCA)—Pham
6 9 *POLVORA (Dynamite)—Los Leones Bel Ritmo (Orfeo)—Pham
7 7 *ACAPULCO ROCK—Los Hooligans (Columbia)—Pham
8 8 *AGUJETAS, COLOR DE ROSA—(Pink Shoelaces)—Los Hooligans (Columbia)—Pham
9 6 *BESOS POR TELEFONO (Kissin' on the Phone)—Cesar Costa (Orfeo)—Ed. Brambila (Columbia)—Pham
10 10 *ENORME DISTANCIA—J. A. Jimenez (RCA)—Pham

PERU

(Courtesy La Prensa, Lima)

- This Last Week Week
1 1 ESCANDALO—Javier Solis (Columbia); Los Chaparicos (Odeon); Eddy Martinez (Virey)
2 2 Y LOS CIELOS FLORAN—Ronnie Savvy (MGM)
3 2 ARREPENTIDA—Luzmar (Columbia); Los Kipus (Odeon)
4 6 CENICIENTA—Paul Anka (Paramount); Dymo (Musart); Anita Rodriguez (Odeon)
5 8 DONDE ESTA LOS MUCHACHOS—Connie Francis (MGM); Janice Harper (Capitol)
6 5 QUIERO AMENECER—Los Llopis (Virey); L. Gonzalez (Cholita); Nika Estrada (Smith); Lucio (Columbia)
7 7 PINA ESTAMPA—Los Chamas (Sono Radio); Yernita Velasquez (Odeon); Romanctros Crinllos (Virey)
8 — LA DEL VESTIDO ROJO—Sensacion Casey (Musart); Lucho Muzardo (Mag)
9 3 ENTRE PECHO Y ESPALDA—Trio Continental (Odeon); Romanctros Crinillos (Virey); Abanico Moteles (S. Radio)
10 10 MACHITA—Sonora Sensacion (S. Radio); Nito Estrada (Smith); Rolando de Castro (Virey)

POWER



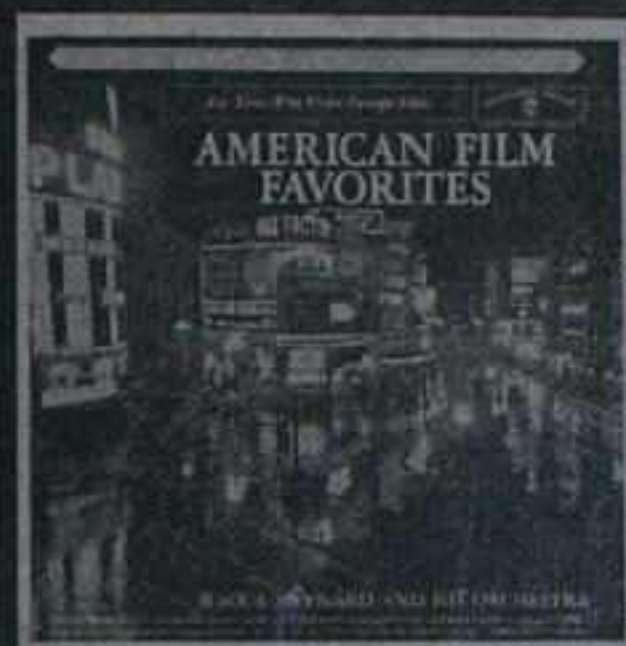
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ARGENTINA

Folk Music Big Hit of Yuletide

By RUBEN MACHADO
Lavalle 1783, Bs. Aires

The recent Christmas and New Year holidays indicated the strength of the folk music. Los Chalcheros (Victor) with the "Alma Salena" album, and Los Fronterizos (Philips) have racked up top sales. In the singles folk category the big disk was "Del tiempo y mama" by Thomas Campo (Columbia), although the demand was so great that all the versions have been requested.

The big sales of the past year were scored by "Escandalo," "High Class Baby," "Come September," "No existe el amor," "Bat Master-son" and "Luminarias."

Activity in these summer months of January and February is declining, as the principal factories are closing for vacation.

BELGIUM

List of Belgium's Top 10 Records

By JAN TORFS
Stulvenbergvaart, 37-Mechelen

Now that 1961 is over, let's see what has happened the last 12 months. We already gave a rapid recap in BMW's Who's Who in the World of Music. But a list of the Top 10 should be of interest. We went to a record dealer in the Flemish part of the country and these are the results:

- 1 WHEELS—The String-a-Longs (London)
- 2 OCH, WAS IK MAAR—Johnny Hoes (Philips)
- 3 WOODEN HEART — Elvis Presley (RCA)
- 4 SURRENDER—Elvis Presley (RCA)
- 5 HELLO, MARY LOU—Ricky Nelson (Imperial)
- 6 ROMEO — Petula Clark (Vogue)
- 7 LA PALOMA—Freddy (Polydor)
- 8 LA NOVIA — Tony Dallara (Moonglow)
- 9 DANCE ON, LITTLE GIRL—Paul Anka (ABC-Paramount)
- 10 DER ROTE TANGO — Die Regenpfeifer (Philips)

It is remarkable that there is not one single record of Belgian origin. There are five records from America (Nos. 1, 3, 4, 5 and 9) two from Holland (Nos. 2 and 10), one from Germany (No. 7), one from England (No. 6) and one from Italy (No. 8).

Last year, once again, reaffirmed Elvis Presley's and Paul Anka's popularity. They are still the two top selling stars.

In the French part of the country the situation is slightly different. There the great popularity of our The Cousins makes them the most promising vocal group for 1962. If we do not count "Wheels" (which was an even greater success in the French part of the country), we see that all the other records are sung in French. Either they are of French origin or are translated versions of foreign hits such as "Tu parles trop" (You Talk Too Much) and "Pepe." Favorite stars were Dalida and Charles Anavour.

In 1962 Johnny Hallyday, Chubby Checker, Helen Shapiro and The Cousins are the tops. Hallyday and Checker's successes are the result of the twist rage that now has come over Belgium. Helen Shapiro, no doubt the big-

gest discovery of 1961 for the Belgian market, is among the Top 20 with two different records at the same time: "Walking Back to Happiness" at No. 6 and "You Don't Know" at No. 12. This week Gramophone released her latest recording, "Goody, Goody" b.w. "After You've Gone."

For the first time in years an Italian record reached the top of the charts, Tony Dallara's "La Novia." Even the Flemish version "Ik behoor jou voor het leven" by Bobbejaan Schoepen enjoys heavy sales.

Disk Sales

The releasing of new records was poor this week due to the distributors who considered it not the right time in bringing out new material. Among the most interesting we find: "The Lion Sleeps Tonight" by The Tokens, and a very fine recording of our own Will Tura, "Jij bent nu 17 geworden" (You Just Became 17).

BRITAIN

Pye-Columbia Talk Covers Some Epic

By DON WEDGE
News Editor, New Musical Express

Pye is understood to be talking with U. S. Columbia to take over the British distribution in some form of the latter's Epic product. This is a surprising development as it seemed to have been previously taken for granted that Epic would be packaged with Columbia label product to form the British arm of CBS. Latter, as previously reported in BMW, will be launched in Britain with Philips, Columbia's affiliate here since 1954. First releases are due in May, it is now learned.

Meanwhile, Pye—currently the most expansionist of the main British disk firms—has tied with Chancellor, as forecast here last week. First releases are due January 23 on the Pye-International label. Chancellor has previously been released here thru EMI.

The forthcoming change in the Philips-Columbia relationship is expected to end the system of the two firms having sole releasing rights to the other's product. There have in fact been several examples in the past year of Philips taking masters from U. S. indies for its Fontana label and Fontana product going elsewhere in the U. S. than Columbia. Latest deal to be revealed is for Cleo Laine's big British hit "You'll Answer to Me" to be released by Laurie. It is unusual in that the song is American and was waxed by Patti Page a year or so ago.

In another master deal, the U. S. label FIP will issue the Joe Loss Ork's "Twistin' the Mood," recorded by EMI-HMV. Though not a chart disk, it is one of the most successful of the British-made Twist disks.

A catalog deal just revealed, though made some weeks back, brings Time LP repertoire to Oriole in February. It is part of Oriole's moves to win itself a bigger share of the British market. Another was the appointment of John Schroeder to its a.&r. staff. At EMI, Schroeder had been connected with the production of discovery of the year Helen Shapiro's hits and has written most of them. Now for Oriole he has signed Shapiro's cousin—also a 15-year-old girl.

Publisher Business

A summation of the weekly returns of the Music Publishers' Association indicates that the "Exodus" theme was the outstanding sheet music seller of 1961 by a long margin. It was followed by "Wooden Heart" and "Climb Ev'ry Mountain," with "Scottish

Soldier" fourth and the leading British composition. The Franco-British "How Wonderful to Know" was fifth.

Disk Business

At Decca, Sir Edward Lewis began the new year with two staff changes. Bob Crabb, from 1955 until this fall head of promotion, becomes personal assistant to W. W. Townsley. Tony Hall, Coral manager and recently acting head of promotion, is confirmed in the post. . . . At Philips, A. Ruddock has become marketing manager and Chris Parmenter is now sales manager.

The work-to-rule campaign now being undertaken by post office workers is slowing mails and affecting the disk industry. Many firms supply dealers by post and there is a general slow down in distribution. Also affected are the disk companies' mailing shots and life is generally a little more difficult. . . . Ambrose is back on disk; he has been signed by Philips and has cut his first LP.

Decca issued Hank Locklin's "From Here to There to You" (RCA) after the disk had received plays in a two-way radio hook-up from Germany where it was already available. . . . EMI (HMV) issued the first Eddie Fisher titles since he joined ABC-Paramount. They coupled "Shalom" and "Milk and Honey." The songs being made available here unusually early for titles from a Broadway musical.

Warners issued the Everly Brothers' "Crying in the Rain" here ahead of U. S. release.

EIRE

New Connoisseur Record Released

By KEN STEWART
Dublin Evening Mail

Connoisseur Records Ltd., based in Dublin, have issued an E.P. by Dermot O'Brien and his quartet. This is one of a series which includes waxings by Edwin Fitzgibbon, Artane Boys' Band, Bernadette Greevy, Senn McManus and Desmond Jennings. Six years ago the company was founded by Hugh Charlton and Gerald Sheehy, two businessmen who originally made their start by importing radio and television equipment. Their specialty is making recordings of native Irish music and sending them for pressing to U. S. labels. Connoisseur produced albums by the late Lennox Robinson, Siobhan McKenna, and a trans-Atlantic best seller in "Revolutionary Speeches and Poems of Ireland" by one of the country's leading actors, Michael MacLiammoir.

Dealer Speaks

Joe O'Reilly, a prominent Dublin city dealer, told BMW: "Recently there has been a move to induce the record-buying public to purchase rock records with an Irish flavor, but at the same time showing no consideration for the pockets of this public."

"Ordinary pop disks, including those imported, bearing a duty of 13 cents each, retail at 75 cents, but these home-pressed releases are expected to sell without any duty at 81 cents. This is certainly a strange way to encourage the sale of Irish-made singles."

Disk Shorts

Following the success of "Irish Songs of Freedom," an Avoca LP by Willie Brady, and one of our best selling albums for some time, volume two will be issued here later this month. The disk was waxed in Ireland and produced in the U. S. The program includes "The Soldier's Song" (the National Anthem), "The Minstrel Boy" and "The Bold Fenian Men." On December 31 Telefis Eireann

(Irish Television) was officially inaugurated by the President of Ireland, Eamon De Valera. Recording company executives and dealers are hoping that the new service will provide a valuable exposure medium. . . . A new home-based label, Eblana, has appeared on the market. The first release, a five-track EP of the songs from the musical "Many Young Men of Twenty," features Siobhan O'Brien and the author, John B. Keane. . . . According to dealers, "Helen," an EP by Helen Shapiro, is "beginning to sell fabulously."

GERMANY

Instrumentals Top Bavarian Air List

By JIMMY JUNGERMANN

102 Ismaninger Street, Munich 27
Once again, as in November, the Instrumental Hit Parade of the Bavarian Radio Network is a U. S. affair.

In December "Mexico" (Bob Moore) is at the top, followed by "Wheels" (Billy Vaughn), "Take Five" (Dave Brubeck), "High Noon" (Jorgen Ingmann), "Yellow Bird" (Lawrence Welk), "Ghost Riders in the Sky" (the Ramrods), "Moon River" (Richard Hayman). Even the German standard "Two Guitars" is party an American success; this version is played by Vaughn. Jorgen Ingmann is in the Top 10 three times with "Rumba Anna," "High Noon" and "Apache."

The Vocal Hit Parade puts Nana Mouscouri at the top again with "Weisse Rosen Aus Athen," followed by "Tanze Mit Mir In Den Morgen" (Gerhard Wendland), "Elizabethian Serenade" (Gunter Kallmann), "Pepito" (Los Machucambos), "La Paloma" (Freddy), "Michael" (the Highwaymen), "Der Mann Im Mond" (Gus Backus), "Einen Kuss Und Noch Einen Kuss" (Conny), "Sweetheart Guitar" (Jimmy Makulis), and "Sauerkraut Polka" (Gus Backus).

U. S. Hits in German

Here is a new list of German versions of U. S. hits. Decca offers "Geld Wie Heu" b.w. "Carolin," German versions of "Johnny Will" and "Tower of Strength," sung by Gerd Bottecher. . . . Gert Timmermann sings on Telefunken "He Yo Sudwind" b.w. "Der Weg Von Dir Zu Mir," German versions of "Wild Wind" and "Just Out of Reach." . . . Peter Niemann, also on Telefunken, sings "Yana," German version of "Mexico," and "Hollywood."

More From Greece

The Werner Muller ork recorded two new numbers by Manos ("Never on Sunday") Hadjidakis on Decca; "Rhodos Melody" and "Stars of Love." . . . German singing star Hannelore Auer sings three songs by Manos Hadjidakis in the 20th-Fox pic, "It Happened in Athens."

Ogermann-Schaeffers Deal

Former German, now U. S. composer-arranger Claus Ogermann will start a production group in New York for the Peter Schaeffers music organization.

HUNGARY

Publisher Info For Hungary

By PAUL GYONGY
Derektca 6, Budapest

To understand the music business situation in Hungary, some

background information is indispensable.

In 1949 all privately owned publishers were nationalized. There exists only one publisher in this country, the Zenemukiado Valalat, internationally known as Editio Musica, Budapest.

Foreign pop songs are only acquired when a general demand is created. Decisive in the creation of demand is the State Radio (2 1/4 million subscribers) which uses in its broadcasts many foreign pop songs of international value. As practically no Western records are imported, private persons who receive these as presents from relatives or friends abroad lend these for a certain fee to the State Radio which in turn makes tape-recordings of the material and uses this in programming.

The song which thus becomes popular finds its way (with Hungarian lyrics) into the repertoire of performers. Consequently the public starts to search for the records or sheet music under the Hungarian title.

Need Permission

Pressed by the State music shops, the State asks the Office for the Protection of Authors Rights (Hungarian Performing Right Society) to acquire the copyright of the tune in question for Hungary. Special permission from the National Bank is necessary for all deals in which payment of foreign currency is involved. As all this takes time, sheet music and records reach the public many months later, when general interest is already diminishing and business possibilities have dropped by 50 per cent.

All of this applies also to the record business, since there is only one record factory, the Magyar Hanglemezgyar (Hungarian Record Manufacturing Company) which is the Qualiton label. This company can make the recording only after the National Bank consents to the requirements of copyright. This sounds somewhat unusual for businessmen, but since in Hungary there is no private commercial enterprise, there is no competition. Thus where in private business everything depends on speed and efficiency, here nobody is in a hurry — except one person, the writer of the Hungarian lyrics (lyricists are, of course, private operators) who tries to rush his version through a skilled performer to the public, thus stealing a march on his colleagues and securing priority for publishing and recording.

1961 Hits

In 1961 the following 10 international hits have been published in Hungary: "Ti Diro" Edizione Curci, Milano; "Mandolin Serenade" Bourne Music, New York; "Negro Lullaby" Otto Junne GmbH, Wiesbaden; "Ananas aus Caracas" and "Siebenmal in der Woche," both Hermann Schneider, Wien; "Tua," Edizione Italcarrisch, Milano; "Carina," Ariston, Milano; "Romantica" Titanus, Rome; "Mustafa," Barclay Music, Paris, and "Around the World" Chappell, Paris.

ISRAEL

Latin Rhythms Coming Strong

By AZARIA RAPOPORT
73 Ahad Haam st., Tel Aviv

The increasing popularity of Italian, Spanish and South American music, although not yet apparent on the Hit Parade charts of Israel's radio stations, is evident in night clubs and record shops in Tel Aviv, Jerusalem and Haifa.

Every floorshow draws an enthusiastic crowd if it can produce

an Italian singer or a Spanish-Latin trio, quartet or even duo. Any group carrying a name preceded by "Los" (Los Parraguayos, Los Guareños, Los Zafros, Los Tres Grecos, etc.) will warm and excite an audience, unless they are rank amateurs.

Anita Vilar has scored nicely here lately. Another singer, Sylvia Claire (Vogue), has returned to Israel after an absence of eight months, and is again popular.

NORWAY

'Mary Lou' Tops Norway's Hit List

By ESPEN ERIKSEN

Verdens Gang, Akersgaten 34, Oslo
Ricky Nelson and his California record "Hello Mary Lou" topped all other individual hit disks in Norway during 1961, according to the newspaper Verdens Gang, and Elvis Presley reached the top on the list as the artist to score most points. Presley put 15 records into the charts during the year.

Second on the artists' list came Robertino, and third, Ricky Nelson.

The Norwegian Top 10 shows a total of 60 different records during 1961, which gives an average of one newcomer per week. A little more than half of the lot—some 30—are of American origin, and the rest of Norwegian, British and other origins. Some 20 records were issued by diskery Egl Monn Iversen, nearly 20 by Iversen & Frogh, 11 by Philips, 8 by Nera (RCA) and 10 by Proton. Columbia showed most hits, 13 in all, followed by 8 for RCA and London; 6 for Triola and Philips; 5, Metronome; 4, Warner Bros., and 1, Fontana, MGM, while others include California, Polydor, United Artists, Manu, Cadence, Dot, Pye, Top Rank, Odeon.

Disk News

A Norwegian singer is now trying for British or American approval. He is Ray Adams (who, incidentally, reached the No. 1 slot in Sweden with his English version of "Violetta" on Fontana).

Inger Jacobsen will be given the Norwegian golden disk for 50,000 records sold of "Froken Johansen jeg," and Nora Brockstedt has just recorded the Jimmy Dean record "Ivan Ivanowick."

This year's top-popular records, in accordance with their appearance on the weekly Verdens Gang Top 10.

*Denotes local origin

1. HELLO MARY LOU—Ricky Nelson (California)
2. GREENFIELDS — Brothers Four (Philips)
3. SEEMANN—Lolita (Polydor)
4. O SOLE MIO (EP)—Robertino (Triola)
5. ROMANTICA — Robertino (Triola)
6. ARE YOU SURE — Allison (Fontana)
7. SURRENDER—Elvis Presley (RCA)
8. WOODEN HEART — Elvis Presley (RCA)
9. *AH MARIE JEG VIL HJEM—The Monn Keys (Triola)
10. MICHAEL — Highwaymen (United Artists)

SPAIN

'La Novia' Cops Top Tune Title

By RAUL MATAS
32 Av Jose Antonio, Madrid 13

"La Novia" became the top tune of the year all over Spain. Antonio Prieto's hit was acclaimed the best record of 1961 followed by "Exodus"; "Tonight My Love, Tonight";

"15 años tiene mi amor," "Quisiera Ser," "Greenleaves of Summer," "My Home Town," "Poetry in Motion," "Greenfields" and "Eres diferente."

Jose Guardiola, Lolita Garrido, Duo Dinamico, and Orquesta Maravella with Luis Ferrer were elected best local talents of the year, while Paul Anka conquered for the third consecutive year the No. 1 spot among foreign attractions. Presley, Prieto and Aleco Pandas followed Anka.

Connie Francis has been elected as the best female foreign vocalist in Spain. Dalida, Baby Bell, Elder Barber and Caterina Valente finished behind Miss Francis.

Again, and also for the third consecutive year, Los Cinco Latinos won in the vocal group classification, defeating the Platters, the Brothers Four, the Blue Diamonds, the Highwaymen and the Marceles.

Ray Coniff was named No. 1 in ork category while Frank Pourcel was close second. Don Costa, Mantovani, Zacharias, Perez Prado, Raymond Lefevre, Percy Faith and Lucio Milena completed the list of 10.

Disk Sheets

It seems that Twist will become the 1962's rhythm in Spain. A lot of juvenile groups, Los Pequeñiques, Los Milos, Los Pajaros Locos and many others are having

Cameo-Parkway Seeks SEC Approval on Stock

Continued from page 8

that there is stiff competition from other independents and from the big record companies, and even from other media which want the artists' services.

Net sales to distributors (the firm says it makes no retail sales) are reported as \$1,752,520 in calendar year 1960, which is also the company's fiscal year. Net sales were \$1,659,085 in the first nine months of 1961. Net sales are total sales less returns and allowances.

These sales were accounted for "almost entirely" by the increased popularity of Rydell and Checker, the statement says. Steep drops in record sales between 1957 and 1959 were attributed to "decline in popularity of certain artists under exclusive contract to the company" at that time. Net sales for 1957 were reported as \$979,326; in 1958 they were \$444,894, and in 1959 sales dipped even further to \$419,237.

so sensational a welcome in the country that we believe the Twist (Ballard, Chubby Checker, Johnny Halladay, Richard Anthony and Fats Domino) will soon be among the top tunes of the country.

Corresponding net income for these years reported by the firm was: \$206,367 in 1960, \$25,375 in 1959, \$11,966 in 1958 and \$51,659 in 1957. The net earnings for the first nine months of 1961 were \$184,119. The firm says its net sales and earnings have followed the "sharp and short-term fluctuations in popular taste. Net sales and net earnings for any period are not indicative of net sales and net earnings for any future periods," the document points out with almost melancholy candor.

Return Sales and Allowances

Amounts of "return sales and allowances" reported for the period from 1958 through September, 1961 were: In 1958, allowances were \$185,497 on sales of \$630,391, leaving net sales of \$444,894; in 1959, allowances and returns totaled \$101,169 on \$520,406, leaving net sales of \$419,237; in 1960, allowances of \$247,262 on \$1,999,782 left net sales of \$1,752,520, and in first nine months of 1961 allowances of \$239,201 on \$1,898,286 left net sales of \$1,659,085. No figures on allowances and returns were available for 1957, when net sales were \$979,326.

Completing its breakdown on who earned what of the big 1960 and 1961 money, the statement shows that in 1960 about 58 per cent of sales were Rydell disks, and 41 per cent were Chubby Checker, for a total of 99 per cent. In the first three quarters of 1961, the balance shifted, and Chubby made 52 per cent, while Rydell disks made 33 per cent, for a total of 85 per cent.

Using a yardstick of sales of 100,000 singles and 50,000 LP's to constitute a "hit," Cameo-Parkway says it had six single hits and one album hit in 1960, and in the first nine months of 1961 it had 12 single and seven album hits, with the increase almost entirely in Rydell and Checker records. During the 1961 period, sales of albums accounted for 29 per cent of net sales, as compared with 20 per cent in the complete year of 1960, the report states.

Further details on the structure of the company report that it sells to approximately 35 distributors in the United States and Puerto Rico. During 1960, out of its customers accounted for about 13 per cent of its net sales; one for 10 per cent and one affiliated customer (later identified as Chips Distributing, more than half owned by president Bernard Lowe) for about 7 per cent of net sales. Statement says no other customer accounted for more than 6 per cent of net sales and the company has no long-term arrangements with any customer.

Cameo-Parkway says it does not know how many of its records have been sold at discount. But it says: "Records sold at discount have not affected to date the price paid to the company by the distributors." The firm licenses its record abroad and in September, 1961, engaged an exclusive European promotion representation in London, it reports.

Officers, elected at formation of the company in December, 1961, are: Bernard Lowe, president and director; Sigmund H. Steinberg, secretary and director; Morris Segal and Edward P. Katz, directors, and Allan Cohen, treasurer. Directors and officers as a group owned 82.3 per cent of the original Class A stock of the company, and will own 5.9 per cent if and when public sale is approved by the SEC. Lowe had 77.8 per cent Class A, and will have 2.1 per cent on completion of the registration, while continuing to have 59.2 per cent of voting stock as "parent" of the company.

Also included in the statement are mentioned: 14,000 shares sold by the president to the underwriter for \$10,934; 4,500 shares sold by him to Morris Segal as finder, for \$3,514, and 7,000 additional shares owned by other shareholders which may be offered for later sale.

Statement says Bernard Lowe is owner of 50 per cent or more of the voting shares of Chips Distributing Company, Inc.; Lowe Music Publishing Company, Inc.; Rice Mill Publishing Company, and Mayland Music Publishing, the last-named having been dissolved in October, 1961, copyrights turned over to Lowe.

In the pressing area, Lowe is reported to have owned 50 per cent of Mallard Pressing, prior to December, 1959. Mallard, since renamed Diskmakers, Inc., has been bought by "unaffiliated persons." Lowe still presses records there "at prices equal to or better than those available from other record manufacturers," the statement reports.

Artists under exclusive contracts at present, in addition to Rydell and Checker, are the Dovells, the Orlons, Dina Ray, Ronnie Lavelle and Neil Darrow. The firm reports four employees are in artist and repertoire, as Cameo-Parkway prefers to go in for new talent rather than use established performers via arrangements.



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The pick of the new releases:
**SPOTLIGHT ALBUMS
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ALBUM REVIEWS

Pop

SOMETHING WONDERFUL



Ray Charles Singers. Command RS 827 (Stereo & Monaural)—This is a lovely album, which features not only first-rate arrangements and exceptional sound, but warm, lush, and winning performances of a flock of fine standards by the Ray Charles Singers. The tunes include "East of the Sun," "Misty," "Paradise," "Don't Blame Me" and "My Ideal." And there is an original item called "I'm Over Here." The stereo sound is delightful.

HORN A-PLenty



Al Hirt. RCA Victor LSP 2446 (Stereo & Monaural)—Here's another sock package by Hirt, which should chalk up more chart records for the trumpet star. Hirt's virtuoso trumpet solo work is spotlighted on a group of listenable oldies—"Easy Street," "Margie," "I'll Take Romance," etc. Solid arranging and backing by ork leader Billy May.

TIMI YURO: SOUL



Liberty LST 7212 (Stereo & Monaural)—Miss Yuro has her second album, and another winner it is, with more of her powerful, soulful vocal style in evidence on a series of standout ballads. She again gets the support of tasty, light arrangements by Belford Hendricks, employing a soft chorus and strings. Tunes include "If I Didn't Care," "There Goes My Heart" and "Stardust." Good cover shot of the gal, too. Watch this set.

TWISTIN' WITH DUANE EDDY



Jamie JLP 70-3022—The big man with the guitar has another rocking album to his credit with this set. There are 12 tracks in all, and each is loaded with the Twist beat, the deep rhythmic twanging of the Eddy guitar and hard, driving tenor. The rest of the Rebels combo is in top shape, too. Among the titles are Eddy's latest single "Battle," which is retitled "Battle Twist" here and Twist versions of "Liza Jane," "You Are My Sunshine" and the "Peter Gunn" theme. Should be a potent seller among teens.

SING OUT!



Limelites. RCA Victor LPM 2445 (Stereo & Monaural)—The Limelites are showcased in their third Victor LP in another program of pop-folk tunes, some original and some standard variety. Although this is the group's first set without an audience and that applause is somehow missed, the threesome's high humor, enthusiasm and artistry are just as evident as on the "live" recordings. Among some of the entertaining titles are "Pretty Far Out," "Wayfaring Stranger," "Marvin" and "Golden Bell."

COMBO!



Henry Mancini. RCA Victor LSP 2258 (Stereo & Monaural)—This new Mancini album is on the order of a salute to great pop combos of other years. It's aimed at the jazz and pop buyers. The arrangements swing in Mancini's own current style, and the men playing here, including Pete Candoli, Ted Nash, Dick Nash, Art Pepper and Shelly Manne turn out some fine jazz work. Tunes include "Moanin'," "Castle Rock," and a flock of originals by Mancini.

Jazz

LES LIAISONS DANGEREUSES



Art Blakey's Jazz Messengers. Epic LA 16022—This is the original sound track from the controversial French movie, recently released in the U. S. Blakey's name value here and the picture's big promotional drive makes it a strong bet for the jazz market. Effective performances by the group and sax soloist Barney Wilen are highlighted on some bluesy themes and exciting Latin-styled background items.

THE TRIO



Oscar Peterson, Ray Brown, Ed Thigpen. Verve V-8420—Another top-flight album from Oscar Peterson and his trio. The pianist is in a thoughtful, meandering mood on ballads and he swings mightily on the medium and up tunes. He's backed by the two current members of his group: the fine bassist Ray Brown, and drummer Ed Thigpen. The set, seven tracks in length, was recorded on location in Chicago's London House and comprises a typical night with Oscar including "Billy Boy," "Whisper Not" and "Chicago."

Classical

DEBUSSY: THREE NOCTURNES FOR ORCHESTRA; RAVEL: DAPHNIS AND CHLOE SUITE NO. 2



Paul Paray conducting the Detroit Symphony Orchestra. Mercury SR 90281 (Stereo & Monaural)—Beautiful interpretations of Debussy and Ravel music here. The orchestra is in top form with Paray bringing out all the nuance and fluidness of the two famous impressionistic compositions. Each of the Nocturnes and the Daphnis and Chloe Suite build with sensuous, dramatic impact. Besides the orchestra, a great deal of credit for the effectiveness of the disk must go to the Wayne State University Women's Glee Club with Malco Johns conducting.

Spoken Word

THE STORY TELLER: A SESSION WITH CHARLES LAUGHTON



Capitol SIB 01650—A wonderfully rewarding two-disk album of Charles Laughton reading selections from various types of literary material including Shaw's "Major Barbara"; Jack Kerouac's best novel "The Dharma Bums"; The Bible, and Shakespeare's "Julius Caesar." Mr. Laughton's performance is excellent, with much warmth generated due to the receptive reactions of a live audience. Charles Laughton has proved to be a big draw on his many cross-country personal appearances with this type of program, so this package should find its way into many record libraries.

C&W Low Price

COUNTRY MUSIC HITS BY COUNTRY MUSIC STARS



RCA Camden CAL 689—This collection of sides by top c.&w. stars should interest many fans. Artists include such names as Hank Locklin, Hank Snow, Eddie Arnold, Elton Britt, Jim Reeves, Grandpa Jones, the Davis Sisters, Slim Whitman and Pee Wee King. Sides are not new, but they hold up mighty well and at the low price they're good buy.

SPECIAL MERIT ALBUMS

Classical

PERLE: STRING QUARTET; BASSETT: TRIO FOR CLARINET, VIOLA AND PIANO



Composers Recordings CRI 148—Continuing its policy of presenting worthwhile contemporary American composers, the label features two relatively new works here. George Perle's String Quartet was completed in 1958, and Leslie Bassett's Trio for Clarinet, Viola and Piano was composed in 1953. Both works are tonal compositions, played most effectively by the young Beaux-Arts Quartet. A set that should be of interest to followers of contemporary music, especially music students and teachers.

(Continued on page 22)

★★★★ STRONG SALES POTENTIAL

★★★★ ONE FOR MY BABY

Eddie Heywood. Mercury SR 60636 (Stereo & Monaural)—Here's a package of spinable mood music for Gojays. Heywood's tasteful piano solo work is spotlighted on a group of artfully arranged oldies. Nostalgic lineup includes "Body and Soul," "Jitterbug Waltz," "Caravan," "Don't Take Your Love From Me" and "Yesterday."

★★★★ SAIL AWAY

Noel Coward. Capitol W 1667 — Noel Coward vocalizes the score from his current Broadway hit musical "Sail Away." Highlights from the album, arranged and conducted by Peter Matz, include "Where Shall I Find Her?", "Beatin' Love Affair," "You're a Long, Long Way From America" and the title tune, "Sail Away." The set should sell well to Coward's many fans.

★★★★ SONG FOR THE LONELY

The Platters. Mercury MG 28669 (Stereo & Monaural)—Besides the title tune on this album, the Platters sing a mixture of standards and new material. Among the standards are "It's Magic," "You'll Never Know" and "All the Things You Are." One of the newer tunes, "Reaching for a Star," is based upon the familiar "Liebestraum" melody and for this reason might make an interesting single.

★★★★ HIGH SOCIETY TWIST

Carl Stevens and his Orchestra. Mercury SR 66664 (Stereo & Monaural)—Another in the Twist-type album line specifically shaped for the adult market. The album is made up exclusively of tunes familiar to the "30 and older" club with a heavy accent on humor and arrangement. There are stereo ping-pong effects, use of vocal chorus, strings and other devices as well as a very authentic and swinging Twist rhythm. Among the titles are "Tea for Two," "In the Mood," "Harbor Lights," "Pretend" and "Indian Love Call." Solid dance wax.

★★★★ RAGTIME GOES SOUTH OF THE BORDER

Del Wood. Mercury MG 28678 (Stereo & Monaural)—Known as "Queen of the Ragtime Piano," Del Wood presents a flock of Latin-American favorites in ragtime tempo on her first LP for the Mercury label. The effect is fresh, vibrant and thoroughly enjoyable. A regular entertainer on WSM's "Grand Ole Opry," Miss Wood has many fans all over the country. Highlights of the bright wax are "Green Eyes," "Tequila," "South of the Border" and "Mexicali Rose."

★★★★ TWISTING WITH THE CADILLACS

Jubilee JGM 5909—The Cadillac, a vocal act who have scored many hits over the past few years, have a potent album here, and one that should do well with the Twisters. It features the lads in sock readings of a flock of items that see solidly in the Twist groove. Titles include "Romeo," "Speedies," "Woe Is Me," "Burr, Burr, Burr," and other sides that have been big for the group. A swinging album with strong sales possibilities.

★★★★ SING! IT'S GOOD FOR YOU

Norman Luboff Choir. RCA Victor LSP 2475 (Stereo & Monaural)—Here's a melodic package of oldies warbled with polish and taste by Luboff's mixed choir. Although liner notes tout the package as a sing-along type rouser, the album actually falls in a

(Continued on page 22)

NO ONE PLAYS MUSIC
FOR DANCING LIKE
BILL BLACK

BOSTON SAYS:
"TOP 10
FOR SURE"

OVER
100,000
AND BUILDING

ANOTHER GREAT
SMASH PRODUCED
BY FRANK GUIDA

Bill Black's Combo
**TWIST-
HER** 2042

No. 49 Cash Box (Going Up)
No. 52 Billboard (Going Up)

Hi RECORDS

ONE OF THE LONDON GROUP OF HIT LABELS

The By Liners
**ARCHIE'S
MELODY** 8631

Listed

ONE OF THE LONDON GROUP OF HIT LABELS

Ace Cannon
TUFF 2040

Hi RECORDS

ONE OF THE LONDON GROUP OF HIT LABELS

Jimmy Soul
**TWISTIN'
MATILDA** 3300

Other hits produced by
Frank Guida: "High School USA";
"New Orleans"; "Quarter To
Three"; "School Is Out";
"Dear Lady Twist."

S.P.Q.R. RECORDS

ONE OF THE LONDON GROUP OF HIT LABELS

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

SINGLES REVIEWS

Pop

GENE McDANIELS
CHIP CHIP (Trinity-Glo-Mac, BMI) (2:13)—Gene McDaniels should have another best seller in this solid side. The chanter is in strong vocal form on an effective tune with a clever lyric idea. Watch it. Flip is "Another Tear Falls" (11th Floor, ASCAP) (2:18). **Liberty 1344**

PAT BOONE
I'LL SEE YOU IN MY DREAMS (Leo Feist, ASCAP) (2:35) — **PICTURES IN THE FIRE** (Spoone, ASCAP) (2:24)—The lovely standard is wrapped up in an easy-going, nostalgic vocal and ork treatment by Boone. Flip is an appealing weeper-styled rockaballad with pretty string backing. Both sides are strong, but "I'll See You in My Dreams" has an edge. **Dot 16312**

ADAM WADE
IT'S GOOD TO HAVE YOU BACK WITH ME (Paxton, ASCAP) (2:57)—**HOW ARE THINGS IN LOVERS' LANE** (Winneton, BMI) (2:45)—Wade sings with sensitivity and warmth on both of these moving ballads. "It's Good to Have You Back With Me" (best of the two-sides) spotlights harmonica solo work and chorus on backing. Wade gets strong support on flip from piano strings and voices. **Coed 565**

THE PARIS SISTERS
HE KNOWS I LOVE HIM TOO MUCH (Aldon, BMI) (2:20)—A slow, dreamy rockaballad is sold with feeling and heart by the lead canary, with fluid backing by strings, and an effective, off-beat ork arrangement. A strong side. Flip is "A Lonely Girl's Prayer" (Darcey, BMI) (2:37). **Gregmark 10**

DUANE EDDY
THE BATTLE (Gregmark, BMI) (2:04) — **TRAMBONE** (Athens, BMI) (1:40)—Two fine sides by Duane Eddy that should have a strong sale. Top side is a swinging version of "Battle Hymn of the Republic" that is in the driving Eddy tradition. Flip is a pretty tune penned by Chet Atkins that shows off nice Eddy guitar work. **Jamie 1209**

TONY ORLANDO
TALKIN' ABOUT YOU (Aldon, BMI) (2:16)—Tony Orlando has a very exciting record here that could break loose quickly. The chanter talks and sings over a backing from a femme chorus and wild instrumental work by the band. Potent wax. Flip is "My Baby's a Stranger (Aldon, BMI) (2:16). **Epic 9491**

SOLOMON BURKE
CRY TO ME (Mellin-Progressive, BMI) (2:33)—Solomon Burke, who had a big hit with "Just Out of Reach," sells this catchy, Latinish rhythm ballad with style over a lovely arrangement. Flip is "I Almost Lost My Mind" (St. Louis, BMI) (2:19). **Atlantic 2131**

CARLA THOMAS
I KINDA THINK HE DOES (Cedarwood, BMI) (2:36)—A moving rockaballad is handed a baunting vocal by the lass over simple choral effects in the backing. Disk has a chance for the big time. Flip is "The Masquerade Is Over" (Crawford, ASCAP) (3:37). **Atlantic 2132**

THE BELAIRS
MR. MOTO (Arvee, BMI) (2:04)—A bluesy-flavored instrumental, featuring guitar lead over piano and rhythm backing, gets warm treatment here from the Belairs. Disk is already hot in Los Angeles. Flip is "Little Brown Jug" (Arvee, BMI) (2:06). **Arvee 5034**

TONY MARTIN
THE BRIDE (LA NOVIA) (Regent, BMI) (2:46)—Tony Martin has a chance for his first big one in a long time with this fine version of the current European hit. He sells it with his old-time grand style. Flip is "Horizons of Joy" (BIEM) (2:31). **Dot 16313**

THE TURBANS
SIX QUESTIONS (Travis, BMI) (2:34)—An attractive rockaballad is sung neatly by the lead here, while a femme group pops a catchy phrase in at the right moment every so often, and the backing supports him smartly. Flip is "The Lament of Silver Gulch" (Travis, BMI) (2:15). **Imperial 5807**

THE IMPRESSIONS
CAN'T YOU SEE (Curtom, BMI) (2:35)—The Impressions have a potent follow-up to their hit waxing of "Gypsy Woman" with this bright reading of a listenable medium tempo rocker. Strong lead sparks the disk and the backing is catchy. Flip is "Grow Closer Together" (Curtom, BMI) (2:12). **ABC-Paramount 10289**

JOE DOWELL
THE THORN ON THE ROSE (Aldon, BMI) (2:32)—**THE SOUND OF SADNESS** (Painted Desert, BMI) (2:07)—Two powerful pieces of material and two sock vocals by Joe Dowell makes these sides very potent. Top side is a most attractive ballad, and the arrangement is first-class; flip is a medium rocker again featuring good ork backing behind the chanter's strong singing. **Smash 1730**

sock backing by the ork. She could happen on this one and it will get attention from both the teen and the young adult audience. (Wiley, BMI) (2:09)

★★★★ **What I Don't Know (Won't Hurt Me)**—A soulful ballad is handed a soulful performance by Maxine Brown on this side and it's sure to get a lot of air play. Flip is slightly stronger but both deserve exposure. (Sylvia, BMI) (2:35)

LARRY DALE
 ★★★★★ **Drinkin' Wino Spu-Dee-O-Dee**—ATLANTIC 2133—The tune, an r.&b. standard, and a hit for Sticks McGee years ago, gets an enthusiastic performance from the boy here. Side moves right along on an eight-to-the-bar rhythm with some fine piano touches. (Leeds, ASCAP) (2:34)

LENA CALHOUN
 ★★★★★ **I CAN TELL (I'm Losing Your Love)**—FLIP 358—The girl has a strong voice and the music, which is in the gospel groove, is just right for her. The tune moves along on a strong medium tempo beat with a fem vocal group in support along with the combo. (Limax, BMI) (2:00)

★★★ **Been Lookin' Your Way**—(Limax, BMI) (3:00)

ANDY AND THE BEY SISTERS
 ★★★★★ **Big Mamou**—RCA VICTOR 7929—Andy and the Bey Sisters turn in a bright reading of the Cajun ditty, over swingy backing. Side is worth deejay exposure. (Peer Int'l, BMI) (2:10)

★★★ **Chanson D'Amour (Song of Love)**—(Meadowlark, ASCAP) (2:30)

NICO FIDENCO
 ★★★★★ **Tied to a Grain of Sand**—RCA VICTOR INT. 2—Italian singer, a big name overseas, sells this pretty item with a lot of feeling over big band backing. Side is a good one and could make the chanter well known here, too. (Shapiro-Bernstein, ASCAP) (3:22)

DEAN JONES
 ★★★★★ **Old Joe Clark** — ABC-PARAMOUNT 10283—A rhythm rocker version of an old folk theme, turned out smartly by Jones. Good sharp backing helps the side. Has a chance. (Trinity, BMI) (2:20)

★★★ **I've Lost Her Love**—(Trinity, BMI) (2:30)

CHANCE HALLADAY
 ★★★★★ **John Henry**—GNP 171—A smart, rock-style rhythm job of the traditional work song. Halladay hands it a shout version against a modulating guitar and horn backing. (Stelen, BMI) (2:12)

★★★ **13 Women**—(Danby, BMI) (2:20)

RAY RUFF
 ★★★★★ **Well ... All Right** — NORMAN 473—Attractive chanting by Ruff on an appealing tune with solid guitar solo work on backing. (Nor-Va-Jak, BMI) (1:45)

★★★ **Angel Blue**—(Missouri, BMI) (2:25)

DAVID CARROLL
 ★★★★★ **The White Rose of Athens**—MERCURY 71917—A fetching theme in moderate tempo, taken from the film, "Dreamland of Desire." The tune is already a hit

(Continued on page 29)

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

DAVID CARROLL
 ★★★★★ **THE WHITE ROSE OF ATHENS** (Peter Schaeffers, BMI) (2:28). Mercury 71917

★★★★★
STRONG SALES POTENTIAL

JERRY FULLER
 ★★★★★ **Wake Up Sleeping Beauty**—CHALLENGE 9132—Attractive vocal by Fuller on a plea to a sleeping lass. He sings it with feeling over smart support. This could pull some loot. Watch it. (4-Star, BMI) (2:24)

★★★★ **Trust Me**—The chanter turns in a tasteful performance on a pretty bluesy ballad. It, too, could happen, and both sides deserve exposure. (4-Star, BMI) (2:26)

JOHNNIE RAY
 ★★★★★ **Nothing Goes Up Without Coming Down**—LIBERTY 4153—Sensitive reading by Ray on tender ballad with inspirational lyric. (Eden, BMI) (2:23)

★★★★ **A Lover's Question**—Ray sells well on the appealing oldie, which was a big hit for Clyde McPhatter. Interesting arrangement. (Eden, BMI) (2:10)

FREDDY CANNON
 ★★★★★ **Teen Queen of the Week**—SWAN 4096—A cute rocker by Cannon, employing his familiar enthused rocking style. A chick

group backs him against a simple backing with a fine beat. Side has a good chance and it rates a listen. (Conley, ASCAP) (2:09)

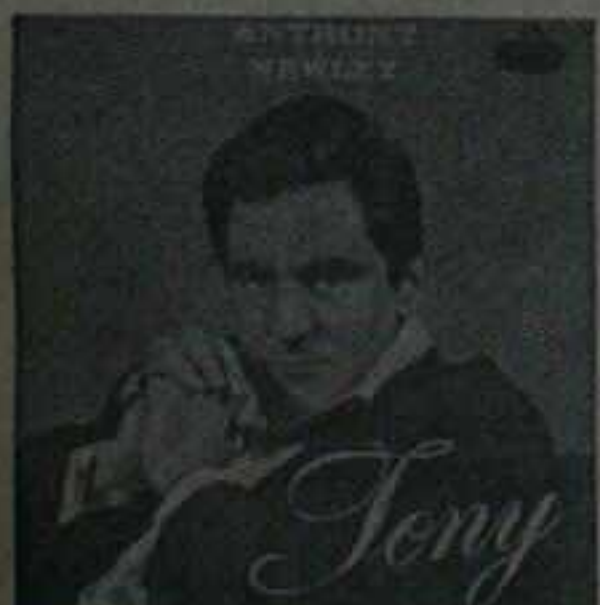
★★★★ **Wild Guy** — The chick's daddy things the lad is a wild guy. It's a blues pattern in a moderate tempo, again with the girls' chorus helping out. Good teen wax with a solid beat. Two good sides.

ROGER WAYNE
 ★★★★★ **One, Two, Three, Waltz**—MUSICOR 66028—Schmaltzy waltz, from the new James Cagney movie "One, Two Three," is handed pleasant instrumental treatment, with pretty sax solo. Nice deejay side.

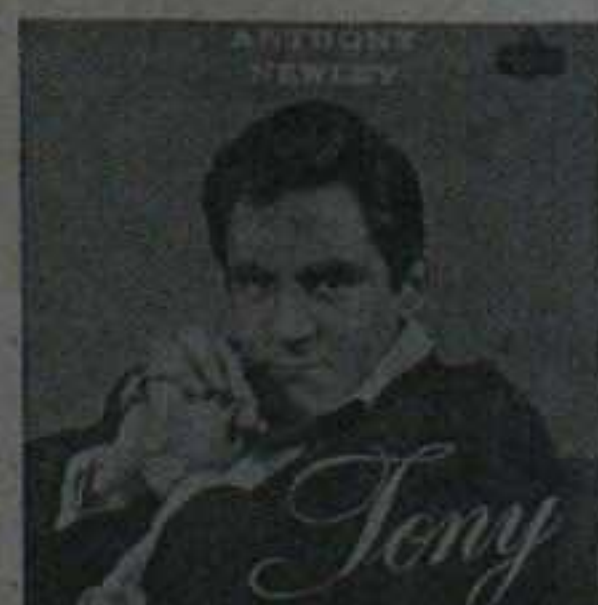
★★★★ **Yes, We Have No Bananas**—Oldie, also featured in the movie, is wrapped up in bouncy corny-ork treatment. (Shapiro-Bernstein, ASCAP) (1:49)

MAXINE BROWN
 ★★★★★ **I GOT A FUNNY KIND OF FEELING** — ABC-PARAMOUNT 10290—Lass sells this bright effort with style over

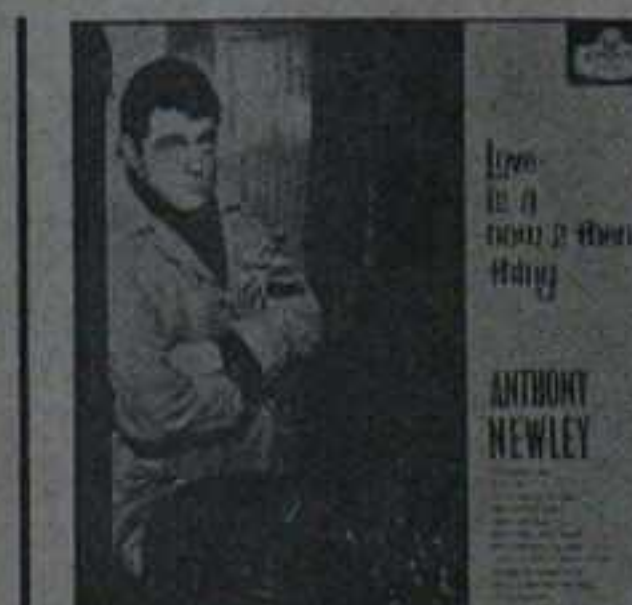
NEWLEY NEWLEY NEWLEY NEWLEY



England's Greatest Song Stylist



Yes! We Have No Bananas; You're Free; I Was Never Kissed Before; Drink To Me Only With Thine Eyes; All Or Nothing At All; Pick Up Your Troubles In Your Kilt-Bag; Pop Goes The Weasel; Who Can Say; Bye Bye Blackbird; I Should Care; Basin Street Blues; All By Myself.
 Mono LL 3252 Stereo PS 244



Coming to Broadway as star of his own hit show "Stop The World, I Want To Get Off"



The Thrill Is Gone; Speak Low; It's The Talk Of The Town; Gone With The Wind; Some Other Spring; What's Good About Goodbye; When You're Lover Has Gone; I Guess I'll Have To Change My Plan; This Time The Dream's On Me; Love Is A Now And Then Thing; Ask No Questions; I Get Along Without You Very Well.
 Mono LL 3156

DJ's
 Send for your free promotional copy of both of these LP's
 (Please write on your station letterhead)



SPECIAL MERIT ALBUMS

Continued from page 20

Specialty

THE CIVIL WAR: ITS MUSIC AND ITS SOUNDS VOL. 1

Frederick Fennell and the Eastman Wind Ensemble; Martin Gabel, narrator. Mercury LPS 2-901—A handsomely bound album of the music and sounds of the Civil War. The album, five years in the making, is called a "Centennial Observance" recording and it's divided into four sections. The first three parts are devoted to band and field music of the Union and Confederate Troops. The music and sounds are reproduced faithfully from exact arrangements of the regimental bandmen of the times and most ably interpreted by Frederick Fennell and the Eastman Wind Ensemble. Section four, labeled "The Sound of Conflict," is lucidly narrated by Martin Gabel and covers the Fort Sumter to Gettysburg period of the war. It's all recorded on the new 35-mm. film process and sounds most realistic. This thoroughly documented and researched package should appeal to music historians as well as students of American History. A quality offering.

Comedy

GENTLEMEN PREFER BLONDES

Carol Channing. Caedmon TC 1148—Carol Channing's inimitable comedy delivery is spotlighted on a reading of Anita Loos' original best seller "Gentlemen Prefer Blondes," from which the star's Broadway musical hit of the same title was later adopted. The saga of Lorelei, a gold-digging flapper of the 1920's, is smartly embellished by musical breaks, featuring popular tunes of the time, arranged in the style of the jazz era.

Reviews of New Albums

Continued from page 20

quieter groove, and shapes up as solid as wax. Tunes include "I Got the Sun in the Morning," "Whistle While You Work" and "It's a Good Day."

★★★★ THE CLASSIC DELLA
Della Reese. RCA Victor LSP 2419 Stereo & Monaural—Della Reese has a powerful album in this set of 12 tracks, all in the romantic vein, and all based upon classical themes. The girl is in top form, and she is beautifully accompanied by lush banks of strings and full orchestra directed by Glenn Osser. Besides "Don't You Know," one of the last more potent sellers, she sings "My Reverie," "If You Are But a Dream," "Gone," "Serenade" and "Moon Love."

★★★★ MEET MR. TRUMPET
Dick Ruess and the Underprivileged Five. Jubilee JGM 5988—Here's a live new album by trumpeter Dick Ruess and his band that could rack up pop sales. Ruess and his band are in the Al Hirt groove, playing updated New Orleans with vim and spirit, and his combo swings behind him. Set was waxed live at a college concert. Tunes include "Lincoln Blues," "Tiger Rag," "Avalon" and "Rockin' Chair." Listenable wax and commercial, too.

★★★★ TWISTING THE OLDIES
The Night Owls. Valmor 79—Here's a

Twist album with a new twist—a tie-up with the Fred Astaire dance studios across the country. Package itself contains swinging Twist beat scorings of a flock of familiar rock hits. Back liner has directions and foot diagrams for the dance and the label has set stars and dance studio tie-ins to plug the set. On the strength of this alone, package figures to have a sale and perhaps jock exposure as well.

MODERATE SALES POTENTIAL

★★★ LET'S ALL DO THE TWIST
Tommy and the Twisters. Regent MG6194

★★★ REALLY MCCOY
Clyde McCoy. Mercury SR 40677 (Stereo & Monaural)

★★★ INSTRUMENTAL SOUNDS OF THE OLDIES
The Admirals. Valmor LP 88

POPULAR EP

★★★ IT'S MY TURN; I'M ALWAYS YEARNING FOR YOU; NEW BABY; HOW I WISH YOU KNEW
Various Artists. Blue RB EP 100

SPECIALTY LP'S

FOLK

★★★★ JOSH WHITE AT TOWN HALL
Mercury MG 24672 (Stereo & Monaural)—Another good one by Josh. In addition to the featured star, this package has the benefit of smart arrangements by Quincy Jones—and they are really good ones. Also, Josh Jr. is present on several pieces, such as "I Know Where I'm Goin'"; and Josh's daughter, Beverly, scores very strongly with the fine hillbilly song, "Half as Much." Josh is represented by well-known repertoire, such as "Onskirts of Town," "Hard Times Blues," etc.

INTERNATIONAL

★★★★ ALPS TO THE SEA
Aldo Bruschi and His Ensemble. Cma 113—A fine package, capturing the romantic flavor and savor of Italian music. Aldo Bruschi has a fine bass voice, rich both in vocal quality and technique—and his performances are utterly lacking in fabrication; there's no hint of artificiality. The ensemble group provides able support and a soprano, Lucille Perret, contributes to the general Mediterranean effect.

RELIGIOUS

★★★★ FAT BOONE READS FROM THE HOLY BIBLE
Dot DLP 3482—Pat Boone deserts music completely on this new LP, in favor of a series of unaccompanied solo readings of Bible passages. Boone reads with verve and expression and the production could have broad appeal. The material includes "The

(Continued on page 24)

THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JANUARY 13

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	2	THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMD)	23
2	1	THE LION SLEEPS TONIGHT	By Weiss-Peretti-Creators—Published by Folkways (BMD)	6
3	5	PEPPERMINT TWIST	By Joey Dee-Henry Glovers—Published by Impact-Wars (BMD)	6
4	6	CAN'T HELP FALLING IN LOVE	By Weiss-Peretti-Creators—Published by Gladys (ASCAP)	4
5	3	RUN TO HIM	By Keller-Goffin—Published by Aldon (BMD)	8
6	8	HAPPY BIRTHDAY, SWEET SIXTEEN	By H. Greenfield-N. Sedaka—Published by Aldon (BMD)	7
7	7	GOODBYE CRUEL WORLD	By Shayne—Published by Aldon (BMD)	10
8	9	WALK ON BY	By Hayes—Published by Lowery (BMD)	7
9	19	I KNOW	By Barbara George—Published by Saturn-At Last (BMD)	3
10	13	WHEN THE BOY IN YOUR ARMS	By Tepper-Bennett—Published by Pickwick (ASCAP)	5
11	12	UNCHAIN MY HEART	By A. Jones-F. James—Published by Tee Pee (ASCAP)	4
12	11	PLEASE MR. POSTMAN	By Dobbins-Garrett-Melanbert—Published by Jobette (BMD)	10
13	10	WHEN I FALL IN LOVE	By Victor Young-Edward Heyman—Published by Northern (ASCAP)	5
14	14	LET THERE BE DRUMS	By Nelson-Podolor—Published by Travle (BMD)	8
15	20	REVENGE	By Benton-Hall-Ewald—Published by Raleigh (BMD)	4
16	4	MOON RIVER	By Mancini-Merzoc—Published by Famous (ASCAP)	9
17	17	'TIL	By Carl Sigman-Charles Danvers—Published by Chappell (ASCAP)	5
18	28	A LITTLE BITTY TEAR	By Hank Cochran—Published by Pamper (BMD)	2
19	26	TOWN WITHOUT PITY	By D. Tomlin-N. Washington—Published by United Artists (ASCAP)	2
20	—	BABY IT'S YOU	By Mack David-Barney Williams-Bert Shearbach—Published by Dolfi (ASCAP)	1
21	—	COTTON FIELDS	By Leo McGuire—Published by Box & Cox (ASCAP)	1
22	—	NORMAN	By John D. Loudermilk—Published by Acuff-Rose (BMD)	1
23	30	THE WANDERER	By E. Marzeca—Published by Schwartz-Disal (ASCAP)	2
24	23	GYPSY WOMAN	By Curtis Mayfield—Published by Curtom (BMD)	6
25	15	JINGLE BELL ROCK	By Real-Boothe—Published by Cornell (ASCAP)	3
26	18	I DON'T KNOW WHY	By Ahlert-Turk—Published by Ahlert & Cromwell (ASCAP)	6
27	21	THERE'S NO OTHER (Like My Baby)	By Bates-Spector—Published by Bertha (BMD)	4
28	29	IF YOU GOTTA MAKE A FOOL OF SOMEBODY	By Rudy Clark—Published by Good Songs (BMD)	2
29	—	FUNNY HOW TIME SLIPS AWAY	By Willie Nelson—Published by Pamper (BMD)	1
30	—	SMALL SAD SAM	By Sonny Skylar-E. V. Deane—Published by R.F.D. (ASCAP)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. THE TWIST** — Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 813; Ernie Freeman, Imperial 5791.
- 2. THE LION SLEEPS TONIGHT** — Tokens, RCA Victor 7954.
- 3. PEPPERMINT TWIST** — Joey Dee and the Starliners, Roulette 4491.
- 4. CAN'T HELP FALLING IN LOVE** — Four Esquires, Terrace 7902; Elvin Presley, RCA Victor 7948; Kinky Smith, Dot 16294.
- 5. RUN TO HIM** — Bobby Vee, Liberty 55384.
- 6. HAPPY BIRTHDAY, SWEET SIXTEEN** — Neil Sedaka, RCA Victor 7957.
- 7. GOODBYE CRUEL WORLD** — James Darren, Colpix 609.
- 8. WALK ON BY** — Lenny Van Dyke, Mercury 71834.
- 9. I KNOW** — Barbara George, AFO 301.
- 10. WHEN THE BOY IN YOUR ARMS** — Connie Francis, MGM 13051.
- 11. UNCHAIN MY HEART** — Ray Charles, ABC-Paramount 10246.
- 12. PLEASE MR. POSTMAN** — Marva Nolen, Yama 54846.
- 13. WHEN I FALL IN LOVE** — Letterman, Capitol 4652.
- 14. LET THERE BE DRUMS** — Saddy Nelson, Imperial 5775.
- 15. REVENGE** — Brook Benton, Mercury 71903.
- 16. MOON RIVER** — Jerry Butler, Vee Jay 495; Henry Mancini, RCA Victor 7916; Fuller Brothers, Challenge 9119; Carmen Cavallaro, Decca 21304; Calvin Jackson, Reprise 10022; Richard Hayman, Mercury 71849; Hollyridge Strings, Capitol 4631; Mantovani, London 2021; Jane Morgan, Kapp 431; Eddie Harris, Vee Jay 420.
- 17. 'TIL** — Angela, Caprice 107.
- 18. A LITTLE BITTY TEAR** — Earl Inra, Decca 31390; Wanda Jackson, Capitol 4681.
- 19. TOWN WITHOUT PITY** — Gene Pitney, Musicor 1009.
- 20. BABY IT'S YOU** — Shirelles, Scepter 1217.
- 21. COTTON FIELDS** — Highwaymen, United Artists 378.
- 22. NORMAN** — Sue Thompson, Hickory 1159.
- 23. THE WANDERER** — Dion, Laurie 3115.
- 24. GYPSY WOMAN** — Impressions, ABC-Paramount 10341.
- 25. JINGLE BELL ROCK** — Chet Atkins, RCA Victor 7971; Chubby Checker/Bobby Rydell, Caprice 205; Bobby Holms, Decca 36513.
- 26. I DON'T KNOW WHY** — Linda Scott, Canadian-American 129.
- 27. THERE'S NO OTHER (Like My Baby)** — Crystals, Philips 100.
- 28. IF YOU GOTTA MAKE A FOOL OF SOMEBODY** — James Ray, Caprice 110.
- 29. FUNNY HOW TIME SLIPS AWAY** — Jimmy Elledge, RCA Victor 7946.
- 30. SMALL SAD SAM** — Pat McClean, Veejay 107.

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The "Sad Movies" Girl

SUE THOMPSON

Does it Again!

*Selling in All Markets
Her New Smash*

NORMAN

c/w

NEVER LOVE AGAIN

HICKORY 1159

**JUST
RELEASED
AND
HEADED
FOR
THE
TOP
IN
ALBUM
SELLERS
LPM 104**



Hickory Records
2510 Franklin Road
Nashville 4, Tennessee

Reviews of New Albums

Continued from page 22

23d Psalm," "The First Psalm," "The Story of Creation," "Sermon on the Mount," and a passage from the book of Corinthians. Good wax with a different slant for the artist.

JAZZ

WE FREE KINGS

Roland Kirk, Mercury MG 26679 (Stereo & Monaural)—Kirk is a man of many horns—tenor, manzanello, flute, etc., and he can play several at once. But don't regard this as a stunt album. It's solid bluesy material, free-swinging and full of tension, color and interesting rhythmic patterns. Much of the material is Kirk's, such as the title number. In addition, there's Charlie Parker's "Blues for Alice."

SACRED

THE BROWNS SING SONGS FROM THE LITTLE BROWN CHURCH HYMNAL

RCA Victor LPM 2345 (Stereo & Monaural)—The fine group, well known in the country and pop works, turns to the sacred repertoire here with a memorable selection of hymns and gospel song favorites. With organ and piano, they apply their harmony sound to "Church in the Wildwood," "In the Garden," "Whispering Hope" and others. Strong performances by the group and the set carries a good cover illustration of a church to set the mood.

DOCUMENTARY

6 MILLION ACCUSE

United Artist UAL 9003 — The label rushed this package out as soon as the verdict on Adolph Eichmann was announced. It is an actual recording of the Eichmann trial in Israel with Yehuda Lev providing the English narration. Accomplished with the aid of Kol Israel Broadcasting, this documentary recording of a trial complete with the most vivid testimony of a man

accused of the most horrendous crimes against humanity should be heard by adults and students of all religions. It's a constant reminder of the horrors of the Nazi era.

CHILDREN'S

PETER COTTONTAIL AND OTHER EASTER AND SPRINGTIME FAVORITES

Golden LP 81—Bright renderings of children's songs by Roy Rogers, Dale Evans and the Mitch Miller ork make this a pleasant set for the kids. Tunes include the title song, plus "Open Your Heart and Let the Sunshine In"; "Bunny, Bunny, Bunny," and "Eustace, the Useless Rabbit."

GOLDEN TREASURY OF FAMOUS SPEECHES

Various. Golden LP 80—This album of speeches by the famous and the infamous should interest adults and students alike. There are actual recorded speeches by Presidents Roosevelt, Eisenhower and Kennedy, as well as Winston Churchill, Charles de Gaulle, Hitler and others. And there are speeches (read by actors) by Washington, Lincoln, Theodore Roosevelt, etc., even reaching back to Martin Luther and Plato.

LATIN AMERICAN

MAS SABROSO

Mongo Santamaria y su Orquesta. Fantasy 3324 — Authentic Afro-Cuban music which will be appreciated by the connoisseur and the general listener—for its excitement is such that one does not need expert knowledge to savor the flavor and performance. The material comprises cha cha, pachangas, the guajeo, etc. There are very good notes by Robert Farris Thompson.

LATINO CON CAL TJADER FEATURING MONGO SANTAMARIA

Fantasy 3339—In a sense, this album is a Cal Tjader sampler which features congo

drummer Mongo Santamaria. Cal, no longer with Fantasy, is represented by six different selections by four of the different groups he worked with during his long career with the label. The music is of the healthy, enthusiastic Latin type with emphasis on rhythm, naturally, and some swinging choruses from Cal himself and from piano stylists Lennie Hewitt and Vince Guaraldi. Very much in the jazz groove.

PACHANGA WITH JOE LOCO

Fantasy 3321—This is more than just another pachanga album. It is a real swinging, melodic Latin set, played sharply by the Joe Loco crew. It features catchy pachanga rhythms, interspersed with cha cha and the mambos. Tunes include "Mi Chino," "Bon Bon," and two tunes penned by Loco, "Algo Caliente" and "Pin Pon." A set that will appeal to the Latin trade and to Latin aficionados in New York, Los Angeles and other areas.

Moderate Sales Potential

LATIN AMERICAN

MUCHO MERENGUE, MUCHO RITMO
Enrique Lynch and Ork. Columbia EX 5064

ARJIBA-LA PACHANGA
Mongo Santamaria Orchestra. Fantasy 3324

CHILDREN'S

MOTHER GOOSE SONGS; EMPEROR'S NEW CLOTHES
Bing Crosby. Golden LP 79

CLASSICAL

TREASURES OF VIENNA
Vienna Philharmonic Orchestra, Rudolph Kempe, conducting. Angel 35851

JACQUES DE MENASSE;
SONATA FOR VIOLA AND PIANO,

SONATA FOR VIOLIN AND PIANO,
SONATINA No. 2 FOR PIANO
Various Artists. Composers Recordings CRJ 154

RELIGIOUS

I'LL SHOUT AND SHINE; LIGHT IN THE SKY; YOU CAN'T CHEAT ME OUT OF HEAVEN; I BOWED ON MY KNEES AND CRIED HOLY; FOLLOW THE GOLDEN RULE; I'LL NEVER BE LONESOME
The Hall Singers. Loyal LR-EP-181

TRAVELING THE HIGHWAY HOME; GIVE MOTHER MY CROWN; I'M USING MY BIBLE FOR A ROADMAP; WALKING MY LORD UP CALVARY'S HILL; DOES THE WORLD SEE JESUS IN YOU.
The Sullivan Family. Loyal LR-EP-192

LIMITED SALES POTENTIAL

COUNTRY & WESTERN

TATTOOED LADY PLUS ELEVEN OTHER SIZZLERS
Various Artists. Fortune LP 3001

POPULAR EP

LITTLE MISS KATIE
Dixie EP 954

MUSIC AS WRITTEN

New York

Emil La Viola, general manager of Aldon Music, the Nevine-Kirshner Publishing firm, became the father of a son last week. . . . Carol Channing, who opened at the Waldorf in New York last week, has cut a new album for Caedmon Records, in which she reads Loreli's Diary in a recording of "Gentlemen Prefer Blondes." . . . Perez Prado has signed a new long term pact with RCA Victor. . . . Brook Benton opens at the Regal in Chicago January 12, and at New York's Apollo January 26. . . . Don Robey, of the Duke and Peacock labels, was off last week for another spell of deer hunting.

Thrush Nikki Price has joined Columbia Records. . . . Yamaha Music has snagged the rights to the musical background score of the flick "Yojimbo" starring Mifune. . . . Harry Lew of Stanley-Lewis Distributors in New York was tended a luncheon on his 58th birthday by record companies whose lines he handles. Harold Drayson of Caedmon hosted the affair, and in attendance were Tom De Vito, Herman Gimbel, Maynard Solomon, Jim Gardner, Irv Cratko, Jac Holtman, Peter Fritsch and Alma Kaye.

Bobby Rydell and Chubby Checker are off on a three-week trip of Australia and New Zealand. . . . Eddie V. Deane has signed with Select Records, a subsidiary of Joy. . . . Lelan Rogers has been appointed Southern Region promotion manager for Epic and Okeh Records. . . . Ferruccio Tagliavini will give his first New York concert at the Academy of Music in Brooklyn January 19. . . . Morty Wax and Mike Serby have sold their latest wax production, featuring Donny and the Del Chords to Epic. Tune is "When You're Alone." . . . Everest purchased the single of "Keep Twisting" by Jan Minor from Iver Recording Company. . . . George Kirby opens at the Copa with Bobby Darin on May 3. . . . Rusty Warren opens at the Ranch House, Phoenix, February 1. . . . The Ember label has jumped on the bandwagon and issued an album titled "Pot of Golden Goodies" with 15 hits of past years by various artists. Bob Rofoantz.

Hollywood

Dot Records' president and golf expert, Randy Wood, last week accompanied Lawrence Welk as chief coach-kibitzer when the band leader played noted golf pro, Arnold Palmer. . . . Dalton Ross Productions will send Capitol's Lou Rawls to New York to produce a radio-TV series of Ballentine commercials. Rawls, currently on the market with his "Nine-Pound Hammer" singles, will be recorded in an LP of blues and standards by Capitol producer Nicky Venet during the artist's New York stay.

While no one at Warner Bros. Records will confirm it officially, it is evident that the label has dropped its "Plus 2" singles concept. The last WB "piggy-back" single was issued in October, and none is scheduled for future release. The "Plus 2," brainchild of the label's former president, Jim Conkling, was conceived to stimulate singles sales by offering the buyer more for his money without cutting price. Conkling hoped to achieve this aim by adding a bonus track of former top sellers to each side of the new singles. Sales results showed no appreciable difference, with youngsters buying a record if they wanted it, remaining unswayed by the lure of a bonus track.

Reprise artist-repertoire head, Neal Hefti, is preparing a package of his own for the Frank Sinatra-owned label. . . . Al Anthony has signed Timothy Hay to his Ala Records firm as an exclusive artist. Hay previously was with the RCA Victor. . . . Billy Weldon, who recently launched his Plaza label, is now hitting key markets throughout the country to set up distributors. Plaza's first disk is scheduled for late this month and features Ric Lance. . . . Columbia's Anita Bryant opens Saturday (13) at Miami's Fontainebleu Hotel as a top-billed attraction, marking her initial home-town engagement.

Columbia's new find, Kenny Karen, arrives here Wednesday (10) to launch his transcontinental tour promoting his debut release, "Oh, Susie, Forgive Me." . . . The same label will record Mike Clifford's first album next week. He's Helen Noga's protege. Lee Zhito

Cincinnati

Dot Records Distributing Company, which recently shuttered its Indianapolis location, has opened new quarters at 1118 Sycamore Street here, with Vaughn Tideman as general manager, and Frank Shue, formerly with Columbia Records here, on sales. Rhea Robertson will work out of the local office as promotional manager for the Midwest. Don Mehl will continue to serve the firm in Indianapolis and surrounding territory. . . . Lou Epstein, manager of the Jimmie Skinner Music Center

NEW YORK UNIVERSITY In Cooperation With The NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES

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THE PROGRAM

SESSION I
JANUARY 24
THE ROLE OF ARTISTS & REPERTOIRE: POPULAR & JAZZ
Instrumental Pop & Jazz . . . George Avakian
Pop Singles . . . Clyde Otis
Reissues . . . John Hammond
Jazz Recording Today . . . Nesuhi Ertegün

SESSION II
JANUARY 31
THE ROLE OF ARTISTS & REPERTOIRE: CLASSICAL
Symphonic & Instrumental . . . Seymour Solomon
Opera & Vocal . . . Alan Kayes
Chamber Music . . . Is Horowitz

SESSION III
FEBRUARY 7
SALES & MERCHANDISING: RETAILING
Single Records . . . Al Bennett
Package Goods . . . Bill Gallagher

SESSION IV
FEBRUARY 14
SALES & MERCHANDISING: ADDITIONAL SALES OUTLETS
Record Clubs & Direct Mail . . . John Stevenson
One Stops & Racks . . . Marty Zwerling
Premiums & Varied Methods . . . Hal Cook

SESSION V
FEBRUARY 21
THE PROMOTION OF RECORDS
Publicity . . . Bob Altshuler
Advertising . . . Norman Weiser
Radio, Television & Disc Jockeys . . . Dave Kapralik

SESSION VI
FEBRUARY 28
RECORD PACKAGING
Art Production . . . Bob Jones
Annotation . . . Nat Hanftoff

SESSION VII
MARCH 7
ROLE OF THE RECORDING ENGINEER
Studio & Live Recording . . . Tom Dowd
Development of Equipment . . . William Bachman

SESSION VIII
MARCH 14
THE FUTURE OF THE RECORD BUSINESS: (PANEL DISCUSSION)
Topics to be considered by the Panel:
The Recording of Broadway Shows;
Sound Tracks; The Impact of Clubs;
Price Cutting; Speeds; Sizes; Increase of Foreign Sales, and Tape?
Joe Galda . . . David Kapp
Hal Cook . . . Randy Wood
Ted Wallerstein . . . Billy Taylor, Moderator

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HOME TELEPHONE _____

POSITION IN COMPANY (if relevant to recording) _____

CHECK ENCLOSED (\$55.00 payable to New York University)

(Continued on page 30)

ARTISTS' BIOGRAPHIES

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

BOBBY VEE



Pictured here is the real Bobby Vee. It seems the gremlins crept into BMW's photo department when preparing the 1962 edition of "Who's Who in the World of Music," and the pic published just wasn't Bobby Vee. Also to correct all the info on this hot Liberty recording artist, here's the real rundown on Bobby Vee.

Vee was born April 30, 1943, in Fargo, N. D. His interest in music stems from his father,

Sidney Velline, who played both the violin and piano. Vee's uncle played sax and his two older brothers, Sidney Jr., 21, and Bill, 23, are guitarists. Bobby learned to play the guitar from brother Sid while still attending high school. Sid and Bill, already members of a 15-piece band, allowed their younger brother to sit in on practice sessions if he would "be quiet." Soon after, in 1959, the group was asked to fill in on a date for Buddy Holly who had been killed in a plane accident. The band bought identical sweaters, labeled themselves the Shadows and put Bobby Vee on as vocalist, mostly because he knew all the lyrics to the six numbers in their limited repertoire. The audience loved the boys, especially the young lad who was told to keep out of the way—Bobby Vee.

The date aroused enough professional interest to have the group signed to a Liberty recording contract and led to a session, where Vee cut his hit debut disk tagged "Susie, Baby." Since then he and the Shadows have had a string of hits, including "What Do You Want," "Since I Met You, Baby," "Devil or Angel," "Rubber Ball," "Take Good Care of My Baby," and his current chart item, "Walkin' With My Angel." The successful singer has been kept busy between recording sessions, making TV and personal appearances, in addition to accumulating college credits by means of correspondence courses through North Dakota Agricultural College in his home town. Managed by Arnold Mills & Associates, Bobby Vee leaves next week for a p.a. tour of Great Britain.

LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

HANK WILLIAMS TRIBUTE: The multitude of Hank Williams' waxings on MGM Records gained quite a bit of exposure through an all-day musical tribute to the late artist on Station KBER, San Antonio, last week. A. V. Bamford, Bob Wolfe and Jerry Wilder teamed together to broadcast the tribute which commemorated the ninth anniversary of Williams' death. Bamford provided first information from his own experience that memorable day, January 4, 1953, when Hank Williams died en route to one of Bamford's engagements in Canton, Ohio. The station reports that "hundreds of phone calls from listeners proved the still great love for the memory of Hank Williams and his music."

DATE WITH TWITTY: Steve Harris, program director at KATI, Casper, Wyo., writes to tell about a Conway Twitty contest the station

(Continued on page 28)

WQXR Stereo FM Pamphlet

NEW YORK — Station WQXR here has compiled a booklet of facts about FM stereo and is offering it free to listeners. It will also be distributed by leading dealers in the New York metropolitan area.

The booklet describes FM stereo and tells what equipment is required to receive it. Station WQXR, first New York outlet to broadcast FM stereo, now carries 21 hours of FM stereo every week. Many of the shows are aired during the daytime to enable dealers to demonstrate the new system in their stores.

Station Using Its Head in Ale Push

SAN FRANCISCO — Classical FM music Station KSFR, here, has come up with one of the kookiest sponsor promotions of the year.

Ranier Ale has been buying time on KSFR to offer sweat shirts emblazoned with the likeness of Beethoven, Brahms or Bach. The company sponsors an hour-long program seven nights a week on KSFR. The shirts are priced at \$4 each, plus a 50-cent postage and mailing charge, and KSFR has been doing a landslide mail-order business on them.

Ranier, a West Coast firm, is moving into the East soon. In line with this, the company took a page ad in last week's New Yorker magazine. The ad is headed "Be the first one in your group to own a Beethoven, Brahms, or Bach Sweatshirt," and features a "Three B's Sweatshirt Coupon" order blank.

Blore Is Winner Of Gavin Award

• *Continued from page 6*

rector, Neil McIntyre, WHK, Cleveland; "Better Music" Director, Julie Rizzo, KMPC, Los Angeles.

In the "Record Men of the Year" category, Bob Skaff of Liberty Records won in National Promotion, and George Jay, Hollywood, in Free Lance Promotion, with special regional awards going to Bill Spitalsky, New York; Jerry Moss, Hollywood, and Ed Penney, Boston.

A flock of people were mentioned in the Local or Regional Promotion, Distributor Promotion and Distributor categories, because "the localized character of the voting prevented one outstanding selection."

The 10 Most Helpful Record Companies — in the order named

PROGRAMMING PANEL

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

THE QUESTION:

In what manner do radio audiences of the 50th State, Hawaii, differ from State-side dialers, and how do you appeal to their musical tastes?

THE ANSWERS

ROBERT L. JOHNSON
KULA, Honolulu

The Aloha State population consists of many different ethnic groups, Japanese being the largest group with the Caucasian race closely following. Of the 13 radio stations on the Island of Oahu, one program is strictly in Japanese and several others carry programs in other languages. KULA is similar to many of the Mainland stations in that our programming is based on a good music format ranging from standard pops to symphonic selections to appeal to the total populace of Hawaii.



TED SAX
KORL, Honolulu

The Oriental race leads in population here. Thus, in music we follow the trends of not only the State-Siders but also the Orient stations in Japan and Hong Kong. We tone it down to songs that can be understood and have messages. Oriental folks are great story tellers and love records with stories. (i.e., "Sad Movies" and "Big Bad John," both big hits here.) Contests are tremendous. We had over 42,000 entries in a high school contest. Oriental people are smart. They gave us chess and other games, and they like to use their heads.

JIM OWNBY
KNDI, Honolulu

"Paradise" is wonderful, but visitors here find it very hard to hear good Hawaiian music on the radio. Most Hawaiian stations have given their time and efforts to programming a low-type music. Three stations (KAIM, KULA and KNDI) are trying to improve the sound. Others make an effort, but get bogged down with long-talk programs and rock and roll. We appeal to the musical tastes of the average listener by playing standard-type music, and while both Pulse and Hooper indicate we have no listeners it is strange that our mail and telephone response mounts daily.

were: Liberty, Capitol, RCA Victor, Cadence, Atlantic, Swan, Amy, Laurie, Diamond and Reprise. The labels offering the "most improved service"—also in the order named—were: Columbia, Kapp, London, MGM, Dot, Chess, Monument, Mercury, Bit Top, Fraternity, Gone and Triodex.

Gavin himself won the Special Merit award "for the man who has contributed the most to the radio-record co-industries."

VOX JOX

By JUNE BUNDY

THIS 'N' THAT: Larry Kilburn, KPOJ, Portland, Ore., writes: "The Twist has not, I repeat, has not been picked up to any great extent by the teen-agers who have been attending any of my record hops. Perhaps it will in time, but as of now—No." . . . George Hudson, WNJR, Newark, N. J., produced six stagershow at the Newark Paramount Theater last year. The first five featured big name talent, but on the last show (December 16), Hudson "tried something different" and presented 12 youngsters, each of whom had only one record to their credit. The show was billed as "New Stars of 1962."

A FEW WORDS ON WYOMING: Steve Harris, program director of KATI, Casper, Wyo., writes: "Being somewhat upset on account of not seeing anything in the way of news from Wyoming on your fine pages, I'd better write and let you know that, contrary to popular belief, Wyoming does exist. KATI has a good 300,000 people in its coverage area with a No. 1 Pulse rating. Records do break here. When we get a little more population in our area we hope to become possibly a significant factor in record sales in the northern part of the Rocky Mountain Area. We aren't in need of record service—we do okay in that department—but by golly, a note that there is a radio station in Wyoming would certainly be appreciated." In addition to Harris, who handles a daily 2-6 p.m. time slot, KATI deejays include Ken Prather, Jim White, Jim Hayes and Mike Wilson.

PROGRAMMING: Jonny Matthews, KOPY, Alice, Tex., writes: "We have started programming three old standards an hour. On Saturday nights I also have an 'oldie' show from 5 p.m. to midnight. It has been a great help in picking listeners. Also it breaks up playing the Top Tunes all day. Billboard has been a great help in guiding our musical programming." . . . Station WGH, Norfolk, Va., staged a 33-hour "Music Spectacular" on New Year's Eve and Day. The show started with four hours of 1961 best-selling LP selections, followed by the Top 30 pop single hits of 1961 and review of current hits. Then at 11 p.m. New Year's Eve, Roger Clark played some of his rare 78 r.p.m. oldies covering hits dating back to 1929 for six hours. On New Year's Day a complete review of old and new songs was featured on all programs.

GIMMIX: Paul Drew, WAKE, Atlanta, reports that BMW's biog information on artists comes in handy for his current promotion, whereby he asks listeners to guess the identity of a current record star from five clues. The clues are gathered by Drew from the BMW biogs. . . . Dale Kemery, deejay-program director of WATS, Sayre, Pa., is happy about a recent promotion tagged "The Smile Promo." He writes: "We designated three police chiefs in the area as '96 Smilers' and promoted the fact that everyone should ask everyone he met 'Are you wearing a 96 smile?' It's a take-off on the old mystery walker bit. Each smile was worth \$9.60." Station WATS, which, of course, is at 960 on the dial, also has as jocks: The Sherwood, ex-WPTR, Albany; Woody Langley, ex-WMPT, Williamsport, Pa., and Bill Miller. Kemery was formerly production manager of WRAW, Reading, Pa.

CHANGE OF THEME: Don Luftig, formerly with WNTA-TV, Newark, N. J., has joined WINS as program director. He was producer-director of the Clay Cole Record Wagon Show" at WNTA-TV and also directed the award-winning "Open End" series with David Susskind. . . . Joseph T. Conway has been upped from national radio sales manager of the Storer Broad-

(Continued on page 28)

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
January 12, 1957

1. Singing the Blues, C. Mitchell, Columbia
2. Green Door, J. Lowe, Dol
3. Love Me Tender, E. Presley, RCA Victor
4. True Love, B. Crosby-C. Kelly, Capitol
5. Blueberry Hill, F. Domino, Imperial
6. Love Me, E. Presley, RCA Victor
7. Moonlight Gambler, F. Laine, Columbia
8. Just Walking in the Rain, J. Ray, Columbia
9. Hey! Jealous Lover, F. Sinatra, Capitol
10. Rose and a Baby Ruth, G. Hamilton IV, ABC-Paramount

POP—10 Years Ago
January 12, 1952

1. Cry, J. Ray, Okeh
2. Little White Cloud That Cried, J. Ray, Okeh
3. Slow Poke, Pee Wee King, RCA Victor
4. Sin, E. Howard, Mercury
5. Tell Me Why, Four Aces-A. Alberts, Decca
6. Shrimp Boats, J. Stafford-P. Weston, Columbia
7. Any Time, E. Fisher-H. Winterhalter, RCA Victor
8. Jealousie, F. Laine, Columbia
9. Cold, Cold Heart, T. Bennett-P. Faith, Columbia
10. Undecided, Ames Brothers-L. Brown, Coral

RHYTHM & BLUES—5 Years Ago—JANUARY 12, 1957

- Blueberry Hill, F. Domino, Imperial
Since I Met You Baby, I. J. Hunter, Atlantic
Ain't Got No Home, C. Henry, Argo
Honky Tonk (Parts I & II), B. Duggell, King
Blue Monday, F. Domino, Imperial

- Green Door, J. Lowe, Dol
You Got Me Dizzy, J. Reed, Vee Jay
Jim Dandy, L. Baker, Atlantic
Oh, What a Night, Dels. Vee Jay
Love Is Strange, Mickey and Sylvia, Groove

ON THE MOVE

Canada's Disk Discount
Stores Getting Up Steam

• Continued from page 8

reached into the United States and is buying large quantities. "Literally thousands upon thousands of cut-outs have gone in and out of our Somerset Street (Ottawa) warehouse since we started with the discount stores," Sherman commented. "We are in the market for these albums and we have the outlets for them—and there will be another 20 open in 1962!"

The Combination

The success of the record departments in the Canadian discount stores has been due largely to a combination of standard retail practices plus refinements of old procedures. The browser-bin system so popular in recent years has been minimized with 80 per cent of the department fixtures being devoted to full display record racks. Departments in such stores

as Towers, Shoppers City, Banner and Miracle Marts have been using these fixtures with great success.

"In these stores," says Sherman, "We are catering to the casual record collector who buys on impulse. In order to attract them it's important to display as much of your merchandise as possible. These racks show 300 different covers on one side of a 20-foot gondola. Just as in a food market the shopper can't help but purchase two or three albums."

Another innovation, new to most cities in Canada has been the use of loss-leader items and complete across-the-board inventory discounting. Most traditional retailers run periodic sales. The discount stores are selling 20 per cent to 60 per cent off list all year round. Alex Sherman, whose own stores operate at full list, states that this trend is a natural outgrowth of year-end and anniversary sales, where the customer becomes accustomed to and expects to purchase records at discount prices.

Good-Sized Space

The record departments in most of the discount stores average about 1,200 square feet in size. Towers and Shoppers City are 1,500 square feet and stock more than just "cream inventory." Catalog selections are carried in depth in all categories. Sherman points out that the rack display has been a boon to the smaller labels whose album covers are in many cases as attractive as the major labels and therefore yield as great sales volume per album through impulse purchases.

Sherman's departments also stock transistor radios and portable record players, needles, carrying cases and other accessories.

In 1962, it is estimated another 50 discount stores will open. Sherman's firm has contracted to open in 15 more Towers outlets as well as 3 with Shoppers City in the Ottawa area. "There is talk that Towers will move into Western Canada in 1962," says Sherman. "We intend to go all the way with them. Discounting in Canada, on a major scale, is just beginning. Now is the time to jump on this retail discount train."

Decca's New
Phono Line

NEW YORK — Decca Records has announced seven new portable phono models to be added to the existing phono line introduced last summer. Price range of the new models is \$19.95 to \$139.95.

At the low end is the DPS-15, the Palm Beach V, a four-speed manual at \$19.95, followed by the Seaford VI, DP-592, another four-speed manual at \$24.95. The DP-593 is listed as a two-speaker hi-fi manual at \$34.95. The DP-490 is a new automatic portable with AM radio included with a suggested list of \$69.95.

At the higher end are the Shel-drake II DP-661, a stereo automatic portable with detachable speakers at \$79.95; the Monroe, DP-670, also an automatic portable with detachable speakers, plus a VM changer at \$99.95, and the Shelby II, DP-636, called "the new home music system," at \$139.95. This stereo unit includes in the price a starter library of 10 stereo LP's.

Symphonic Names
Baggs Director

NEW YORK—Symphonic Electronic Corporation has named A. R. Baggs to the new post of director of marketing and product development, according to Max Zimmer, president of Symphonic Baggs previously had held marketing posts with Magnavox and RCA Victor. Zimmer said the appointment comes in the wake of the company's decision to further product lines in all areas of consumer electronics.

Admiral Corp.
Debuting New
1962 Models

CHICAGO — The Admiral Corporation has introduced new mid-year, drop-in models to its stereo phono lines in three different price bracket series: the promotional line, the Super 20 Decorator series and the Imperial 80 series. According to Clarence Flinn, sales chief, all of the models "anticipate every new development possible for the next two years."

In the promotional line, there are three new units: the Empress, in a 40-inch cabinet and built to sell in the \$139.95 to \$159.95 area; the Cordova, the same unit with AM-FM tuner, in the \$179.95 to \$199.95 bracket, and the Arcadia, the same basic unit with FM stereo plus AM-FM tuner, to sell for from \$199.95 to \$219.95. This series is also available in a larger, 46-inch cabinet.

Four units have been added to the Super 20 Decorator Series, including the Chancellor de luxe stereo in a 49-inch cabinet and including AM-FM tuner with FM stereo; and the Scandia, a three-way convertible stereo set also employing AM-FM tuner and FM stereo.

The Imperial 80 series in 61-inch cabinets highlights the new phono line. These units include, in addition to AM-FM radio and FM stereo, electro-mechanical reverberation, and a beacon light indicating when an FM station is broadcasting stereo, and are available in various cabinet woods.

DISC Co-Op
Hold's Meet

JERSEY CITY — Dealers in Sound Corporation (DISC), one of the first formal dealer record-buying co-ops, is holding a general membership meeting Thursday (11). Session will take place at the DISC warehouse here. Co-op President Irving Randolph, operator of Bandwagon Records in East Orange, gives a report on the latest buying operations and deals made for product and final decisions are being made regarding DISC sponsorship of deejay record shows on several local outlets.

Nine New Olympic Drop-In Phono
Machines Unveiled at Chi Showing

CHICAGO — Olympic Radio and Television added nine new drop-in phonograph units to its current line at the Winter Furniture Market at the Pick Congress Hotel here Saturday (6).

Among the sets announced were three home entertainment centers, all of which include TV as well

as radio and phono. Model 3K118 has AM radio, phono and stereo cartridge while Model 3K119 contains an AM-FM radio along with stereo phonograph. Model 3K329 incorporates AM-FM simulcast and multiplex receiving equipment plus stereo phono. With this unit, each program source can be played simultaneously in different rooms. These units list at \$299.95, \$349.95 and \$575 respectively.

In the strictly phono field, Model 1700 console stereo has an open price while Model 1705 low-boy stereo lists at \$129.95. There are three new stereo radio-phono combinations being offered. Model 1765 at \$199.95 features AM-FM radio and stereo phono; Model 1790 contains AM-FM radio with simulcast and multiplex receiving units at \$279.95, and Model 1806 contains essentially the same components with more controls and more elaborate packaging. A leader portable stereo phono, Model SA179 has a \$59.95 list. The firm is also offering six new radios in its line.

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 2% or more of the total dealer points are listed below.

AM-ONLY TABLE RADIOS

Pos. This Issue	Pos. 10/2/61 Issue	Brand	% of Total Points
1	2	Zenith	21.7
2	1	RCA Victor	18.6
3	5	Motorola	10.6
4	4	General Electric	8.2
5	7	Westinghouse	6.8
5	—	Philco	6.8
7	6	Emerson	5.8
8	3	Magnavox	4.1
		Others	17.4

AM-FM TABLE RADIOS

Pos. This Issue	Pos. 10/2/61 Issue	Brand	% of Total Points
1	1	Magnavox	24.2
2	2	Zenith	21.8
3	4	Granco	7.1
4	3	RCA Victor	6.6
5	5	Motorola	6.4
6	—	Telefunken	3.7
7	6	General Electric	3.4
		Others	26.8

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.

BLUE NOTE—Expires January 31, 1962. Started January 2, 1962.

Dealers are offered a 10 per cent discount on the entire catalog.

DECCA—Expires January 31, 1962. Started January 2, 1962.

The label is offering a special incentive plan to distributors on Decca, Brunswick and Coral catalog items. See page 4, January 6 issue, for details.

PRESTIGE—Extended through January 31, 1962. Started November 4, 1961.

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

CAMEO-PARKWAY—Expires February 9, 1962. Started January 8, 1962.

"First Anniversary Sale." Label offers a 20 per cent cash discount on the complete Cameo catalog and 10 per cent cash discount on the complete Parkway catalog.

MERCURY—Expires February 15, 1962. Started January 1, 1962.

Operation Gold Seal. Fifteen per cent merchandise bonus. On general catalog items (exclusive of Wing merchandise) 100 LP's or EP's purchased will allow 15 in a like category to be shipped at no charge. All merchandise purchased under Operation Gold Seal, which is represented in the new January release, will be 100 per cent exchangeable during the last 15 days in May. The rest of the product purchased under the plan will receive usual 10 per cent exchange. "F. 350" product will be exchangeable on a dollar basis for any LP in the Mercury catalog.

PRESTIGE—Expires March 31, 1962. Started December 29, 1961.

The label offers two free LP's for every 10 purchased on the International, Bluesville, Lively Arts, Anatolian, Greek and Documentary series.

UNITED ARTISTS—No expiration date. Started January 8, 1962.

Plan is in two parts: "Sweet 16 for '62." This covers 16 new LP's plus entire U.A. catalog. The label offers distributors two 10 per cent discounts plus an additional 2 1/2 per cent discount if the distributor provides (by submitting dealers' invoices at the completion of the sale) that he has passed the discount on to the dealer. "Silver Spotlight Series." Special pre-pack of 120 singles which may be purchased on a one-on-five basis. See separate story, current issue, for details.

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 \$1.99. 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 Kozm 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 Businessmen's Record Club" series available at 10 per cent discount.

ALBUM COVER OF THE WEEK



LES LIAISONS DANGEREUSES—Original Sound Track, Epic LA 16022. You can't miss this one; it's in purple, black and white and the credit for the design goes to Muzelle Thompson. It's a timely display item, too, with the Roger Vadim flick currently opening all over the country.

MORE GREAT NEW PHONOGRAPHS FOR '62 FROM DECCA...THE NO.1 DEALER-PROVEN LINE



THE PALM BEACH V • DP-15 • \$19.95
Handsomely designed—sturdily constructed—four-speed motor—turnover cartridge



THE SEAFORD VI • DP-302 • \$24.95
Deluxe monaural manual—front speakers—outside controls—turnover cartridge



THE LENNOX • DP-503 • \$24.95
Deluxe two-speaker manual Hi-Fi—large cabinet—turnover cartridge—front controls



THE RICHMOND • DP 499 WITH RADIO • \$49.95
Hi-Fi automatic phonograph with AM radio



THE SHELDRAKE II • DP-561 • \$79.95
Budget priced High Fidelity Stereo—striking new cabinet design



THE MONROE • DP-570 • \$99.95
Full Stereo portable with separate speaker enclosures—Four speakers: one 8" woofer and one 3" tweeter in each of two enclosures

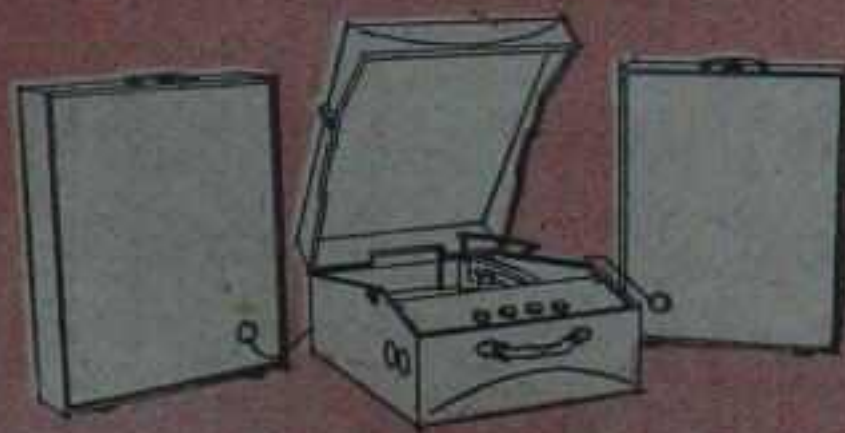


THE SHELBY II • DP-636 • \$139.95 Includes a Stereo Starter Library—Retail Value \$49.80
The New Home Music System—Four Speakers—Compact—Versatile

SALES PROVEN BY THE POLLS Phonographs by DECCA for '62



THE ALLEGHENY VI
DP-313 (Mahogany) • \$129.95
DP-314 (Walnut Finish) • \$134.95
Self-contained Stereo—transformer-powered amplifier—four speakers



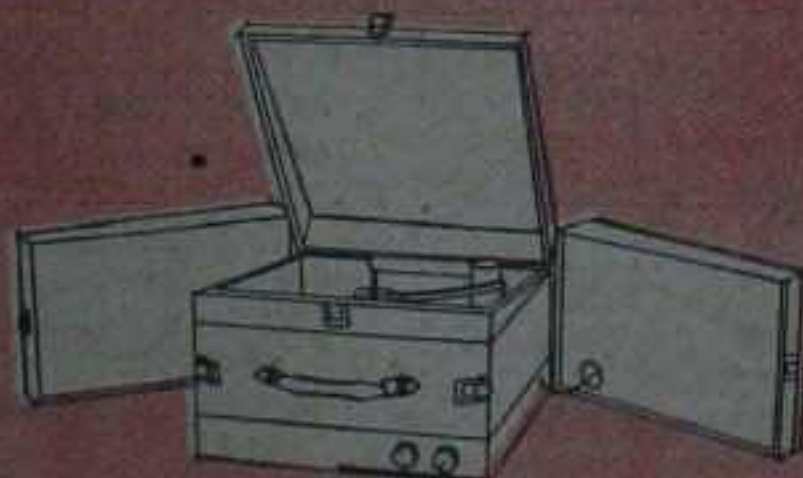
THE DEVON II • DP-298 • \$129.95
Full Stereo, High Fidelity portable—separate speaker baffles—transformer-powered amplifier—deluxe changer



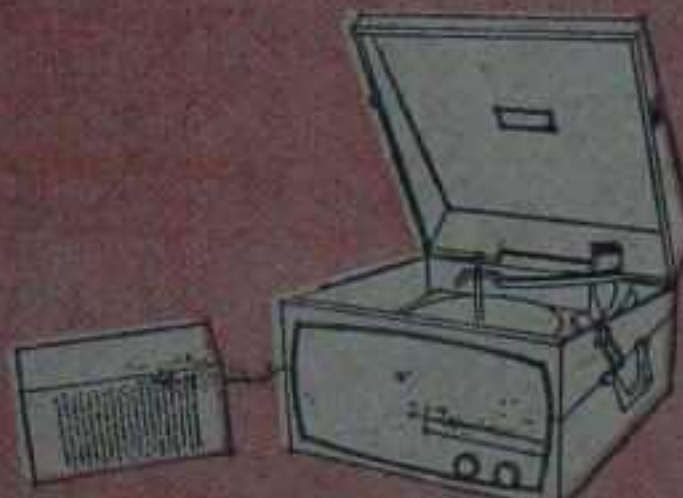
THE BENTON V • DP-286 • \$109.95
High Fidelity, Full Stereo portable—full size speaker baffles—angled control panel—handsome covering



THE CROYDON
DP-498 • FULL STEREO SIMULCAST AM/FM
\$139.95
Full Stereo phonograph with Full Stereo AM/FM Simulcast radio—separate speaker cabinets—four speed changer



THE ANNIVERSARY IV • DP-852 • only \$59.95
Full Stereo with two full sized wings



THE TUXEDO • DP-651 • \$49.95
Budget priced Full Stereo—Complete with self-storing remote speaker



THE PERRY V • DP-641 • \$42.95
Best-value monaural automatic on the market

FOR IMMEDIATE DELIVERY

All prices are suggested list, plus 45 RPM spindle, and are slightly higher South, Southwest and West.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Country music is breaking into FM radio at WNOB-FM, Newbury, Ohio, with country deejay Ted Rogers handling the spinning chores, with an assist from Tex Clark, a.&r. man with Bryte Records, with headquarters in Newbury. Rogers says he's in need of new country waxings for his spinings. . . . Deejay copies

on Jimmie Holt's initial release on the Bryte label, "Little Rosa" b.w. "Bring Back Country Music," are available b. writing to Tex Clark, Bryte Records, Newbury, Ohio.

Charlie Phillips, who spins the country music at KZIP, Amarillo, Tex., has a new release due out soon on Columbia Records. Phil-

lips, who wrote "Sugartime" and other songs, says he'd like to swap ideas with other c.&w. jockeys. . . . Jim and Jesse invite deejays to write in for their newest release, "Diesel Train" b.w. "Beautiful Moon of Kentucky." Your request must be on your station's letterhead. Address Jim and Jesse at Box 425, Prattville, Ala. . . . Jocks needing an extra copy of Slim Whitman's new single on Imperial Records, "Yesterday's Love," b.w. "It Sure Looks Lonesome Outside," may obtain same by writing to Herb Shucher at Box 232, Madison, Tenn.

Dusty Rose, who for the last three months has been sending out the c.&w. wax via his daily "Sunrise Ranch" over KINT-AM-FM, Tacoma, Wash., has added another two-hour country seg, bearing his name, on Saturday afternoons. Dusty says that with improving service from the artists and diskeries, he hopes to add more time to his broadcast schedule in the near future. His biggest listening response at the moment, says Rose, comes via "Mr. Record Man," by Willie Nelson; "Go on Home," by Patti Page; "That's my Pa," by Sheb Wooley; "Key to Your World," by Connie Hall, and "Echo of Your Voice" (which Dusty wrote), by Johnny Western.

B-W Music, Inc., Wooster, Ohio, announces that it has available two new gospel releases. "Didn't It Rain" b.w. "I Was Traveling," by Rev. Joe Freeman, and another by the Singing Slabach Sisters. Jockeys using gospel wax may obtain copies by writing to the above firm. . . . "Thanks to the recent mention in your column, I am still getting requests for deejay samples and receiving records for my gospel record programs here on KXEN and the two hours nightly on the 100,000-watt XEG, Monterrey, Mexico," writes Walter Bailes, of Loyal Records, Edwardsville, Ill. "If any of the deejays think I won't co-operate by getting new releases to them," continues Bailes, "just let them try me." Now available, says Walt, is Loyal Records' latest release by Marshall Fillingim, "The Unseen Friend" b.w. "Jesus Is the Loving Saviour." On the "A" side, Marshall is supported by Margie Sullivan, of the Sullivan Family.

Slim Mims, who has been at Station WJMX, Florence, S. C., with his band, the Dream Ranch Boys, for the last 15 years, while spinning c.&w. wax all that time, has kicked off a new early-morning, country music show on the station. Heard from 4-6 a.m., the seg is billed as "Day-Bust in Dixie," and appearing with Slim are Uncle Ugly and Aunt Pretty Mims. Mims says he's in need of spinning material for the new show. Mims and the Dream Ranch Boys are on WJMX each day at noon and double on personals in the Eastern States. In the unit, besides Mims on steel guitar, are Patti Fay Mims and Ann Rochelle, featured vocalists; Lacy Richardson, electric guitar, and Lew Price, vocalist.

Bob & Ray Lease Yock by the Year

NEW YORK—In a move to provide more comedy material for local radio shows, Bob Elliott and Ray Goulding are readying a new syndicated series, "The Bob and Ray Comedy Library." The series (in packages of 260 or 520 three-minute segs) will be leased to local outlets on an exclusive basis in each market.

The series, which will be handled through Graybar Theatrical Productions, will be ready for release early this year. During the

NEW DEALER PRODUCTS

New Tape Line Display

The Burgess Battery Company, a division of Servel, Inc., Freeport, Ill., is providing dealers with this counter display to show off its new line of magnetic recording tape. The display is 8 by 13 inches, made of plywood and is finished to harmonize with store fixtures. The illustration is typical, with an assortment of raw tapes which the firm includes in a package deal: 12 reels of standard acetate and seven reels of Mylar. The dealer cost is \$35.58 and retail price is \$59.30.



Console Wings Detach



Feature of the 1962 stereophonic console lines is this colonial model which may be used as an all-in-one set with

speakers positioned in cabinet, or the speakers may be swung away from the main body of the cabinet on their swivel hinges or removed and placed up to 12 feet from the set. The set also has FM-AM tuner with built-in FM stereo and six matched speakers. The speakers are: two 8-inch woofers and four 3 1/2-inch tweeters. A diamond stylus and nylon record cleaning brush are standard equipment.

VOX JOX

Continued from page 25

casting Company to the general manager post at Storer station WIBG, Philadelphia. He succeeds John C. Moler, who is moving to Storer's new outlet, WMGM, New York.

Russ Simpson has relocated at CKEY, Toronto, in an afternoon time slot. . . . Dave Stewart has left WHAY, Hartford, Conn., and joined WLEE, Richmond, where he is using the new mike-name of Jebb Stuart. . . . Parker R. Daggett has been named vicepres of Commercial Recording Corporation, Dallas, one of the leading radio jingle firms. . . . Bob Robin, formerly with WABB, Mobile, Ala., is the new program director at WDAK, Columbus, Ga. . . . Bob Foster has been named news director of WKGK, Knoxville.

Jim Lowe, WNBC, New York, garnered extensive network TV exposure over the holidays. He replaced Frank Blair on NBC-TV's "Today" show from Christmas Day through January 5. Lowe's fellow spinner at WNBC, Jim Lucas, also played the network circuit last month. He guested on Jack Paar's NBC-TV program from December 26 through December 29. . . . Al Taylor is new program director at KOOL, Phoenix, Ariz. . . . Jack Par is new "Morning Mayor" of KISN, Portland, Ore. His old time period (3-7 p.m.) has been taken over by Johnny Williams.

CHANGE OF THEME: Hy Lit has been named production manager of WDAS, Philadelphia, and is personally responsible for music selection and over-all supervision. He will continue his nightly 10-11 p.m. show and his Sunday 2-3:30 p.m. airtel. . . . Dick Dixon has moved from p.d. post at KMUR, Salt Lake City, to the 7 p.m.-midnight time slot at KTSA, San Antonio. He writes "We're doing the battle of new sounds bits and movin' with lots of contests—latest being the 'Dick Dixon Big Brown Eyes' things: pix of my ocular organs are sent to listeners sending in interesting reasons for wanting them!"

LABEL-DEEJAY PROMOTIONS

Continued from page 25

ran a short time ago. The Wyoming outlet awarded a date with the MGM recording artist to the person making the most words from Conway Twitty's name. Harris relates the station received about 1,000 entries, and the winner was

one-year term of the lease, stations may use the comedy segs an unlimited number of times and sell them for local sponsorship. A complete new library will be made upon second year renewal.

Jeanette Osmus, an 18-year-old high school senior. Twitty's hot MGM wax of "Portrait of a Fool" moves way up on the BMW Bubbling Chart this week.

SMASH PLUGS CHANNEL DISK: Smash Records' recording artist, Bruce Channel, garnered quite a bit of attention in the Phoenix, Ariz., area last week with his new wax tagged, "Hey Baby." The Smash disk distributed by Mercury Records was the winner of the "battle of sounds" on deejay Tony Evans' show on Station KRIZ in Phoenix. Steve Shickel, Mercury's Director of Publicity, tells that the tune was the first to ever get a complete 100 per cent vote count. "No other tune . . . has ever completely shut out the opposition."

THE IMPRESSIONS "DON'T LEAVE ME"

Swirl #107

Following in the footsteps of

"Small Sad Sam"

SWIRL RECORDS

SWIRL/VERSATILE RECORDS

The Home of "Small Sad Sam"

1674 Broadway, New York, N. Y.



And stations all over the country are getting the message: "If you need help in securing exactly the right records and albums for your music programming—you can get it from RSI."

RSI makes your record dollar more productive. Does it with any of eight different program services. The price is right, too. That's why we have over 850 satisfied station subscribers—and the list grows with almost every mail.

If you have any special record problems, call or write to find out how RSI can help you, too. No obligation, of course.

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

Reviews of New Singles

Continued from page 21

In Germany and this good arrangement for reeds and strings figures to have a chance here. Spinables. (Peter Schaeffers, BMI) (2:28)

★★★ Slaughter on 16th Avenue—(Chappell & Co., ASCAP) (2:06)

WALKIN' WILLIE

★★★★ If You Just Woulda Said Goodbye—RSVP 113—A good about blues by the chanter with a colorful background by a chorus of chicks. Side has a good medium rockin' rhythm and it could grab action. (Legion Music, Inc., BMI) (2:37)

★★★ It Sounds So Funny—(RSVP Music) (2:40)

SKEETER DAVIS

★★★★ Where I Ought to Be—RCA VIC

TOR 1919—Fine vocal work by the thrush on an attractive ballad which features an unusual, and offbeat arrangement. Could grab both pop and country action. (Red River, BMI) (2:43)

★★★ Something Precious — (Buttercup-Moss-Ross, BMI) (2:09)

RED SOVINE

★★★★ Big Dreams—RCA VICTOR 7981—A very pretty ballad is handed a very strong performance by Sovine aided much by a mighty smart instrumental backing. This could break loose. (Cedarwood, BMI) (2:20)

★★★ The Cajun Queen — (Cedarwood, BMI) (2:33)



MODERATE SALES POTENTIAL

RON LEE AND THE LOW NOTES

★★★ Come a Little Closer (Keaton, BMI) (2:25)—★★★ Far Away (Keaton, BMI) (2:25), KEESON 105-4

JULES BLATTNER

★★★ St. James Infirmary (2:10)—★★★ Do You Love Me? (Missouri, BMI) (2:15), NORMAN 512

JOSE MADRIGAL

★★★ The Little Tea House (Glenway, BMI) (2:12) — ★★ Have Nutsella (2:10), COLONY 810

THE MAJESTICS

★★★ Safari (Czar, BMI) (2:10)—★★★ Riding By (Czar, BMI) (2:06), CHANSON 1097

THE CURIOS

★★★ Highland Fling (Moo Moo, BMI) (2:20) — ★★ Raunchy Twist (Hi-Lo, BMI) (2:05), FARGO 1021

THE NIGHT HAWKS

★★★ Your Somethin' Else (Jarb, BMI) (1:54)—★★★ Rockin' Hawk (Jarb, BMI) (2:37), ALON 9091

RAY RUFF

★★★ Angel Blue (Missouri, BMI) (2:05) — ★★ Well ... All Right (Nor-Va-Jak, BMI) (1:45), NORMAN 513

GOGI GRANT

★★★ Tender Is the Night (Miller, ASCAP) (2:28) — ★★ Magic Music (Consolidated, ASCAP) (2:23), 20TH FOX 197

THE ASTRA-LITES

★★★ Space Hop (Republic, BMI) (2:05) — ★★ It Was a Bomb (Republic, BMI) (2:14), TRIBUTE 191

BIG JIM AND THE SUNDOWNERS

★★★ Poor Little Sad-Eyed Sue (Tampico, BMI) (2:23)—★★★ Never Let Me Go (Tampico, BMI) (2:28), CHIP 1008

FRED MICK

★★★ Daddy-O-Goose and the Three Little Piggies (B-W, BMI) (2:55) — ★★ Baby, What Do You Want Me to Do (Conrad, BMI) (2:49), HILLTOP 1879

VIVIANE GREENE

★★★ Thanks for Nothing (Commodore, BMI) (2:39)—★★★ You're Nobody Till Somebody Loves You (Southern, ASCAP) (2:50), FINER ARTS 1005

AL SERINO

★★★ Mabel (Staring, BMI) (2:38)—★★★ Alone Am I (Staring, BMI) (2:10), AL-FRED 1005

KNIGHT SISTERS

★★★ Confess (Cedarwood, BMI) (2:46) — ★★ Wooden Head Willie (Cedarwood, BMI) (2:31), TEMPWOOD 1033

BOBBY YOUNG

★★★ The Clock (Lion, BMI) (2:30)—★★★ I'm Gonna Buy You (Tolas-Delstone, ASCAP) (2:52), FOXIE 7009

JOHNNY WILDCARD

★★★ Rock and Roll Yodel (Vidor, BMI) — ★★ Say It Again (Cape Ann, BMI) (1:55), GULF 1002

TERRY SCOTT

★★★ Love Only Me (Sherman-DeVozon, BMI) (2:12)—★★★ Little Angel (Sherman, DeVozon, BMI) (2:10), VALLANT 6016

GEORGE HUGHLEY

★★★ What Did I Do? (Matthews, BMI) (2:20)—★★★ It Hurts Me Too (Wonder, BMI) (2:43), FAIRLANE 21012

JACK B. NIMBLE AND THE QUICKS

★★★ Nut Rocker (Kim Fowley, BMI) (1:07) — ★★ Never on Sunday Skidmore, BMI) (2:15), DEL-RIO 2302

ALLEN COLLAY

★★★ Bye Bye Blackbird (Remick, ASCAP) (2:04)—★★★ Four Days-Four Nights (Tune-Kel, BMI) (1:54), INSTANT 3241

RUSTY YORK

★★★ Tremblin' (J & C, BMI) (2:31)—★★★ Toss Up Over You Arms, BMI) (2:43), KING 5587

BRUCE JOHNSTON

★★★ Do the Suffer Stamp (Parts 1 & 2) (Mississippi, BMI) (2:10, 2:20), DONNA 1354

THE VELAIRE

★★★ Uhuh! Stomp (Lois, BMI) (1:56) — ★★ It's Almost Tomorrow (Northers, ASCAP) (2:15), JAMIE 1211

RONNIE MARTIN

★★★ Lonely Soul (I Need a Friend) (Tivador - Jamie, BMI) (2:11)—★★★ Solace (Tivador-Jamie, BMI), CALDWELL 409

BEN TATE

★★★ I Know the Day Will Come (When You'll Want Me) (Winslow, ASCAP) (2:19) — ★★ Showing Off (Winslow, ASCAP) (2:30), RONNIE 1036-1-2

BILLY BOY BARTON

★★★ Monkey Business (Golden West, BMI) (2:05) — ★★ Blue Lover (Lowery, BMI) (2:20), GULF 1001

JOE BRAGG

★★★ It's a Lovely Thing (Shawnee, ASCAP) (2:45)—★★★ Pretty Please (Shawnee, ASCAP) (2:16), ARLISS 1013

BOBBY PEDRICK

★★★ I'm Scared (Saxoo, BMI) (1:40) — ★★ That Girl Is You (Saxoo, BMI) (2:05), DUAL 3706

ALONZO TUCKER

★★★ What's Wrong (Merrimac, BMI) (2:44) — ★★ Ramona (Leo Feist, ASCAP) (3:07), CUB 9104

STRONG SALES POTENTIAL

JAZZ

LOU DONALDSON

★★★★ Here 'Ths (Parts 1 & 2)—BLUE NOTE 1807 — Moody and soulful blues, styled somewhat on the after-hour kick and featuring organ with rhythm. Real satisfying sound taken from a recent album. Alto sax takes up the lead chorea later on, along with the guitar. Side 2 picks up the tempo but it's still easy listening. (Groove, BMI)

HORACE PARLAN

★★★★ On the Spur of the Moment—BLUE NOTE 1835—A swinging excursion with an ensemble start followed by solos by the whole Parlan crew. Good sound all the way. (Groove, BMI)

★★★★ Ray C—A was bit slower on this side but the group again shows considerable drive. Both sides are from a recent album by the combo. (Groove, BMI)

HORACE SILVER QUINTET

★★★★ Dola' the Thing (Parts 1 & 2)—BLUE NOTE 1818—Listenable blues item is played with spirit by the Silver combo on this bright single. Blue Mitchell and Junior Cook are both featured along with Silver. Side 1 spotlights the horns, while Side 2 features Silver's pianistics. Ecarob, ASCAP)

COUNTRY & WESTERN

SHIRLEY COLLIE AND WILLIE NELSON

★★★★ Willingly—LIBERTY 1343—Pleasant duo blend work on effective country theme with good lyrics. Should pull plenty of play. (Pamper, BMI) (2:40)

★★★★ Chain of Love—Appealing vocal team work on likable country theme with solid lyrics. Both sides are strong. (Pamper, BMI) (2:38)

HACK COCHRAN

★★★★ Lonely Little Mausion—LIBERTY 1340—Platonic chanting by singer on tender country theme about a rundown house that yearns for company. (Pamper, BMI) (2:31)

★★★★ Has Anybody Seen Me Lately—Personable warbling stint by Cochran on up-tempo country ditty with weeper-style lyrics. (Acuff-Rose, BMI) (2:07)

★★★★ If I Lost Your Love—COLUMBIA 42262—Mel departs from the usual country backing on this side to sing a soft easy ballad. The boy sings in plaintive tones with sweeping string backgrounds and augmented choral effects. (Cedarwood, BMI) (2:48)

★★★ Party Girl — (Cedarwood, BMI) (2:30)

COMEDY

ANDY GRIFFITH

★★★★ Flop Eared Male—CAPITOL 4684 —Griffith steps out here with a touch of blue-grass sound. It's a bouncy up-beater with a lot of flashy banjo and guitar pickin' going on behind the chanting. Good side that can sell to the fans. (Andick, BMI) (1:49)

★★★★ A Good Man Is Hard to Find—A good comedy outing in the old-style, home-spun, down country style of Griffith. This is of the "live" variety with audience laughter generously sprinkled through the background. (Mayfair, ASCAP) (3:17)

RHYTHM & BLUES

FREDDY KING

★★★★ The Stumble—FEDERAL 12450—Blues instrumental, with good guitar and a

(Continued on page 30)

BILLBOARD MUSIC WEEK		EASY LISTENING	
This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
Week	Week	TITLE, ARTIST, LABEL	
1	—	CANT HELP FALLING IN LOVE, Elvis Presley, RCA Victor 7968	6
2	2	WHEN THE BOY IN YOUR ARMS, Connie Francis, MGM 13051	8
3	1	WHEN I FALL IN LOVE, Lettermen, Capitol 4658	8
4	—	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	4
5	9	COTTON FIELDS, Highwaymen, United Artists 370	7
6	4	I DON'T KNOW WHY, Linda Scott, Canadian-American 129	11
7	14	SMALL SAD SAM, Phil McLean, Versatile 107	6
8	5	MOON RIVER, Henry Mancini, RCA Victor 7916	14
9	8	MOON RIVER, Jerry Butler, Vee Jay 405	14
10	11	JOHNNY WILL, Pat Boone, Dot 16284	9
11	17	DEAR IVAN, Jimmy Dean, Columbia 42259	2
12	10	TONIGHT, Ferrante and Teicher, United Artists 373	13
13	20	POCKETFUL OF MIRACLES, Frank Sinatra, Reprise 20040	4
14	—	MARIA, Roger Williams, Kapp 437	5
15	13	BIG BAD JOHN, Jimmy Dean, Columbia 42175	15
16	16	JUST OUT OF REACH (of My Two Open Arms), Solomon Burke, Atlantic 2114	17
17	18	GYPSY ROVER, Highwaymen, United Artists 370	10
18	19	UP A LAZY RIVER, St. Zentner, Liberty 55374	8
19	—	TURN AROUND, LOOK AT ME, Glen Campbell, Crest 1087	8
20	—	GO ON HOME, Patti Page, Mercury 71906	3

The Nation's Next #1 Record AGAIN ON TAMLA

"WHAT'S SO GOOD ABOUT GOODBYE"

by The Miracles
Tamla #54053
BROKE WIDE OPEN!

Berry Gordy Enterprises —
TAMLA / MOTOWN / MIRACLE RECORDS
2648 W. Grand Blvd., Detroit, Mich.

● **Reviews of New Singles**

● *Continued from page 29*

swinging, relaxed rhythm. Nice. (Sonlo, BMI) (3:15)

★★★★ **Takin' Care of Business**—Freddie vocals on this one. It's also a blues and carries an easy, rocking rhythm. (R-T, BMI) (2:40)

SPIRITUAL

REV. LAWRENCE ROBERTS
★★★★ **It's the Holy Ghost** — SAVOY 4169—The spirit is on the Angelic Choir here as they sing of The Holy Ghost. It's a jubilee spiritual and the choir is led by an unbelied thrush. (Savoy, BMI)

★★★★ **I Know the Lord**—Uptempo jubilee spiritual receives a bright and vibrant reading by Rev. Roberts over strong support by the congregation. (Savoy, BMI)

THE GOSPEL REDEEMERS WITH CLARA WALKER
★★★★ **Message From Heaven**—SAVOY 4167—Fine lead work by Clara Walker on a medium tempo spiritual which grows very

exciting as the lass sings the tune with emotional fervor. (Planemar, BMI)

★★★★ **I've Got to Kneel Down to Pray**—Clara Walker is the lead singer on this listenable gospel effort, while the girls back her with feeling. (Planemar, BMI)

THE IMPERIAL GOSPEL SINGERS

★★★★ **Fountains of Blood** — GOSPEL 1062—The Imperial Gospel Singers turn in a meaningful vocal on this medium tempo spiritual effort over simple backing. A good side for the market. (Savoy, BMI)

★★★★ **Down On Me**—Male lead singer handles the melody here while the group answers him. Another moving, emotionally laden side. Both are strong items for the spiritual market. (Savoy, BMI)

THE GOSPEL HARMONETTES
★★★★ **By Myself**—SAVOY 4165—A first-rate performance by the Harmonettes, sparked by an emotional lead thrush. She

sings with much feeling and sincerity. (Crossroads, BMI)

★★★ **I'll Get Back There**—(Volunteer, BMI)

LATIN AMERICAN

THE FOUR AMIGOS
★★★★ **Love Theme from "El Cim"**—CAPITOL 4680—Listenable reading of the stirring tune from the flick "El Cim" by the boys. Side is sung in Spanish and could get action in Latin markets. (Robbins, ASCAP) (2:11)

★★★ **Amor En Abril**—(Friendship, BMI) (2:50)

★★★ **MODERATE SALES POTENTIAL**

COUNTRY & WESTERN

JIM GARNETT
★★★★ **I Could Be Had** (Blue Bonnets, BMI) (2:31) — ★★★★★ **Little John** (Blue Bonnets, BMI) (2:58). MANCO 1029

BILL CARLISLE
★★★★ **Monkey Business** (Golden West, BMI) (2:14) — ★★★★★ **Woman Driver**

(Acuff-Rose, BMI) (2:30). COLUMBIA 42263

BUSTER DOSS
★★★★ **Looks Like We're Gonna Fight Again** (Buster Doss, BMI) (2:30) — ★★★★★ **Volkswagen With a Tailwind** (Buster Doss, BMI) (1:45). WIZARD 1454

ROY ACUFF
★★★★ **Six More Days** (Acuff-Rose, BMI) (2:04) — ★★★★★ **Willie Roy, the Crippled Boy** (Acuff-Rose, BMI) (2:30). HICKORY 1160

BOB MARTIN
★★★★ **My Heartaches Are Only Beginning** (Lowery, BMI) (2:50) — ★★★★★ **World I Left Behind** (Lowery, BMI) (1:43). MAR-TONE 0091

SPIRITUAL

★★★★ **Hard Times Coming Through the Years** (Crossroads, BMI) — ★★★★★ **Hold to God's Hand** (Crossroads, BMI). SHARP 618

SACRED

MARSHALL FILLINGIM AND MARGIE SULLIVAN
★★★★ **The Unseen Friend** (Wal-Fram, BMI) (2:00) — ★★★★★ **Jesus Is the Loving**

Raymour (Burnt-Oak, BMI) (1:51). LOYAL 111

BUDDY COLLINS WITH THE WESTERNERS
★★★★ **Open Your Heart, Let Jesus In** (Morin, BMI) (2:31) — ★★★★★ **Climbing That Ladder to Heaven** (Morin, BMI) (3:08). HAPPY HEARTS 106 A-B

LATIN AMERICAN

EDDIE CANO
★★★★ **Hava Nagilah** (Fuchs) (P. D.) (2:37) — ★★★★★ **La Casita** (Ahoza Secorcos Felices) (Southern, ASCAP) (3:00). GNP 172.

FOLK

CALIMBO STEEL BAND
★★★★ **Yellow Bird** (Frank) (3:12) — ★★★★★ **Limbo** (P.D.) (2:30). GNP 173.

LIMITED SALES POTENTIAL

POPULAR

JACK SCALESE
Make Love to Me (Melrose, ASCAP) (2:30) — Lucky Man (Pamper, BMI) (1:42). SENATOR 715

JILL DONNER
My Love, If You Only Knew (Strobl, ASCAP) (2:19) — Give Your Heart to Me (Winslow, ASCAP) (2:35). RONNIE 1037

DON PETRONE AND CATHY PRESTON
Ti Voglio Benz (I Love You) (Claridge, BMI) (2:08) — Cuckoo Time (Claridge, BMI) (2:08). MDC 1004

TOMMY THOMPSON
Sheila (Tide, BMI) (2:00) — I Can't Be Your Sweetheart (Tide, BMI) (3:20). BIRD 1001

JILL DONNER
The Mouth of May (Winslow, ASCAP) (1:50) — Dirty Mistreater (Winslow, ASCAP) (2:44). RONNIE 1038

THE PATTERNS
Ain't Doin' That No More (Dumbino, BMI) (2:45) — It's So Nice (Dumbino, BMI) (2:51). ABC-PARAMOUNT 4353

KRIS ARDEN WITH THE GOLD COAST BOYS
Please Believe (McGinty, ASCAP) (3:02)

SAMMY MARSHALL WITH THE GOLD COAST BOYS
Anyhow (McGinty, ASCAP) (1:35). ROXIE 302

BEN TATE
Beautiful Morning Winslow, ASCAP) (2:14) — Caresa Me Tenderly (Winslow, ASCAP) (2:02). RONNIE 1039

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FEBRUARY 10 ISSUE

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SPECIAL STUDENT AND ADULT TOUR RATES ON REQUEST

56 Labels on Current Chart Shows Singles Business Is Still Wide Open

By REN GREVATT

NEW YORK—RCA Victor, as it has for the past three years, continues to maintain its dominant position in the singles derby as the year 1962 gets under way. This week the label has seven sides on the "Hot 100" chart, a number which incidentally represents the work of six different artists.



Columbia, which for a time experienced rough going in penetrating the singles chart, has shown resurgent power and is now enjoying its most successful singles period in quite a spell. This week, there are five Columbia disks on the chart with two others moving up in the bubbling category. In this case, five different artists are represented among the seven sides.

Actually, the current second-placer behind Victor is Liberty Records, with six sides among the "Hot 100." And the label has managed to accomplish this showing without the help of either Gene McDaniels or Timi Yuro, two of the firm's hottest new properties in recent months. Bobby Vee has two of the sides and Troy Shondell has two others. Maestro-arranger Si Zentner has another while the sixth is a purchased master, "Surfer's Stomp," by the Mar-Kets. Subsidiary label, Dolton, has on the list Vic Dana, another new artist with "Little Altar Boy."

No matter what anybody says about the problems of getting exposure and of getting enough loot in the bank to keep going, the singles business is still a wide open one, a fact highlighted by the presence of 56 labels among this week's 100 best sides with nine others to be found among the 20 bubbling sides.

A few of these, Caprice, Phyllis, Versatile, Art-Tone, Dolton and Tuff, among them, are new, and most of these are one-artist labels. Otherwise, the balance of 50 or so firms have been around for more than a year. This in itself is seen as indicating that there is yet a certain amount of stability in the

business, though there is no doubt that some suffering from difficulties of under-capitalization.

On the other hand, as this new year begins, a trend which has been mentioned before—that of centralization or "bigness"—continues much in evidence, to the point that there are actually considerably fewer separate interests represented on the charts than might at first be indicated.

Many of the labels are simply offshoots of other bigger entities—distributors, publishers, movie affiliated companies or simply bigger record companies. Parkway, for example, is in the Cameo fold; Hickory is allied with Acuff-Rose; Musicor is part of the United Artists set-up; LeGrand is a subsidiary of Laurie; Big Top and Dunes are affiliated with Hill and Range; Dolton is in the Liberty camp, and Minit is a wing of Imperial. Monument and Hi are both part of the London group, with London national distributor for not only these but a number of others as well.

In some cases, the subsidiary label is managing a better showing than the parent, as in the case of Atco with three sides as against Atlantic with two. On the other hand Decca has three on the chart with one in bubbling while the firm's two subsidiaries with one side between them, are currently not as hot as they have been in past months.

The four major companies at the moment are accounting for close to 20 per cent of the total chart action, with 18 entries and five others bubbling. Of these, Victor has three in the top six.

Among the other companies, Mercury is the hottest at the moment with five chart entries, three of them by Brook Benton. United Artists is next in line with four, two of them by the Highwaymen.

Four other labels have three each on the charts and in each case, one artist is doing a heavy duty job with two of the three sides. Those labels and their two-sided artists are ABC-Paramount with Ray Charles; MGM with Connie Francis; Decca with Brenda Lee and Atco with Bobby Darin.

Those labels with two each on the charts include Parkway, Roulette, Capitol, Imperial, Laurie, Musicor, Caprice, VeeJay, Dot, Hi, Fury, Swan, Atlantic and Argo. No other had more than one entry as 1962 began.

Swingin into '62



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Majors Seek 3 Top Indie Jazz Artists

NEW YORK — The emergence of jazz artists as hot pop properties (like Dave Brubeck, Cannonball Adderley and Eddie Harris) as well as strong standard catalog sellers, is reflected in the bidding now going on for jazz artists now on indie jazz labels.

It is known that one large major company has approached Thelonious Monk and Adderley, two of the hottest artists in the Riverside stable. Another West Coast-based major has quietly been obtaining information about Horace Silver, who is a top jazz act with Blue Note Records.

Columbia Debts Stereo Test Disk

NEW YORK — Columbia Records will issue a stereo test record designed for both audio engineers and high-fidelity hobbyists. It has tests for tone arm resonance, compliance, tracking and stylus wear, and continuous sweet from 20 to 20,000 cycles and mechanical tones for 20 to 20,000 cycles. There are detailed notes for the LP, which will retail list for \$8.50. It is called Stereo Test Record 100.

Checker's 'Twistin' Goes International

PHILADELPHIA—The Cameo-Parkway execs are making sure that the Twist makes it around the world. They have had Chubby Checker cut versions of "Twistin' U.S.A." and "Let's Twist Again," in a flock of foreign languages for overseas play. The title of "Twistin' U.S.A." has been changed to

5-Year Guarantee & Movies In Connie Francis MGM Pact

NEW YORK—Months of negotiations were concluded last week between Connie Francis and MGM Records and at press time it was understood that only the official signing of the thrush's renewal pact remained to complete her new deal. Signing had been scheduled for Friday afternoon (5) but illness caused the canary to postpone the signing until Monday (8).

Miss Francis' prior contract with MGM expired December 31. The new pact, her third renewal with the company following her original signing in 1955, calls for a five-year guarantee plus a motion picture production deal. Under this arrangement, a new picture producing firm has been organized, with MGM, Inc. and Miss Francis jointly holding ownership.

A minimum of one picture a year starring the singer is called for but it is also understood that other picture ventures, in addition to those featuring the singer, may also be undertaken.

During the final months of 1961, leading up to the expiration of her previous contract, it is known that many companies, including RCA Victor, Columbia, United Artists and Reprise, wooed the thrush. For a time, strong rumors persisted that she would sign with Frank Sinatra's Reprise label.

Miss Francis' asking price is known to have been in the vicinity of a \$100,000 a year guarantee for five years, this to be spread over a 10-year period for tax purposes. Under such a deal, the thrush would be paid in equal annual sums over a decade, though at the end of five years she

"Twistin' 'Round the World," for its English, French and Italian versions, and "Let's Twist Again," has been cut by Checker in both Italian and German.

would have been free to make other arrangements. It is believed that a compromise figure was arrived at in the negotiations, and that numerous fringe benefits were included in the renewal pact.

When the then teen-aged singer and TV performer first went with MGM in 1955, she had a number of disks, including a duo effort with Marvin Rainwater, prior to her first smash, "Who's Sorry Now." Following that hit, some four years ago, she has not missed on the singles charts and her album sales have skyrocketed. Her movie career took a big bounce upward with her appearance in "Where the Boys Are," and she has since become a solid night club attraction and a personality familiar in many overseas areas.

Radio and Phono Makers Optimistic

NEW YORK—Manufacturers of radios and phonographs expect 1962 will be a bright sales year, with FM radio and stereo equipment accounting for a goodly amount of their business.

At the same time, FM radio stations anticipate unusual growth, particularly in the FM stereo field. And the whole situation should add up to increased sales and exposure of stereo albums.

Motorola reports that January-February distributor orders on stereo products were 69 per cent ahead of 1961. Westinghouse, which increased its radio, hi-fi and portable phono sales 25 per cent in 1961 (over 1960) expects to exceed this figure in 1962. Symphonic Radio and Electronic Corporation expects sales will rise from 8 to 10 per cent higher in 1962 over last year.

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NEW AVENUES

2 Jazz Label Additions Show Diversification

By JACK MAHER

NEW YORK—Over the last year, two independent jazz labels have shown unusual interest in the expansion and diversification of their catalogs.

Prestige, in addition to its Tru-Sound pop banner, has added a Lively Arts ensign—and has done much to fill out its Prestige International catalog.

The two jazz firms differ widely not only in the types of material they will release, but also in the way in which they have built this new product.

Prestige has built from within, adding subsidiary labels that would appeal to the periphery of jazz listeners. This is true of its Moodsville, Jazzville and Bluesville labels; all appeal to one segment or another of specialized listeners who are at least, in some way, acquainted with the jazz form.

The Lively Arts label, with titles by Roddy McDowell (spoken word) and Hermione Baddeley (comedy songs and stories) is an effort in a totally new direction.

label for many lands, has concentrated, to a very large extent, on folk material of this country—mostly in the country and western idiom. Something again, quite new for the parent company.

The Prestige Tru-Sound pop label concentrates on what the company President, Bob Weinstock calls, modern r.&b.; that is, rhythm and blues with a strong modern jazz feeling.

Riverside, and its controlling Bill Grauer Productions, has acquired much diversification of material from outside the label. Comedy, some jazz and original cast material came with the acquisition of the Offbeat company.

RCA Victor Ties With Ginn Co. For Educational Record Push

NEW YORK—Ginn & Company of Boston, well-known educational publisher, has been appointed exclusive agent by RCA Victor for direct sales of Victor product to schools and colleges.

Marek stated: "It is most desirable to introduce young people to music in a natural, unforced manner. . . . Just as great literature is taught in schools, so should the same be true of great music.

Product Council Ginn & Company, in addition to acting as agent, will co-operate closely and exclusively with RCA

Russ Molloy Joins OrrTronic

HOLLYWOOD—Russ Molloy, a pioneer in the pre-recorded tape field and the former president of Bel Canto Stereophonic Recordings, last week joined the OrrTronic Products Division of J. Herbert Orr Enterprises, Inc., in Opelika, Ala.

OrrTronic will supply both the equipment (including tape player, amplifiers and speaker systems) as well as program material to the background music field.

OrrTronic tape system employs a continuous tape cartridge, operating a 3 3/4 i.p.s., capable of providing music from one to two hours' running time.

Molloy, who had headquartered for the past year in Columbus, Ohio, has moved to Opelika, where he will base his operations.

BILLBOARD MUSIC WEEK HOT C & W SIDES

Table with columns: Rank, Title, Artist, Label & Number, Weeks on Chart. Lists top 30 songs including 'Walk On By', 'Big Bad John', 'Crazy', etc.

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4 STRIKES AND OUT

A-for-Effort Tries at Singles Stimulation Yet to Pay Off

NEW YORK—During 1961 record manufacturers made several notable and courageous efforts to grapple with what has come to be known as the "singles problem," but to date none of these attempts has made an appreciable impact on the market. Chief among the various tries were Warners' Plus-2 single, Victor's Compact Double, Victor's 49 Groove label, the Cadence and Mercury Little LP's.

All these projects were in one way or another attempts to broaden the teen market or broaden the singles market (these two aims are not necessarily identical, for one aspect of the activity had to do with the possibility of bringing more adults to singles).

The various projects tackled "the problem" from different points of view, such as a reduction in price, or an attempt to maintain the price but give more for the money. An example of the former is Groove; whereas Plus-2 is an example of the latter.

Tradesters regarded the efforts generally as commendable but they haven't been too fruitful to date. "A for effort" is the general summation of opinion.

Meanwhile, however, Old Faithful, the 45 r.p.m. single, has been showing unexpected strength. Four current disks have hit the million sales mark, an achievement which several months ago was regarded as a great rarity. These disks are

CMA Meeting in Vegas Jan. 17-18

LAS VEGAS, Nev.—Board of directors and officers of the Country Music Association will hold their first official meeting of the new year at the Hotel Showboat

here January 17-18. Mrs. Jo Walker, executive secretary of the CMA, says that the agenda outlined for the two-day meet by CMA officers is the heaviest one to face the board of directors in the organization's three-year history. Among the topics to come before the group will be a kit for radio stations to stimulate increased use of country music in programming and an extension of the already completed broadcasting survey.

Among those who have already made reservations to attend the meeting here are Ken Nelson, CMA president; Owen Bradley, Jack Loetz, Cal Young, Harold Moon, Dorothy Gable, Charlie Lamb, Rick Richardson, Steve Sholes, Don Pierce, Webb Pierce, Hubert Long, Harry Peebles, Harlan Howard, Bill Anderson, Biff Collie, Grant Turner, Roy Horton, Wesley Rose, Charles Bernard, Ray Odum, Bill Denny, Frances Williams, Mrs. Jo Walker and CMA attorney, Richard Frank.

Jimmy Dean's "Big Bad John" on Columbia, the Marvellettes' "Please Mr. Postman" on Tamla, the Tokens' "The Lion Sleeps Tonight" on Victor, and Elvis Presley's "His Latest Flame" on Victor.

All of which lends credence to the old saw (as Archie Bleyer has often said): That nothing is wrong which a hit won't cure; or, as they say, if it is in the groove, it will sell at any price; or, to quote the converse view, if it is not in the groove you cannot give it away at any price. (That's for you, Sidney Goldberg!)



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"SPOTLIGHT" albums

	12 Months	6 Months
"Popular"*** 10 new albums monthly	\$150.00	\$55.00
"Classical" 10 new albums monthly	150.00	55.00
"Jazz" 5 new albums monthly	75.00	30.00

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SHADES OF JERICHO

West Sends Barrage of Music in Berlin Wall Battle

WEST BERLIN — In a pop parody on the Biblical story of the walls of Jericho, West Berlin city authorities are trying to cave in the Communists' Berlin "wall of infamy" with pop music barrages.

Every night, West Berlin loud-

speaker trucks take up stations along the wall and lure East Berliners to their windows with Western music — Dixieland, jazz, pop, c.&w., and r.&b., the full Western repertory.

On a typical frosty night, two vans, each equipped with six loudspeakers pulled up at a French sector point. They were connected by radio to enable a simultaneous broadcast by all the speakers.

Over the wall, in East Berlin, two apartment buildings loomed in the inky blackness, etched by pale shafts of light from the janitors' quarters.

One of the drivers adjusted the speakers, flicked a tape-recorder switch and sauntered over to the "wall of infamy" — concrete construction blocks topped with barbed wire.

Shrill bugle calls split the cold night air, and through all 12 loudspeakers came the vibrant tones of a Dixieland theme. The Dixieland was followed by a voice announcing "Studio am Stacheldraht" — radio studio at the barbed-wire — "was on the air."

Meantime, lights were going on all over the apartment blocks. As the loudspeakers began to play the song "Sentimental Journey" more lights went on in the apartment buildings.

"Studio am Stacheldraht" trucks select residential areas inside the East Berlin wall for their music and news broadcasts. After the music, the announcer comes on the air with the news — "the truth about what is happening in the world."

The newscaster reported an appeal by 10 Nobel Peace Prize winners against nuclear weapons. There was more music, and more lights went on in apartment buildings behind the wall.

Then the loudspeaker vans reported the appointment of a new Soviet delegate to the International Atomic Energy Agency in Vienna, replacing the now-disgraced former Foreign Minister Vyacheslav M. Molotov.

By the time the "Stacheldraht" announcer began addressing "Brother Germans on the other side of the wall," every light was turned on.

"Attention, Peoples Police," the announcer called to the Communist police. "The next time you notice someone trying to cross the border, look the other way. Don't shoot — he might be your brother."

At this point, the East Berlin police turned on their own loudspeakers lining the roofs of the apartment blocks and answered in kind — with music.

The Communist began playing Latin-American cha chas to drown out appeals from the Western side not to shoot at fleeing refugees. Thus, music from the East battles music from the West.

There was more news from the "Stacheldraht" loudspeaker vans, the latest disks from the Billboard Music Week's "Hot 100" list and then more uncensored news — "what you won't read in your newspapers."

After an hour of this weird loudspeaker duel, the West Berlin vans packed up and drove along the border to harass another point.

The West Berlin "Schlaeger" — "hit tune" — strategists claim to be winning the "Jericho war." "We have more and better equipment — our loudspeakers carry over two miles — and we have, most important, the best music," a Jericho strategist summarized.

New UA Program Prompts Distributors To Pass on Disc't

NEW YORK — A plan designed to make it more likely that distributors will pass special discounts along to dealers was introduced last week by United Artists Records at a series of regional meetings in New York, Chicago and Los Angeles.

The new program, tagged "Sweet 16 for 62," covers 16 new albums and UA's entire LP catalog. Distributors will receive a 10 per cent discount, plus an additional 2½ per cent discount if they submit proof (in the form of an invoice) that they passed the discount on to dealers.

The new album releases include nine regular UA packages, four Ultra Audio LP's (also available in the De Luxe 3500 Series), two new comedy albums and the initial release in the Wide World Series. Also set for release, but not included in the "Sweet 16 for 62" plan, is "Six Million Accuse," a \$5.98 special album recorded in an Israeli court during the Eichmann trial.

A third phase of UA's new sales program covers its new Silver Spotlight Series, featuring an initial catalog of 60 45 r.p.m. releases. On initial orders, distributors may purchase special prepacks, containing 120 records, on a one-to-five basis. Thus they get 120 records for the price of 100. An additional, nominal charge will be made to cover a portion of the cost of a special browser box and a complete set of divider cards. Distributors and dealers will be able to purchase from the complete catalog (rather than by prepack only) on reorders.

Commenting on distributor reception of UA's new program, the label's prexy, Art Talmudge, predicted that the plan "will go well over the \$500,000 mark, surpassing our initial quota."

Texas Station Tones Tapers

NEW YORK — In a move to prevent home taping of broadcasts, Station KTOD, Sinton, Tex., recently tested a method which puts an unpleasant tone on tape but isn't audible to radio listeners.

Tape recorder manufacturers understandably frown on the idea — fearful that it might cut into sales — but record manufacturers are all for it. Some traders attributed the slump in disk sales last year to the fact that too many potential disk customers were taping the latest hits off the air instead of buying them. Station KTOD plans to file a petition with the FCC asking permission to continue the experiment.

Synthetic Plastics Co. Launches New Labels

NEW YORK — Two new labels have been introduced by the Synthetic Plastics Corporation, producer of Peter Pan, Promenade and Pirouette records. The two new ensembles have been tagged Guest Star and Diplomat Records. The former will present such artists as Enoch Light, Jose Melis and Enzo Stuarti, while the latter will be dedicated to "in-person performers as visiting guest stars on record." Ten albums kick off the Guest Star line with the likes of Pearl Bailey, Erroll Garner, Count Basie, the Dukes of Dixieland, Jimmie Rogers and Julius La Rosa. They will sell for 99 cents.

Synthetic, which sells to department, variety and chain stores, has already alerted its sales force for a concerted drive on the new product.

Reds Seen Participating With Int'l Rights Group

By OMER ANDERSON

MUNICH — The Communist bloc may adhere to international music copyright conventions, permitting composers, authors and publishers to collect royalties for the performance of their works in Russia and vice versa.

Communist sources here state flatly that it is only a matter of time until Russia and its European satellites adhere to the convention. Two major factors are responsible for the shifting Soviet attitude toward royalty payments: 1. Russia and the Soviet Satellites are "exporting" an increasing volume of music. Communist music exports are reaching the point where royalties could produce substantial revenue for Red governments.

2. Communist consumption of Western music, particularly jazz and pop, has mounted similarly to proportions where the present bold-faced piracy is awkward and inconvenient.

In connection with the latter point, the Russians would like to expand the flow of foreign artists performing in the Soviet Union and the satellites. It is difficult, if not impossible, to invite these artists while the Soviets are pirating Western music.

2 Red Nations Show

According to the Communist sources here, the initial Soviet move toward observance of international copyright conventions was taken last autumn in Rome.

At this meeting Romania and Czechoslovakia were among 33 countries approving an international draft agreement for the copyrighting of phonograph and tape recordings. Russia was invited to the Rome meeting but did not attend.

"It can be stated positively, however, that Romania and Czechoslovakia expressed the attitude of the Soviet Union as well as their individual countries," a source connected with a large music publishing house behind the Iron Curtain declared. "Russia has adopted an entirely new attitude toward copyrighted music, as will soon be apparent."

Russia is exporting music to the United States and Britain along with other Western countries.

West Germany is developing into an important market for Communist block classical music.

An executive of a major German diskery observed, "One has to differentiate between Communist music and literature. Their music is a cultural treasure in the classical Russian tradition, whereas their literature is hardly more than Communist propaganda."

"A lot of us are greatly interested in establishing business-like dealings with the Communist bloc for their music, and all indications are that they reciprocate our interest. However, nothing can really be accomplished until Russia takes the conventional attitude toward copyright conventions. I am sure they now realize this and are coming around."

Royalty Possibility

It is reported that Soviet representatives, in due course, will approach ASCAP, BMI, GEMA, and other Western copyright societies for reciprocal collection arrangements. Soviet composers, authors, and the State music publishing house would organize a counterpart society to collect Communist bloc royalties for the Western groups.

Romania and Czechoslovakia are going ahead with participation in the international copyrighting of phonograph and tape recordings.

Under an international agreement signed at the Rome meeting, performers, recordings, broadcasts and telecasts would enjoy the same kind of safeguards that creative artists get under international copyright laws.

Drafters of the agreement envision use of the symbol "P" in the same way that an encircled "C" represents a copyright and an encircled "R" stands for a trademark.

The international convention grants within signatory nations the same protection for foreign-originated performances, recordings and broadcasts-telecasts that domestic ones enjoy.

Participating governments are to provide their own enforcing legislation. The convention is to take effect three months after six of the signing nations have approved it officially and then notified the United Nations Secretariat to this effect.

MUSIC REVIEW

New York's Swinging Village

NEW YORK — Saxophones and good to excellent business conditions are the order of the new year among this city's lively Greenwich Village jazz night clubs.

Top name record acts in the jazz field dot the entire city, but in the Village, where the dyed-in-the-wool jazz listeners usually migrate, a heavy concentration of top-flight saxists are pulling in the customers.

The Jazz Gallery on St. Marks Place has two such attractions in the Stan Getz Quartet and the John Coltrane Quintet. The club, recently refurbished and reopened this fall, pulled a number of capacity houses when Miles Davis appeared at the last show. The Getz-Coltrane bill is an effective teaming of two different tenor sax styles since it pits a strong but highly fluid and lyric tenor sax style against a pushing, sometimes overbearing, but nonetheless exciting style of Coltrane.

Coltrane doesn't pull half as well at the Village Vanguard on the West Side of the area, but the club's current show is a powerful one featuring the alto saxist Cannonball Adderley and Sextet. This artist, who also hit the pop charts with his "African Waltz" on Riverside, has enlarged his group and top-draw business is expected. It is reported the club had one of its best summers, but until the Adderley appearance things had slowed somewhat. It was also noted that even during slow periods business was not as slow as in past years.

Business fluctuations don't hit the Half Note, a club on the lower East Side, as much as some of the other clubs, and this boogie continues to draw fine audiences thanks to intelligent bookings and the consistent drawing power of the current show — the two tenor sax team of Al Cohn and Zoot Sims. These two provide swinging, articulate jazz for listeners of many different preferences.

The Five Spot, like the Half Note, draws a steady crowd of well-wishers who are currently much in favor of the playing of alto saxist Lou Donaldson, a musician with a lean and punching style, who records for Blue Note. Jack Maher.

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BILLBOARD MUSIC WEEK HOT R & B SIDES

This Week	Last Week	By special survey for week ending 1/13 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	UNCHAIN MY HEART, Ray Charles, ABC-Paramount 10266	4
2	2	I KNOW, Barbara George, AFO 302	8
3	3	PLEASE MR. POSTMAN, Mervettes, Tamla 54046	18
4	5	THE TWIST, Chubby Checker, Parkway 811	5
5	8	POOR POOL, Ike and Tina Turner, Sue 753	3
6	4	TURN ON YOUR LOVE LIGHT, Bobby Bland, Duke 344	6
7	9	SOOTHE ME, Sims Twins, Ser 117	15
8	6	LOST SOMEONE, James Brown and the Famous Flames, King 5573	4
9	10	JUST GOT TO KNOW, Jimmy McCracklin, Art-Tone 825	13
10	13	BUT ON THE OTHER HAND BABY, Ray Charles, ABC-Paramount 10266	4
11	7	GYPSY WOMAN, Impressions, ABC-Paramount 10241	9
12	15	BABY IT'S YOU, Shirley, Scepter 1227	2
13	24	THERE'S NO OTHER (Like My Baby), Crystals, Philles 100	7
14	23	MOON RIVER, Jerry Butler, Vee Jay 405	2
15	—	SMOKE PLACES, Corsairs, Tuff 3030	1
16	16	JUST OUT OF REACH (of My Two Open Arms), Solomon Burke, Atlantic 2114	18
17	—	JAMIE, Eddie Holland, Motown 1021	1
18	12	LETTER FULL OF TEARS, Gladys Knight and the Pips, Fury 1054	3
19	14	THE ROACH, Gene and Wendell, Ray Starr 777	7
20	—	WHAT'S GOOD ABOUT GOODBYE, Miracles, Tamla 54053	1
21	—	I'M BLUE, Ikeelles, Atco 6212	1
22	18	LION SLEEPS TONIGHT, Tokens, RCA Victor 7954	2
23	11	PEPPERMINT TWIST, Joey Dee and the Starliners, Roulette 4401	3
24	17	SEPTEMBER IN THE RAIN, Dinah Washington, Mercury 71876	8
25	—	SO MEAN TO ME, Little Milton, Checker 994	1
26	26	REVENGE, Brook Benton, Mercury 719003	2
27	28	DON'T THROW YOUR LOVE ON ME SO STRONG, Albert King, King 5575	6
28	19	TUFF, Ace Cannon, Hi 2040	2
29	27	PUSHIN' YOUR LUCK, Sleepy King, Joy 257	2
30	—	IF YOU GOTTA MAKE A FOOL OF SOMEBODY, James Ray, Caprice 110	1

Twist-Less Dealers Lose Customers in New Orleans Area

NEW ORLEANS — Record retailers here were singing the blues last week because of the Twist. While customers poured in asking for Twist records, retailers were having little or no success in obtaining them from distributors.

One distributor, who did obtain 500 copies of Chubby Checker's "The Twist" on Parkway sold 400 of them to a one-stop in one order and the one-stop sold all 400 in one day. With Checker's version leading the lot, other Twist records were in demand also, including "Peppermint Twist" by Joey Dee on Roulette and Danny Peppermint's etching on Carlton. But, as of last week, virtually all Twist records were missing from retailers' counters.

Whatever the reason for the distributors lack of supply, Twist records continued last week to be in great demand here and shops were missing hundreds of sales every day because they were out of "The Twist."

Sam Goody Ups 2 Lieutenants

NEW YORK — Sam Goody elevated two of his top lieutenants to vice-presidencies last week, while at the same time proclaiming the biggest year in sales for the Goody empire.

Samuel (Sammy) Stolon was named vice-president in charge of merchandising, while William Forrest became vice-president and controller. In delegating these new responsibilities, Goody noted they were necessary because of the expanding nature of his business. "We had a \$1 million gross sale in December," he noted, "and over and above all monies owing, we have a current net worth of more than \$800,000. That isn't so bad is it?"

FOLK TALENT & TUNES

Tom Reeder, general manager and deejay at WARI Radio, Abbeville, Ala., reports that he has teamed with Dixie Hatfield, WBAM disk jockey, and Jack Summers, owner of the Bonfire Club, Gordon, Ala., to book c.&w. acts on a regular basis throughout Southern Alabama, with both Reeder and Hatfield promoting the bookings via their air shows. Reeder, who spins eight hours of country music a day on WARI, recently spotted Bill Phillips, of "Grand Ole Opry," at the Bonfire Club for three days to excellent box-office results. On the bill with Phillips were Joe Mack Beaty and Dixie Hatfield and their band.

Following an appearance at Fort Hood, Killeen, Tex., January 19, Johnny Cash and the Tennessee Two will be joined by Johnny Western, Gordon Terry, Patsy Cline, George Jones and Carl Perkins for a tour that will take them to Tulsa, Okla., January 20; Kansas City, Mo., 21; Sioux City, Ia., 22; Sioux Falls, S. D., 23; Lincoln, Neb., 24; Omaha, Neb., 25; Joplin, Mo., 26; Wichita, Kan., 27, and Des Moines, Ia., 28. Cash has been engaged for a headline appearance at New York's Carnegie Hall May 10, and is tentatively set for an appearance at the Hollywood Bowl in June.

ABC Names Garr West Coast Exec

NEW YORK — Irwin Garr, heretofore national promotion director for ABC-Paramount Records and vice-president of its music firms, has been named vice-president in charge of West Coast operations for the label.

Starting next month, he will headquarter at the American Broadcasting Company in Hollywood. In his new post Garr reports to ABC-Paramount's sales exec Larry Newton. Garr joined ABC-Paramount four and a half years ago to head up its music firms, Ampco Music (ASCAP) and Pamco Music (BMI). For the past year he has also served as special field representative for the label in the Midwest.

Galligan Forming Congress Diskery

NEW YORK — Neil Galligan, former head of Canadian-American Records, is reportedly ready to start his own label, Congress Records. There is a strong possibility that Linda Scott, who has had a strong string of hits on the Canadian-American label, will go with Galligan's new label when her contract with her current firm expires in about three months. Canadian-American expects to issue two more singles with the lass and one album.

Dot Records Opens New Philly Branch

HOLLYWOOD — Dot Records last week opened its 15th company-owned branch, with Philadelphia becoming its latest market and, to date, the biggest one for the firm to have its own distribution facility. For the past year the Dot line was handled in Philly by Sparks Distributing. Prior to that, Cosnat served as the distributor.

Other markets where Dot owns its own distributing branches are Buffalo, Cleveland, Miami; Richmond, Va.; Atlanta, Pittsburgh, Nashville, Memphis, Houston, Dallas, Oklahoma City, New Orleans and Cincinnati.

According to Dot sales Vice-President Chris Hamilton, Dot's company-owned Philly branch has been assigned to sales quota for the coming year of \$1,200,000, marking "a substantial increase" over the sales gross (at manufacturer's price) scored by the previous distributor.

Jimmy Sacco (one of the original Hilltoppers), who had been running the Buffalo branch for Dot, moves to Philadelphia to operate the new branch. Dick Rakovan is being promoted from field rep in Detroit to take over the managerial reins of the Buffalo branch.

Canadian-American expects to issue two more singles with the lass and one album.

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MUSIC AS WRITTEN

Continued from page 24

downtown, due back this week after a brief vacation in chilly Florida. . . . Burt Farber, musical director for the McGuire Sisters, appears as soloist with the Cincinnati Symphony at a pop concert January 14. A native Cincinnatian by way of Brooklyn, Farber returned here last week for a visit with friends and relatives after a four-week stand with the McGuires at the swank Talk of the Town in London. . . . Beverly Hills, Southgate, Ky., which for a quarter of a century housed the nation's top names, including a countless number of recording stars, closed New Year's Day, a victim of the anti-gambling drive. More than 100 employees lost their jobs with the closing, among them Stan Kamin, former record promotion man, last with Dot out of Hollywood, and Larry Vincent, head of Pearl Records, who was in his eighth year as singing pianist in the club's cocktail lounge. Kamin had been in charge of talent booking. Bill Sachs.

Philadelphia

Bernie Lowe and his partners, now that they have hit the jack pot with Chubby Checker, have reorganized their operations in setting up four operating business corporations for their enterprises — Cameo-Parkway Records, Inc.; Cameo-Parkway Management Company, Inc.; Cameo-Parkway Publishing Company, Inc., and Cameo-Parkway Corporation. . . . Wagner's Ballroom provided a fresh twist in the face of the Twist craze in staging a city-wide waltz dance contest. . . . Nat Fisher, owner of the chain of Record Mart Stores, in Jefferson Hospital undergoing treatment for eye miseries. . . . M. W. B. Music Publishing Company set up shop here for pop fare. . . . Billy Marshall, local rep for Meyer Davis, takes his orchestra to the Everglades Club, Palm Beach, Fla., on January 31. Maurie H. Orodener.

Pittsburgh

Frankie Avalon, who has been set for Holiday House beginning February 9, will be in Pittsburgh on January 12 to promote his latest Chancellor waxing of "If You Don't Think I'm Leaving" backed with "After You've Gone." . . . Bill Caro has been appointed promotion director of RCA Victor Records here by Hamburg Brothers, distributors of that label. Caro replaces Dick Iezzi, who was transferred to the company's record and TV division.

Capitol recording pianist Claudio Arrau will perform with the Pittsburgh Symphony Orchestra at Syria Mosque on January 19 and 21. . . . One of the top record promotions in this area was conceived by Barney Stein, head of All-Brand Records. He staged a Twist contest at Murphy's five-and-dime store during the busy holiday season, and thousands jammed the store daily. Sales of Twist albums and singles soared accordingly.

Starting off well in this new year are Brenda Lee's "So Deep," "African Beat" by Bert Kaempfert and "Yes Indeed" by Peter Fountain, according to Vern Cupples, Decca sales head here. . . . Bob Schachner's Bobtone Records has acquired two new salesmen in John Maguire and William Hood Jr. Leonard Mendlowitz.

Nashville

Anita Kerr Quartet's Dottie Dillard will spend several weeks at home in Springfield, Mo., to be with her mother, who recently broke her hip. . . . RCA Victor engineer Bill Porter's father is critically ill in a local hospital. . . . Decca's Marty Salkin was in town last week.

Roy Drusky was at the Bradley Studio Wednesday (3) for a Decca session, and Leroy Van Dyke was in the same day for Mercury. . . . Steel guitarist Jimmy Day cut a session for Mercury at the Bradley Studio last week; Faron Young was in for Capitol; saxman Sil Austin was in Friday (5) for Mercury; Joe Dowell was in for Smash; Joe Barry was in for Mercury Saturday (6); Tom and Jerry were in for Mercury Sunday (7), and Bobby Helms was skedded for a Decca session.

Wilburn Brothers' new album for Decca, just released, is titled "City Limits." . . . New Hank Locklin album for RCA Victor is "Happy Journey." . . . The Spear Family recorded for Skylite label Wednesday (3) at RCA Victor Studio; Jack Merlin for Coral Thursday (4); Roy Orbison for Monument Friday (5); Ed Labunski, of Cincinnati, was in for a jingle session Friday (5); and Bob Moore was skedded for a Monument session January 9. . . . Burl Ives is due in for a Decca session soon. Pat Twitty

Tormey Exits Cosnat To Open Talent Firm

PITTSBURGH — Tim Tormey, branch manager of Cosnat Records for the past two years, has resigned to launch a new project, Artists, Producers, Inc., in the Carlton House.

The new venture will find Tormey representing talent, managing artists and producing shows, mostly at Syria Mosque and the Civic Auditorium.

His last show, in conjunction with promoter Lenny Litman, was a "Twist-Acular" which drew 7,000 customers December 29 to the Auditorium. It was so success-

Warners on Sound

Continued from page 8

sales pitch to distributor personnel. In addition, dealer meetings were held in the 11 top markets.

Warners is backing up its January-February product array with a strong trade and consumer ad campaign, particularly spotlighting the workshop series. In addition, the label has prepared special display material for use in dealer windows and as in-store sales aids.

ful that Tormey plans a similar show in the near future. No successor has been named yet at Cosnat.

FOLK TALENT & TUNES

By BILL SACHS

"We had our usual big year in 1961," typewrite Homer and Jethro—"no TV shows, no hit records, no best-selling albums, no 'Grand Ole Opry' guests shots. About all we did was play personal appearances for MCA and this kept us busy, and the Internal Revenue Service came out very well on the deal, as usual. Our new LP will be released soon. At least, we hope so, as all proceeds will be donated to the dependents of two deserving families—namely, ours. Guess who got a typewriter for Christmas!" The year 1962 already looks good for the comedy pair. Bookings to date include Playboy Club, Chicago, January 23-February 19; Crown Room, Indianapolis, February 22-March 7; Greensboro, N. C., March 12-19; Domino Club, Atlanta, March 20-31; Flame Club, Minneapolis, April 9-14; Shula's, Niles, Mich., April 27-29, and Wort Hotel, Jackson's Hole, Wyo., July 23-August 4.

The Shenandoah Trio and Art and Paul, folk groups, are playing a return engagement at the Ice House, theater-restaurant, Pasadena, Calif., of which Bob Stone is manager. The Shenandoah Trio has just had its initial LP release on the Dot label, and Art and Paul are sporting their second LP output on Columbia titled "Hangin', Drinkin' and Stuff." . . . The Andy Doll band, of Oelwein, Ia., is routed thru January as follows: Marion, Ia., January 10; Madison, Wis., 11; Hartley, Ia., 12; Dakota City, Ia., 13; Fort Dodge, Ia., 14; Spencer, Ia., 15; Janesville, Ia., 16; Worthington, Ia., 17; Waterloo, Ia., 18; Fennimore, Wis., 19; Guttenberg, Ia., 20; La Crosse, Wis., 21; Janesville, Ia., 22; Boscobel, Wis., 24; Fort Dodge, Ia., 25; Dubuque, Ia., 26; Decorah, Ia., 27; Rochester, Minn., 28; Janesville, Ia., 29-30, and Marion, Ia., 31. "We had a record 26 below the other night," typewrites Andy, "but we haven't

Victor Red Seal

Continued from page 4

of classical recordings have not increased as fast as other types of music . . . nor have they grown to the same extent to which the public's appetite for serious music has grown in recent years."

The RCA Victor chief added that results of a survey indicate great opportunities in the classical retail market. The survey indicated, however, that classical customers look for personal service and expert guidance, and this is difficult to find at the retail level. It is also true, Marek added, that customers become discouraged when they find inadequate inventories at record shops, and little attempt on the part of the dealer to obtain a new release for a customer.

However, some dealers with established classical business are increasingly aware of this problem and have begun to convert from self-service to personal service. Some have introduced elaborate listening-booth facilities, knowledgeable clerks, etc. Some examples are Music City in California, Doubleday stores, Music Masters and the new Schirmer's store in New York.

"These dealers and others who are likewise prepared to make the necessary investment in inventory and merchandising effort will unquestionably play a major role in the classical record business of the future," the RCA Victor chief stated. He concluded: "We are in this for the long pull, and will stick with it."

missed a job yet because of the weather."

Funeral services for Dwight (Whitey) Pullen, well-known c.&w. singer who with his band entertained in Palmer and Anchorage, Alaska, for nearly five years, were held recently in Long Beach, Calif. Pullen died of cancer November 24 after a long illness. The remains were shipped to Bessemer, Ala., for burial. Pullen was well known in Alaska as a Western singer and guitar player and was instrumental in bringing a number of Western stars to Alaska for personal appearances. At one time he owned and operated the Western Club in Anchorage. Surviving are his widow, Margaret Ann; a son, Johnny D., 8, and his parents.

Ray Price is back in Nashville after spending the holidays with his parents in Dallas. During his Texas stay, Ray paid a surprise visit to Dewey Groom's Long Horn Ranch, Dallas, where Claude Gray and Lawton Williams were the features. Ray did a guest shot with a few songs from the stand. . . . Buddy Wright's new release on the Nashville label is "Echoes of Love" b.w. "Crying Over You." The Allen Sisters are heard with Buddy on the "Echoes" tune. . . . Monroe, La., celebrates Webb Pierce Day February 3, with Webb making a visit to the ole hometown. The first homecoming day for Pierce was held in Monroe seven years ago.

Jim Denny, of the Jim Denny Artist Bureau, Nashville, reports that his office chalked up more than 3,200 personal appearance bookings during 1961, covering all of the United States, all the Provinces of Canada and many foreign countries. This was the biggest booking volume ever recorded by the Denny firm in a single year. . . . Johnnie and Jack and Kitty Wells established somewhat of a record last week when they concluded a three-week tour of Europe for the Denny office at Naples, Italy, January 4, and made the long hop to Kingsport, Tenn., for a January 6 engagement. The three-some covered France, Germany and Italy on its European trek. They played Asheville, N. C., Sunday (7), and High Point, N. C., Monday (8), and wind up their tour for the Denny office with stops at Fayetteville, N. C., January 9; Darlington, S. C., 11; Columbia, S. C., 12; Charleston, S. C., 13; Tampa, 14, and Vero Beach, Fla., 16.

Chicago NARAS Elects Officers

CHICAGO — Local chapter of the National Academy of Recording Arts and Sciences elected new officers here last week. Dick Schory of RCA Victor was elected president; Mike Simpson, arranger and recording artist, vice-president; Jack Tracy, Mercury Records a.&r. exec, secretary; Bernie Clapper, head of Universal Studios, was re-elected treasurer.

David Carroll of Mercury was elected vice-president of the NARAS national board.

Elected to the Chicago chapter of the NARAS board of governors were William Leech, David Carroll, Bernie Clapper, Mike Simpson, Jack Tracy, Frank Rullo, Dick Schory, Bobby Christian, Harold Dessent, James McCormick and Leonard Sorkin.

N. J. Distributor Price War Builds As Ideal Undercuts Essex Top 10

NEWARK — This North Jersey territory, which has seen plenty of price-cutting on singles by distributors in recent weeks, continues to be the scene of price war action with Essex and Ideal distributors the current focal points of the battle.

One of the important local factors in dealer sales of singles is the Raymar one-stop of Jamaica, N. Y., which has been swinging with good prices to dealers all over this area on many singles titles. Raymar is under the same management as Ideal Distributors.

Most recent respondent here to the Raymar pricing tactics is Essex Distributors, which last week began offering one of the hot lines

handled by Ideal, Scepter, at 53 cents. The Scepter record being offered is the latest by the Shirelles and it's one of 10 top numbers offered by Essex at the 53-cent tag.

Now Ideal has gotten hip to the new scene and is offering on Essex' top 10 list at 50 cents, undercutting the latter by 3 cents per disk. Joe Cohen of Essex declined to "tip my hand" as to what measures would now be taken to counter the Ideal Move, admitting simply that "we'll have to compete with them and we will."

Meanwhile other Newark distributors, Cosnat, Wendy and Apex Martin, were holding the line for the moment at regular 60-cent tag.

Philco Debuts Ad, Promo Campaigns, & New Stereo Unit

PHILADELPHIA — Philco unveiled a multimillion-dollar ad and promotion campaign on its consumer product lines, including phonograph equipment, last week. At the same time, the new, wholly owned subsidiary of Ford Motor Company announced a new custom stereo phono unit.

The phonograph, Model 1633, carries an open list price and contains an AM-FM tuner. The set can be adapted to receive stereo FM broadcasts. The same unit is also available without the tuner.

The ad program being launched, called Operation Impact, calls for a return by Philco to TV sponsorship, and a step-up in national magazine coverage as well as a heavy budget earmarked for distributor and dealer co-op ads in local papers. Emphasis of the campaign for the first three months of the new year will be on stereo phonos, radios and TV receivers.

National magazines, including the Saturday Evening Post, Look, Life, the Reader's Digest, the New Yorker, Sunset, Sports Illustrated and Holiday will carry a total of 19 full-page ads, more than double this kind of advertising used in any recent year.

The TV portion of the plan covers Philco product presentations on 10 top-rated network shows and Philco dealers will have exclusive rights to feature pictures of the stars of these shows in their own displays and local newspaper ads.

Winners in Epic Contest

NEW YORK — There were four first dealer prize winners in the Lester Lanin "Madison Avenue Beat" Epic Records window contest. The four winners—who received prizes of \$100 each plus merchandising prizes—were: Minute Man Radio, Boston; Bensberg's Music Shop in Oklahoma City.

Four Epic distributors received \$50 gift certificates from Robert Hall Clothes. They were: Marnel Distributing Company, Philadelphia; Dumont Record Distributing Company, Boston; Summit Distributing Company, Chicago, and Huffine Distributing Company, Seattle.

HOLLYWOOD — Dot Records claims it has confirmed written orders for 200,000 copies of the new Billy Vaughn LP, "The Greatest String Band Hits."

Last year Dot similarly announced a Vaughn LP ("Theme From 'Summer Place'") and disclosed it wrote orders for over 300,000 albums before the LP was pressed.

SORD Board Meeting Will Continue Club Fight

Attorneys' Withdrawal Forces Dealer Group to Engage New Counsel for Suit

By REN GREVATT

NEW YORK — The Society of Record Dealers of America (SORD) board members girded themselves last week for a fight to the finish in the now famous suit by individual Chicago dealers against the record clubs of Columbia, RCA Victor and Capitol. The dealers' determination was voiced in the wake of the resignation of their attorneys, Marks, Marks and Kaplan, from the suit, two weeks ago.

It also became known last week that Jerry Kaplan, Chicago-based general counsel for SORD, filed his resignation from this post almost simultaneously with the withdrawal of Marks, Marks and Kaplan from prosecution of the suit.

The Chicago developments left many of the dealers in a state of shocked disbelief and anger. It is understood that the primary reason advanced by the attorneys for their withdrawal was of a financial nature. Yet, according to Lou Shapiro, treasurer of SORD, which has been underwriting the case of the individual dealers, the attorneys were paid "many thousands of dollars over the years since 1958 when the case was started."

Continued Payments

"It's hard for me to believe that money would be a factor," Shapiro continued, "after our continued payments to them. Last summer in Chicago, we agreed to send the lawyers \$500 a month, which we have done up until October. The last payment, in fact, they apparently did not even deposit because it never cleared."

"I also find it difficult to believe that they resigned because of any lack of faith in the case. After all, Bob Marks, who was handling the case for us, told me himself in 1960 that we had at least a 75 per cent chance of winning it. That summer he addressed a SORD meeting in the Palmer House Hotel at great length about the issues in the case and the strength of our side."

"Originally the lawyers told us it was a case that might easily be settled in a year. In 1960 they said the pretrial examination of the plaintiffs was almost over and they said that again in the summer of 1961. Yet the case has dragged on and we are now told that a large amount of work remains to be done. We have paid them a lot of money, but after this I don't know what we have to show for it."

New Counsel Engaged

At week's end there had already been many phone calls between SORD executive board members.

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where there's record/phone business, there's

BILLBOARD MUSIC WEEK



One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS.

Headed for Hittsville!
Jerry Lee Lewis
MONEY b/w
BONNIE B.
 Sun #371
 639 Madison
 Memphis, Tenn.

when answering ads . . .

Say You Saw It in **Billboard Music Week**

Channel Chuckles By Keane



New counsel had already been engaged informally in Chicago for the purpose of being present at a hearing there Wednesday (10) called to entertain the notice of motion to withdraw as attorney for the plaintiffs filed by Marks, Marks and Kaplan. New counsel will indicate to the court plaintiffs' intention to pursue the case to its finish.

Meanwhile, it was expected that the inner SORD board, composed of Lou Shapiro, treasurer; Howard Judkins, president, and Bob Coghill, vice-president, would fly to Chicago from their respective home bases of Jersey City, Garden Grove, Calif., and Dallas, to confer regarding hiring of permanent new counsel and to be present at Wednesday's hearing. It was believed possible that Charlie Simmons, ex-president of SORD, would go to Chicago in place of Coghill, his business partner in the Coghill-Simmons store in Dallas. Another who may fly in for the session is Mike Spector, another ex-president of the group, from Coral Gables, Fla.

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See Bright '62, After 'Satisfactory' '61 Seeburg Co. Debuts New '62 SDS Line

By **BOB LATIMER**

DENVER—Although 1961 was a hectic year for distributing here, with three major distributors changing brands in mid-fall, sales are considered "satisfactory at least" by Denver phonograph and game distributors. There was no question but that the transfer of Seeburg, Rock-Ola, and AMI franchises among as many distributors slowed up sales substantially, but at the same time, a good tourist year and surprisingly good collections on the phonograph and game routes brought better returns than had been expected.

A dozen top operators reported collections in the music field parallel to or from 5 to 7 per cent better during 1961; while games, which had been off considerably in 1959 and 1960, due to a large amount of legislative action confusion, came back strongly.

Reports are that operators specializing in games showed 25 to 30 per cent greater returns for 1961, which was generally true of operators who support large phonograph routes with a back-up string of amusement machines.

There was plenty of indication that the comparative shortage of games which has characterized the Denver area for several years had much to do with new interest in play.

No legislative problems bowed their ugly heads during 1961, little

or no activity being evidenced in this direction since late 1960, and new tax proposals on phonographs were beaten down (although suburban towns surrounding Denver were successful in putting through higher tax and license fees on vending machines). No new games have been banned, no new tax proposals have come up, etc., according to a check with distributors through the area.

Stereo programming hit a new low during the late fall and winter of 1961, chargeable directly to the shortage of stereo records, according to one-stop operators in Denver, Greeley and Colorado Springs. What small amount of hit records has been available on stereo disks has always been snapped up, but operators by and large are so unsure of the availability of good stereo disks that most of them are continuing to install new stereo phonographs operating on a monaural basis, and making no attempt to capitalize on the twin-channel reproduction possible.

Discount Houses

One definite ray of sunshine in the Colorado capital has been the opening of six huge new discount houses, most of them larger than 100,000 square feet, which include snack bars, cafeterias, and similar entertainment centers which are ideal phonograph and amusement machine installation. The market has been particularly good for amusement machines, with full-

scale arcades making their bow in three new arcades, and numerous single machines spotted through stores.

The Colorado Music Merchants, Inc., remains in a dormant state, despite some aggressive efforts by secretary Pete Geritz of Mountain Distributing Company to set up a meeting schedule.

Jack Arnold, of the former American Amusement Company, hasn't been active in the field through most of last year, which was one more reason for the group remaining "an association in name only." Arnold is president.

1962 Outlook

Most operators are looking forward to a better year in 1962, if for no other reason than the fact that manufacturer attempts to cut the price of new phonographs and amusement machines presage a halt to the problem of spiraling costs, compared to the average play.

Smaller, compact phonographs, less expensive pin games and amusement games, and the availability of first quality used equipment has never been better in the Denver area.

Operators who have held off on buying new equipment, because of the rumor that lower-priced phonographs are on the way, are patting themselves on the back, and hoping that all phonograph manufacturers will help to reduce over-all operating costs with such trends.

CHICAGO—Seeburg's 1962 Directional Stereo Line bowed in over the weekend (6 and 7) in distributor showrooms throughout the nation, as the company's executive, sales and service personnel were on hand to explain the new unit to thousands of operators.

The SDS (Seeburg Directional Speaker) line features compact high-fidelity directional speakers mounted on each side of the Artist of the Week panel.

Jack Gordon, music division vice-president, explained that "many of the record companies are now releasing what might be called super-stereo records. These new albums, many of which have become part of the 'Artist of the Week' program, have created a true stereophonic sound for the first time."

"Heretofore," Gordon explained, "locations which did not use remote speakers could not really feature stereo, since there is practically no feeling of separation possible from cabinet speakers. This new development, with special stereo speakers, brings full and dramatic separation to the phonograph at ear level and carries all the impact of hearing a sound for the first time."

"Furthermore, the directional speakers will not operate with a



1962 SEEBURG

non-stereo 45 r.p.m. record, which will further highlight the superb quality of our 33 1/3 stereo album records."

The "Artist of the Week" panel is continued. All models will be stereo, with a standard half-dollar coin acceptance feature.

The cabinet has the Seeburg grill crown in a shadowbox display, mounted on a nickeloid panel. The upper grill features an illuminated series of small crowns punched into a white panel.

(Continued on page 46)

W. Germans Feel Newsletter Underlines Mfr. Problem

By **OMER ANDERSON**

MUNICH—The Music Operators of America's newsletter published in the December 13 issue of Billboard Music Week will be a principal item on the agenda for the February meeting of West Germany's Central Organization of Coin Machine Operators (ZOA).

MOA's newsletter, signed by E. R. Ratajack, has attracted wide attention in the West German trade. It covers the same ground which long has nettled and disturbed German operators; namely, the refusal of manufacturers to provide unstinting operator alignment.

"Only in this country," a Munich operator official complained, "we can't even get the producers to support us on the copyright royalty issue, entirely and without reservation. The law of the jungle still rules our trade, and it is time the German and American trades joined hands to bring civilized co-operation into our relations."

One particular passage in the Ratajack message is being widely quoted by the German trade:

Smaller Threats

"When a collection of other (aside from the positive business annihilating threat of proposed ASCAP legislation) smaller threats are directed at our business, there is no clarion call that is able to gather the clan together again. For the smaller threats are all looked at individually and are thrown aside as unimportant. Added together, however, they constitute a serious threat to the welfare of every individual in our business."

Bavarian operators, especially, long have complained that the manufacturers are myopically disinterested in the problems of the operator and his economic welfare. This issue—of manufacturer disinterest in the operator—repeatedly has been raised by the Bavarian trade.

Manufacturers, it is the complaint of the trade here, tend to regard the operator as an object

for suspicion and art-as-length handling. "One would think from the way manufacturers treat us," a senior operating executive in Hamburg complained, "that they are afraid close contact with us jeopardizes their business standing. The only interest most producers have in us is our money, and some of them don't even show too much interest in that as long as the export trade holds up."

Earlier this year Nicholas E. Allen, whose Washington law firm is counsel for MOA, announced MOA's intention of taking up contact with ZOA. On the German side there long has been interest in establishing a transatlantic entente on the operator level.

Efforts to promote U. S.-German co-operation have dragged out, however, while the common problems plaguing U. S. and German operators have multiplied and gained in gravity. There is growing dissatisfaction among the German trade at the failure so far to achieve results in forging a transatlantic operator alliance.

More and more German operators feel that either the mechanism for U. S.-German operator co-operation should be established now or the entire idea abandoned.

With all major U. S. producers now represented in the German market, it has become easier for the U. S. and German trades to achieve a common front in press-

ing demands on manufacturers for support in solving trade problems.

A Duesseldorf operator official, one of a dozen senior operators polled on the MOA newsletter theme, observed succinctly, "The German trade has become so 'Americanized' with U. S. operating procedures, philosophy and U. S. equipment that about the only thing now separating us is the language, and at the rate we are 'Americanizing' the German language even this barrier won't exist for long."

Since U. S. manufacturers are now operating in force in the German market, the opportunity exists for joint U. S.-German operator demands on U. S. producers for support in the solution of operator problems.

First and foremost, of course, is the copyright royalty problem, followed by discriminatory legislation, public relations and the cost-price squeeze.

Some operator strategists here visualize the possibility of applying whipsaw tactics to the manufacturers, concentrating demands on producers one at a time much in the manner that labor unions negotiate contracts with industrial concerns individually.

In Frankfurt an operator official displayed a well-thumbed cutting of the MOA December newsletter, and read aloud the ninth paragraph, which he had heavily pencil-marked:

"What is the answer? Well, in talking with a top official in our business about this problem of non-support, he said, 'We think it odd that this is the only business we know where the customer (the operator) takes the initiative in conventions and other industry matters.' We replied that we thought it odd, too, because this was the only business we ever heard of, where the customer not only was forced to take the initiative, but was faced with distrust from high echelons because he did!"

FRANK O'BRIEN SEEBURG PRES.

CHICAGO — Frank B. O'Brien Wednesday (3) was elected president of the Seeburg Corporation, succeeding Delbert W. Coleman. Coleman will continue as chairman of the board. O'Brien had been a partner in Arthur Anderson & Company, with whom he was associated for 12 years.

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.

CAN'T HELP FALLING IN LOVE AND ROCK-A-HULA BABY	ELVIS PRESLEY RCA Victor 7948
RUN TO HIM AND WALKIN' WITH MY ANGEL	BOBBY VEE Liberty 55388
UNCHAIN MY HEART AND BUT ON THE OTHER HAND BABY	RAY CHARLES ABC-Paramount 10264
WHEN THE BOY IN YOUR ARMS AND BABY'S FIRST CHRISTMAS	CONNIE FRANCIS MGM 13051
COTTON FIELDS AND GYPSY ROVER	HIGHWAYMEN United Artists 370
THE WANDERER AND THE MAJESTIC	BIGH Laurie 8115
IRRISISTIBLE YOU AND MULTIPLICATION	BOBBY DARIN Atco 4314
BREAK IT TO ME GENTLY AND SO DEEP	BRENDA LEE Dcca 31348
SHADRACK AND THE LOST PENNY	BROOK BENTON Mercury 71912
TEARS FROM AN ANGEL AND ISLAND IN THE SKY	TROY SHONDELL Liberty 55398
I TOLD THE BROOK AND SOMETIMES I'M TEMPTED	MARTY ROBBINS Columbia 42346



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MORE MONEY
FOR YOU**

**YOUR WURLITZER DISTRIBUTOR
WILL UNVEIL THE**

WURLITZER 2600

**DURING NATIONAL WURLITZER WEEK
STARTING JANUARY 14th**

THE WURLITZER COMPANY

**BACKED BY 106 YEARS OF MUSICAL EXPERIENCE
NORTH TONAWANDA, NEW YORK**



Eppy and Guggenheim Merge; Combined Sales Top \$1 Mil.

JAMAICA, N. Y.—Samuel Eppy & Company, Inc., and Karl Guggenheim, Inc., two of the nation's largest charm manufacturers, this week announced their merger. The new firm is Eppy-Guggenheim, Inc.

Samuel Eppy, who founded the firm which bears his name in 1938, has sold all his stock to his brothers, George and Sidney. They will be equal partners in the new corporation, along with Bob Guggenheim, who was president of Karl Guggenheim, Inc., and Fred Loewus, who had been sales manager for the Guggenheim firm.

Combined volume of the two companies topped \$1 million last year. About two-thirds of this was in charms sold to the bulk vending trade. The remainder was in novelty toy items sold over the counter.

\$1,000,000 Plant

Guggenheim is in the process of moving from his New York City headquarters into the \$1 million plant of Eppy. The physical set-up has some 33,000 square feet of factory and office space.

Plant capacity—based on one 10-hour shift—is from 7 million to 9 million charms a week.

Officers of the corporation are George Eppy, president; Sid Eppy, vice-president; Bob Guggenheim, secretary and general sales manager, and Fred Loewus, treasurer. The four men have a combined experience of more than 75 years in the bulk vending industry.

List Benefits

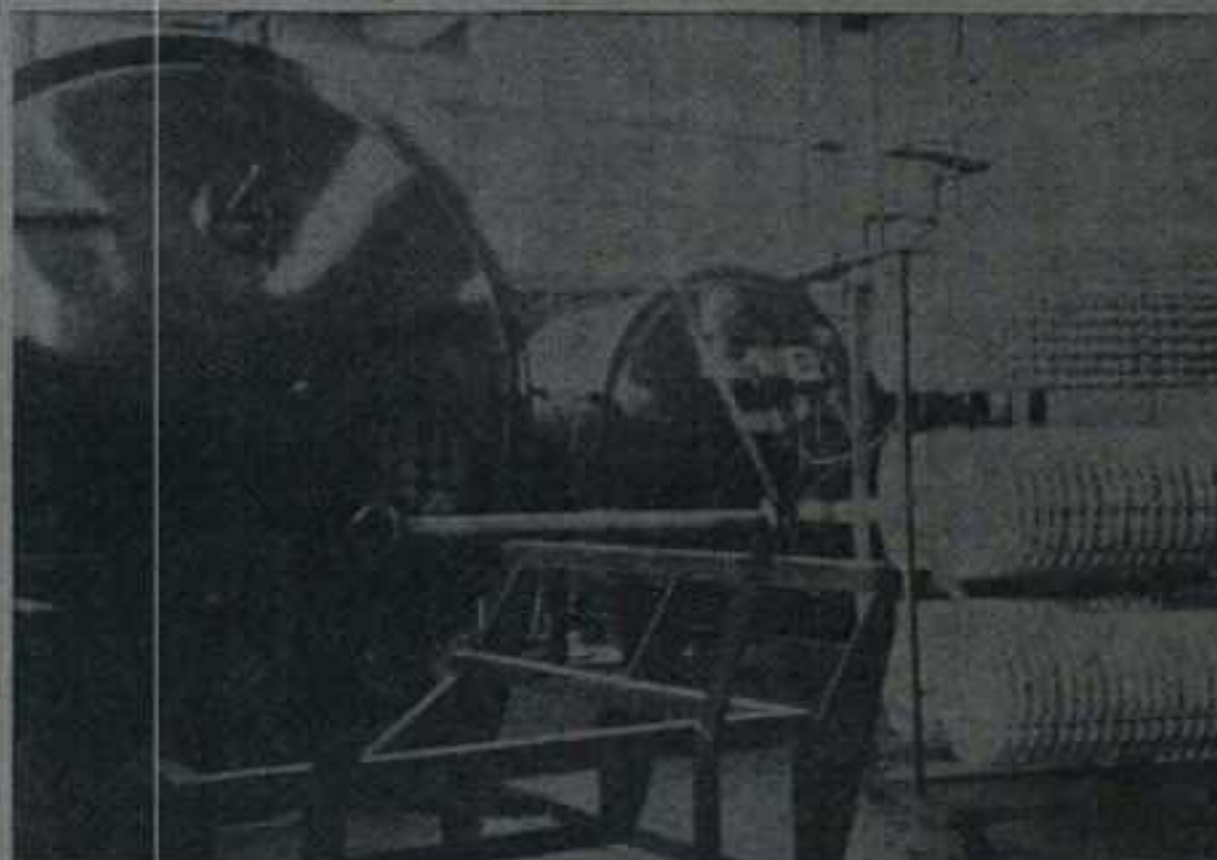
They listed the following advantages as a result of the merger:

1. The consolidation of facilities will enable the firm to come out with more new products—with a minimum of 15 new charms a year projected. In the past, considerable effort had been dissipated when one company would come out with a new charm idea, and a competitor would follow up with a similar concept. A greater variety of ideas should be forthcoming.

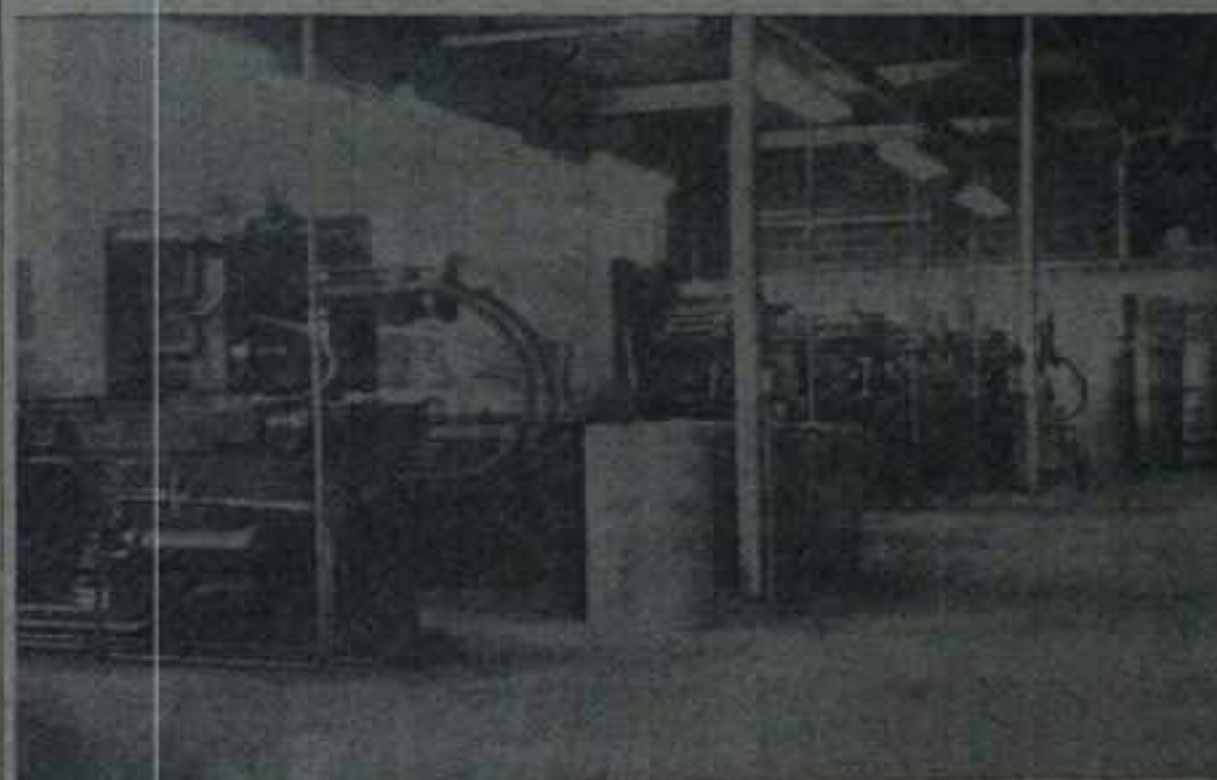
2. A network of warehouses throughout the nation is in the works, which should result in a



BOARD OF STRATEGY of the newly formed Eppy-Guggenheim, Inc., includes, left to right, Bob Guggenheim, secretary and general sales manager; George Eppy, president; Fred Loewus, treasurer, and Sid Eppy, vice-president.



PRIDE OF THE PLANT is the vacuum metalizing department, capable of processing from 7 to 8 million charms a week.



THE MOLDING DEPARTMENT is the heart of the Eppy-Guggenheim production facilities.

Sid Eppy holding key executive posts from the outset.

When the firm went into production on the first plastic charms, its biggest customer was Karl Guggenheim, Inc., which acted as a distributor. Eppy pioneered plastic-plated and vacuum-metalized charms.

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proudly announce their merger and the formation of a new corporation

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As America's largest and best charm manufacturers, we will also be America's most efficient charm manufacturers. Therefore, we promise you: New Charms—at least eighteen (18) per year.

New Low Prices—A revolutionary new pricing policy will be announced in a few days.

New Merchandising Ideas—We are dedicated to the policy of making money for you, the operator.

Same High Quality—Nothing but the finest in molds assembly and finishing.

Write for our new combined low price list

Signed: **George Eppy, President**
Sidney Eppy, Vice President
Bob Guggenheim, Secretary & Gen. Sls. Mgr.
Fred Loewus, Treasurer

EPY-GUGGENHEIM, INC.

91-13 144TH PLACE, JAMAICA 35, NEW YORK PHONE: AX 7-2900

speedier and more efficient distribution system.

3. With the pooling of facilities and customers, longer runs on individual items seem likely, with the resultant increased production efficiency and the possibility of lower prices to the trade.

New Showroom

More than 100 persons will be employed in the plant. A new showroom, 44 by 22 feet, is expected to be ready next week.

Karl Guggenheim, Inc., was founded by Karl Guggenheim in 1906 and incorporated in 1918. The firm began importing charms from Japan in 1926 and has been one of the leaders in the industry ever since. Bob Guggenheim, son of the founder, joined the firm in 1948 and has been its president for more than a decade.

Samuel Eppy & Company, Inc., was founded by Samuel Eppy in 1938, with both George Eppy and

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Pretty Kitty
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N.W. Deluxe 1/2 or 3/4 Comb.	12.00
N.W. 19-Col. 1/2 Tab Gum Machine	13.50
N.W. Model 323, 1/2 Part. Com.	
vertical for 100 ct. S.G.	4.30
Silver King 1/2 S.G. or M&M.	5.30
AST Gums	10.00
Mills 1/2 Tab Gum	11.00
Model 323 Peanut, 1/2	4.30

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	47
Pistachio Nuts, Jumbo Queen, White	44
Pistachio Nuts, Large Tulip	44
Pistachio Nuts, Vendor's Mix	43
Cashew, Whole	40
Cashew, Butts	40
Peanuts, Jumbo	45
Spanish	35
Mixed Nuts	47
Baby Chicks	32
Rainbow Peanuts	32
Bridge Mix	32
Boston Baked Beans	32
Jelly Beans	28
Licorice Gums	35
M & M, 500 ct.	47
Hershey-ets	47

Rain-Bio Gum, 72 ct.	5.25
M&M-Ette, 100 ct., per 100	35
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.	
Rain-Bio Ball Gum, 100 ct.	32
290 lb. minimum prepaid on all Rain-Bio Ball Gum.	
Adams Gum, all flavors, 100 ct.	43
Wrigley's Gum, all flavors, 100 ct.	45
Beech-Nut, 100 ct.	45
Hershey's Chocolate, 300 ct.	3.30
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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GOLDEN 60



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

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Arrow Vending Files Court Petition For Renewal of Pa. Cig Tax Licenses

HARRISBURG, Pa.—The Arrow Vending and Distributing Corporation of Philadelphia has petitioned the court to order the State to renew the firm's cigarette tax licenses.

The State had informed the vending company that it would not renew its wholesale and tax stamp licenses following an investigation of the firm's out-of-State shipment of cigars.

Jack C. Briscoe, attorney for Arrow, filed a petition with the Dauphin County Court claiming the State's refusal to renew the licenses is in violation of the law. Briscoe stated that the law reads a hearing must be held before a license is revoked, suspended or refused to be renewed.

No hearing has been held. One

was set for October but canceled, and another is expected in a few weeks.

It was learned that the State had filed a "citation" against Arrow, one of the largest cigarette distributors in Pennsylvania. But just what it was for has not been made public.

The State has questioned the firm's claim of shipping 240 million cigarettes out of the State. If this is true, the tax exemption granted for smokes sent out of State would amount to \$700,000. The State said it can find no trace of the alleged shipments.

David Cardonick, president of the Arrow firm, met with Justice Department officials in an effort to have the licenses renewed but they turned a deaf ear.

The brief filed by Briscoe stated: "The office of the attorney general arbitrarily refused to consider renewal of the licenses without any legal substantiation whatsoever in support of this position."

It also described the State's refusal as "capricious, arbitrary, contrary to law and a violation of the constitutional rights of the plaintiff."

Winterized Machines Up Utah Ops Take

SALT LAKE CITY—Winterized all-weather locations on the outside have at least partially solved the problem of winter season drops in revenue for E. G. Marshall, bulk route operator here.

Like most other operators, Marshall formerly had to pull in upwards of 75 machines during winter rather than leaving them outside at locations where it wasn't possible to gain space within the building. Such locations would go along with the idea of installing a four or six-head machine on the sidewalk out in front, but adamantly refused to permit vending machines inside. The usual reason, of course, was that every square foot was required to maintain the store's own business.

This meant that Marshall had to spend a lot of time and effort in picking up his vending machines when the first blast of snow would hit the Mormon capital, at least until 1959. During that winter, however, which was particularly mild, the Salt Lake City operator began asking himself whether it would be possible to leave the machines outside. Almost as many people would be passing on the sidewalk in the winter as in summer, exclusive of tourists, Marshall reasoned, and this meant, of course, that people who had developed a taste for peanuts, ball gum, bridge mix, etc., during the summer would be likely to continue the same taste in the winter.

Operating Problems

Experimenting, the Utah operator found that all his problems of outdoor operations were lubrication of moving parts, fogging over of display globe with condensation, and associated appearance problems.

"When the temperature drops to zero or below, chute release mechanisms had trouble functioning," Marshall pointed out.

"This situation could be met in two ways. One of them was to pressure-spray all moving parts with solvent, using an extremely light type of oil, or smoothing edges so that no oil at all was required, to prevent stiffness. I found that machines which would be difficult to operate in extremely cold weather could be made to operate just as smoothly in sub-zero weather as during August, through making these simple changes. Wherever possible, we don't use any oil at all, instead we sanded down every friction-causing part, until the mechanism would move easily without lubrication."

Military Experience

To solve the problem of interior condensation through changes of temperature, the Salt Lake City operator took a leaf from military experience during World War II. Remembering that most delicate radio parts, gun parts, etc., arrived in boxes containing cloth sacks of silica — moisture-absorbing compound, he experimented with sacks of the same type, in the metal bases of the machines.

"It worked like a charm" he said, "for a cost of around 2½ cents

per bulb, I found that the moisture content inside the machine and globe was cut to near zero, and because there was no film of moisture to freeze or condense inside the globe, the machines remained at their eye-appealing, attractive best, whether the temperature was high or low. The only time when condensation is now a display problem is during long-continued heavy wet snows, or rains, when the amount of moisture which the air carries into the machine is more than the capacity of the hygroscopic material to absorb it."

To guard against the moisture problem as well as contamination, Marshall seals the globe to each machine tighter than normal, using

gaskets which he cuts from soft red rubber sheets to make the machines as air tight as possible, and to eliminate any danger of rain, wet snow, etc.

It took Marshall one entire winter to winterize some 75 machines in this way. The machines were placed in exterior locations and left there all winter, chained or bolted to whatever surfaces possible to discourage theft. As soon as the first snow fell, Marshall was amused when a dozen location owners called, to remind him that he had forgotten to pick up his machines for the winter.

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Bill Falk Making Far East, Six-Week Tour

NEW YORK—Bill Falk, head of Plastic Processes, Long Island charm manufacturing firm, is on a six-week trip to Hong Kong, where he is arranging to have charms manufactured for domestic use.

Falk left Seattle Sunday (7) for the Orient, after visiting West Coast operators and distributors.

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EUROPEAN NEWS BRIEFS

Close Location Contract Loopholes

STUTTGART—German operator associations are advising the tightening of operator contracts with locations to eliminate loopholes involving the exchange of equipment. There have been several recent court cases in West Germany where locations have attempted to use the exchange of boxes as grounds for voiding long-term agreements. The latest such case involves an operator and location in Stuttgart with a five-year contract. Midway in the contract the operator determined that equipment at the location required replacement, and he pulled out the box without simultaneously placing another machine. The location cited removal of the original juke box as grounds for terminating the operator contract. The court upheld the operator, ruling that the contract took for granted the right of the operator to exchange and replace equipment to maximize collections. However, the operator was found lax in not having had provision inserted in the contract for equipment exchange and renewal, and for not having placed a replacement box simultaneous with removal of the old equipment.

Juke Boxes Observe Holy Season

ROME—Roman operators, who pioneered juke box volume vigilance as a trade p.r. gimmick, have racked up another p.r. coup—Holy Season music programming. Operators have cooperated in concentrating on dignified pop, most of it with a religious or seasonal theme. Strident tunes were removed in keeping with the "Prince of Peace" programming theme. An operator explained, "We haven't tried to compete with the Church in religious music exposure, but we have tried to keep our programming in harmony with the holiday spirit of reverence and reflection as well as joy. It has been very successful," according to our polls. "It has helped bolster our p.r. image as responsible purveyors of high-grade music programming. I can tell you a lot of people did a doubletake when they heard religious-theme music coming from my juke boxes." The juke box volume vigilance, which is still practiced by Italian operators, simply holds each location responsible for policing juke box volume.

Faessler AG Names Bavarian Rep

ZURICH—Faessler AG, Zurich coin machine company, has appointed the Elaca firm its general agent for Bavaria. The appointment is in line with a general expansion of Swiss coin machine concerns into the West German market.

Set Coin Trade Exhibition Deadline

ANTWERP—The deadline has been set at January 15 for reserving exhibition space at the spring coin machine trade fair in Antwerp. The fair will be held from March 23 to 27 at the Centre National du Batiment in Antwerp. Applications are being handled by the sponsor, Union Belge de l'Automatique, the Belgian coin machine trade association. The fair, largest of its kind ever to be held in Belgium, will encompass the entire coin machine field—juke boxes, games and vending.

Draft Repeal of Coin Games Tax

MAINZ, West Germany—A law repealing the amusement tax on coin machines has been drafted by the Social Democratic membership in the State Legislature of Rhineland-Palatinate. Rhineland-Palatinate was one of the first German states to enact an amusement tax law, and the Rhineland-Palatinate law, passed in 1955, has been one of the most onerous of all such German State tax laws. The Social Democrats contend that the amusement tax is inequitable, inefficient and unnecessary. West Germany's coin machine trade has been battling amusement tax legislation ever since it came into vogue in 1955. The trade claims the tax not only is unfair but actually decreases instead of swells State tax income. This argument is based on the amusement tax's stifling effect on coin machine operation which, it is claimed, if left untrammelled would automatically generate far higher turnover and income tax revenues. Rhineland-Palatinate is the first German State to weigh repeal of the amusement tax as applied to coin machines. It is viewed by the trade as a bellwether.

French Ops in Tax Revision Drive

PARIS—French operators are organizing a campaign for revision of this country's admittedly antiquated juke box tax structure. Operators demand a straight per-box license fee and a single tax based on box collections. Operators in effect are seeking a consolidation of the present jumbled tax laws which give each town virtual carte blanche to tax juke boxes as local authorities see fit. There is a straight national tax of 60 new francs (about \$12) per machine, in addition to which each local area levies a per-box tax ranging from \$15 to \$250 annually. This archaic tax system is discouraging juke box expansion, according to the operators, who point out that France has fewer than 15,000 boxes compared with around 50,000 for West Germany.

W. German Juke Boxes Plug Berlin

WEST BERLIN—Juke box operators here are co-operating with municipal authorities in a program to publicize Berlin through pop music. German tunesmiths are working on a series of pop melodies plugging Berlin, and the officials here are encouraging foreign composers and authors to write Berlin theme music. City officials will underwrite a visit to Berlin for virtually any foreign songwriter working on a Berlin-theme song. At

(Continued on page 44)

Danish & German Ops Mull United Front

COPENHAGEN—Danish juke box operators are negotiating with German operators for a common front of the two industries in handling the demands of the music royalty demands of Danish and German copyright societies.

It is the first time two national trade associations ever have attempted to forge a united front on the music royalty issue, and it could establish a precedent.

Danish operators are confronted by KODA, the Danish licensing society, and GRAMO, the Danish version of the American Federation of Musicians. KODA is demanding a hike in royalty fees paid by juke box operators, and GRAMO is demanding payment of a separate artist royalty.

The Danish situation corresponds almost precisely to that prevailing in West Germany, where operators are confronted by GEMA, which seeks to boost the music royalty fee, and the GVL, which demands payment of a separate artists fee.

Master Agreements
Danish and German operators propose, therefore, trying to negotiate master agreements covering the trades of the two countries on a uniform basis. This would mean that Danish and German operators would pay music royalties on a single scale.

The proposed master agreement anticipates Danish entry into the European Common Market and the eventual establishment of Euromat, a European-wide coin machine trade organization.

Euromat would negotiate master pacts for operators with performing rights societies in member countries and would unify the trade for negotiations concerning tax and other coin machine legislation.

The Danish-German experiment in joint action will also test the feasibility of transatlantic co-operation between the U. S. and European trades in the music royalty areas.

It is expected that contacts between Danish and German operators will be expanded to include such proposed Euromat undertakings as unification of taxation and legislation.

Such uniformity is regarded as an indispensable prerequisite for successful functioning of the Continental coin machine trade on the Common Market basis of a single American-type market.

The trade here intends trying to carry co-operation with German operators even further—into the standardization of equipment, a project which could complicate sales competition for American manufacturers.

It is proposed to standardize equipment so completely that it can be sold and used interchangeably in the two markets. Technically, the same piece of equipment could be used without modification or adjustment in Denmark or Germany.

Negotiations between the German trade and GEMA and the GVL are still deadlocked. If the Danish and German operators are able to come to agreement for a joint approach to the music copyright societies, it is expected that German operators will break off national negotiations and substitute international talks.

Danish operators, in approaching German operators, take the position that everybody is organized in the music trade on an international basis except the operators.

It is pointed out that GEMA and KODA are members of international copyright organizations, and that the disk trade is similarly regulated by international arrangements.

Aside from negotiating with the performing rights societies, Danish operators hope to promote international play pricing. It should be easier, operators here argue, to boost play prices if it is done on an international basis.

Rocky Trails Kiddie Rides Proving Profitable Near Shopping Centers

DENVER—The adage "You've got to spend money to make money" never applied to any business better than it does to kiddie-ride operations, according to E. A. Pyle and Bob Levine, of Rocky Trails Company here.

The partners' forte has been big, elaborate kiddie rides, spotted in Denver's rash of huge shopping centers which by now pinpoint the city half a mile apart in every direction.

Whereas the kiddie-ride industry in general had dwindled to a mere token in the Denver area in recent years, with only two or three operators spotting small strings of machines, Pyle and Levine are planning at least 500 locations during the next few years, probably extending from Denver southwest as far as Phoenix.

Ex-Disk Jockey

Pyle has been engaged in one aspect or another of show business through most of his business career and most recently as a leading disk jockey in Dallas. This sort of experience convinced him that the kiddie-ride business, just as any other form of amusement, needed plenty of showmanship, something extra in the way of entertainment and the opportunity for all-weather enjoyment to bring in the sort of dividends which he felt possible.

To date, all of Rocky Trails' locations show the sort of showmanship which has brought return of almost three times the national average, even for prime supermarket or shopping center locations.

Rocky Trails carries the company motif off by enclosing everyone in a rustic-log corral, which, of course, requires a lot of space, but also, has the advantage of giving the kiddie-ride installation an amusement center appearance.

Canopies

More than that, along with the corral, Pyle and Levine have gone a huge stride further by willingly creating a location where none exist, building elaborate canopies, or complete carport-like structures over a kiddie ride which would otherwise be completely exposed to sun, rain, snow, dust and other hazards.

Naturally, the partners have been careful to hold expenses down to a predetermined average at each location, but they won't hesitate to spend anywhere from \$350 to \$600 for an elaborate com-

ination of wrought-iron, fluted plastic or aluminum to form a weatherproof cover for the kiddie ride, and, incidentally, enhance its appearance substantially.

While the major objective in installing custom-designed canopies in this way has been protection of each ride from the elements, as well as eye-appeal, the real trump card involved has been the landing of otherwise impossible locations.

Pyle and Levine recently pitched for a kiddie ride at the huge new Gem Southway Store which opened south of Denver. Here the management was loathe to permit a kiddie-ride installation on the theory that it would block the sidewalk and would not harmonize with the chaste yellow brick front of the building.

Guided Tour

However, when Pyle and Levine ceremoniously hustled the super discount store manager into a station wagon, and drove him around to see wrought-iron canopies and carport installations at other spots, and then agreed to foot the bill for an overhead canopy, projecting out from the wall over the bucking horse, the prospect capitulated.

The canopy installation was relatively inexpensive, requiring only bolt supports in the brick wall of the building, and cantilever supports at either end. With elaborate wrought-iron trim around the edges of the canopy, and colors custom-selected to harmonize with the exterior of the discount house, Rocky Trails has added a real asset to the store's appearance, and, incidentally, broken all records for kiddie-ride play during the late fall months.

Fortunately, only a few locations require this type of construction to permit the kiddie ride to operate, either from a weather, or a management-attitude basis. Almost every outdoor location is matched by an interior one, and in most of the large shopping center locations an overhead canopy is already provided over all of the walks.

Rocky Trails' interior rides follow a similar design as the exterior ones, except, of course, that the bucking horse moves less than one-third of the distance, and can operate in a three-by-three-foot floor space, which Pyle and Levine consider just about the maximum in these days of high cost floor space and the need for maximum return on every square foot.

Burglars Crack Into Two Boston Coin, Vend Firms

BOSTON—Thieves did well this week at the expense of the music and vending business when they took a total of \$11,600 from a mu-

sic distributor and a vending firm. The robbers at the vending company, Allied Vending Engineers of Dorchester, added insult to injury when they took time out for a coffee break, using the company's coins and its machines, according to Manager Harold Cutter. Here the muscular bandits took \$9,000 in coins in 59 canvas bags, weighing more than 400 pounds. The night previous, \$2,600, also

in coins, was stolen from Trimount Automatic Sales Corporation. No arrests have been made, but police surmise that the two robberies are connected. At the Allied break the thieves gained access to the grounds by climbing onto a nearby garage and leaping a high wire fence. They then broke through the wall to avoid setting off the alarm. Once inside the building, they broke into the cashier's office through another wall.

Ops Catering to Individual Location Tastes Derive Best on Music Routes

By BENN OLLMAN

MILWAUKEE—Tailoring record selections to the specific needs of locations, not for the route as a unit, is the key to profitable programming, according to Carl Betz, route foreman, P. & P. Distributing Company. "It takes time and effort," he admits. "But it pays off handsomely."

According to Betz, profitable programming requires three basic techniques:

(1) Records have to fit the location's tastes. "Top 40 and raucous rock and roll numbers fail to draw action in taverns and cocktail lounges that appeal to adult clientele. On the contrary, these same disks will produce heavy coin in restaurants and spots where the young crowds gather."

(2) Records should be arranged by musical categories on juke boxes. "We group tunes according to their general type on our juke boxes. Too often you can see juke boxes on which the records appear to be arranged in one big jumble. Customers are forced to spend too much time examining the title strips to find what they want to hear. If they can't spot the record they like in a glance, they put the coins back in their pocket and forget about it. A sale is lost. Categorizing juke box music is a means of helping customers make up their minds quickly."

(3) Uniform title strips. "This is a strict matter

with us," says Carl Betz. "We type all of our title strips on our own electric typewriter. They are all easy to read. The customers aren't confronted by a jumble of confusing type faces, big and small print, or even hand written title strips on our machines."

Title Strips

Betz objects strongly to the use of title strips furnished by record companies and one-stops. Why? "There is too much record label advertising on them," he says. "The advertising only confuses the customer. He can't see the name of the tune half of the time."

Betz has been getting strong results with 33 1/3 r.p.m. singles. "We have started to make increasing use of the standards being put out on 33 1/3," he says. "Now that so many of our 45 r.p.m. standards are getting used up, we are replacing them with 33 1/3's. In fact, we are in the process of rebuilding our entire library of standards with 33 1/3's."

Looking ahead, Betz forecasts a good year for the juke box business in 1962. "Some of the economic problems that hurt the nation's economy in the early part of last year have been settled," he says. "Frankly, the over-all picture during 1961 wasn't too good. Tavern business in Milwaukee dropped off. As a result, front money was tough to get from a lot of the locations. We were lucky, however, because most of our juke boxes are late models, and we were able to demand ample front money arrangements as a result."

Accent on Youth Marks the Banner Specialty Company's New Exec Look

PHILADELPHIA—Banner Specialty Company here has taken on a new look with the organization putting the accent on youth.

First, Banner dipped into the insurance field and came up with a dynamic new personality to serve as the executive head of its Philadelphia office. He is 27-year-old Jimmy Ginsberg.

Ginsberg has once more gone on to another field in hiring a "customer relations executive." The new man is Jerry Reitman, who is just 24. What does the fancy title mean? It is a new monicker for salesman. But this is part of the new look Banner is taking on.

Why is the local distributing firm hiring men from fields outside the coin business?

Ginsberg Theory

"We think that what this business needs is some new ideas, new outlooks on everyday problems," said Ginsberg. "It is only natural that if a man is a success in some other field he can adopt the same alertness, aggressiveness and intelligence to becoming a success in the coin machine business."

Ginsberg added that a newcomer might see something that was right under the nose of a veteran coinman while the latter just couldn't recognize it.

"You might say we are starting a new breed of coinmen," Ginsberg said. "And we feel it will work out just great."

But why does Banner call its



JERRY REITMAN

new man, Reitman, a "customer relations executive" instead of the plain old title of salesman?

Fancy Title

"It's all part of a new look," Ginsberg explained. "After all, it doesn't cost anymore to give a man a fancy title. And, at the same time, we're adding something new to the industry."

Reitman, a graduate of Pennsylvania State University, was third in his class and earned many honors. He previously did sales promotion work with regional distributors for the Quik-Chek Corporation.

Ginsberg promised Banner would be coming up with some more innovations in the firm's effort to give the business a new look.

Southern Music Throws Party Marking New Rowe, AMI Units and Firm's Reorganization

MEMPHIS—A reorganization of the Southern Amusement Company, largest and oldest distributor and operator in the business here, and a showing of the new AMI phonograph and Rowe Rivera cigaret machine, were combined last week.

Mrs. Celia G. Camp Hodge, president, announced the firm's new name is Southern Amusement Distributing Company with new officers. The firm will take on, for the first time, the Rowe cigaret machine for distributorship.

Showing of the new AMI juke box and the 20-column Rowe machine drew dozens of operators even in freezing temperatures.

Mrs. Hodge and wives of company officials were hostesses at the buffet lunch served both days in the company showroom, 628 Madison.

Assisting Mrs. Hodge, were Mrs. Wolf Lebovitz, wife of the secretary-treasurer; Mrs. Charles V. McDowell, wife of the vice-president and general manager, and Mrs. Paul Barnett, wife of the head of the background music division.

Lebovitz also announced the reorganization will take the company into the background music business.

"There will be a sales vitality in the music end," he said. "There will be new personnel after January 1. We will have active sales representation in all areas of the Mid-South."

The company will be distributors for the Mid-South area, which embraces North Mississippi, East Arkansas and West Tennessee.

Thomas H. Sams, vice-president of A C Automatic Services, Inc., of Chicago, and Albert Mason, A. C. regional sales manager of Dallas, were in Memphis for the showing.

A C is the sales division for the AMI and Rowe factories. A C appoints distributors, sells the machines to distributors and handles public relations between the factories and distributors.

Among Memphis operators and their representatives attending the showing were:

Frank Smith, president, S & M Sales Company, Alan Dixon, general manager of S & M, and Klyce Perry, office manager of S & M; Allen Y. Keller, Central Amusement Company; Jake Kahn, Tri-

State Amusement Company, and George Cooper, Tri-State Amusement Company.

B. L. Roll, Roll Vending Company; W. C. Smith, Canale Distributing Company; Gordon Rinehardt, Rainbow Amusement Company; Parker C. Henderson, Rainbow Amusement Company; William V. Forsythe, Forsythe Amusement Company; Thomas T. Blankenship, Canale Distributing Company; Robert Goad, president of Game Sales, Inc., and Melvin Greer, Greer Music Company.

Among Mid-South operators attending were:

William Hayden, Broadway Music Company, Caruthersville, Mo.; Robert Smith, Smith Amusement Company, Dyersburg, Tenn.; Roy T. Morris, Morris Amusement Company, Somerville, Tenn.; Mr. and Mrs. J. A. Butcher, Butcher Music Company, Dyersburg, Tenn.; Clarence Spain, Spain Amusement Company, Tunica, Miss.; H. D. Snyder, Rowton Candy Company, West Memphis, Ark.

M. L. Armstrong, Armstrong Amusement Company, Brinkley, Ark.; Clinton Collins, Crystal Amusement Company, Grenada,

Miss.; Cy Puckett, Puckett Music Company, Lambert, Miss., and Morse Gist, Gist Amusement Company, Helena, Ark.

Others attending included Clarence A. Camp, former president of Southern and still with an interest in it; Bonnie Bunkley, a young lady who is embarking on a singing career and has made a record, not yet released, for Mrs. Hodge's Home of the Blues record company.

Also present were Bill Fitzgerald, distribution manager for Sun Record Company; Shirley W. Rank, advertising salesman who was formerly an operator; Thomas Lambert, auditor for Southern; Joe Appleton, a location owner, and Toto Houts, an insurance man who was formerly a juke box operator.

Other guests included John H. Hicks of Dyersburg, Tenn., Vivian Peery, J. P. Marman, J. E. Spencer, Ted M. Winestone, Mr. and Mrs. Samuel Cohen, Bill Blythe, Melvin McClaine, Roy M. Scott, Luther C. Dawson, W. L. Branin, W. A. Turner, A. A. Johnson, G. D. Smith, Laura McLennore, Lee Woods, George Allen, J. C. Henley Jr.

Thieves in Memphis Celebrate New Year With 5 Location Hits

MEMPHIS—Police last week reported burglars over the long New Year's weekend holiday made a big haul in the burglary of coin machines at several different locations.

The burglaries emphasize why local operators were so concerned about break-ins a year or so ago and got an anti-burglary committee formed to reduce them. The committee was successful in getting special police patrol and work on catching burglars and reduced them by 50 per cent, but the break-ins later climbed to about 65 per cent of what they were in 1959, a high rate.

In the weekend burglaries, police reported thieves got more than \$400 from coin machines on five locations.

Police do not have any suspects under arrest in these break-ins. Usually when they solve one, police say, they solve a dozen or more, for the burglar confesses to a long list of them.

BAN UNDER-16 COIN PLAYERS

GLASSBORO, N. J.—The borough council here has given final approval to its new ordinance banning youngsters under 16 years of age from playing coin-operated amusement machines. The new measure further bars anyone from playing them on Sundays. It provides also for a licensing fee of \$25 per machine per year. Any location owner found guilty of allowing anyone to violate the new law will face a fine of \$200 or 30 days in jail. Children will be dealt with in Juvenile Court.



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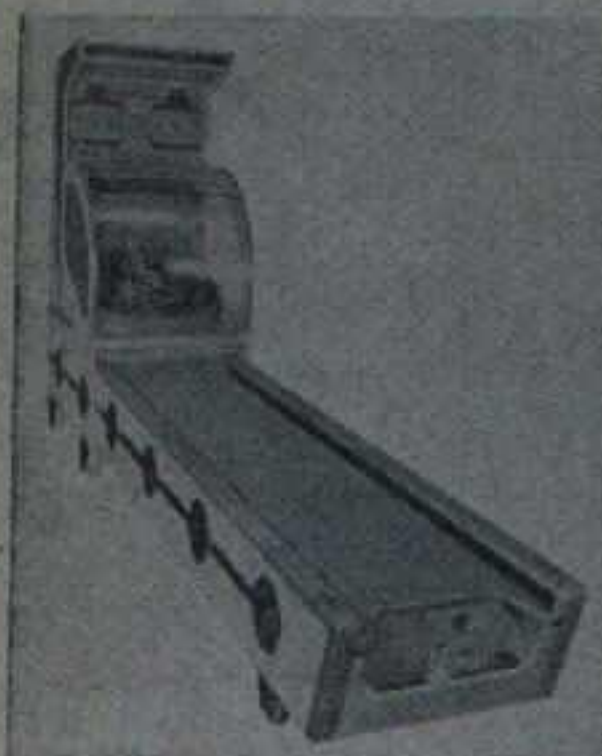
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Bank Ball Keyed to Competition



BANK BALL

CHICAGO—Bank Ball, a 1962 version of the ski-ball-type game, this week is being delivered to distributors of the Bally Manufacturing Company. The game, specially designed to stimulate competitive play, features automatic scoring.

According to Bill O'Donnell, Bally general sales manager, the game is designed for tavern locations, where competitive play often determines the earning power of a piece. He added that the game is also a natural for recreation centers, discount stores and other locations doing a family trade.

Each player gets nine balls, which he lofts into one of the five scoring rings. Scores of from 10 to 50 are possible on each ball. The ball return is rapid, and the totalizing instantaneous.

Length is 12 feet (easily adjustable to 10 or 11 feet) and width is two and a half feet. The brightly illuminated target and scoring back-box is six and a half feet high. Smooth ball action and quiet operation are assured by the cork-lined alley.

ABP MEN WHO READ BUSINESS PAPERS MEAN BUSINESS

Texas Kiddie Ride Operator Lights Way to New After-Dark Collections

FORT WORTH—It isn't necessary for kiddie ride collections to nosedive as soon as the sun goes down, according to Jack E. Williford, kiddie ride operator here.

Until last year, he was accustomed to seeing a sharp drop in collections coincidentally with the sun going down. This was true even in big shopping centers where overhead canopies above sidewalks made it too dark for shopping mothers with children to see the coin slot or to read instructions.

In a few isolated instances, however, where brightly lighted marquees were being used, particularly over supermarkets or super drugstores, there was an encouragingly large number of dimes being collected. This led Williford to the highly logical conclusion that the secret of better collections was light—and plenty of it.

Spotlight

Experimenting, he rigged up a 200-watt spotlight, of the type used for display windows, over a variety store kiddie ride installation which had shown very poor results without it.

The results were startling, according to Williford. "With the light pouring down right of the kiddie ride, in this case a bucking horse, the ride took in 23 dimes from dark until store closing time," he said, "a period of less than two hours."

Obviously, the light made the ride more exciting to youngsters and, of course, made it easier for parents and the children themselves to notice it.

Since late in the day, small boys and girls are likely to be more temperamental than at other times, the ride got more consideration from mothers, anxious to quiet tired, fractious children. Spending \$10 for a light rig in this way, I could extend the collections period on each machine substantially."

Electricity Cheap

Since then, Williford has strung overhead lights at more than 40 locations, after first explaining the reason to his location owners, and getting permission to hook up to the location's electrical supply.

Only in a few instances was it necessary to add any adjustment to pay for the current, since, as Williford pointed out, his sidewalk floodlight over the kiddie ride was in most cases of less current consumption than any single fixture overhead in the store.

In the interest of economy, the Texas operator has standardized on a 50-foot extension cord (bought from the location owners themselves wherever possible), with a simple aluminum reflector, and either a pole out from the store's upper facade, or a clamp, where a covered walk provided a roof on which the spotlight could be used. The cost of installation varies sharply from one unit to another, but can usually be done for less than \$5, Williford pointed out.

In every single instance it has required less than a week of night operations to repay the entire cost of the lighting installation, so that all collections after the first week were plus business. He normally uses a 200-watt bulb, stepping up to a 300-watt one-piece floodlight-type bulb where the front of the location is so brightly lighted that it is difficult to make the kiddie ride stand out with less wattage.

Extra Funds

Now, Williford's kiddie-ride spots are, for the most part, showing around 90 per cent of ordinary daytime collections every night shopping centers are open, which has gone a long way toward speeding up equipment loan payments, and providing extra funds for additional equipment.

Williford frequently shifts kiddie ride spots by spending a half an hour or so during the rush evening period, giving youngsters free rides, introducing himself to shopping mothers, etc.

He is currently using four basic kiddie rides, including a stagecoach, racing car, bucking horse, and space ship, which he feels meets the taste of most youngsters from toddlers up to seven or eight years old.

EUROPEAN NEWS BRIEFS

Continued from page 42

the moment, in line with the "plug Berlin" p.r., juke box operators are plugging the Gaze-Schwenn tune "Berliner Polka."

France Has Bowling-Pinball Unit

PARIS—The French firm Et-tis V. Salmon is introducing a new game combining the pinball and bowling. Called Le Bowling-Flipper, the Salmon game is advertised as "the Continent's hottest new game." Salmon representatives state that the new game is specifically designed to export to the United States and to France's Common Market neighbors. "It is the American pinball with a French accent—it's the pinball from Gay Paree," a company spokesman said. Electronics engineers proclaim Le Bowling-Flipper the most sophisticated electronic game ever produced in France.

"Profit-Makers" From chicago coin

- PRO HOCKEY
- TRIPLE GOLD PIN
- RED DOT
- CONTINENTAL

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

QUESTION:

Why do knowledgeable operators prefer Seeburg?

ANSWER:

Because Seeburgs retain their value.

For Sale

In Stock . . . Immediate Delivery.

MUSIC Wurlitzer

23045	\$495.00
2200	295.00
2150	260.00
1800	210.00
1700	185.00

Rock-Ola

1455	\$265.00
------	----------

SPECIAL

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

SHUFFLES & BOWLERS

Bally Challenger	\$375.00
Chi Coin Classic	150.00
Chi Coin King	295.00
Chi Coin Duchess	695.00
Chi Coin Double Feature	195.00
Chi Coin Triple Gold Pin (NEW)	675.00
Williams Ten Strike	85.00

SPECIALS

5 Bally Bikini (New)	Phone
5 Bally Car-Car (New)	Phone

PINS Williams

Skill Ball (New)	\$395.00
Black Jack	295.00
Babo	295.00
Carovelle	425.00
Gusher	125.00
Highway	250.00
Jig-Saw	95.00
Jungle	295.00
Magic Clock	350.00
Satellite	125.00
Serenade	295.00

GUNS

Bally Marksman (New)	\$450.00
Bally Sharp Shooter	395.00
Shoot-the-Clown	125.00

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

REDD DISTRIBUTING CO., INC.

126 Lincoln Street, Brighton, Mass. PHONE: AL 4-4040

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

Chicago Area Headquarters for Parts and Accessories for all VALLEY POOL TABLES

IMPORTERS
SEND FOR **FREE** 56-PAGE ILLUSTRATED LATEST CATALOG

FIRST COIN MACHINE EXCHANGE
Joe Kline & Wally Finke
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

ANOTHER REASON WHY THE ROCK-OLA Princess PHONOGRAPH IS YOUR BEST BUY

look to ROCK-OLA for advanced products for profit

SERVICEABILITY

persistent hoarseness or cough

...is one of the seven commonest danger signals that may mean cancer...but should always mean a visit to your doctor.

The other six danger signals are—Any sore that does not heal...A lump or thickening in the breast or elsewhere...Unusual bleeding or discharge...Any change in a wart or mole...Persistent indigestion or difficulty in swallowing...Any change in normal bowel habits.

For other facts about cancer that may some day save your life, phone the American Cancer Society office nearest you, or write to "Cancer"—in care of your local Post Office.

American Cancer Society

THE PRICE IS RIGHT

Send For New

1962 Listings Today

ARCADES-GAMES-BINGOS-RIDES-MUSIC, ETC.

DAVID ROSEN

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

FOR SALE AMI

Continental 1-2005	\$795.00
Lyric 1005	695.00
K-100A S	695.00
J-200 ES	575.00
J-120 ES	575.00
H-200	425.00
G-200	245.00
G-120	275.00
E-120	145.00
D-80	99.00

SEEBURG

222	\$695.00
201	625.00
Y-200 (VL Conv.)	275.00
M100G	325.00
M100C	235.00

ROCK-OLA

1438	\$175.00
1455	345.00
1465	375.00

WURLITZER

1800	\$275.00
2200	425.00

MONROE

COIN MACHINE EXCHANGE, INC.
2423 Payne Ave., Cleveland 14, Ohio
Phone: Superior 1-4600



Midwest

MILWAUKEE MENTIONS

Analyzing his holiday business, Carl Dentice reports his juke box takes were heftily improved by use of the old standby Christmas disks. . . . Ken Zastrow, disk buyer for Milwaukee Amusement Company, and routeman Mill Gross both celebrated their birthdays on the same day—the day following Christmas. . . . George Klamm, territory salesman for Badger Novelty Company, Rock-Ola distributor, started off the new year with a week long trip to Northern Wisconsin. According to Klamm's boss, Carl Happel, this looks like a big year for the juke box business.

Early birds checking the newest disk offerings in 1962 at Radio Doctors, downtown one-stop, were Robert Jenner, Waupaca; Jack Zimmerman, Watertown, and Clyde Fessler and Tony Hirt, both of Sheboygan. . . . Downtown Radio Doctor's chief counterman Gordy Pelzek boasts that his newly born daughter, Cheryl, is already sleeping through the night.

Harry Gromacki, head man at H. & C. Amusement Company, is bedded with a virus ailment. . . . Milwaukee Coin Machine Operator's Association held its election of new officers at the Monday (8) meeting at the Ambassador Hotel. Installation of the new officers, according to President Sam Hastings, is scheduled for the February meeting. . . . Maurice Ebling, formerly with P. & Distributing Company, is now a part-timer on the H. & C. Amusements Company staff.

Pool tables are holding up fairly well, claims Otto Hadrian, but his gun games have been a flop in recent months. Hadrian is planning a trip through the East in February. . . . Reports from Kenosha are that Bob Martin, Vogue Music, and Lou Albafonte, North Shore Amusement Company, have merged their routes. Martin recently took over the holdings of the American Novelty Company, formerly operated by Henry Sublinsky. Benn Ollman.

OUT MINNESOTA WAY

Harold Rose of Rose Music Company, Fargo, N. D., is on the mend after spending five weeks at Veterans Hospital in Minneapolis. . . . Jack Backus, operator at Jamestown, N. D., was in University Hospital, Minneapolis, for a check-up. He suffered a slight stroke last September.

Ambros Stammen, operator at Minot, N. D., and his wife are on a [\(Continued on page 46\)](#)

OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE

★ UNITED MANUFACTURING CO. 3401 N. California Ave., Chicago 16, Ill.

BARGAINS FOR THE WEEK GAMES

GAMES GAMES 350 OF THEM

BIG END-OF-YEAR CLEARANCE SALE

Received a Large Lot of Games in Trade, Including One Lot of 25 to 35 Guns.

WHAT DO YOU NEED?

8 C.C. King Bowlers, 20 Fr. at \$500.00 each. Lot of 8 Must Be Taken at This Price.

Write or Call Us Collect. MAin 1-3511

Write for Our Price List on Full Line of Coin-Operated Machines.

Central DISTRIBUTORS, Inc.

2315 Olive Street, St. Louis 3, Mo. Phone: MAin 1-3511; Cable: Condist

NEW! Valley DELUXE 6-POCKET



NEW DESIGN! NEW MECHANISM! 3 SIZES: 75x42, 84x47, 90x50.

MAHOGANY AND WALNUT

Ask your distributor for a demonstration, or write or phone direct for information.

VALLEY SALES CO. A DIVISION OF VALLEY MFG. CO.

333 MORTON ST., BAY CITY, MICHIGAN TWinbrook 5-8587

NEW SEEBURG FOR '62 WITH EXCITING



SEE IT THIS WEEK!

SUNDAY, JANUARY 14 . . . 2-9 P.M.

Davis Distributing Corp. Showrooms

- 1056 BROADWAY, ALBANY, N. Y.
- 1231 MAIN STREET, BUFFALO, N. Y.
- 738 EAST ERIE BLVD., SYRACUSE, N. Y.

United Back As Wurlitzer Coin Distrib



HARRY JACOBS JR.

MILWAUKEE — A two-month separation between Wurlitzer and United, Inc., its Wisconsin and Upper Michigan distributor, has been patched up. The reconciliation was confirmed by Harry Jacobs Jr., United, Inc., president.

According to Jacobs, the new pact with Wurlitzer calls for a resumption of his firm's activities in the same territory covered previously to the break-up last October. In the interim period, the territory had been nominally handled by the Sandler Distributing Company, Minneapolis-based Wurlitzer distributor.

United, Inc., will retain its headquarters at the same location, 1100 W. Vliet Street, Jacobs said. Plans call for hiring a new general manager.

"I've got several men in mind for the job," said Jacobs. "I expect to make my choice within the next few weeks."

An open house and trade showing for the soon to be unveiled 2600 series Wurlitzer juke box is scheduled at United, Inc., for January 15-19.

when answering ads . . .

Say You Saw It in Billboard Music Week

SHOPPING

FOR THE BEST IN GAMES . . . MUSIC AND ARCADE EQUIPMENT?



Jim Ginsberg

Before you buy, you owe it to yourself to check BANNER showrooms. We're growing—and want to keep growing. And we're building volume by offering the best prices—the most liberal financing in town! Come in and see for yourself.

Exclusive United Manufacturing Company Distributor



1641 No. Broad St., Philadelphia, Pa. Center 6-5000

1508 Fifth Avenue, Pittsburgh, Pa. Grant 1-1373

BUY WITH CONFIDENCE

SPECIALS	GUNS	SEEBURG
Millie Panoramas \$395	Midway Shooting Gallery \$295	V-200 \$225
Capital Panoramas 325	Midway Del. Shooting Gallery 425	KD-200 350
Auto Foto Model #9 925	Wms. Vanguard 275	C-100 325
Auto Foto Model #11 1,895	United Carnival 150	J-100 450
Auto Foto Model #14 2,495	Genco Big Top 195	W-100 275
Brand-new Trail Blazers, single play.	Genco State Fair 325	3205 695
Brand-new Trail Blazers, double play.	Midway Batsnake 325	
In original crates. Write or phone for special prices.		
	RIDES	WURLITZER
	Bally Bike \$395	2150 \$325
	Donald Duck 225	1650 145
	All Tech Satellite Write	1800 225
	Best Lane Helicopter 795	2000 275
	Rudy the Red Nose 275	3100 295
	Scientific Boat 225	2200 415
	King Train 275	2400 Write
	Ex. Pony Express 195	
	Single Turnpike 275	ROCK-OLA
	Tournament 695	1432 \$ 95
		1428 165
		1424 155
		1455 225
		AMI
		E-120 \$125
		G-120 275
		G-300 345
		JAH-200 395

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

CLEVELAND COIN

MACHINE EXCHANGE
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715



M. S. GISSER Sales Manager

when answering ads . . .

Say You Saw It in Billboard Music Week

ONLY ONE OF ITS KIND!

New Continental 2 with STEREO ROUND needs no remote speakers... plays 33 $\frac{1}{3}$ and 45 RPM records interchangeably—a money-maker in any location. See your AMI distributor, or write:

AMI sales office
5075 W. Lexington St.,
Chicago 44, Illinois

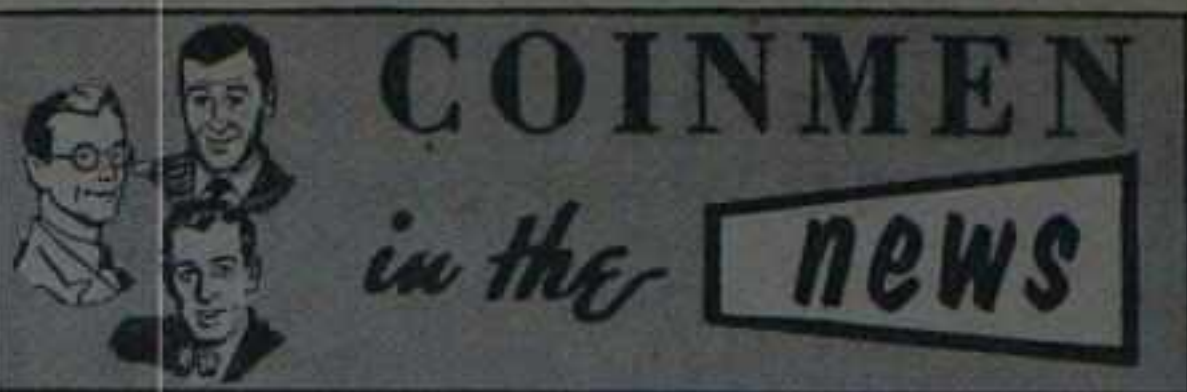
Say You Saw It in
Billboard Music Week

Seeburg SDS Line

Continued from page 38

This week distributors received a series of new promotional aids, including an "Artist of the Week" flip-card presentation.

Over the weekend, some of the company's top brass—Jack Gordon, vice-president of the Music division; Tom Herrick, vice-president of sales and advertising, and Leonard Gross, vice-president of the vending division, attended the showings at Advance Automatic Sales in Los Angeles with Lou Wolcher, Advance president, to launch sales for the new model on the West Coast.



COINMEN in the news

Continued from page 45

two-month vacation in the Orient. In Tokyo the Stammens will visit their son, who is stationed there with the Air Force, their daughter-in-law and two grandchildren.

DETROIT DOINGS

Fred Chlopan, executive director of the Detroit Shuffleboard Association, is readying plans for 1962 activities to be presented at the January meeting, with a program for the year expected to be worked out to that time. . . . **Harold Christiansen**, general manager of Angott Distributing Company, has announced the holding of open house for the trade on Sunday (14), making it a combined showing of new models of new lines of machines for which they are distributors—the 1962 Wurlitzer juke boxes, and the Smoke Shop cigaret venders. The Angott firm took over the latter line about four months ago, but has not had a general public showing as yet.

George Kelly, manager of juke box sales for Martin and Snyder of Dearborn, is in Providence Hospital, Detroit, reported recovering very satisfactorily from an operation for removal of a disc.

Hal Reves.

South

MISSISSIPPI MEANDERINGS

Abe Malouf, LeFlore Music Company, Greenwood, reports his large combined route is a successful venture now that he has worked out the bugs. He bought out another route operator a few months back. . . . **Paul Maucelli**, Paul's Novelty Company, Greenville, has the finest two-way radio in his service vehicles you'll find anywhere. He was a radio-electronic man in service, learned all about it. He reports the equipment is saving him much money and gives better service.

Carl King, King Amusement Company at Leland, in the heart of the rich cotton land Mississippi Delta, reports a very good upsurge in collections resulting from the large cotton harvest recently, one of the best on record. . . . **John Haley**, Haley Music Company, Canton, also has had a big increase in play on his phonographs and games, foresees a good business pickup for 1962.

Danny Diamond, Diamond Music Company, Clarksdale, seen putting a new phonograph on his route at a top location recently. . . . **Pete Manos**, PM Music Company, Greenville, off to New York to visit relatives during the Christmas holidays. . . . **Dominic Fratessi** and Ray-

WANTED IDEAS FOR COIN-OPERATED MACHINES

Also conversion ideas for existing games

Will also develop and build your ideas

AMUSE-VEND INDUSTRIES
604 Tenth Ave., New York 36, N. Y.
Judson 2-1588

FOR SALE GAMES

Wagon Wheel	\$ 85.00
Wileah	195.00
Royal Flush	65.00
United Niagara Shuffle	225.00

PHONOGRAPH

AMI Continental Stereo 200	\$645.00
AMI G 120	245.00
AMI Lyric Stereo 100	515.00
Seeburg V200	180.00
Rock-Ola 1475	395.00
Seeburg Wall Boxes, 3W1	37.50
AMI Wall Boxes, 200 Sec.	55.00


Call, Write or Cable
Cable: LEWJO

We are now distributors for
Smokeshops and Gottlieb.

Lew Jones Distributing Co.
Exclusive Wurlitzer Distributor
1301 N. Capitol Ave. 319 W. Ninth St.
Indianapolis, Ind. Covington, Ky.
Tel.: MElrose 5-1593 Tel.: AT 1-6969

when answering ads . . .

Say You Saw It in
Billboard Music Week



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.
POlar 9-4495
Write or call for prices

You can ALWAYS depend on ACTIVE ALL WAYS



LUCKY HOROSCOPE

5c, 10c, or 25c Play

- ✓ National Coin Rejector in each chute
- ✓ Two Coin Returns
- ✓ Easy to Load—Holds approx. 1,000 tickets

Size: 18" x 8" x 6" Wgt. 20 lbs.

MID-STATE CO. 2371 Milwaukee Avenue
Phone: Dickens 2-3444 Chicago 47, Illinois



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

Rollover buttons and targets select whether bumpers score "X's" or "O's".

Hitting bumpers then lights "X's" or "O's" in "tic-tac-toe" panel.

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

- Make specials by high score, too.
- Match feature
- Sparkling design

Revolutionary "tic-tac-toe" Panel Eliminates Confusion

Either "X's" or "O's" light in exactly the same place in each square. It's cute! It's new! See your Gottlieb Distributor for a demonstration today!

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

A Gottlieb FLIPPER SKILL GAME

GOTTLIEB'S Egg Head

"X's" and "O's" controlled & activated by skill play!

Revolutionary "tic-tac-toe" Panel Eliminates Confusion

Either "X's" or "O's" light in exactly the same place in each square. It's cute! It's new! See your Gottlieb Distributor for a demonstration today!

D. Gottlieb & Co.
1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS
It's Always Profitable to Operate Gottlieb Games!

mond Ristum, partners in Dixie Amusement Company, are bowling better than ever, won the finals in their league tournament.

John Dowdy, Ole Miss Music Company, Pontotoc, in Memphis recently shopping for new equipment since his route has produced a record upsurge in business. . . . E. E. Steed, Steed Amusement Company, back on the job after an illness. . . . Gus Taylor, Taco Music Company, Oxford, reports the best business he's ever had with phonographs and games on the campus at University of Mississippi, which has many buildings and consequently numerous location spots.

Hardy Creekmore, Creekmore Music Company, Cleveland, reports the Christmas spirit is heavy in his section with Christmas music getting big play on his route. . . . Lavaughn Johnson, Johnson Amusement Company, Corinth, reports the winter fishing is good at Pickwick Lake, some 50 miles away. He is quite an ardent fisherman, has a cabin there.

Clarence Spain, Spain Amusement Company, Tunica, in Memphis recently to pick up two new pieces of equipment. . . . B. D. Sparks, Friendly Amusement Company, Columbus, is gradually expanding his route, hopes eventually to have a large one. . . . A. B. Fort, Fairway Amusement Company, Columbus, reports 1961 business was better than 1960 and predicts 1962 will be better than 1961.

Elton Whisenhunt.

MOA STATES CONFAB POLICY

CHICAGO — Members of the Music Operators of America will be able to make advance registrations for the annual MOA convention to be held May 6-8 at the Morrison Hotel here, Ed Ratajack, MOA managing director, announced this week. Each member will be entitled to receive two entrance badges, and the price of banquet tickets has been reduced to \$15 to stimulate interest.

YES WE ARE GETTING SOMEWHERE!

25 years ago only 1 in 7 cancer patients was being cured. Today 1 in 3 is being saved.

With what science knows about cancer right now, one in two could be saved by earlier diagnosis and proper treatment. Yet every year more than 85,000 Americans still die needlessly.

To learn how you can guard yourself against cancer, call your local Unit of the American Cancer Society or write to "Cancer" c/o your local post office.

AMERICAN CANCER SOCIETY

DISCOUNT GIMMICK A SALT LAKE EYE-CATCHER

SALT LAKE CITY—A touch of unusual humor helps Howard Elmore, bulk operator in Salt Lake City, Utah, to attract attention to bulk vending machines in several of the city's large discount houses.

Elmore has 18 machines in one discount house, vending ball gum, tab gum (1-cent, 5-cent and 10-cent capsules) plus half a dozen ring machines spotted near all departments likely to attract small children.

On each unit, the Salt Lake City operator has pasted a blue-and-white label which reads simply "Discount Prices."

Every shopper moving through the discount house is, of course, amused upon sighting the signs, and often is stimulated to drop in a penny or nickel, "just to see if it's true."

Elmore does make good on his discount offer by setting peanut venders to give a slightly larger amount in return for a penny or nickel, although he cannot, of course, make any such provision where ball gum or tab gum is concerned. "This is the day of the discount house," Elmore said, "and I am going along with the theory of a lot of merchandise at lower prices concentrated in one spot."

Incidentally, the 18 machines in a single discount house are equivalent to the volume sold by 40 machines at individual locations elsewhere, Elmore said.

ATLAS... Reconditioned—Guaranteed MUSIC & VENDING

MUSIC	
A.M.I. F-120	\$225
A.M.I. H-120	375
A.M.I. H-200	445
A.M.I. I-200	495
A.M.I. J-200	575
A.M.I. K-100	595
SEEBURG 161-5H	645
SEEBURG 201-5H	675
SEEBURG KD-200	395
SEEBURG 100-R	375
WURLITZER 2150	325
WURLITZER 2000	325
WURLITZER 1800	265
SEEBURG 100-G or W	275
WURLITZER 2200	425
UNITED UP-100	295

1/2 Deposit, Balance Slight Draft

VENDING	
STONER D-500 COFFEE	\$295
ROWE L-1000, 4 Flavor	595
SEEBURG E-1 CIGARETTE	195
SEEBURG E-2 CIGARETTE	225
NATIONAL CIGARETTE, 11-Col. Stanf.	175
NATIONAL CIGARETTE, 11-ML	150
WITTENBERG REF., 24 SEL.	675
CONTINENTAL CORSAIR "30"	215



A Quarter Century of Service

ATLAS MUSIC COMPANY

DIV. OF AC AUTOMATIC SERVICES, INC.

CHICAGO 47, ILL.
3122 N. Western Ave.
ARmitage 6-5005

DES MOINES, IOWA
1120 Walnut St.
Ph.: 283-2393

THE RED CROSS NEEDS YOU



YOU NEED THE RED CROSS

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

Williams

ROAD RACER



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

PACKED WITH ACTION!

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

HOW IT OPERATES:

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

Order Today

from your Williams DISTRIBUTOR!



WILLIAMS ELECTRONIC MFG. CORP.

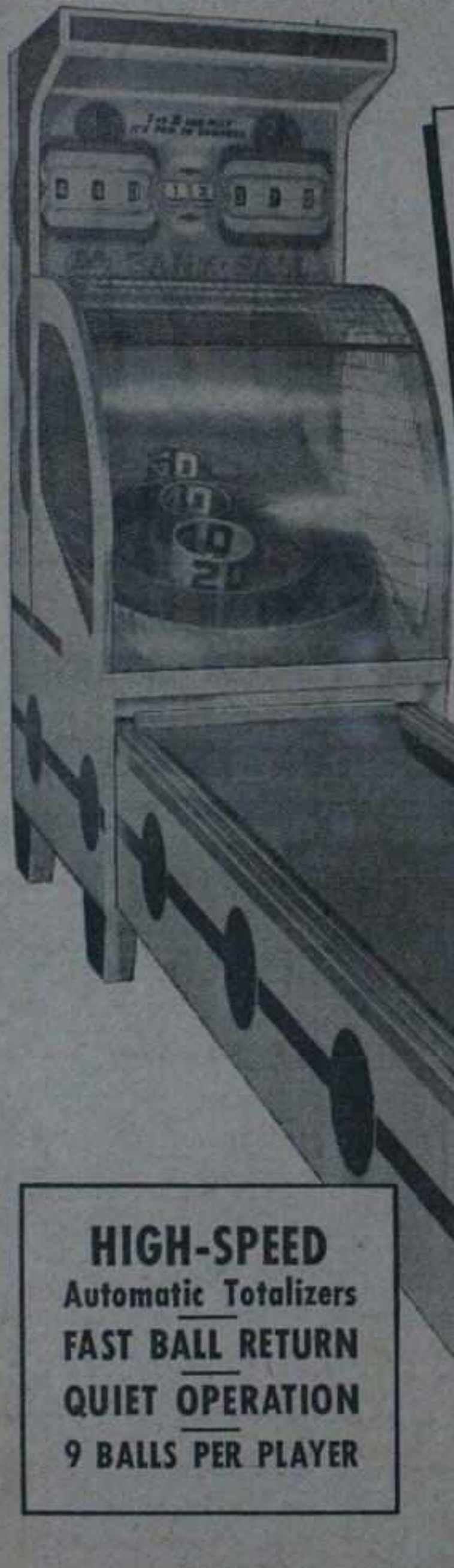
4242 W. FILLMORE ST. CHICAGO 24, ILL.

accepted by every type of location

LOW PRICED

Big M Money

FOR WIDE-AWAKE OPERATORS... SMALL INVESTMENT



OLD FAVORITE
"SKI-BALL"
SKILL APPEAL
GETS BIG PLAY
IN EVERY
TYPE OF SPOT

1 OR 2
CAN PLAY
COMPETITIVE
SCORING
KEEPS GAME BUSY
HOUR AFTER HOUR

A GOLD MINE
IN
TAVERNS, BARS,
PLAYLANDS,
ARCADES, PARKS,
LUNCHROOMS AND
COUNTLESS OTHER
TYPES OF LOCATIONS

LENGTH EASILY
ADJUSTABLE
TO
10 FT., 11 FT. OR 12 FT.
ONLY 29 IN. WIDE
BACK SECTION 6½ FT. HIGH

SIMPLE, STURDY
MECHANISM
INSURES TROUBLE-FREE
PROFITABLE
PERFORMANCE

HIGH-SPEED
Automatic Totalizers
FAST BALL RETURN
QUIET OPERATION
9 BALLS PER PLAYER

Be first in your area to cash in on the popularity, play-appeal and fast money-making action of BANK-BALL... welcome in every type of location, from neighborhood tavern to shopping center playland. Low price permits full coverage of your territory, quick return on investment.

Order BANK-BALL now.

Bally **BANK-BALL**

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

SEEKING

NEW FOR 1962!

DIRECTIONAL

in 33 1/3

New directional—and adjustable—speakers on each side of the display panel! Result: the true magnificence of stereo sound *right at the phonograph*—even when there are no remote speakers! Hear it at your Seeburg Distributor now.

SEEBURG

THE SEEBURG SALES CORPORATION, CHICAGO 22

Design Patent Applied For

SEEKING



THE TOKENS
"THE LION SLEEPS TONIGHT"
(7954)

HENRY MANCINI
"MOON RIVER"
(7916)

NEIL SEDAKA
"HAPPY BIRTHDAY, SWEET SIXTEEN"
(7957)

JIMMY ELLEDGE
"FUNNY HOW TIME SLIPS AWAY"
(7946)

NEW HOT SINGLES
ANITA AND TH' SO-AND-SO'S
"JOEY BABY"
(7974)

TOMMY BOYCE
"ALONG CAME LINDA"
(7975)

"what's up?"



 **RCA VICTOR** 

The most trusted name in sound

"stock up!"

