

March 10, 1962

# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS



### ★ NATIONAL BREAKOUTS

MONO LP's

**COLLEGE CONCERT**, Kingston Trio, Capitol S 1658  
RHYTHM SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1727

STEREO LP's

**HORN A-PLENTY**, Al Hirt, RCA Victor LSP 2446  
RHYTHM SING ALONG WITH MITCH, Mitch Miller, Columbia CS 8527  
**TWIST WITH THE VENTURES**, Dolton BST 8010

### ★ NEW ACTION LP's

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

MONOPHONIC

- EVERLY BROTHERS INSTANT PARTY**, Warner Bros. W 1430
- SINATRA AND STRINGS**, Frank Sinatra, Reprise R 1004
- STANDING ROOM ONLY**, Highwaymen, United Artists UAL 3168
- MARIA**, Roger Williams, Kapp KL 1266
- UP A LAZY RIVER**, Si Zentner, Liberty LRP 7216
- CAMPUS ENCORE**, Four Preps, Capitol T 1647
- TWO ON THE AISLE**, Steve Lawrence and Eydie Gorme, United Artists WWR 8518
- DOWN HOME**, Chet Atkins, RCA Victor LPM 2450
- SINCERELY BRENDA LEE**, Decca DL 4216
- MIGHTY DAY ON CAMPUS**, Chad Mitchell Trio, Kapp KL 1262

- ANDY WILLIAMS BEST**, Cadence CLP 3054
- SONGS OF THE WEST**, Burl Ives, Decca DL 4179
- JAMES DARREN SINGS FOR ALL SIZES**, Colpix CP 424
- PATSY CLINE SHOWCASE**, Decca DL 4202
- BOUQUET OF LOVE**, Percy Faith, Columbia CL 1681

STEREOPHONIC

- COLLEGE CONCERT**, Kingston Trio, Capitol ST 1658
- MARIA**, Roger Williams, Kapp KS 3266
- ROMAN GUITAR**, Tony Mottola, Command RS 8165D
- SINATRA AND STRINGS**, Frank Sinatra, Reprise R 9-1004
- LIVE IT UP**, Johnny Mathis, Columbia CS 8511

### ★ 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.

- STEP BY STEP, LITTLE BY LITTLE** . . . Anita Bryant, Columbia 42257 (Western, ASCAP) (Chicago, Milwaukee)
- ALL YOU HAD TO DO (WAS TELL ME)** . . . Chris Montez, Monogram 500 (Sherman-DeVorzon, BMI) (Los Angeles)
- HONKY-TONK MAN** . . . Johnny Horton, Columbia 42302 (Cedarwood, BMI) (Minneapolis-St. Paul)
- OUR CONCERTO** . . . Steve Lawrence, United Artists 403 (Shapiro-Bernstein, ASCAP) (Boston)
- AFTER YOU'VE GONE** . . . Frankie Avalon, Chancellor 1101 (Mayfair, ASCAP) (Boston)
- FOR ALL WE KNOW** . . . Amy 836 (Feist, ASCAP) (Dallas)
- COMING HOME TO YOU** . . . Philadelphians, Campus 103 (Schulman-Progressive, BMI) (Philadelphia)
- CHECK MR. POP-EYE** . . . Eddie Bo, Swan 4099 (Ron, BMI) (Pittsburgh)

- WHAT AM I SUPPOSED TO DO** . . . Ann-Margret, RCA Victor 7986 (Pamper, BMI) (Dallas-Fort Worth)
- GARDEN OF EDEN** . . . Bobby Comstock, Festival 25000 (Republic, ASCAP) (Minneapolis-St. Paul)
- APOLOGY AT BEDTIME** . . . Jackie Gleason, Capitol 4704 (Song Smith, BMI) (Minneapolis-St. Paul)
- LA PALOMA TWIST** . . . Chubby Checker, Parkway 835 (Kalmann, ASCAP) (Los Angeles)
- CHARLIE'S SHOES** . . . Billy Walker, Columbia 42287 (Pamper, BMI)
- GENESIS** . . . The Ventures, Dolton 50 (Electron-Holly-Vine, BMI) (Minneapolis-St. Paul)
- BOOGIE TWIST** . . . Paul Gallis, Heartbeat 5 (Keith, ASCAP) (Milwaukee)
- LIMBO ROCK** . . . Champs, Challenge 9131 (Four Star Sales and Twist Music, BMI) (Minneapolis-St. Paul)
- CALEDONIA** . . . Rondels, Amy 839 (Cheerio, BMI) (Milwaukee)

## 'Step,' 'Linda' Break in Chi

CHICAGO — The Windy City slowed down a bit last week with only two new records making the breakout scene.

Anita Bryant's "Step By Step, Little By Little" on Columbia was a solid breakout, showing up strong in a survey of store sales and also starting to get air play, as did "Along Came Linda," by Tommy Boyce on RCA Victor.

A number of last week's breakers continued to chalk up strong sales including: "Boogie Twist" by Paul Gallis on Heartbeat; "Lover Please" by Clyde McPhatter, Mercury (now on the "Hot 100"); "Concerto for the X15," Elliot Rocker on Reprise, and "The Nutty Nocker," B. Bumble and the Stingers on Rendezvous (this also is on the national chart).

Looking at the air play situation, a deejay at one of the city's leading singles-playing outlets is picking "Twistin' the Night Away" by Sam Cooke on RCA Victor; "Come Back Silly Girl" by the Lettermen on Capitol, and Anita Bryant's "Step By Step" (already mentioned as a breakout).

(Continued on page 6)

## Gleason's 'Bedtime' Tops 5 Twin Cities Breakouts

MINNEAPOLIS—Jackie Gleason doesn't have to make any "Apologies at Bedtime" or any other time. His tune of the same name on Capitol is one of five hot new breakers here in the Twin Cities.

Others are "Honky Tonk Man," Johnny Horton on Columbia; "Genesis," Ventures on Dolton (flip version, "Yellow Jacket" broke a week ago); "Limbo Rock," Champs on Challenge, and "Garden of Eden," Bobby Comstock.

Business has leveled off—singles are selling well, but not spectacularly. Minneapolis, just as Milwaukee and Chicago, was finally been hit by winter weather doldrums.

"Genesis" is getting good air support. Three of the Twin Cities grass roots break-out barometer stations—KXGO in Fargo, N. D.; WEBC in Duluth, Minn., and KLMS in Lincoln, Neb.—are going with the tune.

KXGO's Ron Clark is also picking Rick Nelson's "Young World" on Imperial (so is Milwaukee's Jim Stagg at WOKY); "White

Rose of Athens" by David Carroll on Mercury, and "Slow Twistin'" by Chubby Checker on Parkway.

KLMS is also picking—besides "Genesis"—"I Can't Say Good-bye," Bobby Vee on Liberty; "Love Me Warm and Tender," Paul Anka on RCA Victor, and "Button and Bows," the Browns on RCA Victor.

WEBC is picking: "Heading Home," Orchestra Del Oro on Sonodur; "Ginny in the Mirror," Del Shannon on Bigtop; "My

(Continued on page 6)

## Early Action To 3 in N. Y.

NEW YORK—There was no breakout activity on the New York record scene last week, although a number of new records were showing early sales action. These included "Tell Me," by Dick and Deedee on Liberty; "The White Rose of Athens" with Nana Mouskouri on Riverside, and "Archie's Melody" by the Byliners on Felsted.

Four new disks that hit the "Hot 100" in BMW this week, were also selling strongly in this city. They included "The Duchess of Earl" by the Paulettes; "Annie Get Your Yo-Yo" by Little Junior Parker; "A Girl Has to Know," by the G-Clefs, and "If a Woman Answers" by LeRoy Van Dyke.

A number of dealers were becoming increasingly disturbed

(Continued on page 6)

## Hometown Vocal Group Has Breakout in Philly

PHILADELPHIA — A local group, appropriately titled the Philadelphians, hit paydirt here this week with "Comin' Home to You," on Campus, the week's one

breakout here. Another local good, the Dreamlovers, enjoyed good action with "Zoom Zoom Zoom," on Heritage.

Although dealers in general described business as on the dismal side, at least three other records, two of them featuring fem artists, were noted as selling well. Dee Dee Sharp, the lady who is heard with Chubby Checker on his latest chart entry, "Slow Twistin'," has a hit of her own here and nationally, with "Mashed Potato Time," on Cameo. This was the big one of the week in town with Shelley Fabares close behind with "Johnny Angel," on Colpix. Shep and the Limelites were almost

(Continued on page 6)

## GLENN PARADE ORBITS SALES

WASHINGTON — Astronaut John Glenn last week sales into orbit here sent record. The comparatively brief appearance of the astronaut, parading from the White House to the Capitol in a torrential downpour on Monday, Feb. 26, brought teen-agers in hordes to downtown Washington by school permission. Dealers reported "tremendous" record buy-

(Continued on page 6)

### NEW ON THE MONO LP CHART THIS WEEK

- |   |  |
|---|--|
| Pos. 90. <b>COLLEGE CONCERT</b> , Kingston Trio, Capitol T 1658 | Pos. 103. <b>RHYTHM SING ALONG WITH MITCH</b> , Mitch Miller, Columbia CL 1727 |
|---|--|

### NEW ON THE HOT 100 CHART THIS WEEK

- |   |   |
|---|---|
| Pos. 75. <b>IF A WOMAN ANSWERS</b> , Leroy Van Dyke, Mercury 71926    | Pos. 95. <b>SUMMERTIME</b> , Rick Nelson, Imperial 5805               |
| Pos. 86. <b>ANNIE GET YOUR YO-YO</b> , Little Junior Parker, Duke 345 | Pos. 96. <b>GINNY COME LATELY</b> , Brian Hyland, ABC-Paramount 10294 |
| Pos. 89. <b>ROLY POLY</b> , Joey Dee and the Starlites, Roulette 4408 | Pos. 97. <b>DUCHESS OF EARL</b> , Pearlettes, Vee Jay 435             |
|   | Pos. 98. <b>A GIRL HAS TO KNOW</b> , G-Clefs, Terrace 7503            |
|   | Pos. 99. <b>AMOR</b> , Roger Williams, Kapp 447                       |
|   | Pos. 100. <b>THE RAINS CAME</b> , Big Sambo, Eric 7003                |

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

150 Best Selling  
**MONAURAL LP's**

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	20
2	3	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	13
3	2	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & the Starliners, Roulette R 25166	13
4	5	THE TWIST Chubby Checker, Parkway P 7001	61
5	4	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	22
6	9	TIME OUT Dave Brubeck, Columbia CL 1397	62
7	6	LET THERE BE DRUMS Sandy Nelson, Imperial 9159	8
8	7	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	116
9	8	FOR TWISTERS ONLY Chubby Checker, Parkway P 7002	14
10	10	WEST SIDE STORY Sound Track, Columbia OL 5670	20
11	12	DO THE TWIST Ray Charles, Atlantic 8054	12
12	18	I REMEMBER TOMMY Frank Sinatra, Reprise R 1003	18
13	14	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	32
14	11	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	24
15	16	CAMELOT Original Cast, Columbia KOL 5620	59
16	13	MILK AND HONEY Original Cast, RCA Victor LOC 1065	16
17	19	MOON RIVER Lawrence Welk, Dot DLP 3412	10
18	27	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	127
19	21	WEST SIDE STORY Original Cast, Columbia OL 5230	74
20	50	A SONG FOR YOUNG LOVE Letterman, Capitol T 1669	3
21	30	SING OUT! Limeliters, RCA Victor LPM 2445	6
22	26	THE KINGSTON TRIO CLOSE UP Capitol T 1642	22
23	29	NEVER ON SUNDAY Connie Francis, MGM E 3965	19
24	22	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	70
25	24	TWIST WITH THE VENTURES Dolton BLP 2010	8
26	20	FLOWER DRUM SONG Sound Track, Decca DL 9098	11
27	23	RUNAROUND SUE Dion, Laurie LLP 2009	15
28	25	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	190
29	52	SO MUCH IN LOVE Ray Conniff Singers, Columbia CL 1720	4
30	15	CHUBBY CHECKER/BOBBY RYDELL Cameo C 1013	12
31	36	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	11
32	40	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	30
33	17	JOAN BAEZ, VOL. II Vanguard VRS 9094	15
34	31	MY FAIR LADY Original Cast, Columbia OL 5090	309
35	32	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	25
36	38	MURRAY THE "K'S" BLASTS FROM THE PAST Various Artists, Chess LP 1461	11
37	47	HEY, LET'S TWIST Sound Track, Roulette R 25168	4
38	58	CALCUTTA Lawrence Welk, Dot DLP 3359	58
39	34	BIG BAD JOHN Jimmy Dean, Columbia CL 1735	14
40	35	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	95
41	43	RUSTY WARREN BOUNCES BACK Jubilee JGM 2039	12
42	45	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	40
43	51	BEHIND THE BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1417	19
44	28	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	16
45	53	LET'S TWIST HER Bill Black's Combo, Hi HL 12006	8
46	54	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	88
47	37	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393	23
48	39	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	15
49	44	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	59
50	33	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	201
51	98	HORN A-PLENTY Al Hirt, RCA Victor LPM 2446	5

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	62	WOODY WOODBURY'S SALOONATICS Stereodiscs MW 4	8
53	41	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	28
54	56	THE LION SLEEPS TONIGHT Tokens, RCA Victor LPM 2514	7
55	61	TWISTIN' IN HIGH SOCIETY Lester Lanin Ork., Epic LN 3025	6
56	69	MEXICO Bob Moore, Monument M 4005	17
57	64	MOM'S MABLEY AT THE PLAYBOY CLUB Chess LP 1460	19
58	66	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM IE2	15
59	70	YELLOW BIRD Lawrence Welk, Dot DLP 3389	30
60	78	FLOWER DRUM SONG Original Cast, Columbia OL 5350	126
61	48	TWIST WITH BOBBY DARIN Atco 138	7
62	71	CARNIVAL Original Cast, MGM E 3946	41
63	72	GENIUS AFTER HOURS Ray Charles, Atlantic 1369	16
64	74	JOSE JIMENEZ IN ORBIT/BILL DANA ON EARTH Kapp KL 1257	9
65	59	WHOLE LOTTA FRANKIE Frankie Avalon, Chancellor CHL 5018	17
66	73	BUDDY HOLLY STORY Coral CRL 57326	61
67	46	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	206
68	67	THE ASTRONAUT Jose Jimenez, Kapp KL 1238	34
69	83	ROARING 20's Dorothy Provine, Warner Bros. W 1394	41
70	65	EXODUS Sound Track, RCA Victor LOC 1058	60
71	97	KINGSTON TRIO Capitol T 996	172
72	100	VERSATILE BURL IVES Decca DL 4152	4
73	42	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	58
74	55	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	28
75	76	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	87
76	79	WEST SIDE STORY Stan Kenton, Capitol T 1609	20
77	96	HYMNS Tennessee Ernie Ford, Capitol T 756	233
78	57	BABES IN TOYLAND Sound Track, Vista BV 4022	8
79	60	SOUTH PACIFIC Original Cast, Columbia OL 4180	404
80	75	MOM'S MABLEY AT THE UN Chess LP 1452	45
81	85	GOLDEN WALTZES Billy Vaughn, Dot DLP 3280	22
82	101	IF YOU BELIEVE Brook Benton, Mercury MG 20619	4
83	103	GOIN' PLACES Kingston Trio, Capitol T 1564	36
84	110	LIVE IT UP Johnny Mathis, Columbia CL 1711	3
85	68	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	25
86	77	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642	26
87	107	LINGER AWHILE WITH VIC DAMONE Capitol T 1646	2
88	89	BERLIN MELODY Billy Vaughn, Dot DLP 3396	14
89	111	MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS Mercury MG 20480	3
90	—	COLLEGE CONCERT Kingston Trio, Capitol T 1658	1
91	108	TAKE GOOD CARE OF MY BABY Bobby Vee, Liberty LRP 2211	6
92	115	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal—Popular), Various Artists, RCA Victor LOP 1509	27
93	122	STUDENT PRINCE Mario Lanza, RCA Victor LM 2339	43
94	114	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	69
95	109	THE GAY LIFE Original Cast, Capitol WAO 1560	3
96	95	SONGS FOR SINNERS Rusty Warren, Jubilee JLP 2024	20
97	86	AIN'T THAT WEIRD! Brother Dave Gardner, RCA Victor LPM 2335	25
98	91	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	104
99	81	SINSATIONAL Rusty Warren, Jubilee JGM 2034	42
100	113	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	4

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	128	JOAN BAEZ, VOL. I Vanguard VRS 9078	2
102	49	HOLIDAY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1701	18
103	—	RHYTHM SING ALONG WITH MITCH Mitch Miller, Columbia CL 1727	1
104	105	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	71
105	88	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. W 1393	69
106	90	RICK IS 21 Rick Nelson, Imperial LP 9132	41
107	99	ALAN FREED'S MEMORY LANE Various Artists, End LP 314	4
108	84	WHAT'D I SAY Ray Charles, Atlantic 8029	28
109	106	MUSIC FROM EXODUS & OTHER GREAT THEMES Mantovani, London LL 3231	64
110	116	ALL THE WAY Brenda Lee, Decca DL 4176	28
111	117	ITALIA MIA Mantovani, London LL 3239	41
112	102	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	29
113	63	HEAVENLY Johnny Mathis, Columbia CL 1351	129
114	82	LET'S ALL SING WITH THE CHIPMUNKS David Seville & the Chipmunks, Liberty LRP 3132	8
115	87	HELL BENT FOR LEATHER Frankie Laine, Columbia CL 1615	20
116	119	BROTHERS FOUR SONG BOOK Columbia CL 1697	12
117	121	FILM ENCORES, VOL. I Mantovani, London LL 1700	189
118	126	SEPTEMBER IN THE RAIN Dinah Washington, Mercury MG 20638	12
119	135	HYMNS AT HOME Tennessee Ernie Ford, Capitol T 1604	7
120	80	JIMMY REED AT CARNEGIE HALL Vee Jay 2 LP 1035	21
121	132	KEAN Original Cast, Columbia KOL 5720	11
122	130	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	152
123	138	BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFLP 1956	13
124	118	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	88
125	124	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1331	93
126	137	FERRANTE & TEICHER, LOVE THEMES United Artists WWR 3514	5
127	93	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	122
128	144	DANNY BOY & OTHER SONGS I LOVE TO SING Andy Williams, Columbia CL 1751	2
129	139	ELLA IN HOLLYWOOD Ella Fitzgerald, Verve V 4052	17
130	140	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	52
131	104	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	116
132	143	GOLDEN PIANO HITS Ferrante & Teicher, United Artists WWR 3505	5
133	92	TONIGHT IN PERSON Limeliters, RCA Victor LPM 2272	54
134	134	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	81
135	141	TENNESSEE ERNIE FORD—SPIRITUALS Capitol T 818	2
136	148	MURRAY THE "K'S" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS Various Artists, Roulette R 25159	22
137	142	SONGS OF THE FABULOUS 50's Roger Williams, Kapp KL 1209	6
138	129	ROGER WILLIAMS GREATEST HITS Kapp KL 1260	6
139	147	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576	6
140	149	A PERSONAL APPEARANCE Shelley Berman, Verve V 15027	18
141	150	SAIL AWAY Original Cast, Capitol WAO 1643	15
142	112	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	83
143	120	BEN-HUR Sound Track, MGM IE1	97
144	123	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	159
145	125	HIGHWAYMEN United Artists UAL 3125	22
146	127	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1233	123
147	136	HERE'S JONATHAN Jonathan Winters, Verve MG 15025	41
148	94	COME SING WITH ME Frank Sinatra, Capitol W 1594	30
149	131	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	88
150	145	BOBBY DARIN STORY Atco 131	42

50 Best Selling  
**STEREO LP's**

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	20
2	2	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	19
3	3	STEREO 35/MM Enoch Light & His Ork., Command RS 826 SD	22
4	6	MOON RIVER Lawrence Welk, Dot DLP 25412	9
5	5	WEST SIDE STORY Sound Track, Columbia OS 2070	17
6	4	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	104
7	7	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	32
8	12	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	7
9	13	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 SD	103
10	16	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM SIE 2	18
11	11	TIME OUT Dave Brubeck, Columbia CS 8192	31
12	9	I REMEMBER TOMMY Frank Sinatra, Reprise R 9-1003	16
13	8	CAMELOT Original Cast, Columbia KOS 2031	59
14	15	SO MUCH IN LOVE Ray Conniff Singers, Columbia CS 8520	4
15	18	FLOWER DRUM SONG Sound Track, Decca DL 7-9098	7
16	28	STEREO 35/MM, VOL. II Enoch Light & His Ork., Command RS 831 SD	4
17	19	SING OUT! Limeliters, RCA Victor LSP 2445	4
18	10	WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166	12
19	23	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	91
20	21	BEST OF THE DUKES OF DIXIELAND Audio Fidelity AFSD 5956	13
21	27	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	29
22	20	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & His Starliners, Roulette SR 25166	8
23	24	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CS 8444	27
24	22	THE KINGSTON TRIO CLOSE UP Capitol ST 1642	20
25	25	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	40
26	32	YELLOW BIRD Lawrence Welk, Dot DLP 25389	31
27	34	BERLIN MELODY Billy Vaughn, Dot DLP 25396	14
28	26	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	141
29	36	PASS IN REVIEW Bob Sharpley Ork., London SP 44001	22
30	29	LET THERE BE DRUMS Sandy Nelson, Imperial 12080	6
31	14	WEST SIDE STORY Original Cast, Columbia OS 2001	36
32	17	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LSP 2393	20
33	46	COMBO! Henry Mancini, RCA Victor LSP 2258	2
34	31	MELODY & PERCUSSION FOR TWO PIANOS Ronnie Aldrich & His 2 Pianos, London SP 44007	20
35	33	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	39
36	48	EXOTIC PERCUSSION Stanley Black & His Ork., London SP 44004	5
37	35	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	119
38	—	HORN A-PLENTY Al Hirt, RCA Victor LSP 2446	1
39	40	PERSUASIVE PERCUSSION, VOL. IV Enoch Light & the Command All Stars, Command RS 830 SD	3
40	—	RHYTHM SING ALONG WITH MITCH Mitch Miller, Columbia CS 8527	1
41	30	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Ork. (Bennett), RCA Victor LSC 2523	25
42	37	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	59
43	38	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	27
44	45	MY FAIR LADY Original Cast, Columbia OS 2015	135
45	—	TWIST WITH THE VENTURES Dolton, BST 8010	1
46	49	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CS 8471	24
47	50	FERRANTE & TEICHER, LOVE THEMES United Artists WWS 8514	12
48	41	GOLDEN PIANO HITS Ferrante & Teicher, United Artists WWS 8505	5
49	44	WEST SIDE STORY Stan Kenton, Capitol ST 1609	16
50	—	BRAHMS: CONCERTO NO. 2 Van Cliburn, RCA Victor LSC 2581	1

**TERESA  
BREWER**  
sings  
**I WANT YOU  
TO WORRY**  
c/w  
**ANOTHER**

62306



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

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

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

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

THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3					1	2	3					1	2	3			
1	2	5	13	HEY! BABY	Bruce Channel, Smash 1731	7	35	45	66	83	I'VE GOT BONNIE	Bobby Rydell, Cameo 209	4	65	72	74	87	YESSIREE	Linda Scott, Congress 101	5
2	1	1	1	DUKE OF EARL	Gene (Duke of Earl) Chandler, Vee Jay 416	9	36	60	—	—	SLOW TWISTIN'	Chubby Checker, Parkway 835	2	66	55	59	68	B'WA NINA	Tokens, RCA Victor 7991	5
3	8	16	29	MIDNIGHT IN MOSCOW	Kenny Bull, Kapp 442	6	37	40	52	58	DO THE NEW CONTINENTAL	Dovells, Parkway 833	7	67	46	27	19	SHADRACK	Brook Benton, Mercury 71912	9
4	13	23	46	DON'T BREAK THE HEART THAT LOVES YOU	Connie Francis, MGM 13059	5	38	32	40	45	I'LL SEE YOU IN MY DREAMS	Pat Boone, Dot 16312	7	68	59	63	74	OUR ANNIVERSARY	Shep & the Limettes, Hull 748	4
5	12	17	27	LET ME IN	Sensations, Arco 5405	10	39	67	84	—	LOVE LETTERS	Ketty Lester, Era 3068	3	69	85	94	—	WHEN MY LITTLE GIRL IS SMILING	Drifters, Atlantic 2134	3
6	6	8	9	CRYING IN THE RAIN	Everly Brothers, Warner Bros. 5250	9	40	29	12	8	CAN'T HELP FALLING IN LOVE	Elvis Presley, RCA Victor 7968	14	70	76	—	—	NUT ROCKER	B. Bumble & the Stingers, Rendezvous 166	2
7	4	6	6	BREAK IT TO ME GENTLY	Brenda Lee, Decca 31348	9	41	23	15	7	I KNOW	Barbara George, AFO 302	17	71	79	—	—	ALVIN TWIST	Chipmunks, Liberty 55424	2
8	16	21	31	HER ROYAL MAJESTY	James Darren, Colpix 622	6	42	47	43	50	AFRIKAAN BEAT	Bert Kaempfert, Decca 31350	8	72	78	80	—	YES INDEED	Pete Fountain, Coral 65549	3
9	3	2	5	THE WANDERER	Dion, Laurie 3115	14	43	34	44	48	TWISTIN' POSTMAN	Marvelettes, Tamla 54054	7	73	33	31	32	SURFER'S STOMP	Mar-Kets, Liberty 55401	9
10	20	26	47	WHAT'S YOUR NAME	Don and Juan, Big Top 3079	5	44	54	64	—	YOU WIN AGAIN	Fats Domino, Imperial 5816	3	74	89	—	—	LOVER, PLEASE	Clyde McPhatter, Mercury 71941	2
11	11	9	10	DEAR LADY TWIST	Gary (U. S.) Bonds, LeGrand 1015	13	45	57	81	—	PLEASE DON'T ASK ABOUT BARBARA	Bobby Vee, Liberty 55419	3	75	—	—	—	IF A WOMAN ANSWERS	Leroy Van Dyke, Mercury 71926	1
12	17	19	33	PERCOLATOR (TWIST)	Billy Joe and the Checkmates, Dore 620	9	46	52	55	60	CRY TO ME	Solomon Burke, Atlantic 2131	7	76	49	28	18	SHE'S EVERYTHING	Rat Donner, Gone 5121	11
13	5	4	3	THE TWIST	Chubby Checker, Parkway 811	35	47	64	85	—	LOVE ME WARM AND TENDER	Paul Anka, RCA Victor 7977	3	77	80	82	—	PICTURES IN THE FIRE	Pat Boone, Dot 16312	4
14	10	11	15	CHIP CHIP	Gene McDaniels, Liberty 55405	8	48	36	38	43	CHATTANOOGA CHOO CHOO	Floyd Cramer, RCA Victor 7978	8	78	68	70	84	BLUE WATER LINE	Brothers Four, Columbia 42256	8
15	7	3	4	NORMAN	Sue Thompson, Hickory 1159	14	49	77	—	—	MASHED POTATO TIME	Dee Dee Sharp, Cameo 212	2	79	69	79	90	LOSE HER	Bobby Rydell, Cameo 209	4
16	21	24	28	SMOXY PLACES	Corsairs, Tuff 3030	11	50	81	—	—	JOHNNY ANGEL	Shelley Fabares, Colpix 621	2	80	95	—	—	PATTI ANN	Johnny Crawford, Del FI 4172	2
17	18	18	26	TUFF	Ace Cannon, HI 2040	11	51	44	57	71	LIZZIE BORDEN	Chad Mitchell Trio, Kapp 439	7	81	92	100	—	DEAR ONE	Larry Finnegan, Old Town 1113	3
18	9	7	2	PEPPERMINT TWIST	Joey Dee and the Starliners, Roulette 4401	16	52	48	32	23	TOWN WITHOUT PITY	Gene Pitney, Muscor 1009	19	82	71	73	86	TEARS AND LAUGHTER	Dinah Washington, Mercury 71922	5
19	15	14	12	BABY IT'S YOU	Shirley, Scepter 1227	12	53	43	35	40	WHAT'S SO GOOD ABOUT GOODBYE	Miracles, Tamla 54053	9	83	83	90	93	SURFIN'	Beach Boys, Candix 331	4
20	28	36	42	SHE'S GOT YOU	Patsy Cline, Decca 31354	7	54	61	71	81	WALK ON THE WILD SIDE	Brook Benton, Mercury 71925	4	84	70	78	85	BERMUDA	Linda Scott, Canadian-American 134	5
21	27	33	38	TWISTIN' THE NIGHT AWAY	Sam Cooke, RCA Victor 7983	6	55	51	51	65	THAT'S MY PA	Sheb Wooley, MGM 13046	10	85	90	—	—	SHE CAN'T FIND HER KEYS	Paul Peterson, Colpix 620	2
22	31	46	64	HEY, LET'S TWIST	Joey Dee & the Starliners, Roulette 4408	4	56	63	69	89	POP-EYE	Huey Smith & the Clowns, Ace 649	4	86	—	—	—	ANNIE GET YOUR YO-YO	Little Junior Parker, Duke 345	1
23	30	53	77	DREAM BABY	Roy Orbison, Monument 456	4	57	50	34	34	THE GREATEST HURT	Jackie Wilson, Brunswick 55221	9	87	88	—	91	DO YOU KNOW HOW TO TWIST	Hank Ballard, King 5593	4
24	22	25	37	MY BOOMERANG WON'T COME BACK	Charlie Drake, United Artists 398	9	58	84	—	—	YOUNG WORLD	Rick Nelson, Imperial 5805	2	88	99	—	—	LOLLIPOPS AND ROSES	Jack Jones, Kapp 435	2
25	19	20	20	I'M BLUE (The Gong-Gong Song)	Ikettes, Atco 6212	9	59	37	30	17	IRRESISTIBLE YOU	Bobby Darin, Atco 6214	13	89	—	—	—	ROLY POLY	Joey Dee & the Starliners, Roulette 4408	1
26	14	10	11	A LITTLE BITTY TEAR	Burl Ives, Decca 31330	12	60	75	87	—	YOU BETTER MOVE ON	Arthur Alexander, Dot 16309	3	90	93	—	—	IDA JANE	Fats Domino, Imperial 5816	2
27	25	13	14	COTTON FIELDS	Highwaymen, United Artists 370	15	61	74	83	88	CRY, BABY, CRY	Angels, Caprice 1018	4	91	94	—	—	BABY, IT'S COLD OUTSIDE	Ray Charles & Betty Carter, ABC-Paramount 10298	2
28	26	29	35	TO A SLEEPING BEAUTY	Jimmy Dean, Columbia 42282	8	62	73	86	—	SOMETHING'S GOT A HOLD ON ME	Etta James, Argo 5409	3	92	98	—	—	MIDNIGHT SPECIAL	Jimmy Smith, Blue Note 1819	2
29	38	45	51	WHERE HAVE ALL THE FLOWERS GONE	Kingston Trio, Capitol 4671	8	63	56	61	70	ECSTASY	Ben E. King, Atco 6215	6	93	96	97	—	AW SHUCKS, HUSH YOUR MOUTH	Jimmy Reed, Vee Jay 425	5
30	24	22	25	CAJUN QUEEN	Jimmy Dean, Columbia 42282	7	64	53	65	63	DREAMY EYES	Johnny Tillotson, Cadence 1409	14	94	97	98	—	THE BALLAD OF THUNDER ROAD	Robert Mitchum, Capitol 3986	3
31	41	58	73	COME BACK SILLY GIRL	Lettermen, Capitol 4699	4	65	—	—	—	—	—	—	95	—	—	—	SUMMERTIME	Rick Nelson, Imperial 5805	1
32	42	56	61	JAMIE	Eddie Holland, Motown 1021	8	66	—	—	—	—	—	—	96	—	—	—	GINNY COME LATELY	Brian Hyland, ABC-Paramount 10294	1
33	35	41	55	DRUMS ARE MY BEAT	Sandy Nelson, Imperial 5809	5	67	—	—	—	—	—	—	97	—	—	—	DUCHESS OF EARL	Pearlettes, Vee Jay 435	1
34	39	50	53	HE KNOWS I LOVE HIM TOO MUCH	Paris Sisters, Gregmark 10	7	68	—	—	—	—	—	—	98	—	—	—	A GIRL HAS TO KNOW	G-Clefs, Terrace 7503	1

## HOT 100—A TO Z—(Publisher-Licensee)

Afrikan Beat (Roosevelt, BMI)	42	He Knows I Love Him Too Much (Aldon, BMI)	34	Shadrack (Fischer, ASCAP)	67
Alvin Twist (Monarch, ASCAP)	71	Her Royal Majesty (Aldon, BMI)	8	She Can't Find Her Keys (Arch, ASCAP)	85
Amor (Peer Int'l, BMI)	99	Hey! Baby (LeBill, BMI)	1	She's Everything (Alan K., BMI)	76
Annie Get Your Yo-Yo (Don, BMI)	86	Hey, Let's Twist (Ware-Frost, BMI)	22	She's Got You (Pamper, BMI)	20
Aw Shucks, Hush Your Mouth (Conrad, BMI)	93	I Know (Saturn-At Last, BMI)	41	Slow Twistin' (Woodcrest, BMI)	36
Baby, It's Cold Outside (Frank, ASCAP)	91	I'll See You in My Dreams (Feist, ASCAP)	38	Smoky Places (Annie-Earl & Sun Flower, ASCAP)	16
Dear Lady Twist (Delfi, ASCAP)	19	I'm Blue (Progressive-Piccadilly, BMI)	25	Something's Got a Hold on Me (Figure, BMI)	62
Balled of Thunder Road, The (Leeds, ASCAP)	94	I've Got Bonnie (Aldon, BMI)	35	Summertime (Gershwin, ASCAP)	95
Bermuda (Suffolk, BMI)	84	Ida Jane (Travis, BMI)	90	Surfer's Stomp (Strat-E.D.M., ASCAP)	73
Blue Water Line (January, BMI)	78	If a Woman Answers (Aldon, BMI)	75	Surfin' (Drank-Guild, BMI)	83
Break It to Me Gently (Northern, ASCAP)	7	Irresistible You (Lloyd-Logan, BMI)	59	Tears and Laughter (Gil, BMI)	82
B'wa Nina (Lionel, ASCAP)	66	Jamie (Jobette, BMI)	32	That's My Pa (Chanel, ASCAP)	55
Can't Help Falling in Love (Gladys, ASCAP)	40	Johnny Angel (Post, ASCAP)	50	To a Sleeping Beauty (Songsmiths-Remick, ASCAP)	28
Chip Chip (Trinity & Glo-Mac, BMI)	14	Let Me In (Arc-Rae Williams, BMI)	5	Town Without Pity (United Artists, ASCAP)	52
Chattanooga Choo-Choo (Feist, ASCAP)	48	Little Bitty Tear, A (Pamper, BMI)	14	Tuff (Jac, BMI)	17
Come Back Silly Girl (Aldon, BMI)	31	Lizzie Borden (Hill & Range, BMI)	26	Twist, The (Lois, BMI)	13
Cotton Fields (Westside, BMI)	27	Lollipop and Roses (Garland, ASCAP)	88	Twistin' Postman (Jobette, BMI)	43
Cry, Baby, Cry (Jersey, BMI)	61	Love Her (Kalmann-Fajob, ASCAP)	39	Twistin' the Night Away (Kags, BMI)	21
Cry to Me (Melvin-Progressive, BMI)	21	Love Letters (Famous, ASCAP)	79	Walk on the Wild Side (Columbia, ASCAP)	54
Crying in the Rain (Aldon, BMI)	6	Love Me Warm and Tender (Spanka, BMI)	47	Wanderer, The (Schwartz-Disal, ASCAP)	9
Dear Lady Twist (Pepe, BMI)	17	Lover, Please (Lyn-Lou, BMI)	74	What's So Good About Goodbye (Jobette, BMI)	53
Dear One (Maureen, BMI)	81	Mashed Potato Time (Rico-Mill, BMI)	49	What's Your Name (Hill & Range, BMI)	10
Do the New Continental (Kalmann, ASCAP)	37	Midnight in Moscow (Melody Trails, BMI)	3	When My Little Girl is Smiling (Aldon, BMI)	69
Do You Know How to Twist (Lois, BMI)	87	Midnight Special (Folkways, BMI)	92	Where Have All the Flowers Gone (Fall River, BMI)	29
Don't Break the Heart That Loves You (Francon, ASCAP)	4	My Boomerang Won't Come Back (Picadilly, BMI)	24	Yes Indeed (Embassy, BMI)	72
Dream Baby (Combine, BMI)	23	Norman (Acuff-Rose, BMI)	15	Yessiree (Kilt, BMI)	65
Dreamy Eyes (Southern Belle, BMI)	64	Nut Rocker (Fowley, BMI)	70	You Better Move On (Spartus-Keve, BMI)	40
Drums Are My Beat (Travis, BMI)	33	Patti Ann (Maraville, BMI)	68	You Win Again (Fred Rose, BMI)	44
Duchess of Earl (Conrad, BMI)	97	Peppermint Twist (Jon-Ware, BMI)	80	Young World (Four Star, BMI)	58
Duke of Earl (Conrad-Karlan, BMI)	2	Percolator (Twist) (Meadowlark, ASCAP)	18		
Ecstasy (Presley-Progressive-Trio, BMI)	63	Pictures in the Fire (Spoonie, ASCAP)	77		
Etta James (Ace, BMI)	56	Please Don't Ask About Barbara (Aldon, BMI)	45		
Ginny Come Lately (Pogo, ASCAP)	96	Pop-Eye (Ace, BMI)	56		
Girl Has to Know, A (Aldon, BMI)	98	Rains Came, The (Crazy Cajun-Corette, BMI)	100		
Greatest Hurt, The (Pearl, BMI)	57	Roly Poly (Ware-Frost, BMI)	89		

## BUBBLING UNDER THE HOT 100

101. I CAN'T SAY GOODBYE	Bobby Vee, Liberty 55419
102. SOUL TWIST	King Curtis, Enjoy 1000
103. TELL ME	Dick and Deedee, Liberty 55412
104. YOU DON'T MISS YOUR WATER	William Bell, Stax 116
105. TEEN QUEEN OF THE WEEK	Freddy Cannon, Swan 4096
106. GROW CLOSER TOGETHER	Impressions, ABC-Paramount 10289
107. IT WASN'T GOD WHO MADE HONKY TONK ANGELS	Kitty Kallen, Columbia 42247
108. JOEY BABY	Anita and the So and So's, RCA Victor 7974
109. MEMORIES OF MARIA	Jerry Byrd, Monument 449
110. TEARS BROKE OUT ON ME	Eddy Arnold, RCA Victor 7984
111. WHITE ROSE OF ATHENS	David Carroll, Mercury 71917
112. SWEET THURSDAY	Johnny Mathis, Columbia 42261
113. WHAT AM I SUPPOSED TO DO	Ann-Margret, RCA Victor 7986
114. STEP BY STEP, LITTLE BY LITTLE	Anita Bryant, Columbia 42257
115. IT'S MAGIC	Platters, Mercury 71921
116. LOVE THEME FROM EL CID	Billy Storm, Infinity 013
117. MASHED POTATOES	Steve Alaimo, Checker 1006
118. CHAPEL BY THE SEA	Billy Vaughn, Dot 16329
119. QUARTER TO FOUR STOMP	Stompers, Landa 684
120. I WISH THAT WE WERE MARRIED	Ronnie and the Hi-Lites, Joy 260



"THE NATION'S BEST SELLING RECORDS"

**LAWRENCE WELK!**



**HAPPY LOVE B/W  
RUNAWAY #16336**

**DODIE STEVENS!**



**I CRIED B/W  
DANCING ON THE CEILING  
#16339**

**2 GREAT NEW HITS FROM *Dot***

**HOT SINGLES**

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER
<input type="checkbox"/> 16329	Chapel By The Sea/One Love, One Heartache	BILLY VAUGHN
<input type="checkbox"/> 16333	Cinderella/Margarita	JACK ROSS
<input type="checkbox"/> 16312	I'll See You In My Dreams/Pictures In The Fire	PAT BOONE
<input type="checkbox"/> 16319	The Original Nut Rocker	JACK B. NIMBLE
<input type="checkbox"/> 16328	Don't Fly Away, Flamingo/Winter Snow	THE FOUR LADS
<input type="checkbox"/> 16330	In A Little Spanish Town/Star Dust	GEORGE CATES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16326	Oh What A Way To Be Loved/Why You Do Me Wrong	DAYLIGHTERS
<input type="checkbox"/> 16320	Frenchy/Glad Rag Doll	JOHNNY MADDOX
<input type="checkbox"/> 16302	The Original Happy Jose	JACK ROSS
<input type="checkbox"/> 16327	Hello, Mr. Heartbreak/Mud Pies	MARGIE RAYBURN
<input type="checkbox"/> 16311	My Whispering Heart/Could It Be	THE EDELS
<input type="checkbox"/> 16315	Dance Her By Me (One More Time)/You're The One	MAC CURTIS
<input type="checkbox"/> 16293	Once Upon A Time/Hello There Rockin' Chair	SID KING

**BEST SELLING ALBUMS**

MONO	STEREO	ARTIST
<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk
<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn
<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE • Keely Smith
<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima
<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS SISTERS' GREATEST HITS
<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk
<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn
<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn
<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone
<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn
<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk
<input type="checkbox"/> 3250		BEST-LOVED CATHOLIC HYMNS • The Lennon Sisters
<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn
<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE • Lawrence Welk
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS
<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn
<input type="checkbox"/> 110	<input type="checkbox"/> 1105	MAN WITH THE BANJO • Eddie Peabody
<input type="checkbox"/> 3001		SWEET MUSIC AND MEMORIES • Billy Vaughn
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn
<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS • Sound Track
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD • Billy Vaughn
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone
<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone
<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn

MONO	STEREO	ARTIST
<input type="checkbox"/> 3098		GALE'S GREAT HITS • Gale Storm
<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON • Billy Vaughn
<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST • Pat Boone
<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA. PALOMA • Billy Vaughn
<input type="checkbox"/> 3156	<input type="checkbox"/> 25156	BILLY VAUGHN PLAYS
<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROTHERS GREAT HITS
<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk
<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn
<input type="checkbox"/> 3170	<input type="checkbox"/> 25170	PETITE FLEUR • Bob Crosby
<input type="checkbox"/> 9500	<input type="checkbox"/> 29500	THE FIVE PENNIES • Sound Track
<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Brothers
<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY! • Louis Prima, Keely Smith
<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith
<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle
<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk
<input type="checkbox"/> 3302	<input type="checkbox"/> 25302	POLKAS • Lawrence Welk
<input type="checkbox"/> 3360	<input type="checkbox"/> 25360	TONY MARTIN—HIS GREATEST HITS
<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD • THE Mills Brothers
<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Brothers
<input type="checkbox"/> 3400	<input type="checkbox"/> 25400	TAKE FIVE • George Cates
<input type="checkbox"/> 3403	<input type="checkbox"/> 25403	BIG BAD JOHN • Wink Martindale
<input type="checkbox"/> 3417	<input type="checkbox"/> 25417	CAN'T HELP FALLING IN LOVE • The Lennon Sisters

**ALL TIME HIT SINGLES**

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

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

**BEST SELLING EP'S**

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 1021	Melodies Of Love Vol. 1	BILLY VAUGHN
<input type="checkbox"/> 1022	Melodies Of Love Vol. 2	BILLY VAUGHN
<input type="checkbox"/> 1023	All Night Long	RUSTY BRYANT
<input type="checkbox"/> 1026	Johnny Maddox Plays Crazy Otto	JOHNNY MADDOX
<input type="checkbox"/> 1056	A Closer Walk With Thee	PAT BOONE
<input type="checkbox"/> 1058	Come Go With Us	THE DELL-VIKINGS
<input type="checkbox"/> 1066	Four By Billy Vaughn	BILLY VAUGHN
<input type="checkbox"/> 1068	The Lord's Prayer	PAT BOONE
<input type="checkbox"/> 1069	Star Dust	PAT BOONE

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 1071	Billy Vaughn Plays The Million Sellers	BILLY VAUGHN
<input type="checkbox"/> 1072	Sail Along Silv'ry Moon	BILLY VAUGHN
<input type="checkbox"/> 1074	Gale's Great Hits	GALE STORM
<input type="checkbox"/> 1076	Side By Side	PAT AND SHIRLEY BOONE
<input type="checkbox"/> 1078	Blue Hawaii	BILLY VAUGHN
<input type="checkbox"/> 1083	Pat's Great Hits	PAT BOONE
<input type="checkbox"/> 1087	The Mills Bros. Great Hits	THE MILLS BROTHERS
<input type="checkbox"/> 1095	Theme From A Summer Place	BILLY VAUGHN

**MAIL NOW TO YOUR NEAREST *Dot* DISTRIBUTOR  
OR WRITE: *Dot* RECORDS, INC., 1507 N. Vine St., Hollywood 28, California**

## Int'l Press, Trade See New RCA Italiana Bldg.

### New Studios Key Global Emphasis

By PAUL ACKERMAN

ROME—Formal unveiling of the RCA Italiana studios here last week mirrors RCA's increasing emphasis on international aspects of the record business.

Implicit in company planning are these key considerations: (1) the global nature of the industry necessitates an ultramodern facility with a strategic geographic advantage; (2) the facilities at Rome tie in with the concept of the common European market; (3) Italy's membership in the Common Market assures product turned out in the new plant of equal status in the other five nations of the market, which is expected to be augmented shortly with the admission of Great Britain and the Scandinavian countries and, (4) the studios are expected to be used extensively by American and other artists on tours. Paul Anka, for instance, on Saturday was scheduled to cut an Italian version of his latest American hit.

#### Rentals Available

Use of the studios will not be restricted to RCA talent but will be available on a rental basis to other record manufacturers, tele-

(Continued on page 38)

### 'State Fair' Track to Dot

HOLLYWOOD — Dot Records has secured the original sound-track LP rights to 20th Century-Fox's "State Fair" film, featuring Pat Boone, Bobby Darin, Ann-Margret in the Rodgers and Hammerstein musical. Also heard in the sound track are Alice Faye, Anita Gordon (whose vocals are dubbed for actress Pamela Tiffin) and David Street.

RCA Victor's Ann-Margret and Atco's Darin will be heard under the Dot banner by special permission of their respective labels. Dot President Wood negotiated the deal through Louis Blau, representing the Rodgers and Hammerstein estate.

"State Fair" will mark Dot's eighth original sound-track album. It is interesting to note that the Paramount Pictures subsidiary label (and one of the industry's top album sellers) has held its movie sound-track wares far below the number most labels of its size have offered.

### AMRA Named SADIAC Rep

NEW YORK — AMRA, the mechanical collection agency run by Rosalie W. Miller, is now representing the Argentine Society of Composers and Publishers (SADIAC). AMRA will begin acting as agent for collection of mechanical royalties in U. S. and Canada this month for the members of the Argentine Society. The agreement follows closely upon AMRA's agreement with GEMA to collect royalties for the German society. AMRA is now located in new offices in the Fisk Building here.

### BETTER DISKS, SAME PRICE

ROME—Improved facilities will mean better records but not necessarily lower prices for the public, according to Giuseppe Ornato, director general of RCA Italiana. The expression came in answer to queries by the Italian press. Ornato pointed out that the price of a 45 in Italy is \$1.11 as compared with the American price of 98 cents despite the fact that sales are lower and taxes higher in Italy. He described Italy as a relatively poor record sales country with a total production of 22 million records and sales of 20 million records in 1960, the last year for which figures are available. Basic royalties and taxes take 25 per cent of the production cost and other sales taxes are added for a total of nearly 20 per cent before the disk reaches the public.

### Disk Structure Has Flexibility

By SAM'L STEINMAN

ROME—RCA Italiana unveiled to the international press on February 26 its new recording studio building. The structure was constructed with American and Italian participation but with no government aid whatsoever. It comprises four studios, one of which designated as Studio A, is "the world's largest ever constructed exclusively for this purpose," according to Allen Stevens, American engineer and architect of the project. It is the first to have a reverberation time of two seconds. Measuring 120 feet in length and 80 feet in width, Studio A is 40 feet high and it can accommodate symphonic and operatic groups of as many as 250 artists including musicians, choristers and soloists. Studio B is slightly smaller. The twin

(Continued on page 38)

## Mercury Backs David Carroll Disks With Deal, Heavy Promo

CHICAGO — Mercury Records has special deals going on its new March album release as well as a bonus promotion on albums by orkster David Carroll. The label is calling its new promotion "David Carroll Month Plus 2."

For the Carroll push the firm is issuing a new album called "Dance to the Movie Themes," plus a sampler called "David Carroll Galaxy" which will sell for 99 cents. Firm is also going all out on the Carroll catalog of 18 LP's. For every six purchased (except for the sampler) dealers get one Carroll set free.

The label's 14 new albums cover the pop, country and classical field, including new "Perfect Presence Sound" series on 35-mm. tape. For every nine of these new sets bought by dealers, one LP is given at no charge. These are subject to the normal Mercury 10 per cent exchange privilege.

Mercury is backing "David Carroll Month" with extensive merchandising, including advertising, in consumer magazines. Window display kits, with center pieces, side cards, and mobiles, plus die-

cut jacket easels, consumer folders, and store streamers, are all included in kits for dealers, available from Mercury distributors. New albums also have die-cut jacket easels for dealer display.

Mercury is also making available to dealers a highlight selection of 36 best selling LP's recently released by the company as part of the new plan with a special on these. The March package promotion will run until April 15.

### Wk. in Detroit for Sound Industry

NEW YORK — Detroit Mayor Jerome P. Cavanagh, has named the week of July 25-29 as "Sound Industry Week" in honor of the forthcoming International Sound Fair. ISF will be held in Detroit's Cobo Hall. The official designation was made by the Mayor after a conference with the ISF's chief executives Coleman Finkel, president and Hal Cook, vice-president and executive director.

## WRCV LISTENERS CHOOSE FAVORITE BIG BAND SIDES

PHILADELPHIA — Deejay Jack Pyle, WRCV, the Big Band station here, has compiled a list of the "All-Time Big Bands" disks, based on a year-long survey of his audience. The Top 40 Big Band sides—in the order named—are as follows:

"I Can't Get Started," Bunny Berigan; "Stardust," Artie Shaw; "Moonlight Serenade," Glenn Miller; "No Name Jive," Glen Gray; "Sing, Sing, Sing," Benny Goodman; "Smoke Rings," Glen Gray; "Begin the Beguine," Artie Shaw; "Sunny Side of the Street," Tommy Dorsey; "I'll Never Smile Again," T. Dorsey; "Boogie Woogie, T. Dorsey; "Tenderly," Randy Brooks.

The list continues with: "Cherokee," Charlie Barnet; "Two o'Clock Jump," Harry James; "Woodchopper's Ball," Woody Herman; "In the Mood," Glenn Miller; "I'm Getting Sentimental Over You," T. Dorsey; "String of Pearls," G. Miller; "Blues on Parade, Woody Herman; "Stealin' Apples," Benny Goodman; "One o'Clock Jump," Count Basie; "April in Paris," Count Basie; "Frenesi," Artie Shaw; "Moonlight Cocktail," G. Miller; "Sentimental Journey," Les Brown with Doris Day; "I Wish You Love," Keely Smith with big band; "Rainy Day," Frank Sinatra with big band, and "Tuxedo Junction," G. Miller.

Still further favorites are "Stompin' at the Savoy," Goodman; "Good-Bye," Goodman; "Bugle Call Rag," Goodman; "Something Cool," June Christy with big band; "Opus No. 1," T. Dorsey; "You Made Me Love You," Harry James; "Summit Ridge Drive," Artie Shaw; "Apple Honey," Woody Herman; "Let Me Off Uptown," Gene Krupa with Anita Day and Roy Eldridge; "Sleepy Time Gal," Glen Gray; "Mack the Knife," Ella Fitzgerald with big band, and "My Favorite," Larry Clinton.

## Decca Closes Branch Office In Buffalo, N. Y.

BUFFALO — Decca Records continued a recently noted trend in its distribution set-up, when it closed its factory branch here last week. At the same time, the company moved warehousing for Buffalo, Albany and the Hartford area into a central location in Cohoes, N. Y., a few miles north of Albany.

The Buffalo sales staff will henceforth operate on a resident set-up, maintaining office space and funneling orders on a daily basis to Cohoes for overnight servicing. The same arrangement holds in the Hartford territory, where the Decca warehouse branch was closed late last year.

The Buffalo move is seen as a reflection of the changing tenor of the record business. Speed of transportation has increased making possible fast shipments from relatively distant points, thus obviating the need for more than one warehouse facility to cover a multi-State area.

At one time some years back, Decca operated as many as 35 branches with warehouse facilities. This number has been gradually decreased to the point where two years ago, there were approximately 26 branches, and today there are 17.

(Continued on page 38)

## March Is Connie Francis Month; Special LP Plans

NEW YORK—March has been designated Connie Francis Month at MGM Records and the label has lined up an extensive promotion campaign and a one-free-for-every-four-purchased deal for dealers, to get things in motion.

One new set, "Connie Francis Sings Irish Favorites," released now to cash in on the St. Patrick's Day trade, is being tied in with seven top Francis catalog items on the promotion. The campaign involves co-op ad mats for dealers and distributors, window and in-store displays, heavy trade and consumer advertising, sets of the eight albums to key deejays across the country and a series of personal calls by the singer to key jocks as well.

MGM is offering a 10 per cent discount on other new album releases, according to MGM marketing chief Andy Miele. In addition, Miele announced the forthcoming release of the sound track from Columbia Pictures' "Walk on the Wild Side," on the Choro label, now distributed by MGM.

Aside from the special Connie Francis Month program MGM has released the sound track from "The Four Horsemen of the Apocalypse"; "Lerner, Loewe and Chevalier," and sets by Tommy Edwards and Joni James. With the release goes a 10 per cent discount on the entire catalog. Verve is issuing eight new sets with a distributor deal of one free album for every five purchased. The deal expires March 31.

## Victor LP Sale Due This Week

NEW YORK—RCA Victor will announce a special sale on all LP's this week. The sale, which goes under the title of "Once-a-Year Discount Days," will cover pop and Red Seal LP's, both stereo and monaural. It will run from March 15 to April 15. The amount of discount was not ascertained, but on Victor's LP sales in the spring of 1960 and 1961 the discounts amounted to 25 per cent off the list price.

## Index to Contents

<b>General</b>	National Breakouts .....	1	Yesteryear's Hits .....	32
International Music .....	New Action LP's .....	1	Vox Jox .....	32
Manufacturer News .....	New on the Hot 100 Chart.....	1		
Talent News .....	New on the LP Charts .....	1		
	Top LP's .....	Cover		
<b>Music Pop Charts</b>	Top LP's by Category .....	10		
Best Selling Phonographs &	Yesteryear's Hits .....	32		
Tape Recorders .....				
Bubbling Under the Hot	<b>Reviews</b>			
100 .....	LP Reviews .....	26		
Cover	Single Record Reviews .....	27		
Double-Play Disks .....				
Hits of the World .....	<b>Radio-TV Programming ...</b>	<b>32</b>		
Honor Roll of Hits .....	Artists' Biographies .....	32		
Hot 100 .....	Easy Listening .....	33		
Cover	Programming Panel .....	33		
Hot C.&W. Sides .....				
Hot R.&B. Sides .....				
Local Singles Breakouts .....				
	<b>Buyers and Sellers Classified Mart .....</b>	<b>16</b>		

# Madman Muntz Cartridge Tape Player Is for Autos

By LEE ZHITO

HOLLYWOOD — Earl (Madman) Muntz is invading the music business with a line of cartridge tape players for car installations, as well as home use, BMW learned last week.

The newly formed Muntz Music firm also will market pre-recorded tape cartridges containing up to six hours of music. The Muntz single-spool cartridge follows the perpetual play principle of automatic inner-reel rewinding, thus allowing continuous repetition of the tape while the playback is in operation.

Muntz told BMW that the first 1,000 units manufactured will be delivered by mid-March to Los Angeles where the Muntz Music System will be unveiled. Although the line will include playbacks for home use, primary emphasis will be on a 12-volt unit designed as an auto accessory. This is capable of playing both stereo and monaural sound. The car unit lists at \$200, with installation charges ranging from \$15 to \$25.

# Garrett Tops Liberty A.&R.

HOLLYWOOD — Liberty Records is realigning its artist and repertoire department by placing Snuff Garrett at its helm, and is beefing up its Eastern production activities by adding Phil Spector to its New York a.&r. staff. Both Clyde Otis, who heretofore served as the label's Eastern a.&r. chief, and Spector, will report directly to Garrett in Hollywood.

Garrett, in turn, will continue to report to Liberty founder and board chairman Sy Waronker, who has held the label's a.&r. reins since the inception of the company. Although Waronker turned over the top a.&r. post to Garrett, he will still retain supervision of its operation.

Waronker said Garrett's assuming control over the label's a.&r. activities will free the board chairman to devote more time and attention to the firm's other activities. Garrett is credited with Liberty's continued singles success since he joined the label two and a half years ago.

Otis joined Liberty last April to give the Coast-based firm its first New York resident executive. He opened Liberty's New York office, serving as its head, and as director of the firm's Eastern a.&r. activities. With the addition of Spector, Liberty's desire to expand its East Coast operations is self-evident. Otis came to Liberty from Mercury Records.

# Garner Readies European Tour

NEW YORK—Erroll Garner is set for his first concert tour of England. He will open at Royal Festival Hall in London on May 26, and will play a score of concerts in the British Isles. Harold Davison is handling the tour, which will include Manchester, Liverpool, Birmingham, Newcastle, and four appearances in London.

Davison has been working on the Garner tour for two years. As is the case on his concerts for Sol Hurok here, Garner will give only one concert a night, with his trio, with Edward Calhoun and Kelly Martin.

In addition to the British tour, Garner will make six concert appearances on the Continent. Tour was set by Jack Green of Associated Booking, Davison, and Eddie Meir of Zurich.

Reason for selecting the Los Angeles market to debut the car tape playbacks, Muntz said, was due to this area's high rate of expensive car registration, and also the fact that year-round warm weather facilitates car installation. Next area to receive the Muntz car units will be Texas, and then Florida.

The car unit which Muntz demonstrated for BMW measures eight inches square by three and three-eighths inches high. It was installed beneath the car dash. Muntz, using his Lincoln Continental for demonstration purposes, has two small speakers inserted in the dash, each facing the other and separated by the full width of the car. In addition, he used supplementary back-seat speakers.

Muntz said the car unit is completely transistorized, and draws only one half of one amp to power the amplifiers as well as the 12-volt motor.

The cartridges demonstrated operated at 3 3/4 i.p.s., and utilized four-track tape. Cartridges were recorded in stereo and monaural.

Models for home use are somewhat larger than the 12-volt car units, and will list at \$270. Muntz feels he will enter the buyer's home through his car. He feels that car buyers, particularly those who favor the high-priced makes, are spenders when it comes to car accessories, particularly those accessories that are novel in concept or provide a practical purpose.

The playbacks are being manufactured for Muntz by Viking of Minneapolis. An initial order of 5,000 units has been placed with that firm, Muntz said. The tape cartridge, based on the design first developed by George Eash, is using music provided by Precision Radiation Instruments, Inc. (Tops Records). PRI President Bob Blythe told BMW that a subsidiary PRI corporation is in the process of buying "a substantial share" of the Muntz music firm.

# Important Columbia Press Conference

NEW YORK — Columbia Records is holding a large press conference at the Plaza Hotel here on Tuesday at 3 p.m. Goddard Lieberman, president of the firm, will officiate at the meeting. Leading magazines and trade papers have been invited. Although Columbia has been very hush-hush about the event it has been learned that the label has signed a well-known classical artist, who has been a strong seller over the years for another important disk firm.

# Voltter Prexy Of Shapiro-Bernstein Pub

NEW YORK—Dick Voltter has been named president of Shapiro-Bernstein Music and its subsidiaries. Lou Brettler has been appointed vice-president, and Al Gallico remains as general manager in charge of all professional activities. All personnel of the firm will remain the same.

Voltter, in commenting on the new setup, stated that Shapiro-Bernstein was stepping up its operation. In addition to the firm's Chicago, Boston and California promotion, an office was being opened in Nashville, with Merle Kilgore named to manage the operation. Voltter said that he expected the Nashville operation to expand greatly.

The new president said that Shapiro-Bernstein was on a drive to sign new writers, as well as to expand its master-making activity, which it will lease to various diskeries. The firm is also continuing to acquire catalogs and standards.

# INDIE FAILS

# Milwaukee Distributor Throwing in the Towel

By BEN OLLMAN

MILWAUKEE — Vernon Sherkow, owner of Sherco Tape and Records Distributing Company, announced this week that he is folding his business. He organized the firm nearly five years ago.

Sherkow's attorney and accountant are currently attempting to figure out the best way to close up the limping enterprise.

"I have to pull in my horns and get out while I'm still young enough to make another fresh start somewhere," he says.

Sherkow lists unrealistic credit terms at the head of the parade of problems that led his once promising distributorship to its present plight.

### Banker Distribbs

"Record distributing has become largely a business of banking," asserts Sherkow. "Distributors are expected to act as bankers for their dealers or else they don't get the business. Ridiculously ex-

tended dating, billings that stretch out for months and months—this has become standard practice. Maybe distributors with unlimited bankrolls can put up with it—I can't.

"Today dealers do only a small portion of the record business. The bulk of the retail volume is now being turned over by chains, discount houses, record mail order clubs and rack jobbers in supermarkets. And practically all of them are cutting out the distributor by buying direct. What has the distributor got left? Odds and ends. And we can't make a business out of odds and ends."

### Deals Kill Him

Sherkow tossed a blast at the manner in which record companies treat their distributors: "They come to a distributor and ask him to take over an 'exclusive' State territory. Two weeks later the distributor learns that the label has made a few special deals with the chains, discount houses, rack jobbers, etc., permitting them to buy direct. All they have left him is the title of 'exclusive distributor.'"

What about the consumer—the last guy in the whole parade, the ones who must eventually come up with the cash for the record?

"Proportionately, there are still just as many potential record customers as there were five years ago," says Sherkow. "But the manufacturers have just thinned out the distribution set-up so that now more people are cutting up the market."

### Comparison Shopping

Today's record customer, says Sherkow, never feels justified in paying any price. He always bears the thought in mind that some other outlet is selling the same platter at a discount.

Sherco's top labels in recent months have been Riverside and Monitor. The firm also included Colpix, Dooto and Audiophile in its stable. Both Monitor and Riverside have already been picked up by recently opened Beckerman Distributing Company. Who will latch on to the others hasn't been announced as yet.

His immediate plans, notes Sherkow, call for some free-lance promotional work for local dealers.

# BMW Debs New Classified Adv. Section Weekly

NEW YORK—A new classified section, the Buyers and Sellers Classified Mart, begins in this issue (see P. 16).

The new, low-cost Classified Mart is designed to provide individuals and companies with an economical means of reaching music, radio, record and coin machine readers in a weekly market place of products and services vital to the industry.

One of the Mart's categories will be an Employment Section where both help wanted and situations wanted listings will be carried. This will provide a special place where those interested in seeking employment or qualified help will find a common meeting ground. Other categories include business opportunities, used coin machine equipment for sale or wanted, plus a variety of special categories for record distributors, one-stops, manufacturers of specialty lines of records, as well as those offering services, supplies and equipment to those wishing to manufacture and promote records.

Advertising material received at  
(Continued on page 38)

# LATE POP SPOTLIGHTS

### GARY (U. S.) BONDS

**TWIST, TWIST SENORA (BMI) (2:35) — FOOD OF LOVE (Rock Masters, BMI) (2:05)**—Young Mr. Bonds has been hot for quite a spell. His current "Dear Lady Twist" is still big and this twisting coupling can continue the string. Top side is a bit more upbeat but both are good and both could go. **LeGrand 1018**

# NARAS Debate: Artists Vs. A.&R.

NEW YORK — A debate between four recording artists and four artists and repertoire men will be held by the New York Chapter of NARAS Thursday (8) night at 8:30 at the Plaza Sound Studio here.

Columbia Records prexy Goddard Lieberman will moderate the panel, with Rise Stevens, Brook Benton, Steve Lawrence and Billy Taylor representing artists in their respective fields of classical, pop and jazz. The a.&r. men will be represented by Orrin Keepnews of Riverside; Harry Meyerson, Decca; Richard Moore, RCA Victor, and Jerry Lieber, of the Lieber-Stoller team.

Among the problems which will be discussed by the panel will be the question of how much jurisdiction a company should have over an artist's recorded repertoire, what responsibilities an artist bears

# English Dealers Hold Convention

LONDON — The Gramophone Record Retailers Association met here February 25 and 26 for the organization's annual two-day convention. Under discussion by the record dealers were such important subjects as record clubs, racks and discounting. Industry leaders, including W. S. Woyda, GRRRA chairman; Roger Threlfall of Pye, Norman Lonsdale of the World Record Club, Frank Friday of EMI, Dr. J. C. Ramaer of Philips, and L. Robinson, president of GRRRA and Harry Tipple, secretary, all spoke at the meet. (Full details of the convention discussions will be reported next week.)

his label, who should be boss in a studio, etc. Admission is free and all are welcome. Refreshments will be served.

# COMING IN APRIL 7th ISSUE

The First 1962 Billboard Music Week

# SPOTLIGHT ON RECORD PROGRAMMING FEATURING TODAY'S TOP RECORD TALENT

### Highlighting:

- Holiday and Special Event Programming and Ideas
- Personality Birthday Programming Ideas
- Top LP Programming
- Recommended Library Singles and the famous

# ARTIST BIOGRAPHY SECTION

With detailed biographic and record data on more than 200 of the top recording personalities . . . covering literally thousands of items of practical buying and programming facts.

COMING APRIL 7

ON SALE APRIL 2

This One



94DZ-SEK-FYCA

BEER CITY COMES UP WITH SEVEN BIG ONES THIS WEEK

MILWAUKEE—The Beer City came up with a flock of new disks breaking out—some seven to be exact. But it happened in what dealers described as a "generally quiet market."

Despite this, however, several new tunes got good local action and a number of interesting developments—almost contradictions—occurred.

For one thing—the visual Milwaukee-to-Chicago pattern for new material reversed itself with one tune, which broke in Chicago last week (BMW, March 3) now getting strong action here: Disk is "Boogie Twist," Paul Gallis on Heartbeat.

WOKY Coup

The Gallis ditty might be a personal coup for WOKY's Jim Stagg, who picked the tune about a month ago—back when it was nowhere.

"Step By Step, Little By Little," Anita Bryant on Columbia broke simultaneously here and in the Windy City this week. WOKY, however, reports no listener reaction as yet.

"Help Me," Andy Williams on Columbia, is also starting to move

Philly Breakout

Continued from page 1

equally strong with "Our Anniversary," on Hull. All of these disks are on the national chart.

More thrushes occupied runner-up spots in local action with the Angels doing business with "Cry Baby Cry," on Caprice, Jack Lester moving up well with "Love Letters" on Era, promising movement reported on the Mar-vellettes' "Twistin' Postman," on Tamla, and Etta James' "Some-thing's Got a Hold on Me," on Argo.

Some dealers reported that the recently noted regionality of hits is affecting them adversely. For example, several noted the heavy amount of auto traffic between this city and both New York and Baltimore as resulting in requests for disks heard on radio by motorists on the highways between cities. "I've had a number of people lately ask for records they've heard, especially on Baltimore stations, and when you ask the distributor here for the records, they've never heard of them," one dealer noted.

in sales but has not yet picked up supporting air-play.

Other hot moving sides are: "Caledonia," Rondels on Amy; "Chapel by the Sea" and the flip "One Love, One Heartache," Billy Vaughn on Dot; "Miracle of Love" by Glen Campbell on Crest; "Smile" and "Street of Palms" by Ferrante and Teicher on United Artist (air play on "Street of Palms" only).

Over at WOKY, Jim Stagg reports good listener reaction to Sue Thompson's "Johnny Jingo" on Hickory; "Duchess of Earl," Paul-ettes on Vee Jay (picked by Stagg

a week ago) and "Interview With Mr. K," by the 5 3-3 Humorous Dian on Veltone.

Still Selling

Stagg is also picking "Cinderella," Jack Ross on Dot and Elvis Presley's new "Good Luck Charm" on RCA Victor.

Looking back to a week ago, two of Milwaukee's breakouts (which also hit the national charts) continued to sell very well: "Lover, Please," Clyde McPhatter on Mercury, and "Mashed Potato Time" Dee Dee Sharp on Cameo.

Avalon & Lawrence Away & Gone in Hub

BOSTON—Despite five storms in one week, the record business kept on a fairly even keel, mostly because the schools had a week's vacation. Two breakouts were chalked up here: "After You've Gone," Frankie Avalon on Chan-

cellor, and "Our Concerto" by Steve Lawrence on United Artists. Sales were also climbing on such disks as Paul Anka's "Fool's Hall of Fame" on ABC and Doris Day's Columbia recording of "Should I Surrender."

There appeared to be some discrepancy on what the local radio stations were airing and what was putting money in retailers' tills. Chubby Checker's "Slow Twistin'" was getting radio exposure, but few dealers reported much action with it here, although it was selling nationally. Era label's "Love Letters" with

(Continued on page 35)

Victor Special Red Seal Deal

NEW YORK — RCA Victor's March Red Seal album release will feature a five-record set called "Ten Great Singers." The artists featured on the LP's include Amelita Galli-curci, Elizabeth Rethberg, Beniamino Gigli, Lawrence Tibbett, Rosa Ponselle, Ezio Pinza, John McCormack, Lily Pons, Enrico Caruso and Kirsten Flagstad. The list price of the set is \$24.98, but for the next two months (until April 30) it will retail at \$14.98.

Glenn Parade

Continued from page 1

ing before and after the parade, even though no new records stood out as breakouts.

Newer contenders getting sales last week included "Slow Twist," by Chubby Checker; "Dream Baby," by Roy Orbison on Monument; "When My Little Girl Is Smiling," by the Drifters on Atlantic; "Johnny Angel," by Shelley Fabares on Colpix (getting very strong radio play here). They all made the Hot 100 this week. "You Don't Miss Your Water," by William Bell on Stax, and "Some-thing's Got a Hold on Me," by Etta James on Argo, were also selling well.

Gleason's 'Bedtime'

Continued from page 1

Favorite Kind of Face," Donnie Brooks on Era; "Slow Twistin'," Chubby Checker on Parkway, and "Boogie Twist," Paul Gallis on Heartbeat.

At KDWB, Music Director Lou Riegert is picking "Please Don't Ask About Barbara," Bobby Vee on Liberty. Other new sides being played by the station are: "Dear One," Larry Finnegan on Old Town; "Run Boy, Run Boy," Jack Cook on Ramco; "What Am I Supposed to Do," Ann-Margret on RCA Victor; "Limbo Rock," the Champs on Challenge, and "I Love a Wanderer" by Shelby Flint on Valiant.

WLWL is picking Carroll's "White Rose of Athens" plus "Amor" by Roger Williams; "Love Where Are You Now" and "Exodus," by Al Martino; "My Friend the Sea," Petula Clark, and "Paradise Cove," by Martin Denny.

GOVERNMENT CORRECTION

IRS Ups Final Quarter Disk Excise Tax Report

WASHINGTON—Excise figures available at Internal Revenue show manufacturers' excise collected on records to be \$5,490,000 for the final quarter of 1961, and \$10,081,000 for the last half of 1961. These figures actually represent excises collected on sales made in July-September period, or the third quarter of 1961, and for a six-month period beginning April and through September of that year, since IRS excise collections published for release lag three months behind manufacturers' sales on which the 10 per cent excise is based.

Actual figures released by IRS in its final quarter 1961 and last half 1961 period were incorrect, being substantially lower than above figures, and excise for musical instru-

ments for the same periods was incorrectly shown to be higher than for records. In each instance, the acknowledged error was \$1,484,000 in excise, which was mistakenly subtracted from record excise and added to musical instrument excise. After inquiry from BMW's Wash-ington correspondent, correct figures were supplied, but IRS says it (Continued on page 35)

Montez Disk Breaks in L. A.

HOLLYWOOD — "All You Had to Do," by Chris Montez, emerged as the sole breakout among the new singles hitting this market.

"Uptown," by the Crystals, and Jay and the Americans performing "She Cried" registered the strongest sales action among the singles newcomers.

The over-all singles market here is retaining its high sales level.

'Cry,' 'Ginny' In Baltimore

BALTIMORE — Nothing new broke out here last week, with a spell of fog cutting down travel and buying. Recent breakouts and newer tunes reported for good sales with dealers were "Cry, Cry, Cry," by Jack Scott on Capitol; "Ginny Come Lately," by Brian Hyland on ABC, on the Hot 100 this week; "I Got a Funny Kind of Feeling," by Maxine Brown, ABC; "Fool's Hall of Fame," by Paul Anka, and "You Don't Miss Your Water Till the Well Runs Dry," by William Bell on Stax.

Biggest sellers among the newer arrivals on BMW's Big 100 and Bubbling Under Charts were "Something's Got a Hold on Me," by Etta James on Argo; "Ballad of Thunder Road," by Robert Mitchum on Capitol; "Patti Ann," by Johnny Crawford on Del-Fi; "Lover, Please," by Clyde Mc-

(Continued on page 38)

New York Action

Continued from page 1

about the recent move to "good music" programming on key New York stations WINS and WHN (formerly WMGM) that used to play rock and roll items. Jack Haddad, of Joy Music in Brooklyn, a store mainly catering to rock and roll and r.&b. fans, said he could already feel the effect of the sweet music trend. He claimed that records that would normally have taken off in his store were not selling due to lack of air exposure.

Haddad felt that singles sales were bound to drop if stations stayed only with the sweet items and albums, and didn't grant air exposure to the rock and roll sides the kids like. He said that a station with alert programming should expose rock and roll disks after three in the afternoon when the kids are out of school, and should stick to sweet disks for the housewives during the day. Other dealers, too, expressed bewilderment about single sales in the face of the new trend.

2 Break in Chi

Continued from page 1

Strong sales were also being chalked up by the following (and all are on the "Hot 100"): "Dream Baby," Roy Orbison, Monument; "Hey Let's Twist," Joey Dee, Roulette; "Dear One," Larry Finnegan on Old Town and "Dreamy Eyes," Johnny Tillotson, Cadence.

BILLBOARD MUSIC WEEK

Published by The Billboard Publishing Company 2160 Patterson St., Cincinnati 14, Ohio Dunbar 1-6450

Publisher Roger S. Littleford Jr. ... New York Office

Editorial Office 1564 Broadway, New York 36, N. Y. PLaza 7-2800

Sam Chase, ... Editorial Director Paul Ackerman, ... Music Editor Aaron Sternfeld, ... Coin Machine Editor

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

Wm. J. Sachs, Exec. News Editor, Cincinnati Nicholas Biro, Midwest News Editor, Chicago Lee Zhitto, ... West Coast Editor, Hollywood Mildred Hall, ... Chief Washington Bureau Jack Maher, ... Copy Editor

General Advertising Office 1564 Broadway, New York 36, N. Y. PLaza 7-2800

Andrew Csida, ... Advertising Co-Ordinator Dan Collins, ... Singles Sales Robert O'Brien, ... LP and Equipment Sales Frank Luppino, ... International Sales Richard Wilson, ... Midwest Music Sales R. McCluskey, ... West Coast Music Sales

Coin Machine Advertising 188 W. Randolph St. Chicago 1, Ill. Central 6-9818

Richard Wilson, ... Coin Machine Ad. Mgr.

Circulation Sales 1564 Broadway, New York 36, N. Y. C. J. O'Connor, ... Circulation Manager

Subscription Fulfillment Send Form 3579 to 2160 Patterson St., Cincinnati 14, Ohio Joseph Pace, ... Fulfillment Manager

European Office Arthur Rosett, ... Director 31 Devonshire Place, London W. 1 WELbeck 0356

Branch Offices Chicago 1, 188 W. Randolph St. Central 6-9818 Hollywood 28, 1520 North Cower HOLlywood 9-5831 St. Louis 1, 812 Olive St. CHEstnut 1-0443 Washington 5, 1426 G St., N.W. NATIONAL 8-4748 Cable Address: MUSICWEEK NEWYORK

Subscription rates payable in advance. One year, \$15 in U. S. A., Canada and Europe. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at Cincinnati and at additional entry offices.

Copyright 1962 by The Billboard Publishing Company. The company also publishes Vend, the bi-monthly magazine of automatic vending; one year, \$5 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$8, and High Fidelity, the magazine for music listeners; one year, \$6. Postmaster, please send Form 3579 to Billboard Music Week, 2160 Patterson St., Cincinnati 14, O.

IT PAYS TO READ BMW EVERY WEEK



ONLY Billboard Music Week Brings You Tomorrow's Hits ... weeks ahead! Subscribe Now

A Month Ago The Trade Press Ignored

"JOHNNY ANGEL"

(Shelley Fabares—Colpix Label)

EXCEPT—BMW! ... with a ★★ ★ Rating TODAY IT'S A NATION-WIDE BEST SELLER

Just mail request order today

BILLBOARD MUSIC WEEK, 2160 Patterson Street, Cincinnati 14, Ohio Please enter my subscription to BILLBOARD MUSIC WEEK for

1 YEAR \$15 3 YEARS \$35 New Renew Payment enclosed 2 EXTRA issues for cash Bill me later Above subscription rates are for U. S., Canada and Europe. Other overseas rates on request. 766

Company Name Address City Zone State Type of Business Title





CL 1771/CS 8571\*

\*COLUMBIA REG. PRINTED IN U.S.A.

GET YOUR

# IRISH

UP!



CL 1750/CS 8550\*

\*Stereo

BEGORRA, THEY'RE ON

# COLUMBIA RECORDS

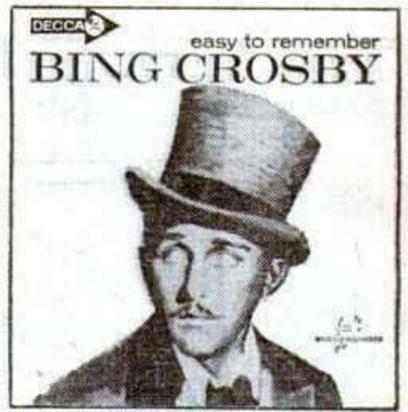


# MARCH IS CROSBY

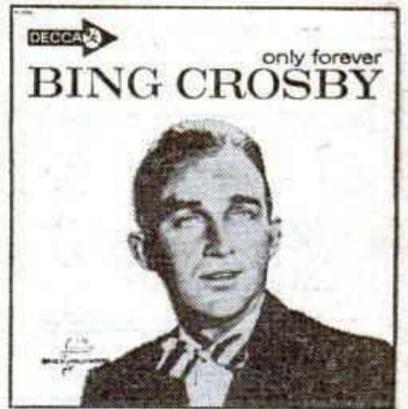
INTRODUCING

# BING'S

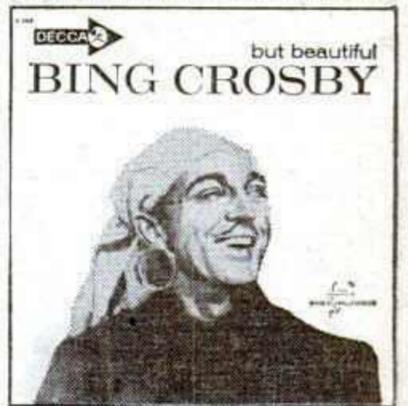
15 FABULOUS ALBUMS  
189 GREAT SONGS



JUNE IN JANUARY  
SOON  
SWANEE RIVER  
and other great songs ..... DL 4250



THE BIRTH OF THE BLUES  
MY MELANCHOLY BABY  
THE WAITER AND THE PORTER AND  
THE UPSTAIRS MAID  
and other great songs ..... DL 4255



SMILE RIGHT BACK AT THE SUN  
MY HEART IS A HOBO  
COUNTRY STYLE  
and other great songs ..... DL 4260

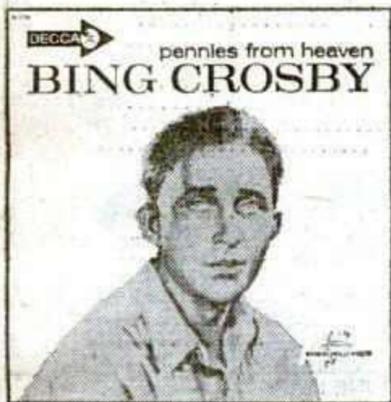
**See your DECCA representative for details of this**

# MONTH ON DECCA®

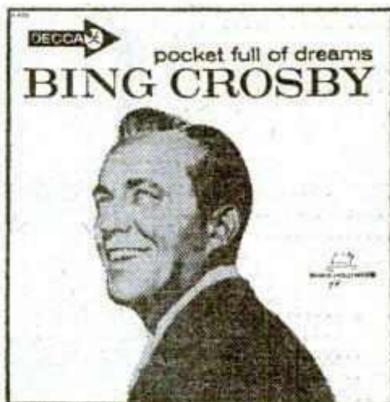
# HOLLYWOOD

## STORY

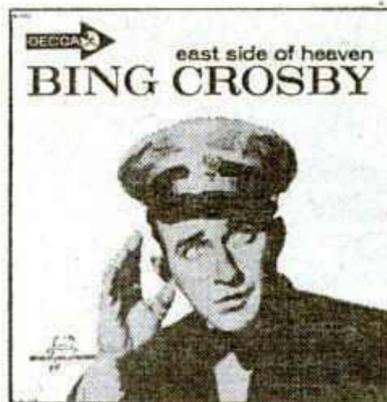
An extraordinary series, every song in this exciting collection was performed by BING CROSBY in a motion picture. These are the songs, by the voice that has been heard by more people, in more places, than perhaps any other in the world!



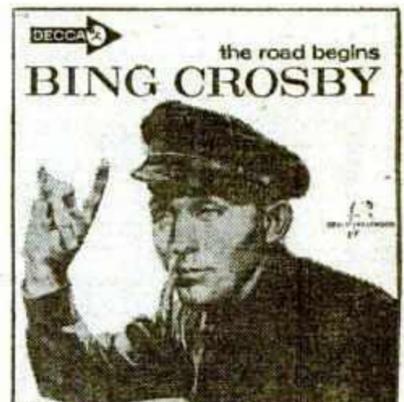
DECCA pennies from heaven  
**BING CROSBY**  
EMPTY SADDLES  
I'M AN OLD COWHAND  
PENNIES FROM HEAVEN  
and other great songs.....DL 4251



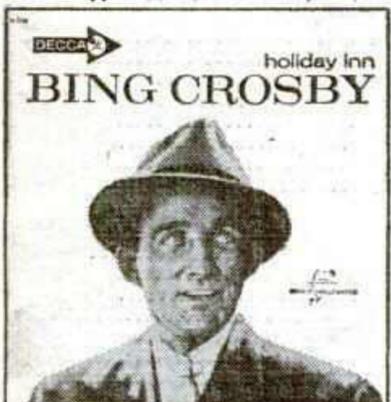
DECCA pocket full of dreams  
**BING CROSBY**  
BLUE HAWAII  
SWEET LEILANI  
SMALL FRY  
and other great songs.....DL 4252



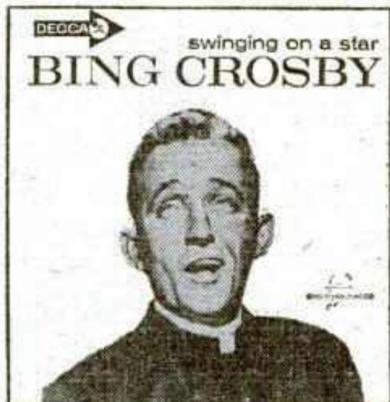
DECCA east side of heaven  
**BING CROSBY**  
MY HEART IS TAKING LESSONS  
THE FUNNY OLD HILLS  
EAST SIDE OF HEAVEN  
and other great songs.....DL 4253



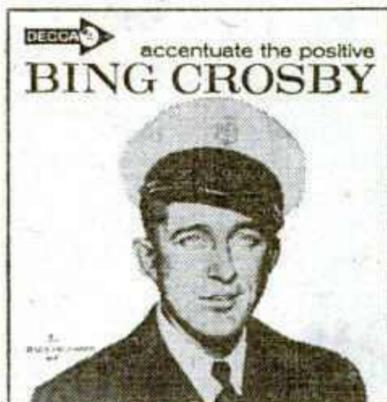
DECCA the road begins  
**BING CROSBY**  
AN APPLE FOR THE TEACHER  
STILL THE BLUEBIRDS SING  
IF I HAD MY WAY  
and other great songs.....DL 4254



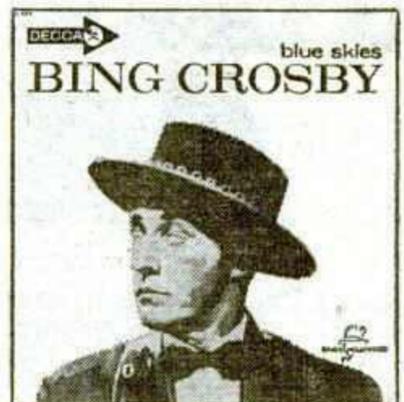
DECCA holiday inn  
**BING CROSBY**  
EASTER PARADE  
WHITE CHRISTMAS  
BE CAREFUL IT'S MY HEART  
and other great songs.....DL 4256



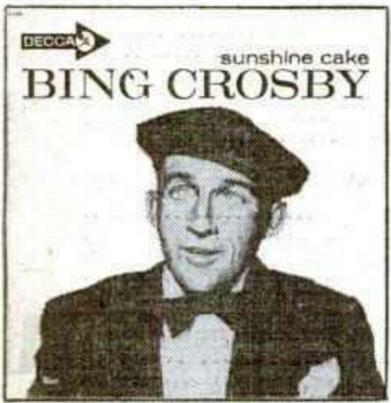
DECCA swinging on a star  
**BING CROSBY**  
TOO-RA-LOO-RA-LOO-RAL  
MOONLIGHT BECOMES YOU  
AVE MARIA  
and other great songs.....DL 4257



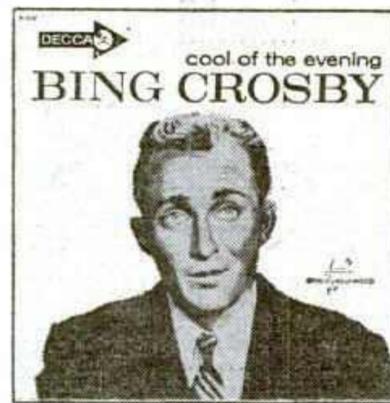
DECCA accentuate the positive  
**BING CROSBY**  
ACCENTUATE THE POSITIVE  
THE BELLS OF ST. MARY'S  
ADESTE FIDELES  
and other great songs.....DL 4258



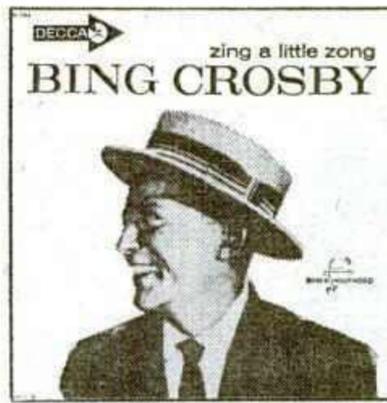
DECCA blue skies  
**BING CROSBY**  
BLUE SKIES  
A COUPLE OF SONG AND  
DANCE MEN  
ALL BY MYSELF  
and other great songs.....DL 4259



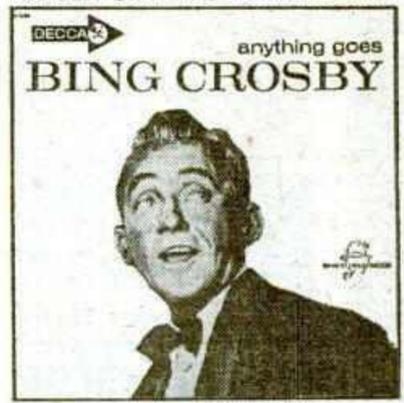
DECCA sunshine cake  
**BING CROSBY**  
SUNSHINE CAKE  
ONCE AND FOR ALWAYS  
TOP O' THE MORNING  
and other great songs.....DL 4261



DECCA cool of the evening  
**BING CROSBY**  
IN THE COOL, COOL, COOL OF  
THE EVENING  
ACCIDENTS WILL HAPPEN  
BONNE NUIT  
and other great songs.....DL 4262



DECCA zing a little zong  
**BING CROSBY**  
ZING A LITTLE ZONG  
THE ROAD TO BALI  
CHICAGO STYLE  
and other great songs.....DL 4263



DECCA anything goes  
**BING CROSBY**  
BLOW GABRIEL BLOW  
YOU'RE THE TOP  
ALL THROUGH THE NIGHT  
and other great songs.....DL 4264

**special promotion on the Bing Crosby album catalog!**

# The Top 10 Sound of Frank Slay and his Orch.

## "BEI MIR BIST DU SCHOEN"

and

## "IRISH ROSE"

S-4101

With the sound that fits any station format

### A JUKE BOX MUST!!!

**Dealers:** See your distrib. or your one-stop and make a deal for

## "TWISTIN' ALL NIGHT LONG"

with

### Freddie Cannon and Danny and the Juniors

Swan LP-506



1703 Jackson Street  
Philadelphia, Penna.  
PHONE: HOward 5-3700

**Tremendous New Smash!**

# "THE JOKE"

by

## REGGIE HALL

Rip #1816

Now Distributed by Your Chess Distributor

## SOMETHING'S GOT A HOLD ON ME

### ETTA JAMES

argo 5409

## THE NEW HULLY GULLY

### The VIBRATIONS

checker 1011

## MASHED POTATOES

### STEVE ALAIMO

checker 1006

CHESS PROD. CORP. 2120 S. Michigan, Chicago 16

## 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)	46
Belafonte at Carnegie Hall (RCA)	(37) 127
Big Bad John (Col)	39
Chubby Checker/Bobby Rydell (Cameo)	30
Come Swing With Me (Cap)	148
● DANNY BOY & OTHER SONGS I LOVE TO SING (COL)	128
Bobby Darin Story (Atco)	150
Do the Twist (Atl)	11
● DOIN' THE TWIST AT THE PEPPERMINT LOUNGE (ROU)	(22) 3
For Twisters Only (Park)	9
● TENNESSEE ERNIE FORD—SPIRITUALS (CAP)	135
Heavenly (Col)	113
Hell Bent for Leather (Col)	115
Buddy Holly Story (Cor)	66
Hymns (Cap)	77
● HYMNS AT HOME (CAP)	119
I Remember Tommy (Rep)	(12) 12
● IF YOU BELIEVE (MERC)	82
Johnny's Greatest Hits (Col)	50
Jump Up Calypso (RCA)	(43) 74
Let's Twist Again (Park)	14
● LINGER AWHILE WITH VIC DAMONE (CAP)	87
● LIVE IT UP (COL)	84
Portrait of Johnny (Col)	(23) 53
Jimmy Reed at Carnegie Hall (V-J)	120
Rick Is 21 (Imp)	106
Runaround Sue (Laurie)	27
● TAKE GOOD CARE OF MY BABY (LIB)	91
Twist (Park)	4
● TWIST WITH BOBBY DARIN (ATCO)	61
● VERSATILE BURL IVES (DEC)	72
Whole Lotta Frankie (Chan)	65
Your Twist Party (Park)	2

#### Female Vocalists

All the Way (Dec)	110
● JOAN BAEZ, VOL. I (VAN)	101
Joan Baez, Vol. II (Van)	33
Connie's Greatest Hits (MGM)	142
Ella in Hollywood (Verve)	129
Judy at Carnegie Hall (Cap)	(7) 13
Never on Sunday (MGM)	23
Roaring 20's (WB)	69
September in the Rain (Merc)	118

#### Duos and Groups

Brothers Four Song Book (Col)	116
● COLLEGE CONCERT (CAP)	90
Encore of Golden Hits (Merc)	98
From the Hungry i (Cap)	122
Gain' Places (Cap)	83
Here We Go Again (Cap)	131
Highwaymen (UA)	145
Kingston Trio (Cap)	71
Kingston Trio Close Up (Cap)	(24) 22
● LET'S ALL SING WITH THE CHIPMUNKS (LIB)	114
● LION SLEEPS TONIGHT (RCA)	54
● SING OUT! (RCA)	(17) 21
Slightly Fabulous Limelites (RCA)	(32) 47
● A SONG FOR YOUNG LOVE (CAP)	20
Tonight in Person (RCA)	133
● TWIST WITH THE VENTURES (DOLT)	(45) 25

#### Choruses

Fireside Sing Along With Mitch (Col)	124
Folk Song Sing Along With Mitch (Col)	149
Happy Times Sing Along With Mitch (Col)	130
Holiday Sing Along With Mitch (Col)	102
Memories Sing Along With Mitch (Col)	94
More Sing Along With Mitch (Col)	144
Party Sing Along With Mitch (Col)	125
● RHYTHM SING ALONG WITH MITCH (COL)	(40) 103
Saturday Night Sing Along With Mitch (Col)	134
Sentimental Sing Along With Mitch (Col)	75
Sing Along with Mitch (Col)	(19) 28
Stil More Sing Along With Mitch (Col)	146
TV Sing Along With Mitch (Col)	(35) 42
Your Request Sing Along With Mitch (Col)	(46) 35

#### Mixed Voices

● ALAN FREED'S MEMORY LANE (END)	107
Murray the "K's" Blasts From the Past (Chess)	36
Murray the "K's" Sing Along With the Original Golden Gassers (Rou)	136
Oldies But Goodies, Vol. I (OS)	18
Oldies But Goodies, Vol. III (OS)	32
Sixty Years of Music America Loves Best, Vol. III (RCA)	92

### CLASSICAL & SEMI-CLASSICAL LP's

● BRAHMS: CONCERTO NO. 2 (RCA)	(50)
● MY FAVORITE CHOPIN (RCA)	139
Rodgers: Victory at Sea, Vol. III (RCA)	(41)

Title (Label) (Stereo) Mono Top LP Rank

### INSTRUMENTAL LP's

#### Mood and Dance

Berlin Melody (Dot)	(27) 88
Calcutta (Dot)	38
Ebb Tide and Other Instrumental Favorites (Dec)	(21) 112
● FERRANTE & TEICHER, LOVE THEMES (UA)	(47) 126
● GOLDEN PIANO HITS (UA)	(48) 132
Golden Waltzes (Dot)	81
Italia Mia (Lon)	111
● LET THERE BE DRUMS (IMP)	(30) 7
● LET'S TWIST HER (HI)	45
Mexico (Manu)	56
● MOON RIVER (DOT)	(4) 17
New Piano in Town (RCA)	85
● SO MUCH IN LOVE (COL)	(14) 29
Somebody Loves Me (Col)	86
● SONGS OF THE FABULOUS 50'S (KAPP)	137
Stars for a Summer Night (Col)	(25)
● TWISTIN' IN HIGH SOCIETY (EPIC)	55
● ROGER WILLIAMS' GREATEST HITS (KAPP)	138
Yellow Bird (Dot)	(26) 59

#### Jazz

Best of the Dukes of Dixieland (AF)	(20) 123
● COMBO! (RCA)	(33)
Genius After Hours (Atl)	63
● HORN A-PLENTY (RCA)	(38) 51
● MIDNIGHT SPECIAL (BLUE NOTE)	100
● TIME FURTHER OUT (COL)	(8) 31
Time Out (Col)	(11) 6
What'd I Say (Atl)	108

#### Percussion and Sound

● EXOTIC PERCUSSION (LON)	(36)
Melody and Percussion for Two Pianos (Lon)	(34)
Pass in Review (Lon)	(29)
Persuasive Percussion, Vol. I (Com)	(9)
● PERSUASIVE PERCUSSION, VOL. IV (COM)	(39)
Stereo 35/MM (Com)	(3)
● STEREO 35/MM, VOL. II (COM)	(16)

### SHOW MUSIC

#### Original Cast

Camelot (Col)	(13) 15
Carnival (MGM)	62
Flower Drum Song (Col)	60
● GAY LIFE (CAP)	95
How to Succeed in Business Without Really Trying (RCA)	48
Kean (Col)	121
Milk and Honey (RCA)	16
My Fair Lady (Col)	(44) 34
Soil Away (Cap)	141
Sound of Music (Col)	(6) 8
South Pacific (Col)	79
West Side Story (Col)	(31) 19

#### Sound Track

● BABES IN TOYLAND (VISTA)	78
Ben-Hur (MGM)	143
Blue Hawaii (RCA)	(2) 1
Exodus (RCA)	70
● FLOWER DRUM SONG (DEC)	(15) 26
G. I. Blues (RCA)	104
● HEY, LET'S TWIST (ROU)	37
King of Kings (MGM)	(10) 58
Never on Sunday (UA)	49
South Pacific (RCA)	(28) 67
Student Prince (RCA)	93
West Side Story (Col)	(5) 10

#### Music From Musicals, Films and TV

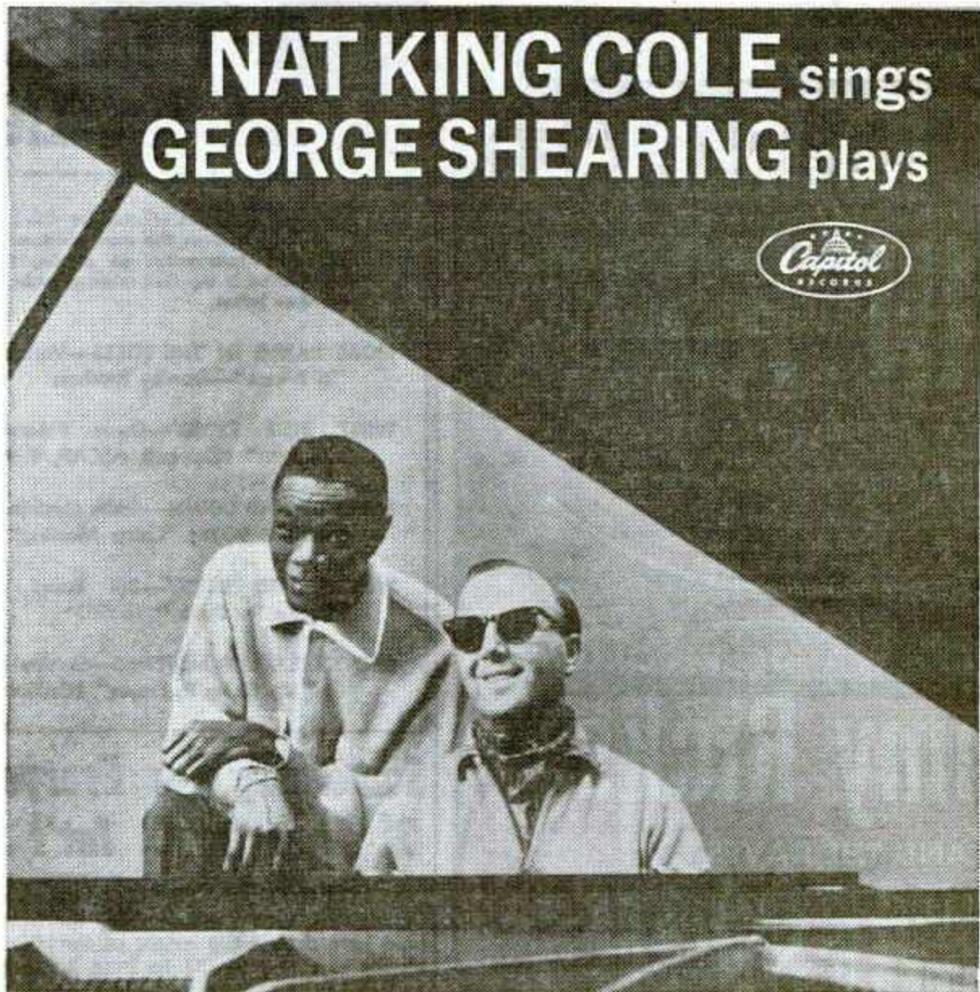
Breakfast at Tiffany's (RCA)	(1) 5
Film Encores (Lon)	117
Great Motion Picture Themes (UA)	(42) 73
Music From Exodus and Other Great Themes (Lon)	109
West Side Story (Cap)	(49) 76
West Side Story (UA)	(18) 44

### COMEDY LP's

Ain't That Weird? (RCA)	97
The Astronaut (Kapp)	68
Behind the Button-Down Mind of Bob Newhart (WB)	43
Button-Down Mind of Bob Newhart (WB)	40
Button-Down Mind Strikes Back (WB)	105
Here's Jonathan (Ver)	147
● JOSE JIMENEZ IN ORBIT/BILL DANA ON EARTH (KAPP)	64
Knockers Up (Jub)	24
Moms Mabley at the Playboy Club (Chess)	57
Moms Mabley at the UN (Chess)	80
● MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS (MERC)	89
A Personal Appearance (Ver)	140
Sinsational (Jub)	99
Songs for Sinners (Jub)	96
Rusty Warren Bounces Back (Jub)	41
● WOODY WOODBURY'S SALOONATICS (STEREO)	52

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

**FREE BONUS ALBUM!**  
 6 selections by Nat King Cole  
 plus 6 selections by George  
 Shearing—given free with each  
 purchase of Capitol's  
 "Nat King Cole Sings/  
 George Shearing Plays." ▶  
 \*Optional with dealer



(S)W-1675



(S)T-1671



(S)W-1676



(S)T-1681



(S)T-10295



(D)T-1461



(S)T-1674

© CAPITOL RECORDS, INC.

# NEWCOMERS!

(THE ALBUMS, NOT THE ARTISTS!)

Capitol's Powerhouse Packaging—7 Great Big New Albums by 8 of The Biggest Selling Names in Recorded Music!...featuring the premiere pairing of two tremendous talents, Nat King Cole and George Shearing.

See your CRDC representative and stock up!



ANOTHER BIG WINNER FROM...

# The Coasters RIDIN' HOOD

b/w

TEACH ME HOW TO SHIMMY

6219

A BIG VOICE... A BIG RECORD!

# Jimmy Ricks AND THE RAVES HOMESICK

b/w

DADDY ROLLIN' STONE

6220



atco records

1841 Broadway, New York 23 N.Y.

## NEED NATIONAL DISTRIBUTION?

### ALBUMS

1. We don't get paid until you get paid
2. You know of every sale
3. You control your label
4. 10 years in distribution and sales
5. Promotion-distribution producing sales

### SINGLES

Excellent distribution deal: Send dubs or record only.  
NO TAPES or OLD RELEASES. New releases only.

Limiting labels so **Act Now!!!**

## SHERATON RECORDS, INC.

355 Madison Ave., New Milford, N. J.

CO 2-7651

A NATIONAL BREAKOUT!!

## Billy Storm

# "LOVE THEME from EL CID"

#013

(Chicago • Buffalo • Philadelphia)

INFINITY RECORDS

9808 Wilshire Blvd., Beverly Hills, Calif. CR 4-7348

HEZASMASH!!!

## TY WHITNEY

On DENNY RECORDS, 1011 N. Fuller, Hollywood

"GONNA SET A NEW RECORD"  
"THE OTHER SIDE OF LOVE"

## BEST TRACKS FROM THE SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by BMW's reviewing panel as the most outstanding from this week's new LP Spotlights. Information on playing time, publisher and licensing organization is supplied when provided by the manufacturer on the record or jacket.

**MORE BANJO IN THE HILLS**—Various Artists (Starday SLP 169);  
"If I Lose"—Stanley Brothers

**WEST SIDE STORY**—Oscar Peterson Trio (Verve V-8454);  
"Tonight" (Chappell, ASCAP, 4:30)

**BLUES UP AND DOWN**—Eddie (Lockjaw) Davis-Johnny Griffin (Jazz-land JLP 960); "Camp Meeting" (BMI, 5:26)

**WALTZ FOR DEBBY**—Bill Evans Trio (Riverside RLP 399);  
"Waltz for Debby" (6:54)

**OLD TIME CAMP MEETING**—Stanley Brothers (King 750); "Mother  
Call My Name in Prayer" (Cedarwood, BMI, 2:43)

## Something for Everyone Theme Of First D. C. Int'l Jazz Festival

WASHINGTON—The first International Jazz Festival will be held here during the height of the tourist season, May 31 to June 3, and will have something for everybody. All of it will be the best obtainable. Eleven programs are scheduled, including everything from Symphonic to Gospel Jazz, and a roster of performers ranging from all-time jazz greats of this and other countries to Howard Mitchell conducting the National Symphony Orchestra in jazz-oriented classical music.

The Jazz Festival, as announced by Mrs. Jouett Shouse, chairman of the President's Music Committee, will be used to further the Committee's contacts with people in 101 foreign countries under the aegis of the People-to-People program. Revenues will go to the same cause. Working with Mrs. Shouse on the planning committee are George Avakian, John Hammond, Neshui Ertegun, Russell Sanjek, Allan Morrison and Gunther Schuller.

Mrs. Shouse said negotiations are under way for the reappearance of jazz artists, including Louis Armstrong, Duke Ellington, Count Basie, Lionel Hampton, Benny Goodman, Chris Barber and His English Sextet, and Marial Solal of Paris. Poland is expected to take part with the Polish Jazz Quartet, and other jazz talent has been invited from France, Germany, Sweden and Belgium.

The all-pervading influence of American jazz in modern music of every type, from longhair to pops, pure Dixieland to the Way-Outs, will be highlighted in the 11-concert schedule.

For the longhair groups, there will be a program of jazz-oriented

classical music by the National Symphony Orchestra, a program of Chamber Jazz including music by Debussy, Stravinsky and Bartok, and a special Young Audience program, all to be held at Constitution Hall. At each of these, two new works especially commissioned for the programs by Broadcast Music, Inc., will have world premieres.

For the ballet buffs there will be a Jazz Ballet Concert under the direction of Lee Becker, dancer and choreographer, also at Constitution Hall, a program of small groups at Cramton Hall, Howard University.

For the cats, the Dixielanders, the solids, the modern and orbital jazz buffs there will be a series of four concerts to be held at the big District of Columbia Armory. Inquiries about the Festival may be addressed to International Jazz Festival, 1916 F Street, N.W., Washington 6.

## WNEW Holds Air Programm'g Panel

NEW YORK — "The changing program scene in New York radio" was discussed by the managers of four local stations here on WNEW Sunday (4) at 5 p.m.

The special program was sparked by the recent format changes made by WINS and WHN (ex-WGGM), both of which dropped Top 40 type programming in favor of pretty music formats. The program spotlighted the following station managers: John Sullivan, WNEW; Ted Steele, WINS; Steve Lubunski, WMCA, and Hal Neal, WABC.

Also spotlighted on Sunday's show was a general discussion of record programming here and across the country by WNEW program director Mark Olds in a question and answer session with New York Mirror radio-TV columnist John David Griffin and June Bundy of BMW.

## Big Town in Chi Distrib for UA

CHICAGO—In a move to guarantee United Artists Records more concentrated attention in this area, Lenny Garmisa, who operates Garlen Distributing in Chicago, is setting up a new distrib firm, Big Town of Chicago. The new firm will handle only UA and Vee Jay Records. Heretofore UA was distributed here by Garlen.

United Artists' parent film company set up a Big Town distributing firm last October in New York to handle UA, Vee Jay and a selected few other labels in that territory. However, the Chicago Big Town firm is owned by Garmisa, who is licensed to use the name. Kent Beauchamp, formerly manager of Garlen Distributing here, will head Big Town of Chicago.



Mills  
HIT REMINDERS  
IMPORTED FROM FRANCE!  
FLAMENCO GUITAR  
Don Costa, Columbia  
I SURRENDER DEAR  
Aretha Franklin, Columbia  
MILLS MUSIC, INC.  
1619 Broadway New York 19

Musical Dynamite!  
SARAH VAUGHAN  
Singing  
"ONE MINT JULEP"  
R-4413  
ROULETTE RECORDS  
1631 Broadway N. Y. C., N. Y.

A TWO-SIDED SMASH!  
ADAM WADE  
"IT'S GOOD TO HAVE YOU BACK WITH ME"  
"HOW ARE THINGS IN LOVERS LANE"  
Coed 565  
COED RECORDS  
1619 Broadway New York, N. Y.

MATRIX PLATING  
Masters, Mothers, Stampers, Converts Nickel or Copper.  
Fast Service—Check Our Prices. Satisfaction Guaranteed. Send your Tapes. Write For Our Price List.  
S. J. SHAW PLATING CORP.  
2604 Glendora Ave., Cincinnati 19, O.  
Phone: WOODBURN 1-3058

Headed for the Top!  
JERRY LEE LEWIS  
"I'VE BEEN TWISTIN'"  
b/w  
"RAMBLIN' ROSE"  
Sun #467  
SUN RECORDS  
639 Madison Memphis, Tenn.

BEST SELLING ALBUMS!!!  
#820 REDD FOX AT JAZZVILLE  
#823 THE WHOLE OF HATTIE NOEL  
#824 THE NEW LAFF OF THE PARTY  
Billy Allyn

DOOTO  
REG. U.S. PAT. OFF.

the  
FUTURE  
with a  
promise  
NAVY



# **THE FOUR PREPS**

**RELEASED BY POPULAR DEMAND**

## **THE BIG DRAFT MEDLEY**

**B/W SUZY COCKROACH #4716**

**FROM THEIR SECOND SMASH ALBUM**

**IN A ROW CAMPUS ENCORE #(S)T 1647**



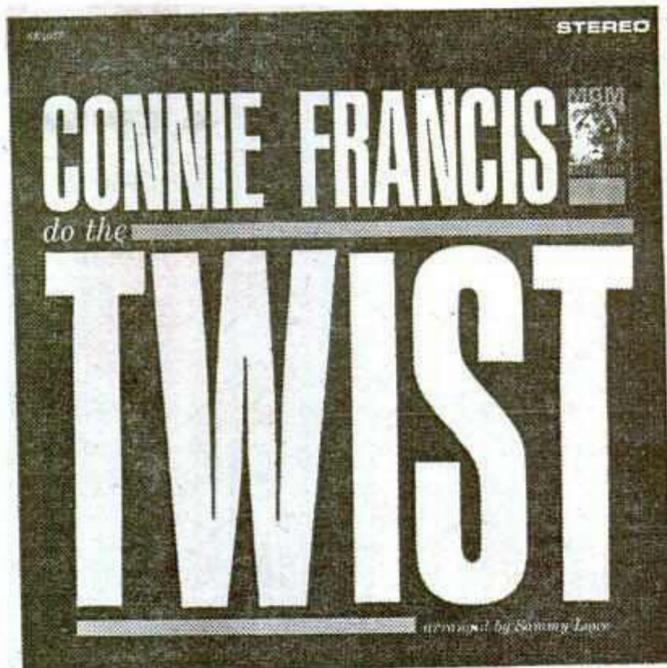


# MARCH IS MONTH-THE

Highlighted by two new releases:



Perfect for St. Patrick's Day!—  
**CONNIE FRANCIS SINGS IRISH FAVORITES E/SE4013**



Your sales climb when Connie "twists"!—  
**DO THE TWIST E/SE4022**

And Featuring These All-Time Connie Favorites:

**CONNIE FRANCIS SINGS ITALIAN FAVORITES E/SE3791**

**CHRISTMAS IN MY HEART E/SE3792**

**CONNIE FRANCIS SINGS ROCK 'N' ROLL MILLION SELLERS E/SE3794**

**CONNIE FRANCIS SINGS SPANISH FAVORITES E/SE3853**

**CONNIE FRANCIS SINGS JEWISH FAVORITES E/SE3869**

**CONNIE FRANCIS SINGS MORE ITALIAN FAVORITES E/SE3871**

**SONGS TO A SWINGING BAND E/SE3893**

**MORE GREATEST HITS E/SE3942**

**CONNIE FRANCIS SINGS "NEVER ON SUNDAY" AND OTHER TITLE SONGS FROM MOTION PICTURES. E/SE3965**

**CONNIE FRANCIS SINGS FOLK SONG FAVORITES E/SE3969**

**PLUS SEVEN BEST-SELLERS ... NOW WITH A NEW LOOK!**



**WHO'S SORRY NOW? E3686 (mono only)**



**THE EXCITING CONNIE FRANCIS E/SE3761**



**MY THANKS TO YOU E/SE3776**



**CONNIE'S GREATEST HITS E3793 (mono only)**



**COUNTRY AND WESTERN GOLDEN HITS E/SE3795**



**CONNIE FRANCIS AT THE COPA E/SE3913**



**CONNIE FRANCIS SINGS FUN SONGS FOR CHILDREN E4023 (mono only)**



# CONNIE FRANCIS WORLD OVER!!

## HERE'S THE DEAL!

● **BUY**  
**4**  
CONNIE FRANCIS ALBUMS

● **GET**  
**1**  
CONNIE FRANCIS ALBUM

**FREE!**

● **SUPERB DATING TERMS—** *Contact Your M-G-M Distributor For Full Details*

● **FABULOUS CONNIE FRANCIS WINDOW CONTEST WITH BIG CASH PRIZES FOR THE WINNING DEALERS**

THE PRIZES ARE:

**FIRST PRIZE—\$500**  
**SECOND PRIZE—\$300**  
**THIRD PRIZE—\$200**  
**FOURTH PRIZE—\$150**

The ten runners-up will receive \$100 each in Connie Francis albums. Your M-G-M Distributor Salesman will see you soon with information on how you can win one of the outstanding prizes. (Contest period: March 12 to April 15)

● **DISPLAY MATERIAL—**In order to help you win the the window contest, M-G-M is providing a large supply of point of sale material, including streamers, mobiles, easled album covers and 18" x 18" blow-ups of Connie Francis.

● **CO-OP MATS** are available for local dealer use.

Don't miss this marvelous opportunity to buy sure selling Connie Francis albums at an unprecedented discount, with dating terms that can't be topped. **THIS PROGRAM EXPIRES ON MARCH 31st, SO GET YOUR ORDERS IN TODAY!**

**MGM**  
**RECORDS**

THE  
STARPOWER  
LABEL



BILLBOARD MUSIC WEEK

BUYERS & SELLERS

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel... serving more than 20,000 buyers, sellers and users of music, records, tapes, home entertainment equipment, coin machines and related products.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

NEW YORK'S NEWEST DISTRIBUTOR

BETA RECORD DISTRIBUTORS, INC.

JOHNNY HALONKA 22 Years in the Business

599 10th Ave. New York 36, N. Y.

Phone: CH 4-3744-5-6-7-8

It's "BETA" for the Best Distribution in N. Y. C.

ONE STOPS

OLDEST-LARGEST-MOST COMPLETE ONE Stop Record Service. The Musical Sales Company offers the most complete time saving and money saving record deals in the country.

SPECIALTY RECORDS

FINEST IN FOREIGN RECORDINGS ARE on the Vesuvius label. Our specialty, 45's and LP's recorded in Italy.

USED COIN MACHINE EQUIPMENT, PARTS AND SUPPLIES

FOR SALE

FOR SALE - FISCHER 6-PKT. TABLES, completely reconditioned with slate, like new 72"x43", \$175-90"x50", \$200.

BINGOS, BALLY BEAUTY, DUDE RANCH Variety, \$50 each. United Derby Roll, perfect, \$125.

POKERINO WITH DROP CHUTE - SOME older games with push chute. If it's parts for POKERINO you need, write James Travis.

24 MISC. CHICAGO LOCKS-50c EACH. Metermatic Timers, \$5 ea. Flemke, 3713 Brooklyn Ave., Cleveland 9, Ohio. mh17

Did This Ad

ATTRACT YOUR ATTENTION? USE DISPLAY CLASSIFIED

A sure way to attract more attention and secure greater results.

RATE: \$18.90 PER INCH

Rule border permitted when using two inches or more.

BUSINESS OPPORTUNITIES

IF YOU WANT TO SELL MASTERS, TAPES, publishing rights to songs, here's the ideal place for you to advertise.

MATERIAL WANTED!

We will listen to your masters or demos. New record label and publishing operation. If material acceptable, will work out an equitable arrangement.

CAMA ENTERPRISES 105 W. 55th St. New York City Phone: LT 1-1319

ARE YOU LOOKING FOR A JOB? Over 21,000 Billboard Music Week subscribers will see your message here and the cost is only 75c per line per issue.

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

RECORD PROMOTION & PUBLICITY

ACTION COAST TO COAST - MORTY Promo Network, 1697 Broadway, N.Y.C. CI 7-2159.

MISCELLANEOUS

INSTANT GAGS FOR DEEJAYS! 100 GAG topics available such as Radio, TV, Weather, Traffic, etc. Write for complete list.

Last Call for Bound Volumes of The Billboard and Billboard Music Week

1958, 1959, 1960 and 1961. Complete year available, 4 volumes per year.

Also 1947, October-November 1949, December-January 1950 1950, April-May October 1956, January-March July-September October-December 1957, April-June July-September October-December

Each volume \$11.50. Contact George Connell, The Billboard Publishing Company, 1564 Broadway, New York 36, N.Y.

SHELLAC 78 RPM PHONOGRAPH RECORDS. 150,000 available. All new. \$30 per thousand, \$20 for 500, \$3 for 100.

EMPLOYMENT SECTION

HELP WANTED

DUSTY WILLIAMS-HOMETOWN LEACHVILLE, Ark. Offering you a job. Country Jambores. Anyone knowing Dusty's whereabouts, write Harmony Ranch, P.O. Box 423, Barberton, Ohio. mh17

GIRL WANTED-TO SING ORIGINAL R&B song. Chance to pen own flip. Guaranteed radio play. Dave Scott, 2104 Lake Ave., Baltimore 18, Md. mh17

HELP WANTED-TYPIST, GOOD SKILLS, dictaphone; experience helpful, not essential. Excellent company benefits. \$800 to start. Midtown New York. Box 399, Billboard Music Week, New York. ch-mh17

MECHANIC WANTED-EXPERIENCED ON all type arcade machines; must furnish references; good pay. Earl E. Husted, Box 675, Myrtle Beach, S. C. ap14

YOUNG MAN, PHONO RECORD WHOLESALE Assistant Manager. Buyer. Needed for combination distributor, one stop, rack jobber. Retail phono experience desirable. Excellent future, salary open. Liberal fringe benefits. W pay moving expenses. Contact L. Smith, P.O. Box 4167, Albany, N. Y. mh17

Career? More Money? Growth? PROMINENT RECORD CO. NEEDS OUTSTANDING SALES MANAGERS FOR KEY CITIES AND ZONES

An unusual chance to exploit your talents in record sales management. Only a few prime opportunities for a few prime prospects. Local or district sales manager background required. Income commensurate with your experience and potential.

- 1. Age, education, marital status, dependents. 2. Your present responsibilities. 3. Detailed experience and responsibilities last 5 years; reasons for terminating. 4. Your sales successes; what you have accomplished; sales growth and gains attributable to your efforts. 5. Your management successes; who and what have you managed; of what results can you boast? 6. Special skills and strengths; what do you do best? 7. Your weaknesses. 8. Total income you expect. 9. Geographical mobility; areas you favor or reject; market areas you know best.

Respond to: BOX 400, BILLBOARD MUSIC WEEK 1564 Broadway New York 36, New York The confidence of your reply will be respected.

SITUATIONS WANTED

Record Manufacturers

Advertising and Production Man available. 3 years' Indie Record Label experience. Copy - Promotion Pieces - Trade Advertising. Self starter. Currently employed. Seeks greater opportunity and potential. Write: Box 398, Billboard Music Week 1564 Broadway N.Y.C. 36

HERE IS YOUR HANDY CLASSIFIED AD ORDER AND COPY FORM CLASSIFICATIONS

DISPLAY CLASSIFIED

Check the classification (and sub-classification, if any) in which you want your advertisement to appear.

- DISTRIBUTING SERVICES: Record Distributors, One-Stop Distributors, Phono-Radio-Tape Distributors. SPECIALTY RECORDS. RECORD ACCESSORIES.

- RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT: Containers, Shipping Supplies & Services, Designing, Printing, Lithography, Pressing, Plating, Record Promotion & Publicity, Recording Facilities & Supplies. DEALER FIXTURES, RACKS, DEMONSTRATORS. USED COIN MACHINE EQUIPMENT, PARTS & SUPPLIES: For Sale, Wanted to Buy. BUSINESS OPPORTUNITIES. MISCELLANEOUS. EMPLOYMENT SECTION: Help Wanted, Situations Wanted.

Use This Space for Your Ad Copy.

- 1. Number of Insertions. 2. Frequency: Every Week, Every Other Week, Once a Month. 3. Issue Beginning. 4. Type of Ad: Display Style, Regular Classified.

Per-line rates (figure 14 lines to the inch for display classifieds) for Regular or Display Classified Advertising. (Classified Advertising: Approximately six words per line.)

Table with columns: TYPE OF RATE, 1 Time, 12 Times per year, 26 Times per year, 52 Times per year. Rows: STANDARD RATE, LOCAL RATE, EMPLOYMENT RATES.

When BILLBOARD MUSIC WEEK box number is used, allow 8 additional words. Box number advertisements require 50c additional per insertion for handling and for forwarding replies.

CASH WITH ORDER, PLEASE!

PAYMENT IN AMOUNT OF \$..... IS ENCLOSED

NAME.....

ADDRESS.....

CITY..... STATE.....

Classified Advertising closes on Wednesday 10 days prior to date of issue. Billboard Music Week's Buyers' & Sellers' CLASSIFIED MART Advertising Offices:

SEND YOUR ADVERTISEMENT TO NEAREST OFFICE

NEW YORK 1564 Broadway N.Y. 36, N.Y. Plaza 7-2800

CINCINNATI 2160 Patterson Street Cincinnati 14, Ohio Dunbar 1-6450

CHICAGO 188 W. Randolph St. Chicago 1, Ill. Central 6-9819

HOLLYWOOD 1520 North Gower Hollywood 28, Calif. Hollywood 9-5831

ST. LOUIS 812 Olive Street St. Louis 1, Mo. Chestnut 1-0443

Drive on Urania Product Includes Signings, Singles

NEW YORK-Urania Records, recently acquired by the Jesse Selter interests here, is planning a marked increase in activity, including a concerted move into the singles field under its prexy, Abner Levin.

Levin said last week that the label has signed pianist Josef Fidelman and that other pactings are in the works. The label has already reprocessed and repackaged nearly 60 albums from the old Urania catalog of over 400 albums.

Norm Wieland, who recently signed on as promotion manager for the Urania firm, has been on the road lining up distributors for the singles line only. Wieland noted that the label will release up to three singles a month, first of which will be by Tommy Navarro.

Conkling Guests At Hurst Course

HOLLYWOOD - Jim Conkling was a guest speaker last week at the course being given by Walter Hurst at the UCLA campus in Westwood here called "The Music Industry" - "Its Structure and Economy."

Conkling and Remer are part of a flock of key industry spokesmen giving talks at the course. Others include Rene Hall, Robert Burton,

Columbia to Issue Album in Honor Of Bruno Walter

NEW YORK - Columbia Records will issue a new recording of Mahler's Ninth Symphony under the baton of the late Dr. Bruno Walter. The two-record set will be released in March in honor of the conductor.

Walter died last week (17) at his home in Beverly Hills, Calif., at the age of 85. One of the world's foremost conductors, he had devoted his last years almost exclusively to recordings. The Mahler symphony was recorded last spring with the Columbia Symphony Orchestra in Los Angeles.

Walter had recorded exclusively for the Columbia label since 1941. He conducted many works by Schubert, Strauss, Mozart, Bruckner and Mahler, as well as the complete Beethoven and Brahms cycles.

Philips Adds 3 Distributions

CHICAGO - Philips Records added three new distributors to its distribution network, Lou Simon, Philips sales manager, announced last week. They are Irwin R. Fink, All State New Jersey, Inc., Newark, N. J.; Dick Holm, Music Service, Great Falls, Mont., and Shelly Harms and Harvey Korman, Great Lakes Record Distributing, Inc., Cleveland.

Stanley Adams, Clyde Wallichs, Herb Gottlieb, Bob McCluskey (of BMW), Willie Bryant, Jimmy McHugh and Herman Finlestein.

Hurst is the author of the book "The Record Industry," a reference book covering all aspects of the disk business, and subtitled "How to Make Money in the Record Industry." Co-writer is William S. Hale.

*Overnight!!  
The Biggest  
Instrumental of the  
Year!*

# JAM PART 1

# BOBBY

# GREGG

# AND HIS FRIENDS

COTTON 1003

THE BIG ONES ARE ON CAMEO/PARKWAY

# MERCURY'S DAVID CARROLL MONTH + 2

Mr. MUSIC  
Mr. STEREO  
Mr. DANCE  
Mr. PERCUSSION  
Mr. STRINGS

is Mr. MONEYMAKER for you

a profit team that can't be topped

Mercury's Great Albums • David Carroll's Great Talents



• Led by David Carroll's latest, "Let's Dance to the Movie Themes," and the "David Carroll Galaxy," it's an explosive array of entertainment.

• There's solid dance music, show tunes, waltzes, percussion, Latin beats, French lilt, string, tunes from the Far East . . . something for every one of your customers.

• All are recorded by Mercury, the master producer of albums, with an eye towards profits for you. They'll build traffic . . . they'll play tunes for your cash register.

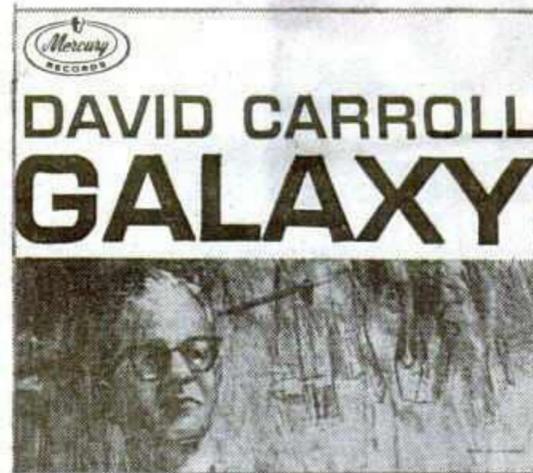
## DAVID CARROLL HIT ALBUMS

Waltzes, Wine & Candlelight	MG 20086
Toe Tappers	MG 20064
Waltzes, With David Carroll & His Orchestra	MG 20121
Shimmering Strings	MG 20154
Percussion In Hi Fi	MG 20166/SR 60003
Let's Dance	MG 20281/SR 60001
The Feathery Feeling	MG 20286/SR 60026
Dance & Stay Young	MG 20351/SR 60027
Repercussion	MG 20389/SR 60029
Show Stoppers From The Fabulous Fifties	MG 20411/SR 60060
Let's Dance Again	MG 20470/SR 60152
Solo Encores	MG 20503/SR 60180
Let's Dance Dance Dance	MG 20649/SR 60649
Mexico & 11 Other Great Hits	MG 20660/SR 60660
Latin Percussion	PPS 2000/6000
Percussion Orientale	PPS 2002/6002
Percussion Parisienne	PPS 2008/6008
All The World Dances	PPS 2022/6022



(MG 20688/SR 60688)

"Let's Dance to the Movie Themes" the latest and hottest new album from the baton of David Carroll. Longtime Carroll fans will love this and it'll make thousands of new ones.



(MG 20690/SR 60690)

"David Carroll Galaxy" . . . the album that gives your customer selections from some of this great artist's finest records. Available in monaural or stereo at only **99¢**

**NATIONAL ADS** will appear in New Yorker—Two Full Pages • Time—Full Page • Show—Full Page **ALL SELLING DAVID CARROLL**

## SALES STIMULATORS . . .

Mercury has gone all out on sales ammunition for David Carroll albums. Included are these power-packed, customer-appealing aids:

1. Complete four-color window display kit including center window piece, two side cards, mobile complete with string and hook and wall or window banner. Also six die cut jacket easels, illustrating Carroll's versatility.
2. Special David Carroll order form.
3. Die cut jacket easels on the two new albums.
4. Special, two-color David Carroll consumer folder illustrating all David Carroll albums.
5. Large, two-color wall streamers spotlighting David Carroll as Mr. Stereo, Mr. Dance, Mr. Music.

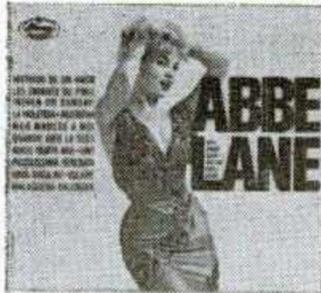
## HERE'S HOW DAVID CARROLL WILL MAKE YOU MONEY

1. **FREE MERCHANDISE BONUS!** For every six David Carroll records purchased from the above list, the dealer may select one additional record at no charge.
2. **BUY NOW . . . PAY LATER!**
3. **ORDER WITH CONFIDENCE!** All purchases made under the David Carroll plan are 100% exchangeable, the exchange being permissible between June 1, 1962 and June 15, 1962. Exchange can be made for any album in a like category of price.

**NOTE:** Because of the special low price for the demonstration record (David Carroll Galaxy, MG 20690/SR 60690) suggested list is 99 cents. Merchandise bonus plan does not apply to this album.



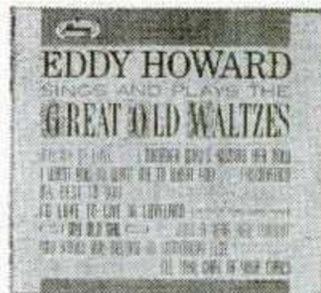
**14 BRAND NEW SOLID ALBUMS FROM MERCURY'S GREAT ARTISTS**



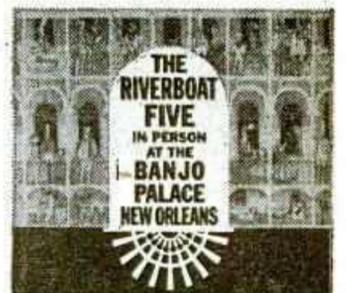
Abbe Lane SR 60643/MG 20643



Country & Western Golden Greats-Rusty Draper SR 60657/MG 20657



Eddy Howard Sings & Plays The Great Old Waltzes SR 60665/MG 20665



The Riverboat Five In Person At The Banjo Palace In New Orleans SR 60670/MG 20670



Jose Melis Plays His TV Favorites SR 60683/MG 20683



Presenting The Buddy De Franco-Tommy Gumina Quartet SR 60685/MG 20685



The Golden Hits of Bill Kenny & The Ink Spots SR 60691/MG 20691



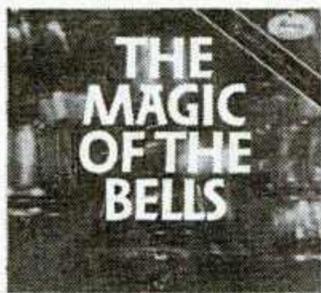
Slappy White At The Playboy Club SR 60692/MG 20692



Spanish Fire-Los Chavales De Espana PPS 6025/2025



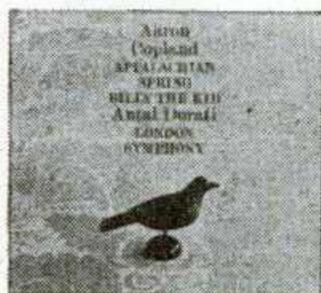
The Brilliant Sound of Pianos & Percussion-Caesar Giovannini PPS 6026/2026



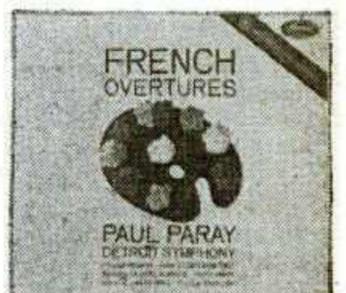
The Magic Of The Bells-Lefevre SR 90189/MG 50189



Shostakovich Symphony No. 5-Minneapolis Sym. SR 90060/MG 50060



Copland, Appalachian Spring; Billy The Kid-London Sym. SR 90246/MG 50246



French Overtures-Detroit Sym. SR 90247/MG 50247



**Get on this Profit Band-Wagon too . . .**

**A HIGHLIGHT SELECTION OF 36 TOP ALBUMS FROM THE VAST MERCURY CATALOG**

each one of these selections is shooting up the charts or will be soon.

- Improvisations To Music-Nichols & May SR 60040/MG 20376
- Sil Austin Plays Pretty For The People SR 60096/MG 20424
- Golden Hits-Patti Page SR 60495/MG 20495
- Frankie Laine's Golden Hits SR 60587/MG 20587
- Jose Melis On Broadway SR 60610/MG 20610
- Smothers Bros. at the Purple Onion SR 60611/MG 20611
- For Lonely Lovers-Dinah Washington SR 60614/MG 20614
- Patti Page Sings Country & Western Golden Hits SR 60615/MG 20615
- My Heart Sings-Sarah Vaughan SR 60617/MG 20617
- If You Believe-Brook Benton SR 60619/MG 20619
- George Jones' Greatest Hits SR 60621/MG 20621
- Guitar's Greatest Hits-Tom & Jerry SR 60626/MG 20626
- Roman Holiday-Dick Contino SR 60635/MG 20635

- September In The Rain-Dinah Washington SR 60638/MG 20638
- Great Organ Hits-Eddie Layton SR 60639/MG 20639
- King of Kings-Clebanoff SR 60640/MG 20640
- Boll Weevil Song-Brook Benton SR 60641/MG 20641
- I'll Save The Last Dance For You-Damita Jo SR 60642/MG 20642
- Golden Hits-Tony Martin SR 60644/MG 20644
- Sarah Vaughan's Golden Hits SR 60645/MG 20645
- Jose Melis In Movieland SR 60648/MG 20648
- Chart Winners-Various Artists SR 60651/MG 20651
- Lush Side Of Cannonball Adderley SR 60652/MG 20652
- Clyde McPhatter Sings The Golden Blues Hits SR 60655/MG 20655
- Jan August Styles The Great Pop Piano Classics SR 60659/MG 20659

- An Evening With Mike Nichols & Elaine May OCS 6200/OCM 2200
- Step We Gaily-Jimmy Shand & Band SRI 603/MGI 203
- Balalaika-Svetlanoff & Poustylnikoff SRI 604/MGI 204
- Khachaturian Gayne Ballet-London Sym. SR 90209/MG 50209
- Chabrier Espana-Detroit Sym. SR 90212/MG 50212
- Schubert Unfinished Symphony-Minneapolis Symphony SR 90218/MG 50218
- The Composer & His Orchestra-Eastman-Rochester SR 90267/MG 50267
- Rachmaninoff Third Piano Concerto-London Symphony SR 90283/MG 50283
- Sousa On Review-Frederick Fennell SR 90284/MG 50284
- Wellington's Victory-London Sym. LPS 9000/5000
- Adam: Giselle-London Sym. SR 2-9011/OL 2-111

**PROFIT METHODS ON THE NEW MARCH RELEASE**

1. FREE 10% MERCHANDISE BONUS! For every nine of the new March release albums purchased, the dealer may select one additional album at no charge.
2. BUY NOW . . . PAY LATER!
3. ORDER WITH CONFIDENCE! All albums in the March release ordered under this plan are subject to the normal 10 per cent exchange privilege. In order to qualify for this merchandise bonus and dating your first order has to be placed by March 21, 1962 (Plan runs from March 1, 1962 to April 15, 1962). Once you have placed foregoing initial order all subsequent orders until close of plan will qualify for bonus merchandise, dating and exchange privilege.

**THESE WILL HELP YOU SELL:**

1. For the 14 new March releases, Mercury is using die cut jacket easels on all items. Special order forms. Presentation cover books.
2. On the Highlight albums, you'll get consumer illustrated folders. Special order forms.



## BAVARIANS MAKE PITCH AS EUROPE'S NASHVILLE

MUNICH—This city is cultivating a hankering to be the country musical capital of the Continent. The Bavarians, atrociously ill-informed in matters of c.&w. semantics, proudly call themselves "Bavarian hillbillies," a reference to their affection for country music.

Bavaria's indigenous dance specialty—the Schuhplatter—is being reworked to pass as a square dance. For the Germans generally cannot get enough country music—literally. The supply of c.&w. here is so restricted in relation to demand that German producers are finding a ready market for their own conception of c.&w.—for example, Ricky Nelson has just come out in London with an original German title by Heinz Kiessling and Hans Bradtke, "Come Back, Carolina." Polydor has just recorded Willy Millowitsch and the Kurt Edelhagen orchestra in "Texas Billy."

So powerful do the Germans pine for country music that an ex-GI, Bill Ramsey, has become a top German recording artist solely because of his rendition of c.&w. Ramsey's latest title is "Old Johnny War ein Wunderkind," sung, says the title, by "Hilly Billy Banjo Bill."

### Country Sound

The Germans have developed an original c.&w. personality in Jupp Schmitz, who is billed "Jupp Schmitz Aus Koeln Singt." One of Jupp's latest titles is "Handcuffs Ballad." Schmitz presides over a musical aggregation known as "Jupp Schmitz and His Backyard Musicians."

There is intense admiration in Germany for Roy Acuff and Hank Snow, but the Germans claim that when the Snow-Acuff forces are in this country they concentrate on the U. S. military forces (which the Germans understand) but then have little time for all-German audiences.

German country music circles will attempt to arrange for an extended tour of West Germany and West Berlin by the "Grand Ole Opry" troupe. The proposed tour would be coupled with high-voltage promotion for c.&w. in the authentic American version.

The country music boom has been spurred in this country in part by the U. S. Armed Forces. C.&w. leads GI listening tastes on the American Forces Network (AFN) in Germany by a wide margin. Purchasing of c.&w. disks also top all disk purchasing in the post exchange.

## One Artist Disk Shows Key New Air Formats

By JUNE BUNDY

NEW YORK — Radio stations across the country are on a Johnny-One-Note kick these days—airing the works of one artist and in one case a single disk—on marathon broadcasting schedules.

Station WINS here started it all a couple of weeks ago when it heralded a switch-over from Top 40 to sweet music by playing Frank Sinatra wax for 66 hours in succession. Since then, more than 14 stations, including outlets in Melbourne, Australia, Hawaii and Ra-

### Copyr't Registrations Break Million Mark In '61 for First Time

WASHINGTON — Copyright registrations reported by the Copyright Office for fiscal 1961 showed that Americans are on a steadily rising curve of creativeness. Registrations totaled 247,014, a rise of 3,088 from the previous fiscal year. Fees paid to the Copyright Office for registrations and related services passed the million-dollar mark for the first time, totaling \$1,012,231.

Major development reported for fiscal 1961 is the 227-page report of the Register of Copyrights on the general revision of the U. S. Copyright law, based on a series of 34 studies of the 1909 Copyright Act. (Aspects of vital interest to music copyright such as possible abolition of compulsory licensing, full damages for mechanical infringement, etc., could be included in final draft of revision legislation, and might reach committee consideration in the early part of the 88th Congress.)

The Library of Congress now has a total of 116,700 phonograph records, and over 2,000,000 volumes and pieces of music, mainly printed, but including a notable collection of composers' holographs.

dio Free Europe, have set up similar Sinatra marathons.

### Sinatra Spread

Among the U. S. stations scheduling Sinatra-only broadcasts are KOL, Seattle; WKAZ, Charlotte, W. Va.; KFVB, Hollywood; WLOF, Orlando, Fla.; WITH, Baltimore; WDRC, Hartford, Conn.; and KORL, Honolulu, Hawaii. Ted Steele, general manager of WINS, taped special spots for the Radio Free Europe and Australian marathons.

### Bands Too

Last week, WINS launched another marathon—this time featuring only Bing Crosby disks; while Bill Randle, WCBS, New York, played two hours and 45 minutes of Glenn Miller records, and WVIP, Mt. Kisco, N. Y., scheduled a "Percy Faith Marathon" to hasten the trend back to the big bands.

Out in Hollywood, KHJ staged a three-hour "Special Project" honoring Les Brown and his ork last week. The station pays a tribute on this show every month to a dif-

(Continued on page 33)

### BMW Who's Who Omits 'Calcutta' Hit

NEW YORK—It has been called to our attention that the December 25, 1961, "Who's Who in the World of Music" section of BMW inadvertently omitted an important European tune from the feature titled "International Tunes That Became Hits in America in 1961." This feature appeared on page 97 of "Who's Who."

The tune which should definitely have appeared was "Calcutta," which originated in Germany where the original copyright was held by Rolf Budde Musikverlage of Berlin. The American publishing rights were held by Pincus-Symphony House, ASCAP, and the version that hit the "Hot 100" was that by Lawrence Welk on Dot.

## Code Chief Raps Air Programming

WASHINGTON — The radio listening public is "still being victimized by the poor programming and shoddy practices of a large segment of the industry which has no interest in standards and feels no compulsion to observe them." So said Robert D. Swezey, new director of code authority at the Seventh Annual Conference of State Association presidents held here by the National Association of Broadcasters last week.

Swezey belted defaulters among the broadcasters for non-adherence to the code when he said the public had a right to question the "self-discipline" claims of the industry. These claims collapse when quiz and payola scandals occur and when "you cram oddly assorted, blatant commercials into every available niche and cranny in the program schedules," said Swezey.

Swezey praised Governor Collins, president of NAB, for his call to arms on code strengthening and adherence by members. But they were "not to kid themselves" that the code was anything like the effective instrument, at this point, which Collins and others in the industry hoped it would become.

There are "tremendous holes" in membership and in subscription to the code, said Swezey. Radio membership totals 1,155 AM and 320 FM stations, which represents only 55 per cent of total NAB membership, and only 32 per cent of all stations in the industry. In TV, 94 per cent of NAB members belong, representing 70 per cent of the total TV stations, said Swezey, but even in their case, wide gaps exist between the ideal subscriber and actual conditions, due in part to the lack of local control over network programming.

Swezey held out the possibility that stations might be asked to furnish the Code Authority with copies of their master logs from time to time for analysis. The Broadcast Advertising Reports, which has done the monitoring for a comparatively modest price, proposes a steep raise in fees—and it may be too steep. Swezey said that to make the code really effective, the industry would have to provide a good deal of money and manpower.

## Leave of Absence For Ed Grassick

NEW YORK—Ed Grassick, advertising traffic manager at BMW for the past few years, has taken an extensive leave of absence to recover from a lengthy illness. Grassick joined BMW in 1944, originally working out of BMW's Hollywood office in advertising sales. He came to the New York office in a top sales slot in 1950, and moved to the traffic desk in 1958. Prior to joining BMW, Grassick was in the restaurant business as manager of Helsing's Vodvil Lounge.

### VeeJay Eastern Rep Post to G. Catherman

NEW YORK—E. G. Abner Jr., president of VeeJay Records, this week announced the appointment of Gene Catherman as Eastern regional sales director, completing a nationwide network of regional sales reps for the firm. Catherman was last assistant sales manager with Hopkins Equipment Company, Atlanta distributor, and previous to that spent three years as sales manager of Southland Distributing, Atlanta. He also spent three years as sales manager of Leonard Smith, Inc., Albany.

Martin (Redd) Schwartz, national promo director for VeeJay, will continue to base in New York, traveling the entire country from the East.

## MUSIC AS WRITTEN

### DREYER EXPANDS MANAGEMENT . . .

Dave Dreyer, manager of Brook Benton, has expanded his activities with the signing of a flock of new talent. Dreyer is now managing in addition to Benton, the Marcells (Colpix), the Echoes (Mercury), Ruth Brown (Philips), and Trudy Bell (Philips).

### BIG THREE STREAK CONTINUES . . .

The Big Three Music Corporation has kept its streak intact for the Oscar Derby. "The Love Theme From El Cid" and "Bachelor in Paradise," both published by the Big Three, were nominated for the "Best Song" award. At least one Robbins, Feist or Miller song has been nominated each year since 1936, two years after the founding of the Academy. The Big Three is also represented in the "Best Score" category with the musical score from "El Cid."

### MORRIS SEEKS DISK TALENT . . .

The William Morris Agency last week launched a series of Thursday night auditions in a move to find and develop new talent in the pop record field. The auditions, which are held from 6 to 9 p.m., are supervised by Roz Ross, Jerry Brandt and Paul Cantor. They reflect the renewed expansion of the agency's activity in the personal appearance and disk fields.

### NEW OFF-BROADWAY MUSICAL . . .

"Half Past Wednesday," a new musical based on the fairy tale "Rumpelstiltskin" opens at the Orpheum Theater in New York April 2. Music and lyrics to most of the songs were penned by Bob Colby, with some co-lyrics by Nita Jonas. Book is by Anna Marie Barlow, and producers are Hal Raywin and Jerome Rudolph. Gene Baylis is staging and choreographing the show. (Note to publishers: score is still uncommitted.)

Teddy Randazzo opened the Thunderbird, Las Vegas, March 9. . . . Publisher of "Once Upon a Time," new Vic Damone disking, is Morely Music, ASCAP. . . . Skitch Henderson led the Scranton Philharmonic in the first performance of Boris Blacher's Viola Concerto, with Beatrice Brown, principal violist as soloist, March 5. . . . Bobby Rydell returns to the U. S. March 12 from his world-wide tour which has taken him to Australia, New Zealand, the Far East, and Europe.

### New York

Prestige Records is setting up a branch office in Chicago under the direction of Benny Robles. . . . Rusty Warren opens Atlanta's Copa Club April 17. . . . Chris Connors opens in Birdland, New York, March 9. . . . Sonny Rollins and his combo open the Jazz Workshop in San Francisco, March 6. . . . Barney Grant (John Leo Younger) passed away in Australia January 25. He was a vaudeville and radio vet, and had just returned to Sydney from New Zealand with the "Yellzapoppin'" show, when he had his fatal attack. . . . Carlton Records purchased a Carol Hughes recording of "Hello Heartbreak" produced by Phil Springer and Buddy Kaye. . . . Menahem Heilicher, father of Amos and Danny Heilicher, heads of the distrib firms in Minneapolis and Miami, died Saturday (24) from auto injuries. . . . Liberty Records has signed Kathy Jay, new thrush managed by Danny Kessler.

Carl Deane is the new Eastern promotion manager for L.P. Sales Corporation, distributor of Riverside lines. . . . Jerry Butler is set for the Cat and the Fiddle in Nassau this summer. . . . Judy Lynn has signed with United Artists. . . . Robert Goulet will debut at New York's Persian Room in November. . . . Ken Hecht has been named executive vice-president of Saul Weinstein's firm, Trans-Disc of Boston, to head a.&r. sales and promotion for the firm's many labels.

Mike Shepherd has joined Kent Records as promotion and sales exploitation chief. . . . Monte Kay has gotten under way with a series of jazz concerts at New York's YWHA. Kay is also skedding a series of jazz bashes for Lincoln Center in New York next season. . . . Stan Soifer has formed the Poplar label in New York. . . . Bill Cook, manager of Roy Hamilton, has signed an indie producing deal with Columbia Records.

Frank Stuart has started the Bear label here. . . . Tom Catalano, merchandise manager of single records at Columbia, married Betty Snowden, in January. Mrs. Catalano was formerly executive assistant to Debbie Ishlon, head of creative services at the firm. . . . The personal management firm of Tom Sheils and Al Bruno, have opened new offices on both coasts. Firm handles Jimmy Dean, the Modernaires, among others. . . . Barry Freeman is handling promotion for Jubilee and Jay-Gee Records on the West Coast. . . . Alegre Records has moved to new offices in the Bronx. . . . Johnny Tillotson has joined the U. S. Army.

Tommy Graham and Joe Hanley have formed a record producing firm in Washington. First disk was made for the Pac label of Washington and features the Hot Tamales. . . . Phil Cohan has formed a public relations firm in New York. Cohan was formerly press and PR rep for CBS.

Bob Rolontz

### Nashville

Ernest Tubb Record Shop's Jack Bauman infoes that Archie Campbell's Starday album, "Bedtime Stories for Adults," is "outselling any album in the store." . . . RCA Victor spokesman reported good sales are happening for the new Chet Atkins album, "Down Home," Anita Kerr Singers' "The Nashville Hit Sound," Porter Wagoner's "A Slice of Life" and Jimmie Driftwood's "Driftwood at Sea." . . . Recently at the RCA Victor Studio, working on albums, were Eddy Arnold, Chet Atkins, Floyd Cramer and Skeeter Davis and Porter Wagoner, completing a duet album for Victor. . . . Sue Thompson was in RCA Victor Studio recently for a Hickory date; Ira Stanphill cut an album for John T. Benson Publishing Company's Heartwarming label, and the Trevecca College Choir and the Tennesseans Quartet also etched religious albums for Heartwarming.

(Continued on page 36)

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

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

- 1 LET'S TWIST AGAIN—Chubby Checker (Fermata); Richard Anthony (Odeon)—Kalm Music-Fermata
2 DEL TIEMPO I MAMA—Los Chalchaleros (Victor)—Korn
3 DEL TIEMPO I MAMA—Quilla Huasi (Philips); Salabina (Sicamericana)—Korn
4 COME SEPTEMBER—Billy Vaughn (Dot-Sicamericana); Jose Carli (Columbia); Stirlin Brandy (Tonodisc)—Adaris Music-Fermata
5 NO EXISTE EL AMOR—Adriano Celentano (Microfon); Tony Vilar (Columbia)—E.A.R.—Fortissimo
6 MAMI—Ambar la Fox (Odeon); T.N.T. (Victor)—Korn
9 LA BALLADA DALLA TROMBA—Gastone Parigi (Microfon)
8 BRIGITTE BARDOT—Burt y los ritmicos (Odeon); Yuyu Da Silva (Victor)—Fermata
7 ESCANDALO—Roberto Yanes (Columbia); Antonio Prieto (Victor)—Pam-Edami
3 DEL TIEMPO I MAMA—Tomas Campo (Columbia)—Korn

AUSTRALIA

(Courtesy Music Maker, Sydney)

- 1 THE TWIST—Chubby Checker (HMV)—Alberts
6 MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Essex
2 LET THERE BE DRUMS—Sandy Nelson (London)—Alberts
3 MULTIPLICATION—Bobby Darin (London)—Belinda
5 LITTLE BITTY TEAR—Burl Ives (Festival)—Acuff-Rose
6 MY BOOMERANG WON'T COME BACK—Charlie Drake (Parlophone)—Leeds
4 STRANGER ON THE SHORE—Acker Bilk (Columbia)—Chappells
9 RUN TO HIM—Bobby Vee (London)—Leeds
7 NORMAN—Sue Thompson (Hickory)—Acuff-Rose
10 TAKE FIVE—Dave Brubeck (Coronet)—Southern
11 HAPPY BIRTHDAY SWEET SIXTEEN—Neil Sedaka (RCA)
12 MOON RIVER—Jerry Butler (Top Rank)—Chappell's
13 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)—Belinda
8 THE LION SLEEPS TONIGHT—The Tokens (RCA)—D. Davis
15 LOVE ME WARM AND TENDER—Paul Anka (RCA)

AUSTRIA

- 1 THE TWIST—Chubby Checker (Columbia)
2 MEXICO—Bob Moore (London)
3 EINE INSEL FUR ZWEI—Connie Francis (MGM)—Herman Schneider
4 SAUERKRAUT POLKA—Gus Backus (Polydor)—Herman Schneider
5 PEPITO—Los Machacambos (Decca); Roberto Delgado (Polydor)—Southern-Weltmusik
6 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)
7 ICH BIN AUF DEM WEG ZU DIR—Britta Martell (Polydor)
8 ROCK-A-HULA BABY—Elvis Presley (RCA)
9 LAST DANCE—John Buck (Warner Bros.)
10 MY BONNIE—Tony Sheridan (Polydor)

BRAZIL

\*Denotes local origin

- 1 POEMA—Renato Guimarães (Chantecler)—Sete Notas
2 QUEM EU QUERO NAO ME QUER Raul Sampaio (RGE)—Euterpe
3 PALAVRAS DE AMOR—Alcides Garardi (Columbia)—Elam
4 ESCANDALO—Cauby Peixoto (RCA)—Iraos Vitale
5 JUNTINHOS E MELHOR—Emilinha Borba (Columbia)—Mundo Musical
6 FICA COMIGO ESTA NOITE—Nelson Gonçalves (RCA)—Euterpe
7 RANCHO DAS FLORES—Banda Bombeiros (Odeon)
8 THE TWIST—Chubby Checker (Fermata)—Fermata
9 TENHO CIUME DE TUDO—Orlando Dias (Odeon)—Euterpe
10 AMOR EM CHA CHA CHA—Fernando Costa (Columbia)—Mundo Musical

BRITAIN

(Courtesy New Musical Express, London)

- 1 LET'S TWIST AGAIN—Chubby Checker (Columbia)—West One
2 THE YOUNG ONES—Cliff Richard (Columbia)—Harms-Witmark
3 MARCH OF THE SIAMESE CHILDREN—Kenny Ball (Pye)—Williamson
4 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)—Manor
5 TELL ME WHAT HE SAID—Helen Shapiro (Columbia)—Ardmore & Beechwood
6 WIMOWEH—Karl Denver (Decca)—Essex Music
7 ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda Music
4 FORGET ME NOT—Eden Kane (Decca)—Essex Music
6 WALK ON BY—Leroy Van Dyke (Mercury)—MCPS
9 CRYING IN THE RAIN—Every Bros. (Warner Bros.)—Aldon
8 A LITTLE BITTY TEAR—Burl Ives (Brunswick)—Acuff-Rose
12 WONDERFUL LAND—Shadows (Columbia)—Frances Day & Hunter
16 SOFTLY AS I LEAVE YOU—Matt Monro (Parlophone)—Robbins
12 STRANGER ON THE SHORE—Acker Bilk (Columbia)—Sherwin
15 HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA)—Aldon
18 PEPPERMINT TWIST—Joey Dee (Columbia)—Jewel Music
17 RUN TO HIM—Bobby Vee (London)—Aldon
20 I'LL SEE YOU IN MY DREAMS—Pat Boone (London)—Frances Day & Hunter
25 A HOLE IN THE GROUND—Bernard Cribbins (Parlophone)—Noel Gay
14 I'D NEVER FIND ANOTHER YOU—Billy Fury (Decca)—Nevins-Kirshner
21 THE WANDERER—Dion (HMV)—Dominion
22 JEANNIE—Danny Williams (HMV)—Kassner
23 LESSONS IN LOVE—Allisons (Fontana)—Eugene Music
24 RING-A-DING GIRL—Ronnie Carroll (Philips)—Good Music
25 LESSON ONE—Russ Conway (Columbia)—Clover-Conway
26 THE COMMANCHEROS—Lionie Donegan (Pye)—Robbins
24 DON'T STOP TWIST—Frankie Vaughan (Philips)—Davan
28 TWISTIN' THE NIGHT AWAY—Sam Cooke (RCA)—Kags
28 TONIGHT—Shirley Bassey (Columbia)—Chappell
30 MULTIPLICATION—Bobby Darin (London)—Burton
30 PIANISSIMO—Ken Dodd (Decca)—Peter Maurice

ERIE

(Courtesy Dublin Evening Mail)

- 1 THE YOUNG ONES—Cliff Richard (Columbia)—Harms-Witmark
2 ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda
3 LET'S TWIST AGAIN—Chubby Checker (Columbia)—West One
4 THE TWIST—Chubby Checker (Columbia)—K.P.M.
5 FORGET ME NOT—Eden Kane (Decca)—Essex
6 A LITTLE BITTY TEAR—Burl Ives (Brunswick)—Acuff-Rose
7 HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA)—Aldon
8 LONESOME—Adam Faith (Parlophone)—Essex
9 MULTIPLICATION—Bobby Darin (London)—Burton
10 JOHNNY WILL—Pat Boone (London)—Blossom

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

- 1 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
2 MEXICO—Bob Moore (London)—World
3 JAMBALAYA—Fats Domino (Imperial)—Chappell
4 KISSIN' TWIST—Jack Hammer (Ronnex)—Globe Music
5 THE FLY—Chubby Checker (Columbia)—Belinda
6 WALKING BACK TO HAPPINESS—Helen Shapiro (Columbia)—Ardmore & Beechwood
7 HOOR MIJN LIED, VIOLETTA—Bobbjeaan Schoepen (Decca)—World Music

- 5 PEPPERMINT TWIST—Joey Dee (Roulette)—World
9 DE BEDELAAR VAN PARIJS—Jerry en Mary Bey (Philips)—Benelux
10 NO MORE—Elvis Presley (RCA-EP)

FRANCE

\*Denotes local origin

- 1 LE TWIST/LET'S TWIST AGAIN—Johnny Halliday (Philips); Richard Anthony (Columbia); Golden Guitars (Ricordi)—Salvet
2 TU AIMES LE TWIST/NOUS QUAND ON'S EMBRASSE—Johnny Halliday (Philips)—Tutti
3 YA YA TWIST—Petula Clark (Vogue); Johnny Halliday (Philips)—Semi
4 PEPPERMINT TWIST—Les Chaussettes Noires (Barclay); Vince Taylor (Barclay)—Semi
5 LES PARISIENNES—Johnny Halliday (Philips)—French Music
6 J'AI TORT/IL FAUT SAVOIR—Charles Aznavour (Barclay)—French Music
8 LA BAMBA/PEPITO—Los Machucambos (Decca)—Francis Day
9 HIT THE ROAD JACK—Ray Charles (Vega)
10 THE LION SLEEPS TONIGHT—Henri Salvador (Salvador-Philips)
LE MEXICAIN—Marcel Amont (Polydor)

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine—Mechelen)

- Two Weeks Ago
1 VIENS DANSER LE TWIST—Johnny Halliday (Philips)—Belinda
2 LES MILLIONS D'ARLEQUIN—Francis Linel (Ricordi)—Raoul Breton
3 ROMEO—Petula Clark (Vogue)—Raoul Breton
4 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
5 YOU DON'T KNOW—Helen Shapiro (Columbia)—World Music
6 TWIST A ST. TROPEZ—Les Chats Sauvages (Pathe)—Chappell
7 PEPPERMINT TWIST—Joey Dee and the Starliters (Roulette); \*The Cousins (Palette)—World
11 THE FLY—Chubby Checker (Columbia)—Belinda
5 HIT THE ROAD, JACK—Ray Charles (ABC-Paramount)—Beuscher
7 DANG DANG—The Cousins (Palette)—World

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

- 1 MEXICO—Bob Moore (London)—R. M. Siegel
2 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Melodie der Welt
3 SAUERKRAUT POLKA/ALLE SCHOTTEN SPAREN—Gus Backus (Polydor)—Montana/Wehle
2 STRIPTEASE SUSI/MAMA HOL' DEN HAMMER—Ralf Bendix (Columbia)—Gerig/Peer
3 HAMMERCHEN POLKA—Chris Howland (Columbia)—Gerig
6 HAWAII TATTOO—The Waikikis (Telefunken)—Trumpf
7 GELD WIE HEU/JOHNNY WILL—Gerd Botthcher (Decca); Pat Boone (London)—Budde
8 ELISABETH SERENADE—Ron Goodwin (Odeon); Gunther Kallmann Choir (Polydor)—Heinrichshofen
9 SCHWARZE ROSE, ROSEMARIE—Peter Kraus (Polydor)—Gerig
10 EINE INSEL FUR ZWEI/DAS IST ZUVIEL—Connie Francis (MGM)—Tonleiter/Francon
11 ZWEI KLEINE ITALIENER—Jan und Kjeld (Ariola); Conny (Columbia)—Intro
12 LILI MARLEEN—Billy Vaughn (London); Connie Francis (MGM)—Apollo
13 LAST DANCE—John Buck (Warner Bros.)—Melodie der Welt
14 DAS WAR DIE LADY CHATTERLEY—Die Shock-Kings (Carina)—Aberbach
15 ZWEI GITARREN AM MEER—Billy Vaughn (London)—Tempoton
16 WEISSE ROSEN AUS ATHEN—Nana Mouskouri (Fontana)—Kassner
17 THE PEPPERMINT TWIST/POPOCATEPETL TWIST—Caterina & Silvio (Decca)—Schaeffers

- 17 VIOLETTA—Jorgen Ingmann (Metronome)—Robitscheck
19 DER HAFEN—CASANOVA—Vico Torriano (Decca)—Budde
20 THE TWIST—Chubby Checker (Ariola/Columbia)—Gerig
20 LET'S TWIST AGAIN—Chubby Checker (Ariola/Columbia)—Aberbach

HOLLAND

(Courtesy Plateneuws, Amersfoort)

- 1 MEXICO—Bob Moore (London); Willy Schobben (Artone)
2 LITTLE SHIP—\*The Blue Diamonds (Decca)—Belinda
3 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Belinda
4 MIDNIGHT IN MOSCOW—\*The New Orleans Syncopaters (Storyville)
5 WALKING BACK TO HAPPINESS—Helen Shapiro (Columbia)—Basart
6 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (Cadence)—Belinda
7 THE TWIST—Chubby Checker (Columbia)
8 MAMMA—Robertino (CNR)—Basart
9 TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Philips)—Benelux Music
10 DE BEDELAAR VAN PARIJS—\*Jerry and Mary Bey (Philips)—Benelux Music

HONG KONG

(Courtesy Juke Box Magazine—Mechelen)

- 1 YUM YUM CHA CHA—Roberta Shore (Dot)
8 COME SEPTEMBER—Billy Vaughn (Dot)
1 LOVE ME WARM AND TENDER—Paul Anka (RCA)
2 I WANNA THANK YOU—Bobby Rydell (Cameo)
10 THE NIGHT I CRIED—Brian Hyland (ABC-Paramount)
5 LET THERE BE DRUMS—Sandy Nelson (Imperial)
7 TRADE WINDS—Dodie Stevens (Dot)
8 LET'S TWIST AGAIN—Chubby Checker (Parkway)
9 I'LL SEE YOU IN MY DREAMS—Pat Boone (Dot)
10 DON'T BE AFRAID—Bobby Rydell (Cameo)

ISRAEL

(Courtesy Kol Israel Broadcasting)

- 1 TOWER OF STRENGTH—Frankie Vaughn (Philips)
2 THE LION SLEEPS TONIGHT—The Tokens (RCA)—Cromwell
3 BIG BAD JOHN—Jimmy Dean (Philips)
4 LET'S TWIST AGAIN—Chubby Checker (Columbia) Parkway Records/Kalman Music
5 THE GYPSY ROVER—The Highwaysmen (United Artists)—Box & Cox Music
10 MULTIPLICATION—Bobby Darin (RCA)—Adams
7 THERE'S A HOLE IN THE BUCKET—Yona Atari-Yosy Banay (Israphon)—ACUM
8 NO MORE—Elvis Presley (RCA)—ASCAP
9 IL FAUT SAVOIR—Charles Aznavour (Barclay)—French Music
10 THE YOUNG ONES—Cliff Richard (Columbia)—Harms-Witmark, Ltd.

ITALY

(Courtesy Musica e Disci, Milan)

- 1 TANGO ITALIANO—Milva (Cetra); Sergio Bruni (VdP)—Southern
2 ADDIO ADDIO—Domenico Modugno (Fonit); Claudio Villa (Cetra)—Curci
3 QUANDO QUANDO QUANDO—Tony Renis (VdP); Emilio Pericoli (Ricordi)—Ricordi
4 WHEELS—Billy Vaughn (London) Bridge
5 PEPPERMINT TWIST—\*Adriano Celentano (Jolly); Joey Dee (Roulette)—Southern
6 STANOTTE AL LUNA PARK—Milva (Cetra)—C. A. Rossi
7 GONDOLI' GONDOLA—Sergio Bruni (VdP); Ernesto Bonino (Meazzi)—Ricordi
8 MOON RIVER—\*Nico Fidenco (RCA); \*Michelino (Primary)—Ricordi
9 LET'S TWIST AGAIN—\*Peppino Di Capri (Carisch); Chubby Checker (GC)—Aberbach
10 THE JET—Peppino Di Capri (Carisch); Chubby Checker (GC)—Aberbach

- 10 LIKE I DO—Nancy Sinatra (Reprise)
14 TOWN WITHOUT PITY—Gene Pitney (UA)—Resolute
13 CAN'T HELP FALLING IN LOVE—Elvis Presley (RCA)
15 LA BALLATA DELLA TROMBA—Nina Rosso (Titanus)—Titanus
9 NATA PER ME—Adriano Celentano (Jolly)—Edit

JAPAN

(Courtesy UTAMATIC, Tokyo)

- 1 AME NO HANAZONO—Nakasone Miki (King)—King
2 KOSHU—Matsushima Akira (Victor)—Victor
3 GOING HOME TO MARY LOU—Neil Sedaka (Victor)—Victor; Kiyohara Takeshi (Victor)—Victor
4 LOUISIANA MAMA—Fujiki Takashi (Teichiku)—Teichiku
5 YOU DON'T KNOW—Helen Shapiro (Columbia)—Columbia; Hirota Mieko (Toshiba)—Toshiba
9 GARASU NO JOHNNY—AI George (Teichiku)—Teichiku
6 KIMI KOISHI—Frank Nagai (Victor)—Victor
8 ERIKO—Hashi Yukio (Victor)—Victor
8 HITORI TABI—Matsushima Akira (Victor)—Victor
7 UEO MUI TE ARUKOO—Sakamoto Kyu (Toshiba)—Toshiba

MEXICO

(Courtesy Audiomusica, Mexico)

- 1 EL LOCO—Javier Solis (Columbia)—Pham
2 MULTIPLICATION—Bobby Darin (Gamma)—Pending
3 MY GIRL JOSEPHINE—Bill Black's Combo (London)—Pending
4 ADELANTE—Javier Solis (Columbia)—Emmi
5 MI CAPRICHITO—Sonora Santanera (Columbia)—Emmi
9 MUCHO CORAZON—Amalia Mendoza (RCA)—Pham
3 POPOTITOS (Bonie Moronie)—Los Teen Tops (Columbia)—Emmi
4 COME SEPTEMBER—Bobby Darin (Gamma)—Pending
5 CIEN KILOS DE BARRO (A Hundred Pounds of Clay)—Enrique Guzman (Columbia)—Pham
EL TWIST (The Twist)—Hnas. Jimenez (Orfeon)—Emmi

NEW ZEALAND

(Courtesy Juke Box Magazine—Mechelen)

- 1 PEPPERMINT TWIST—Joey Dee and Starliters (Roulette)—Cop Con
2 SAD MOVIES—Sue Thompson (HMV)—Acuff-Rose
3 CAN'T HELP FALLING IN LOVE/ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda
9 LET'S TWIST AGAIN—Chubby Checker (Top Rank)—Belinda
7 WHEN THE GIRL IN YOUR ARMS—Cliff Richard (Decca)—Leeds
4 HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA)—Tucon
2 THE TWIST—Chubby Checker/Kell Isles (Top Rank-Viking)—Alberts
10 RUN TO HIM—Bobby Vee (London)—Tucon
9 GOODBYE CRUEL WORLD—James Darren (Pye)—Cop Con
8 HEY, LITTLE GIRL—Del Shannon (London)—Cop Con

NORWAY

(Courtesy Verdens Gang)

- 1 WALK ON BY—Leroy Van Dyke (Philips)—Ivan Mogull, Ltd., Sweden Music
2 DET VAR DU SOM SA NEI—Grynet Molvig (RCA)—Harmonyforlaget
3 THE YOUNG ONES—Cliff Richard (Columbia)—Musikk-Huset A/S
4 MULTIPLADARION—Bobby Darin (Atlantic)—Belinda-Harmonyforlaget
5 LET'S TWIST AGAIN—Chubby Checker (Columbia)—Stockholm Musikproduktion
6 SAN'T AR LIVET (You Can Have Her)—Anita Lindblom (Fontana)—Sweden Music
7 ROCK-A-HULA BABY—Elvis Presley (RCA)—Belinda

(Continued on page 24)

## ARGENTINA

R. Matas on Visit  
To Buenos AiresBy RUBEN MACHADO  
Lavalle 1783, Buenos Aires

Raul Matas, disk jockey who lives in Spain, and BMW's reporter in that country, stayed a few hours in Buenos Aires, then flew to Chile in order to assist the song festival at Vina del Mar.

Luis Calvo, manager of Columbia Argentina, will manage the record department of Sicomerciana S. A. (Dot, Fox, Music Hall, Hispavox, Reprise, Copacabana, Kapp, Ariola, Vanguard and Tapp labels). With him went Mrs. Dora Green, N. Gaspari and B. Alberdi for the publicity and press departments.

RCA Victor Argentina has named E. Farrel, who managed Interbas, as plugger for the record section. He will handle promotion for the interior of the country.

## AUSTRALIA

Hassle on Answer  
To 'Boomerang'By GEORGE HILDER  
19 Todman Ave., Sydney

There's a big storm brewing here over the record release by Radio Corporation, Melbourne, of the Horrie Dargie disk of "My Boomerang Did Come Back." The Charlie Drake recording of "My Boomerang Won't Come Back" was recently the No. 1 hit in Australia. The publisher of the Drake record, Leeds Music, is claiming both infringement and passing off. The local song was penned by Nat Kipner of Brisbane and published by Devlin Music, which is distributed throughout Australia by Belinda Music.

In Sydney this week, on a flying visit, were Andrew Anka and Bill Lazaro, who were representing Spanka Music. A publishing deal has been finalized between Paul Anka's publishing company and W & G Records of Melbourne.

Ron Tarrant, editor of the weekly Pix magazine and promoter of Pix Records, has just completed his third album which will be sold via the magazine, with Graeme Bell and His Dixieland Band to cut 10 tracks for this venture. Tarrant, who is an ardent jazz fan, plans to introduce trad jazz to this country by promoting a jazz concert at the Sydney Town Hall, March 15, featuring Ray Price, Graeme Bell, the Paramount Jazz Band, Katie Dunbar and Joe Jenkins.

## Disk Business

Charlie Drake's latest single from England, "Tangle Foot" and "Drake Progress," will be released late in March by E.M.I. on the Parlophone label. . . . Johnny O'Keefe, whose hour-long TV show now is heard completely nationally, will release an album entitled "The Johnny O'Keefe Show," featuring top-line Australian talent. Most of the numbers have been recorded direct from the video tape and will be released on the Leedon label.

The Dee Jays, an instrumental group, have cut a new single featuring two Aussie compositions by themselves, "Twistin' Drums" and their TV signature tune, "Shake." The single is being released to spearhead "Twistin' Drums" which is the title of their new album now in the process of being cut in the Festival studios.

Belinda music man Norman Whiteley says that local artists are

really starting to take control of the hit parades but none have had the continuous success of Lonnie Lee. Every single Lonnie has made so far has reached the charts and his newest, "When the Bells Stop Ringing," is no exception. The record is backed by a local composition "Sunday" which is published by Lonnie Lee Music.

Owing to the popularity of the TV program "The Andy Griffith Show," E.M.I. is planning to release "The Andy Griffith Theme" played by Earle Hagen ork on Capitol. Also a disk which is receiving considerable air play is Nat King Cole's "Step Right Up," scheduled for release in March. . . . To coincide with Shirley Bassey's visit, Columbia is to issue her version of "Tonight" from "West Side Story." Robby Royal has flown to Sydney from Perth, Western Australia, to record his own composition for the H.M.V. label, "Stay Away From Him. . . . W. & G. Records of Melbourne is anxious to acquire overseas labels. They have included in their latest release the album "101 Strings in a Hawaiian Paradise" and Brahms' Symphony No. 1 by the London Philharmonic Orchestra.

## BELGIUM

Cousins' 'Twist'  
Big in FranceBy JAN TORFS  
Stuivenbergvaart, 37—Mechelen

The Cousins' "Peppermint Twist" has now made its entrance on the French market. The Cousins will be in Paris for a radio and TV appearance and will be guest stars in the famous "Olympia of Paris" during a big variety evening. Steps are taken to bring them to Sweden where their "Dang Dang" is on the hit parade.

## Disk Shorts

Reg Owen, the famous English band leader, has now made Brussels his residence. His "high life" records (the new craze in England) will appear soon, but in the meantime his "Hule Twist" is enjoying a big success.

ABC-Paramount and RCA released, at the same time, the latest Paul Anka sides. ABC-Paramount released "Fool's Hall of Fame" and RCA issued "Love Me Warm and Tender." The question is now, which one of them will hit the top 10 or will they both be chart items?

## New Releases

Other interesting new releases this week are Cliff Richard's "The Young Ones" (for several weeks the No. 1 in England), Brenda Lee's "Break It to Me Gently" (Brunswick), the Highwaysmen's "Cotton Fields" and "Gypsy Rover" (London), Dinah Washington's "Tears and Laughter" (Mercury) and the Platters' "It's Magic" (Mercury).

Brussels Flips  
Over Paul AnkaBy JAN TORFS  
Stuivenbergvaart, 37—Mechelen

Paul Anka stepped out of his plane singing "Adam and Eve" and was greeted by hundreds of fans carrying boards with inscriptions such as "Paul, we love you" and "We like Paul." These fans were offered free transportation facilities by cars to and from Brussels Center by Inelco, the RCA distributor for Belgium. Anka lunched with press, radio and TV people in Brussels and Antwerp. In the latter town he was the honored guest of a big newspaper in the afternoon

where he again was cheered by hundreds of his fans.

## Disk News

Sue Thompson's "Norman" (a Hickory master) which still is in the top echelon of the BMW's "Hot 100," has been released this week and is already doing well. Etching received full promotional treatment by Arton's Paul Visser and shows signs of becoming the most successful Funckler single since Clarence (Frogman) Henry's "But I Do." Another Funckler release to watch is the German instrumental "Heisser Wind" (Hot Wind) and "Warmer Regen" (Warm Rain) by the Hubert Wolf sextet. The disk was premiered by Pete Felleman on his own "Daffodil Show" on Radio Luxemburg.

For the very first time in many, many years, an EP is among the best sellers in the top charts. And, of course, it's an Elvis Presley record. In only a few weeks after its release, "No More" has reached the 10th place and is still moving on.

## BRAZIL

Everything Ready  
For Rio CarnivalBy MAURICIO QUADRIO  
Rua Irineu Marinho 35  
Rio de Janeiro

Copacabana, the most famous beach in Latin America, has produced for the 1962 Carnival a song inspired by the "Girl From Saint-Tropez." This is, of course, the title of a carnival tune successfully sung and played these last few booming weeks. "The Girl From Saint-Tropez," by Joao De Barros and J. Junior, has been recorded recently by Jorge Veiga on the RCA label and the tape was sent to France a few days ago.

As every year at this time, regular record marketing has been discontinued because of Carnival. Next week everything stops in Brazil, everyone will choose a way to have a good time. Half the population will stay in town to dance, sing and shout; the other half will go out of town to rest. The total halt will be ordered by His Majesty King Momo. Deejays, radio and TV people, musicians, singers, all will work hard.

Behind this movement, manufacturers are preparing their new releases. Immediately after Carnival we expect a great Twist boom. RCA has scheduled its first LP with the King Curtis Combo. Fer-mata, Columbia, Philips, Mocambo, Odeon and Copacabana are also getting ready to issue Twist records.

## EIRE

JFK Ballad in  
Fowler AlbumBy KEN STEWART  
Dublin Evening Mail

An LP has been waxed by local tenor John Fowler, including "The Ballad of Jack Kennedy," but concentrating on place-names such as "Evening in Mount Melleray" and "Silvery Sands of Tramore." Lyrics of the new set of songs are by Mai O'Higgins, with music by Tommy Dando, who is resident organist of the Theater Royal, Dublin.

## Disk Shorts

The Twist dance craze is not grabbing action here yet on a large scale, but there have been encouraging reports from various ballrooms throughout the country. "The

Twist," by Chubby Checker, is now heading for sales figures as high as those for the singer's "Let's Twist Again." Both are on Columbia. The label's LP of Joey Dee, recorded live at the Peppermint Lounge, though exhibited widely, does not appear to be moving too well.

Irish singer Ronnie Carroll took first place in the British portion of the Eurovision Song Contest with "Ring-a-Ding Girl," released here by Philips.

## FRANCE

Twist to Last  
Out the YearBy EDDIE ADAMIS  
92 quai du Marechal Joffre  
Courbevoise (Seine)

The Twist craze has reached its peak and will last for another year, according to principal record dealers. Four Twist records in a row top the best seller chart and one can say that all major labels have one or two hot-selling Twist records even if they don't appear on the chart.

The Twist records are also still the most important part of local record production. Vogue Records' issue included "Ya Ya Twist" by Petula Clark, "Muskrat" by Les Copains, "Tin Roof Twist" by Corrado El 93, four EP's by Bill Doggett from Warner Bros. Records labeled "Special Twist," an album by Jackie Noguez called "Twist, Tango and Accordion."

Ricordi issued an EP by the Golden Guitars labeled "Twist Tango." Bel Air issued "Hello, Mary-Lou" by Les Champions. On the Barclay label the most interesting issues are "Sam's Twist" by Sam and the Twisting Five (from Fast Records), "Let's Do the Peppermint Twist" by Nick Perito (from United Artists), "Twisting the Twist" by Eddie Barclay, "En dansant le twist" by Gillian Hills and "Western Twist" by Marc Tannor.

Pathe-Marconi issued "Twisting the Twist" by Richard Anthony (Columbia) and "Teach Me the Twist" by Chubby Checker and Bobby Rydell (from Cameo-Parkway).

## Visitors

The combined impact of radio exposure and personal appearances, realized through "Musicorama," a special broadcast recorded live at the Olympia Theater, is regularly pointed up by the climbing sales that follow the appearances of foreign artists. Such was and is again the case for Helen Shapiro, who was in February 28 and March 1 and 2. New artists scheduled are The Shadows, who will play the Olympia Theater March 13 to 18.

Ricordi's prexy, Luigi Arduino, has resigned his post in France and is returning to Italy. . . . Ariane Segal, a.&r. director, quit the same label with all her staff to form a new organization. . . . Gerard Cote quit Pathe-Marconi to join Fontana Records as a.&r. director.

Artco has signed up saxophonist Hubert Rostaing, who was a strong disk seller under the name of Earl Cadillac a few years ago. First release will be made under the name of Sonny Scott.

Polydor reports a sale of 20,000 copies for the first fortnight of "Le Mexicain" by Marcel Amont. . . . The sales of "Violetes Imperiales" by Marcel Merkes on the Odeon label have approached the 100,000 mark.

Artco is distributing the Blue Note album "Mosaic" by Art Blakey and His Messengers, specially shipped over by air, after their successful concert in Paris on February 18.

## GERMANY

Name W. German  
Eurovision EntryBy BRIGITTE KEEB  
Automaten-Markt, Braunschweig

Final round of this year's German Song Festival took place February 17 in the Baden-Baden Kurhaus. Winning tunes among the 12 finalists were sung by Peter Beil, Ann-Louise Hanson, Margot Eskens, Bill Ramsey, Rita Paul, Peggy Brown, Jimmy Makulis, Carmela Corren, Conny, Ralf Bendix, Pirko Manola, Wyn Hoop, Siw Malmkvist. The winner was "Zwei kleine Italiener" (Two Little Italians), composed by Christian Bruhns, lyrics by Georg Buschor, sung by Conny Froboes (Electrola). Second was "Die Wege der Liebe" (The Ways of Love), composed by Pepe composer Hans Wittstatt, lyrics Gunther Schwenn, sung by Siw Malmkvist (Metronome), and third "Ein Herz das kann man nicht kaufen" (A Heart Is Not for Sale), composed by Dr. Wilhelm Karstensen, lyrics by Peter Lach, sung by Margot Eskens (Polydor).

Conny Froboes will represent Germany with the winner in the Eurovision contest March 18 in Luxembourg.

Contrary to the first German Song Festival in 1961, arranged by the same organization, this year all titles introduced in the advance competitions had been released on records before the final decision. Some of them developed into best sellers. The No. 1 winner title "Zwei kleine Italiener" is currently No. 11 in German juke boxes. Compared to 1961 song material, this year's was of far better quality and winning melodies have a real chance to hit.

A Gold Disk for  
Nana MouskouriBy JIMMY JUNGEMANN  
102 Ismaninger Street, Munich 27

A big bunch of yellow roses and a gold disk—that's what Nana Mouskouri got from Philips for the million best seller "White Roses From Athens" on the Fontana label. German lyricist of the hit tune, Hans Bradtke, got another gold disk, while Nana and Peter Schaeffer's representative Hemmerling brought the gold disk for hit composer Manos Hadjidakis to Athens.

## Visitors

Ella Fitzgerald guest-starred at a Carnival Night staged by German publisher Burda in the Deutsches Theater, Munich. . . . U. S. clarinet star Albert Nicholas, a French resident now, toured West Germany with the German band The Leathertown Jazz Men from Offenbach.

## "My Fair Lady"

Polydor producer Kurt Feltz recorded another German version of the musical "My Fair Lady" in Cologne. Featured are Peter Alexander, Cissy Kraner, Sandor Konya, Herta Talmar, Peter Rene Korner, Willy Millowitsch, the Hazy Osterwald Six, and the Kurt Edelhagen ork. German lyricist of "My Fair Lady," Robert Gilbert, supervised the recording session.

## Record Sales

Munich's Jupiter label will be distributed by the Schallplatten Vertriebs GmbH Diepholz and by the Austroton Schallplatten Vertrieb GmbH in Frankfurt.



**HOLLAND**

**New LP's Follow Sutherland Show**

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

Australian soprano **Joan Sutherland** gave a recital at the Concertgebouw, Amsterdam, February 25. On this occasion Decca released a Joan Sutherland single series in special cover.

Sunday, February 18, **Peter Schilperoord**, leader of the Dutch Swing College band (Philips) celebrated his 25th year jubilee as a jazz musician and was honored. . . . Friday, February 23, marked the 500th performance of the Dutch "My Fair Lady" production. Leading actors were presented with a gold record by **Theo van der Meer**, Phonogram's managing director. Some 35,000 LP's from the musical have been sold (Philips).

**Artone** issued many new items in the Verve line manufactured in its own plants. Artists featured are **Ella Fitzgerald**, due in concert here March 31; **Louis Armstrong**, expected to visit our country in May, and the **Oscar Peterson Trio**, on the same bill here with Ella. Scheduled for release in this series are LP's by **Eddie Condon**, **Gerry Mulligan's Concert Jazz Band** and **Johnny Hodges**.

**Willy Schobben's** hit records on Artone label, "Mexico" and "Happy Jose," are in worldwide circulation now. Disks have been released all over Europe and in Japan and the Philippines. . . . **Bovema's Imperial** label, this week heading the Billboard Hot 100 with **Gene Chandler's "Duke of Earl"** finds a runner-up in **Jimmy Reed's "Aw Shucks, Hush Your Mouth"** which entered the charts.

**Robert Oeges**, Columbia label manager in Holland, reports that **Cliff Richard's "The Young Ones"** sold 15,000 copies in a fortnight, although Holland is still awaiting the motion picture of the same title.

**The Blue Diamonds**, on April 4, entered the Dutch army to carry out their service duties. . . . Singapore is interested to have the **Candy Kids** come over and sing. They have recorded "Kili Watch" and "I'm Gonna Knock on Your Door" in English and Dutch, on the Fontana label. They already have a fan club in Hong Kong.

After the success of the Dutch trad Jazz Band **New Orleans Synopaters** with "Midnight in Moscow," the group has a new one, "Teenagers Swing" written by the leader of this group, **Jan Burgers**, and published by **Basart A'dam**.

**Guus Jansen Jr.** of **Basart-Amsterdam** visited Munich colleagues and purchased the rights of several German hit songs for **Benelux**. **Busse-Munich** on his part bought the rights of the Dutch song "Vadertje" by **A. Debee** and **Ger Rensen**. A German record is on its way. . . . **Edition Barclay**, Paris, has purchased the French rights to the Dutch hit "Mirame," written by **Addie Kleynveld** and **Lex Veruur**. French records of this **Basart** world copyright will be marketed soon.

**L. C. Dureco** just released the first song by **Brigitte Bardot** on Barclay: "Sidonie."

**HUNGARY**

**Release Two German Hits**

By **PAUL GYONGY**  
Derekutca 6, Budapest 1

Following the international trend of the record industry, the Hungarian Record Manufacturing Company has put two German hits on

the market in locally recorded versions.

One, composed by **Gietz-Feltz**, is "Casanova," published by Edition Rialto Hans Gerig of Cologne, sung by Hungary's No. 1 girl songstress **Iloona Hollos** in excellent German with the Dance Orchestra of the Hungarian Radio and Television; initial order is 11,000 records. The other, composed by **Bruhn-Buscher** is "Midi-Midnette," published by Meisel of Berlin, sung by Hungarian teen-age idol **Gyorgy Korda** in German with a small combo plus electric organ. Initial order, 7,000 records.

**ISRAEL**

**Disks Hit by New Rate of Exchange**

By **AZARIA RAPOPORT**  
73, Ahad Haam St., Tel Aviv

The latest Twist (not the dance) in Israel's Record-Dealers forecast

for the near future, is rather disheartening. The new rate of exchange announced by the Israeli Government last month (3 Israel pounds to \$1) will cause a rise in the average cost of records of about 20 to 25 per cent.

There hasn't been a direct import of records from the U. S. to Israel for the last six years. American recordings have reached Israel only through European pressings (via France). This has caused a comic by-product of the New Economic Plan proclaimed by the Israeli Government. Record dealers who have records in Israeli ports, can't take them out as yet. The Merchantile Bank, official dealer for the French Embassy, hasn't received authorization (two weeks after the rate of exchange has been reformed) to receive payments accordingly, because the French Economics Attache is on vacation in Paris.

Some dealers who are running Record-Libraries as well, expect a renewed interest in them, by people who should be interested in new records, but who are unable to afford them.

At the same time, local companies are looking forward to a bigger demand for Israeli recordings. Some 25 LP's by local performers, including some new talents, are planned for release in the spring.

**MEXICO**

**Twist Hits Disk Business Hard**

By **OTTO MAYER-SIERRA**  
Editor, Audiomusica  
Apartado 8688, Mexico City

The Twist is hitting every corner of musical activities here and hitting hard. All ballad singers and juvenile groups are switching from rock to the Twist. At the night club Social, an American group, **The High Hats**, who will record for the Alegria label, enthused a selected clientele. Several impresarios

announce the visit of **Chubby Checker** for this year. At least 65 per cent of all recordings are Twist.

The most popular melodies of Mexican composers, such as **Gabriel Ruiz** ("Amor, Amor"), **Luis Arcaez** ("Bonita"), **Alberto Dominguez** ("Frenesi," "Perfidia"). **Gonzalo Curiel**, are being converted into Twists. **Pham Publishers** (Peer) just acquired for Mexico the "Madison Twist" and "The Slop." RCA recorded "Blue Moon of Kentucky" in Twist style with the **Orquesta De Ingenieria**, and issued several LP's of their most popular singers and orchestras, among them **Pablo Beltran Ruiz**, **Los Cactus**, **Chucho Ferrer**, the **Navarro Sisters**, etc., along with "The Twist" by **The King Curtis Combo**, and "Doin' the Twist" with **Louis Prima** (Dot).

RCA has also ordered from New York for immediate release "Twist Goes Latin" by **Perez Prado**. All other companies are following the same trend.

**Disk Business**

**Johannes Ellrich**, export manager of Deutsche Grammophon-Polydor (Hamburg), paid his first visit to Mexico, where he held meetings with his representative **Peerless Records**. He left March 2 for Caracas. . . . **Mariano Rivera Conde**, RCA International's Latin American a.&r. director, returned from Rome where he recorded a semi-classical LP for the Reader's Digest with a 60-piece orchestra in the new studios of the RCA Italiana. He leaves next month for a two-month promotional trip to South America and will visit his company's associates in Chile (5-16), Argentina (17-23), Uruguay (24-27), Brazil (April 1-17), Peru (18-24), Ecuador (25-28), Colombia (29-May 12) and Venezuela (13-16). . . . A visitor expected is **Willem Langenberg**, director of Philips Phonographic Industries.



A convenient international directory of companies now offering their experience, facilities and services for the sale, distribution, exploitation or manufacture of products in the music and phonograph record field.

**INTERNATIONAL BUYERS & SELLERS EXCHANGE**

**ENGLAND**

**THE ANGLO-AMERICAN RECORD ORGANIZATION**

REQUIRES SUPPLEMENTAL MASTER TAPES & BULK PROMOTIONAL L.P. & E.P. STOCKS FOR EXTENSIVE DISTRIBUTION IN ENGLAND, THE CONTINENT & THE MIDDLE EAST.

All Types of Material Considered

WRITE: 54/62 REGENT STREET  
PICCADILLY CIRCUS  
LONDON, W. 1, ENGLAND

**IN ENGLAND Advertise in the NEW MUSICAL EXPRESS**

to reach your best record buyers

For information, write  
**NEW MUSICAL EXPRESS**  
23 Denmark Street  
London, W.C. 2, England

**BRITISH COMPANY REQUIRE**

Master Tapes for Lease in England & Commonwealth  
Guaranteed Promotion and Distribution.  
**ZODIAC RECORD ORG., LTD.**  
19 Gerrard St., London W. 1, England

**GERMANY**

**PAUL SIEGEL** (BERLIN-NEW YORK), Producer of Telefunken-Decca (Teldec) Records, Disc Jockey: Radio Berlin (SFB). Music Publisher: H-FI Musikverlag GMBH. Cable: Symphonirex Berlin. Telephone: Berlin 247029. Address: Tauentzienstrasse 16, Berlin W30, Germany.

**ISRAEL**

**ILLAN MELODY PRESS** ARE THE ORIGINAL PUBLISHERS OF INTERNATIONAL HITS ORIGINATING IN ISRAEL AND YOUR SUB-PUBLISHERS IN ISRAEL OF THE HITS OF THE WORLD. **Illan Melody Press**, P. O. Box 5011, Tel Aviv, Israel. Cables: Ismusica Tel Aviv.

**ITALY**

For the best and newest in RECORDING FACILITIES plus top quality CUSTOM PRESSING . . . **RCA ITALIANA, S.p.A.**  
Via Tiburtina, Km. 12 Rome  
Mr. Giuseppe Ornato  
Managing Director

**YOUR ADVERTISING GETS RESULTS ALL OVER THE WORLD**

WHEN YOU USE THIS INTERNATIONAL EXCHANGE . . .

**Fred Norsworthy**, Jazzline Records, says: "From our advertisement in your November 20th issue, we were

CONTACTED FROM AUSTRALIA, JAPAN, BELGIUM, GERMANY AND ENGLAND WITHIN TWO WEEKS."

If You're Interested in World Markets, Increasing Profits and International Prestige, Why Not Prepare Your Advertisement Now!!

**UNITED STATES**

**RECORDS**

Manufacturers' representative, all American brands, low prices, speedy, accurate shipments. Special closeout offerings. Also television, phonographs, radios.  
**CARDINAL EXPORT CORPORATION**  
135 W. 29th St. New York City 1

**ATTENTION, WORLD INDEPENDENTS SOUND UNLIMITED, INC.**

wants your master album tapes for lease to produce commercial mono-stereo tapes for international sale. Sample discs acknowledged.  
223 W. Liberty Louisville, Ky.  
JU 6-4789

**RECORDS FOR EXPORT**

All American brands combined in one shipment.  
**ELTRON EXPORT COMPANY**  
122 Broad St., New York 4, New York

**UNITED STATES**

**WALCO STATI-CLEAN**

America's No. 1 Record Spray, also new Electro-Vac and other accessories.  
Export Distributor:  
**DARO EXPORTS, LTD.**  
424 Madison Ave. New York 17, N. Y.

**TAPE MASTERS FOR LEASE:** 45 RPM, all types, pop, country, rock 'n' roll, gospel, novelty. Up to 5,000 manufactured there is no charge, over 5,000 a small royalty would be due us. We will send sample disks. Some rated excellent and very good by disk jockeys. E. E. Greene, Box 35633, Miami, Florida, U.S.A.

**EXPERIENCED UNLIMITED AND MERCHANDISE** of every U.S.A. label available; specializing in records and tapes at competitive prices and fast, efficient service for overseas customers. **Monarch Import-Export Co.**, 2020 W. Washington Blvd., Los Angeles 18, California.

**AMERICAN RECORDS** - LEADING SPECIALIZED EXPORTER of phonograph records and pre-recorded tapes offers all brands at competitive prices. Fast delivery. Efficient service. **Albert Schultz, Inc.**, 116 W. 14 St., New York 11, N. Y.

**FOR INFORMATION**

You can reach the U. S. and World-Wide Music-Record markets regularly, effectively and at very low cost in these columns. For information, contact:

★ ★ ★ EUROPE ★ ★ ★

Arthur Rosett, European Director  
31 Devonshire Place, London W. 1  
WELbeck 0365

BELGIUM: Jan Torfs  
Stuivenbergvaart 37, Mechelen

ITALY: Dr. Mario De Luigi  
Via Carducci 6, Milan

SPAIN: Jose Maya  
Cea Bermudez 74, Madrid

★ ★ ★ ASIA & PACIFIC ★ ★ ★

AUSTRALIA: Brian Nebenzahl  
P. O. Box 418, North Sydney

HONG KONG: Carl Myatt  
44 Mt. Kellest Road, The Peak

PHILIPPINES: Luis Ma Trinidad  
264 Escolta, Manila

★ ★ ★ THE AMERICAS ★ ★ ★

Frank Lupino Jr., International Sales Director  
Billboard Music Week  
1564 Broadway, New York City 36

MEXICO: Dr. Otto Mayer-Serra  
Apartado 8688, Mexico City

PUERTO RICO: Anthony Contreras  
26 Gertrudis St., Santurce

**NEW ZEALAND**

**Twist Still Going Full Blast in N.Z.**

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

**Joey Dee's "Peppermint Twist"** is the biggest single for **Roulette** here since **Jimmie Rodgers' "Waltzing Matilda"** and has a lot of life in it still. Another local version of "The Twist" by **Herma Keil** has topped the 18,000 mark and the biggest for this boy in spite of a long line of hits. Although record sales are great for a new musical trend, attendances at the current Twist movies are nothing like those that packed **Bill Haley's** history making "Rock Around the Clock" flick, and if this is any sign the current Twist fad could blow over soon, record boys hope it doesn't.

London has released **Bob Moore's "Mexico and Other Hits"**. . . . **Coronet** is on a Twist kick with two sure albums "Twistin' in High Society" with **Lester Lanin** and "Can't Stop Twistin'" with the **Adventurers**. . . . **Capitol** also has a new Twist LP by **Ray Anthony "The Twist"**. . . . RCA's new releases include "Tall Tales and Short Tempers" with **Jim Reeves**, and a re-release of **Mario Lanza** singing on the sound track of "For the First Time."

The **R. J. Kerridge** organization will bring singer **Adam Faith** and **John Leyton** to New Zealand for short tours this year, Adam Faith is still reasonably popular here although he has not scored with any hit material lately. Singer **Leyton's** latest hit was rejected by Broadcasting because of bad recording quality (too noisy) and was covered by a local effort which didn't create fantastic interest, still they could draw good crowds as the country is experiencing a showbusiness boom at present, all visiting entertainers have appeared to capacity houses.

(Continued on page 37)

# Hits of the World

Continued from page 21

- |    |   |   |
|----|---|---|
| 8  | 9 | YOU'RE THE ONLY GOOD THING (That's Happened to Me)—Jim Reeves (RCA)—Egil Monn Iversen A/S |
| 9  | 7 | JOHNNY WILL—Pat Boone (Dot)—Musikk-Huset A/S  |
| 10 | — | *MARI OG OLA—Bjorg og Per Gunnar (Manu)—Egil Monn Iversen A/S                             |

**PERU**

\*Denotes local origin

- |           |           |  |
|-----------|-----------|--|
| This Week | Last Week |  |
| 1         | —         | *POQUITA FE—Los Panchos (Columbia)           |
| 2         | 3         | Y...—Lucho Gatica (Odeon)                    |
| 3         | 4         | PEPPERMINT TWIST—Joey Dee (Roulette-Philips) |
| 4         | 2         | ERES TODO PARA MI—Sergio Murillo (Columbia)  |
| 5         | 5         | Runaround Sue—Dion (Laurie-Odeon)            |
| 6         | 6         | ABANDONADO—Sergio Murillo (Columbia)         |
| 7         | 1         | LA DEL VESTIDO ROJO—Fernando Borges (RCA)    |
| 8         | —         | LUZ Y SOMBRA—Los Panchos (Columbia)          |
| 9         | 7         | PIDE—Lucho Gatica (Odeon)                    |
| 10        | 9         | ESCANDALO—Javier Solis (Columbia)            |

**PHILIPPINES**

- |           |           |  |
|-----------|-----------|--|
| This Week | Last Week |  |
| 1         | 1         | MARIA LA O—Cuarteto Chester (RCA Victor)—Filipinas Record Corp.        |
| 2         | 3         | THE LION SLEEPS TONIGHT—The Tokens (RCA Victor)—Filipinas Record Corp. |
| 3         | 2         | WHILE THERE'S STILL TIME—Steve Lawrence (United Artists)—Mareco, Inc.  |

- |    |    |  |
|----|----|--|
| 4  | 4  | COMPONTE CONDUNGA—Tito Rodriguez (United Artists)—Mareco, Inc. |
| 5  | 6  | JUST LET ME DREAM—Pat Boone (Dot)—Mareco, Inc.                 |
| 6  | 5  | HIT THE ROAD, JACK—Ray Charles (Dyna)—Dyna Products, Inc.      |
| 7  | 10 | BROKEN GUITAR—The Electromaniacs (Mabuhay)—Mareco, Inc.        |
| 8  | —  | IMPOSSIBLE—Nat King Cole (Capitol)—Mico Recording Co.          |
| 9  | —  | MOTHER GOOSE TWIST—Teddy Randazzo (Dyna)—Dyna Products, Inc.   |
| 10 | 7  | MUGMATES—Eddie Hodges (Dyna)—Dyna Products, Inc.               |

**SOUTH AFRICA**

(Courtesy Radio of South Africa)

- |           |           |   |
|-----------|-----------|---|
| This Week | Last Week |   |
| 1         | 1         | WALKING BACK TO HAPPINESS—Helen Shapiro (Columbia)—Film Music |
| 2         | 2         | OUTSIDER—Cliff Richard (Columbia)—Leeds Music                 |
| 3         | 4         | THE YOUNG ONES—Cliff Richard (Columbia)—Witmark               |
| 4         | 7         | HAPPY BIRTHDAY, SWEET SIXTEEN—Neil Sedaka (RCA)—Kirschner     |
| 5         | 6         | TAKE GOOD CARE OF MY BABY—Bobby Vee (London)—Kirschner        |
| 6         | —         | JOHNNY WILL—Pat Boone (RCA)                                   |
| 7         | 8         | A WONDER LIKE YOU—Ricky Nelson (Renown)                       |
| 8         | 3         | BIG BAD JOHN—Jimmy Dean (CBS)—Acuff-Rose                      |

# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MARCH 10

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	DUKE OF EARL	By Williams-Edwards-Dixon—Published by Conrad (BMI)	7
2	4	HEY! BABY	By Cobb-Channel—Published by LeBill (BMI)	5
3	10	MIDNIGHT IN MOSCOW	By Soloviev-Sedol-Matusovosky-Ball—Published by Melody Trails (BMI)	4
4	13	LET ME IN	By Y. Baker—Published by Arc-Kas Williams (BMI)	4
5	14	DON'T BREAK THE HEART THAT LOVES YOU	By David-Murry—Published by Francon (ASCAP)	3
6	2	THE TWIST	By Hank Ballard—Published by Jay & Cee-Armo (BMI)	31
7	8	CRYING IN THE RAIN	By Greenfield-King—Published by Aldon (BMI)	6
8	7	BREAK IT TO ME GENTLY	By Lampert-Seneca—Published by Northern (ASCAP)	8
9	20	HER ROYAL MAJESTY	By Goffin-King—Published by Aldon (BMI)	3
10	9	DEAR LADY TWIST	By Guida—Published by Pepe (BMI)	8
11	3	THE WANDERER	By E. Maresca—Published by Schwartz-Disal (ASCAP)	10
12	18	PERCOLATOR (TWIST)	By Bideu-Freeman—Published by Meadowlark (ASCAP)	3
13	25	WHAT'S YOUR NAME	By Claude Johnson—Published by Hill & Range (BMI)	2
14	6	PEPPERMINT TWIST	By Joey Dee-Henry Glovers—Published by Impact-Ware (BMI)	14
15	12	CHIP CHIP	By Barry-Crofford-Resnick—Published by Trinity & Glo-Mao (BMI)	5
16	5	NORMAN	By John D. Loudermilk—Published by Acuff-Rose (BMI)	9
17	17	TUFF	By Cannon—Published by Jee (BMI)	5
18	16	BABY IT'S YOU	By Mack David-Barney Williams-Bert Bacharach—Published by Dolfi (ASCAP)	9
19	11	A LITTLE BITTY TEAR	By Hank Cochran—Published by Pamper (BMI)	10
20	23	SMOKY PLACES	By Abner Spector—Published by Annie-Earl & Sun Flower (ASCAP)	5
21	29	SHE'S GOT YOU	By Hank Cochran—Published by Pamper (BMI)	2
22	19	I'M BLUE (The Gong-Gong Song)	By Turner—Published by Progressive-Placid (BMI)	4
23	28	TWISTIN' THE NIGHT AWAY	By Cooke—Published by Kaga (BMI)	2
24	—	HEY, LET'S TWIST	By Glover-Dee-Levy—Published by Ware-Frost (BMI)	1
25	30	DREAM BABY	By Cindy Walker—Published by Combins (BMI)	2
26	22	MY BOOMERANG WON'T COME BACK	By Diamond-Drake—Published by Picadilly (BMI)	3
27	15	COTTON FIELDS	By Dave Fisher—Published by Westside (BMI)	9
28	27	TO A SLEEPING BEAUTY	By Markee, Kahn, Van Alstyne—Published by Songsmith-Remick (ASCAP)	2
29	—	WHERE HAVE ALL THE FLOWERS GONE	By P. Seeger—Published by Fall River (BMI)	1
30	—	COME BACK SILLY GIRL	By Barry Mann—Published by Aldon (BMI)	1

**RECORDINGS AVAILABLE**

(Best Selling Record Listed in Bold Face)

- 1. DUKE OF EARL**—Gene (Duke of Earl) Chandler, Vee Jay 416; Timmy Reynolds, Operators 2008.
- HEY! BABY**—Bruce Channel, Smash 1731.
- MIDNIGHT IN MOSCOW**—Kenny Ball, Kapp 422; Jan Bergens, London 10503.
- LET ME IN**—Sensations, Argo 5405.
- DON'T BREAK THE HEART THAT LOVES YOU**—Connie Francis, MGM 13059.
- THE TWIST**—Chubby Checker, Parkway 811; Hank Ballard and the Midnighters, King 5171; Little Sisters, Parkway 815; Ernie Freeman, Imperial 5793; Billy Wade, Operators 2003.
- CRYING IN THE RAIN**—Everly Brothers, Warner Bros. 5250.
- BREAK IT TO ME GENTLY**—Brenda Lee, Decca 31348; Sandy Lynn, Operators 2007.
- HER ROYAL MAJESTY**—James Darren, Colpix 622.
- DEAR LADY TWIST**—Gary (U. S.) Bonds, LeGrand 1015; Timmy Reynolds, Operators 2007.
- THE WANDERER**—Dion, Laurie 3115.
- PERCOLATOR (TWIST)**—Billy Joe and the Checkmates, Dore 620.
- WHAT'S YOUR NAME**—Don & Juan, Big Top 3079.
- PEPPERMINT TWIST**—Joey Dee and the Starlites, Roulette 4401.
- CHIP CHIP**—Gene McDaniels, Liberty 55405.
- NORMAN**—Sue Thompson, Hickory 1159.
- TUFF**—Ace Cannon, Hi 2040.
- BABY IT'S YOU**—Shirley, Scepter 1227.
- A LITTLE BITTY TEAR**—Burl Ives, Decca 31330; Wanda Jackson, Capitol 4681.
- SMOKY PLACES**—Corsairs, Tuff 3030.
- SHE'S GOT YOU**—Patsy Cline, Decca 31354.
- I'M BLUE**—Ikettes, Atco 6212.
- TWISTIN' THE NIGHT AWAY**—Sam Cooke, RCA Victor 7983.
- HEY, LET'S TWIST**—Joey Dee and the Starlites, Roulette 4408.
- DREAM BABY**—Roy Orbison, Monument 456.
- MY BOOMERANG WON'T COME BACK**—Charlie Drake, United Artists 398.
- COTTON FIELDS**—Highwaymen, United Artists 370.
- TO A SLEEPING BEAUTY**—Jimmy Dean, Columbia 42282.
- WHERE HAVE ALL THE FLOWERS GONE**—Kingston Trio, Capitol 4671.
- COME BACK SILLY GIRL**—Lettermen, Capitol 4699.

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

This is a **SMALL AD**—But it announces a **BIG RECORD!**  
**THE FIRST**  
**THE ORIGINAL**

## "PARADISE COVE"

TITAN 1723

BY

Written-Arranged & Performed by **THE SURFMEN**  
(who were there at the time)

BOOKS NO!—BUT YOU CAN TELL A RECORD BY THE COVERS.

Bill Gavin said: "I STILL MUCH PREFER IT TO THE COVERS I'VE HEARD."

Patrick Henry would have said: "DON'T GIVE ME LIBERTY—GIVE ME..."

# TITAN

Distributed by ERA RECORD SALES, Inc.

RECORDS  
1951 Holmby Avenue  
Los Angeles 25, Calif.

NOW BREAKING FAST  
In Several Major Markets

## "BOOGIE TWIST"

by

# PAUL GALLIS

Heartbeat #5

## HEARTBEAT RECORD COMPANY

410 S. Michigan Ave.

Chicago 5, Ill.

Phone: WAbash 2-2766

A Foloup Chartmaker!

## "DUCHESS OF EARL"

THE PEARLETTES



#435

**ZZOOOMMM!**



**JAY AND THE AMERICANS**

**"SHE CRIED"**

UNITED ARTISTS RECORD NO. 415

(A LEIBER AND STOLLER PRODUCTION)



THE PROUDEST NAME  
IN ENTERTAINMENT

The pick of the new releases

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all records reviewed this week.

# ALBUM REVIEWS

## Pop

### THE 12 TOP 'TEEN DANCES



Various Artists. Cameo C 1016 (Stereo & Monaural)—This collection of hit singles packaged for teens should turn into a hot LP. Here are Chubby Checker's "Twistin' U.S.A.," "The Fly" and "The Pony"; the Dovells' "Bristol Stomp"; the Applejacks' "Mexican Hat Stomp," and the Dreamlovers' "Zoom Zoom Zoom." Teens — and some adults—should latch on to this one.

## Classical

### A CONCERT AT THE WHITE HOUSE



Pablo Casals, Alexander Schneider, Mieczyslaw Horszowski. Columbia KL 5726—Pablo Casals' first concert in the U. S. since 1928 is an event, made even more noteworthy in that it was performed in the White House for the President of the United States. Here is that concert, in full, and Casals' moving performances belie his 84 years. Works of Mendelssohn, Couperin, Schumann, are included. A rare experience indeed. Lovely cover photos should help its sales, too.

### BACH: BRANDENBURG CONCERTO NO. 5 IN D MAJOR



Leopold Stokowski and the Philadelphia Orchestra. Columbia MS 6313 (Stereo & Monaural)—Stokowski's forte when he was the conductor of the Philadelphia Orchestra was Bach, and in this guest visit with the orchestra he turns again to Bach. The orchestra performs the Brandenburg Concerto No. 5 in meaningful style, under the baton of Stokowski, and turns in a fine reading of three Bach choral-preludes. A recording for the Bach connoisseur, as well as followers of the ensemble. Attractive covers should help exposure.

### TCHAIKOVSKY: SWAN LAKE



Philadelphia Orchestra (Ormandy). Columbia KS 6308 (Stereo & Monaural)—A highly sensitive and lyrical reading of the famous Tchaikovsky ballet. The music is outstanding, but in addition to the highly skilled reading of the work, a 26-page, profusely illustrated booklet prepared by Leo Lerman recounts the history of the ballet with pictures and drawings of many of the great stars of ballet who have danced the principal roles. Splendid packaging.

### TCHAIKOVSKY: SYMPHONY NO. 5



New York Philharmonic (Bernstein). Columbia MS 6312 (Stereo & Monaural)—Admirers of Leonard Bernstein and the New York Philharmonic will definitely want this reading in their libraries. The album is a beautifully constructed interpretation of the vibrant symphony, and one that can create plenty of new excitement for the war horse work. In place of the usual liner, there are a series of seven photos which depict Bernstein and the Philharmonic in their recent Russian tour.

## Jazz

### WEST SIDE STORY



Oscar Peterson Trio. Verve V-8454—First-rate interpretations of tunes from the current flick "West Side Story," by the Oscar Peterson Trio, that could turn the set into a sock seller in both the jazz and pop fields. Peterson, playing with a warmth and delicacy that befits the music, turns out bright, lightly swinging solos here that make the whole score a delight to hear again. With Peterson are Ray Brown and Ed Thigpen, and they give the pianist valuable support. Sides include "Something's Coming," "Tonight," "Maria" and "I Feel Pretty." Outstanding album.

## BLUES UP AND DOWN



Eddie (Lockjaw) Davis; Johnny Griffin Quintet. Jazzland JLP 960—There's some fine blues blowing on this LP from the two tenor sax team of Eddie (Lockjaw) Davis and Johnny Griffin. The group is backed up by a top-notch rhythm section featuring Lloyd Mayers, piano, and Larry Gales and Ben Riley, drums. Most of the soloing is given over to the two saxists, naturally, and there's plenty of fine swinging that should make great play for jazz deejays and there are a couple of sides sure for juke box attention, "Blues Up and Down" and "Leapin' on Lennox."

## WALTZ FOR DEBBY



Bill Evans Trio. Riverside RLP 399 (Stereo & Monaural)—This is one of the most satisfying of the Bill Evans Trio albums to date. It shows off the romantic side of Evans' piano style, with warm and meaningful performances of standards and originals. It also spotlights the late bassist Scott LaFaro, who also has some excellent solos here. The drummer is Paul Motian. Set was waxed at the Village Vanguard at the same session that produced the trio's previous album, "Sunday at the Village Vanguard." Tunes include Evans' own "Waltz for Debby," "My Foolish Heart" and "My Romance."

## Country & Western

### MORE BANJO IN THE HILLS



Various Artists. Starday SLP 169 (Monaural)—The first "Banjo in the Hills" set became a good seller among country fans, and this follow-up should do as well. It features 16 sides by outstanding bluegrass artists, all featuring the five-string banjo. Artists represented include the Stanley Brothers, Bill Clifton, the Lonesome Pine Fiddlers, the Kentucky Travelers, Wayne Raney, Carl Storey, Jim Eans, and Lester Flat and Earl Scruggs.

## Comedy

### MOMS MABLEY AT GENEVA CONFERENCE



Chess LP 1463—Moms is back, solving the problems of the world for the U. S. A. And who could do it better, and funnier than Moms? The lines are funny, the delivery is a riot and the situations, from world politics to men, men, and men, are right down Moms' alley. Set, which should appeal to the legion of Mabley fans, was recorded live—and it's lively.

## Spoken Word

### GREAT AMERICAN POETRY (2-12")



Various Artists. Caedmon TC 2009 — This handsome double-disk package contains effective readings of some great American poets such as Longfellow, Emerson, Whitman and Emily Dickenson. The impressive roster of oral interpreters includes Vincent Price, Eddie Albert and Helen Gahagan Douglas, but Julie Harris and Ed Begley are the standout attractions. The program is well directed by Howard Sackler and Margaret Webster. A prime item for American literature students and poetry buffs.

## Sacred

### OLD TIME CAMP MEETING



Stanley Brothers. King 750—This is an album that could become a collector's item for true sacred fans. It spotlights first-rate performances by the Stanley Brothers singing a collection of fine sacred tunes. The Brothers handles them with a feeling and sincerity that makes them come alive, and the old-time camp meeting spirit is there. Songs include "Somebody Touched Me," "Old Country Church" and "Mother Call My Name in Prayer." Fine wax.

(Continued on page 28)

## ★★★★ STRONG SALES POTENTIAL

### ★★★★ ITALIANO

Frankie Avalon. Chancellor CHL 5025—Avalon hops on the international market band wagon in this collection of popular Italian tunes. He sings with ease and showmanship in Italian and English on a group of pretty melodies, including "You're Breaking My Heart," "Capuccina," "Solo Tu," "Non Dimenticar" and "Just Say I Love Her." Avalon improves vocally with every album.

### ★★★★ DANCE WITH IKE AND TINA TURNER

Ike and Tina Turner and Their Kings of Rhythm. Sue 2003—Here's a rousing, exuberant package of danceable instrumentals (the Turners don't sing here) with strong teen-appeal. The line-up, featuring standout guitar work, includes "The Gully," "Potato Mash," "Steel Guitar Rag" and "Twistaroo." Dual market appeal for pop and r.&b. buyers.

### ★★★★ MOVIE THEMES FOR TEENS

Leroy Holmes and His Ork. MGM E 3979 (Stereo & Monaural)—Holmes produces a listenable, attractive blend of lush sounds with a mildly rocking beat on this collection of teen-appeal movie themes. It provides "easy listening" stations with an ideal programming compromise to catch young dialers. Instrumentals include "Where the Boys Are," "Tammy," "Love Me Tender" and "Gidget."

### ★★★★ LET'S LOVE

Buddy Greco. Epic BN 615 (Stereo & Monaural)—Greco has another highly spin-  
(Continued on page 28)

## LP REVIEW POLICY

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

**SPOTLIGHT WINNERS** are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. **FOUR-STAR** albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

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

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

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

# ITALY'S BIG HIT on *London*

2 smash versions on 1 record

**NINI ROSSO**  
(Vocal)

**GASTONE PARIGI**  
(Instrumental with chorus)

# BALLAD OF THE TRUMPET

45-10701

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

# SINGLES REVIEWS

**Pop**

**ELVIS PRESLEY**

**GOOD LUCK CHARM** (Gladys, ASCAP) (2:23)—**ANYTHING THAT'S PART OF YOU** (Gladys, ASCAP) (2:03)—Presley has two more smash sides here. "Good Luck Charm" is a bright, medium tempo rocker, featuring an enthusiastic reading by the star and the Jordanaires. The flip, a pretty ballad, is wrapped up in sock vocal with effective piano solo work by Floyd Cramer. Both sides are strong. **RCA Victor 7992**

**SUE THOMPSON**

**TWO OF A KIND** (Acuff-Rose, BMI) (2:42)—The canary has a solid follow-up to her big hit "Norman" in this plaintive ballad with teen-appeal lyrics. She sings with feeling and heart. Backing features strings and Floyd Cramer-type piano. Flip is "It Has to Be" (Acuff-Rose, BMI) (2:15). **Hickory 1166**

**THE FOUR PREPS**

**THE BIG DRAFT** (4:49)—The boys parody other vocal groups on this medley of seven tunes, with special comedy lyrics. The side (from their new album) is similar to the Preps' big singles hit "More Money" and could move out in like fashion. A showmanly performance. Flip is "Suzy Cocroach" (Lar-Bel, BMI) (2:04). **Capitol 4716**

**THE DREAMLOVERS**

**ZOOM ZOOM ZOOM** (Ethel Byrd and Ninny, BMI) (2:35)—Here's a bright rocker done in close to the Marceles' style over a pounding percussion backing. Early reports already show action and the side could easily step out. Bears watching. Flip is "While We Were Dancing" (Elsner, BMI) (2:48). **Heritage 107**

**JERRY WALLACE**

**MR. LONELY** (4-STAR, BMI) (2:41)—**LITTLE MISS TEASE** (4-STAR, BMI) (2:13)—The classy artist has two neatly contrasting sides. On top is a fine ballad with country roots, done in solid style to a good arrangement. Flip is in the rocking groove keyed to the teen set. Either side could go. **Challenge 9139**

★★★★★  
**STRONG SALES POTENTIAL**

**LAWRENCE WELK**

★★★★ **Runaway**—DOT 16336—Welk has a stirring instrumental version here of the Del Shannon hit. The side features strings, a driving beat with a Continental rock style, guitar work and fine choral work. (Vickie, BMI) (2:25)

★★★★ **Happy Love**—Harpisichord and strings take over the limelight on this intriguing side. The Continental sound is very much in the Welk groove and it should draw for the champagne music man. (Sun-Vine, BMI) (1:53)

**PEREZ PRADO**

★★★★ **Patricia Twist**—RCA VICTOR 8006—Prado brings back one of his biggest hits of some years back and hands it a rockin', twisting tempo. Same fine instrumentation, with the organ giving it a colorful sound. Can get plays. Side is taken from a recent album. (Peer Intl., BMI) (2:30)

★★★★ **Ti-Pi-Twist**—Here's a twisted version of a familiar oldie. This side,

too, could get plays. (Leo Feist, ASCAP) (2:08)

**NAT KING COLE**

★★★★ **The Right Thing To Say**—CAPITOL 4714—A pretty ballad sung neatly by Cole. Ork backing features pleasant blend of fiddles and brass. Can get spins. (Bregman, Vocco & Conn, ASCAP) (2:53)

★★★★ **Look No Further**—Cole turns in a warm performance of a pleasant ballad from Richard Rodgers' upcoming legit musical, "No Strings." Side is worth spins. (Williamson, ASCAP) (2:55)

**FRANK SINATRA**

★★★★ **Come Rain or Come Shine**—REPRISE 20059—Tasteful vocal treatment by Sinatra of the expressive Harold Arlen-Johnny Mercer oldie. Prime deejay item. (De Sylva, Brown & Henderson, ASCAP)

★★★★ **Stardust**—Sinatra sings only the verse of the lovely standard on this effective

**RAL DONNER**

**(WHAT A SAD WAY) TO LOVE SOMEONE** (Tricky Recherche, ASCAP) (2:31)—Donner chants this one a bit in the Presley fashion. It's a poignant ballad and handled with much feeling over a good ork and fem chorus backing. Has a solid chance. Flip is "Will You Love Me in Heaven" (Alan K-Figure, BMI) (2:00). **Gone 5125**

**Country & Western**

**GEORGE HAMILTON IV**

**COMMERCE STREET AND SIXTH AVENUE NORTH** (Cedarwood, BMI) (2:55)—Here's a fine tune from the penn of John D. Loudermilk all about a country man who loses his wife in the bright lights of Nashville. Hamilton hands it a strong, moving reading. It can go. Flip is "China Doll" (Winneton, BMI) (2:35). **RCA Victor 8001**

## SPECIAL MERIT SINGLES

**Pop Disk Jockey Programming**

**AL CAIOLA**

★★★★ **SERGEANT'S THREE MARCH** (Ding Dong, BMI) (2:23)  
 ★★★★★ **EXPERIMENT IN TERROR** (Southside, ASCAP) (2:49)  
 United Artists 438

**Pop Talent**

**SUSAN LYNNE**

★★★★ **THERE'LL BE NO GOODBYES** (Aldon, BMI) (2:07)  
 ★★★★★ **SUCH A SHORT TIME** (Aldon, BMI) (2:14), **Duel 506**

**ARLEEMAH WADOOD**

★★★★ **OH BABY** (Ben-Ghazi, BMI) (2:14) **Willow 23005**

side from his new album. Lush ork backing by Don Costa. Fine jockey wax. (Mills, ASCAP)

**RONNIE & THE HI LITES**

★★★★ **I Wish That We Were Married**—JOY 260—The 14-year-old lad sings with feeling and heart on moving rockaballad with teen-appeal lyrics, about young couple who are too young to wed. (Joy, ASCAP) (2:40)

★★★★ **Twistin' and Kissin'**—Exuberant vocalizing by Ronnie and group on catchy rocker with solid beat. Tune has been cut by Connie Francis and released in Europe. (Joy, ASCAP) (2:32)

**THE TREN-DELLS**

★★★★ **Moment Like This**—TILT 788—Tren-Dells come through with a warm performance on a medium tempo rocker. Good wax. (Tree, BMI) (2:35)

★★★★ **I Miss You So**—Group sells the oldie nicely over simple backing. Could get teen action. (Leeds, ASCAP) (2:25)

**BOBBY GREGG & HIS FRIENDS**

★★★★ **The Jam, Parts 1 & 2**—COTTON 1003—Her's a swinging, driving instru-

mental side that should have the teens dancing on bandstand shows and record hops across the country. It has a rocking beat and a load of excitement. Good juke disk too. Watch it. (Cheltenham, BMI) (2:26-2:24)

**CARL (LITTLE REV) LATTIMORE**

★★★★ **Carl's Dance Party**—CAPITOL 4715—Mostly an instrumental side, this disk should get good calls from the teen set for their own dance parties. The side features an infectious beat with Little Rev calling out the dance to be done. Kids could have a ball with this one. (American, BMI) (2:20)  
 ★★ **Kansas City**—(Armo, BMI) (2:28)

**THE MAR-KEYS**

★★★★ **Pop-Eye Stroll**—STAX 121—Here's a very potent side from the instrumental group. The infectious beat and fine playing by the boys gets a fine sound. Tune is a cross between the stroll and the Popeye step. (East-Bias, BMI) (2:40)  
 ★★ **Po-Dunk**—(East-Bias, BMI) (2:25)

**JOHNNY HALLYDAY**

★★★★ **Hold Back the Sun**—PHILIPS 40014—The European disk star makes his

debut in America with a fine country tune. The side has a good feeling and he's backed by strings and vocal chorus. (MRC, BMI) (2:46)

★★★ **Shake the Hand of a Fool**—(Painted Desert, BMI) (2:43)

**GEORGE HUDSON**

★★★★ **I'm Popeye the Sailor Man**—CAPITOL 4717—The singing deejay has a tune with a good beat here. It's a medium tempo rock groove with hard-hitting vocal by Hudson and good snatches of tenor sax and guitar. (Famous, ASCAP) (2:12)

★★★ **Bronx Stomp**—(Robert Mellin, BMI) (2:32)

**BUZZ & AL**

★★★★ **Little White Sneakers**—COLUMBIA 42355—A cute teen-styled tune on the apparel kick. It's all about the kind of footwear now the rage with the teen set. Boys have an Everly kind of touch and they do the song well. (Jimskip, BMI) (2:36)

★★★ **Here Come the Tears**—(Jimskip, BMI) (2:50)

**JOHNNY DUNCAN**

★★★★ **The Legend of Gunga Din**—LONDON INT. 10509—Duncan essays a bright reading of this tune, based on the famous story. Good arrangements and an effective vocal could make it go. Can grab its share of the loot, despite two other versions currently out. (Wanessa, BMI) (2:24)

★★★ **Hannah**—(Cedarwood, BMI) (2:23)

**LITTLE WILLIE JOHN**

★★★★ **The Masquerade Is Over**—KING 5602—The oldie is given an expressive chanting job by Willie against choral backing. Side could create some interest. (Crawford, ASCAP) (2:55)

★★★ **Katanga**—(Be-Jo, BMI) (2:45)

**THE BLUE-BELLES**

★★★★ **I Sold My Heart to the Junkman**—NEWTON 5000—Gals sing out with verve and abandon on the fine oldie. A dual market item with appeal for pop and r.&b. buyers. (Mills, ASCAP)

★★★ **Itty Bitty Twist**—(Fury, BMI)

**DODIE STEVENS**

★★★★ **I Cried**—DOT 16339—Haunting Western-type theme is sung with taste and warmth by gal and chorus. Merits exposure. (Trio, BMI) (1:53)

★★★ **Dancing on the Ceiling (He Dances on My Ceiling)**—(Harms, ASCAP) (1:50)

**HANK BALLARD & THE MIDNIGHTERS**

★★★★ **It's Twistin' Time**—King 5601—Ballard, writer of the original "Twist," follows up his recent entry, "Do You Know How to Twist," with another twist rhythm tune, much in the same groove. Can get spins. (Lois, BMI) (2:27)

★★ **Autumn Breeze**—(Pandora, BMI) (2:26)

(Continued on page 30)

BILLBOARD MUSIC WEEK

## HITS OF THE WORLD



on **LONDON RECORDS**

BRITAIN

**Eden Kane**

BRITAIN

**Billy Fury**

This Last Week Week

3 4 \*FORGET ME NOT—Eden Kane (Decca)—Essex Music

This Last Week Week

10 10 \*I'D NEVER FIND ANOTHER YOU—Billy Fury (Decca)—

**FORGET ME NOT**

45-9516

**I'D NEVER FIND ANOTHER**

45-9515

The pick of the new releases:

## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 26

### International

#### AN IRISH EVENING WITH WILLIE BRADY



**Avoca AV 135 (Monaural)**—Willie Brady is a favorite overseas and has quite a following among the Irish-American population here. This should be a natural St. Patrick's Day seller in those areas catering to the Irish. The tracks on this LP are full of high Irish humor and sentimentality and any of them should, along with the Brady name, be of high interest to Irish record buyers.

## SPECIAL MERIT ALBUMS

### Folk

#### THE ENGLISH AND SCOTTISH POPULAR BALLADS VOL. 1



**Ewan MacColl and A. L. Lloyd, Washington WLP 715**—These are three LP's of a series of four disks containing 82 true folk songs, 72 of which are from the 305 ballads compiled at the end of the 19th century in the famed Francis J. Child Ballads collection. They are sung here in their original unaccompanied form by Ewan MacColl and A. L. Lloyd, and represent a major achievement in the folk area. Will be of special interest to students and fans of folk music, as well as to schools, colleges, libraries, etc.

## Reviews of New Albums

Continued from page 26

nable album. Material includes tasteful, swinging readings of memorable oldies and lushly arranged treatments of more recent hits. Selections include "Teach Me Tonight," "A Lot of Living to Do," "Hallelujah I Love Her So" and "To Each His Own."

\*\*\*\* **ETTA JAMES**  
Argo LP 4013—The canary, who has a best selling single going for her, is in sock, sexy vocal form in this collection of bluesy originals. The package should have strong appeal for her fans in both pop and r.&b. outlets. Selections include "Waiting for Charlie to Come Home," "Guess Again," "Let Me Know" and "If I Can't Have You."

\*\*\*\* **THE WIZARD OF OZ**  
Sound Track, MGM E 3996 ST—MGM's re-released its long-time strong-selling sound track album (in a handsome double-fold package) to cash in on Judy Garland's current comeback as a best selling album artist. The gal's sock performance on TV last week should also help sales on this charming package which features Bert Lahr, Jack Haley, Ray Bolger and a memorable score by Harold Arlen and E. Y. Harburg.

\*\*\*\* **A FAMILY AFFAIR**  
Original Cast, United Artists, UAL 4099 (Stereo & Monaural)—The wild, woolly and funny Broadway musical about the trials and tribulations attendant upon a forthcoming marriage is nicely etched on wax here.

The show comes across with high humor and all the stars—Shelley Berman, Eileen Heckert, Morris Carnovsky, Larry Kert, Rita Gardner and Bibi Osterwald—have their own moments of glory on the album. Berman's rendition of "Revenge," "There's a Room in My House" and "Now Morris," stacks up as three of the better tracks.

\*\*\*\* **NEW TWIST ON OLD FAVORITES**  
Sammy Kaye and his Ork, Decca DL 74247 (Stereo & Monaural) — The Sweet band of Sammy Kaye has come along with its own version of the Twist, which is, of course, a genteel society approach as demonstrated on a batch of old-time tunes. These include "Who's Sorry Now," "Alexander's Ragtime Band," "After You've Gone," "Somebody Stole My Gal" and "Nobody's Sweetheart." The danceable beat is typical of Kaye's offerings and should make this set perfect for older dance fans who are interested in exploring the dance craze.

\*\*\*\* **INTRODUCING THE DANCING VOICES!**  
MGM E 3986 (Stereo & Monaural) — Bright and cheerful arrangements pit a group of men's voices against those of a group of girls. Most of the songs are perennial favorites that are dressed up here in attractive new arrangements. "Claire de Lune" in cha cha tempo comes through without violating the spirit of the original, and "I'm

in the Mood for Love" is done with a triple beat that sounds quite appropriate. Good as a mood or dance item.

\*\*\*\* **TROMBONE ON THE TOWN**  
Jack Lacey-His Trombone and Ork, MGM E 4010—A veteran of the swing era, Jack Lacey has gathered a small group of solid pros around him for the sessions that produced these tracks. His own touch is still very sharp, ranging from blaring tailgate on "Lassus Trombone" to a gentle and sensitive styling of "September Song" and "Sweet Lorraine." Some good programming here for good music stations.

\*\*\*\* **GEORGE HUDSON PRESENTS DANCE TIME**  
Capitol ST 1697 (Stereo & Monaural)—Packed to attract the teen-age crowd, this collection features not only the Twist, but also the Pop-Eye and a group of other juvenile dance novelties some of which have not been packaged before. These include the Limbo, Roach, New Continental, Hully Gully, Mashed Potato, Shimmy Stomp, Slug, and Bug. Orchestra has a good sense of rhythm and a live sound spiked by a nasal sax and a falsetto chorus behind the vocalist. Could move with the young set and earn spins on stations serving the kids.

### MODERATE SALES POTENTIAL

\*\*\* **THE BEWITCHING MISS BASSEY**  
Shirley Bassey, Epic LN 3834

\*\*\* **THE VELVET SWING OF REMO BIONDI**  
Decora-Amphora DALP 2008

\*\*\* **NEIL SWINGS NICELY**  
Neil Wolfe, Imperial LP 9169

\*\*\* **TWIST TO SONGS EVERYBODY KNOWS**  
Chuck Marshall and the Twist-Stars, Decca DL 74267 (Stereo & Monaural)

\*\*\* **LAUGH ALONG WITH THE THREE GOOFS**  
Bill Victor, Dave Nelson, Carl Day, Goofus CP 7173 (Monaural)

\*\*\* **BURLINGTON BERTIE'S**  
Epic BN 614 (Stereo & Monaural)

### LOW PRICED POPULAR

\*\*\* **COME ON EVERYBODY LET'S TWIST**  
Steven Garrick and His Party Twisters, Golden Tone 4092

\*\*\* **THE TWIST**  
Barry Norman and the Toppers, Tops L 1738

### JAZZ LP'S

### STRONG SALES POTENTIAL

\*\*\*\* **DOROTHY ASHBY**  
Argo LP 690—There aren't many jazz harpists around and Dorothy Ashby is an excellent one. Most ably assisted by Herman Wright, bass and John Tooley, drums, Miss Ashby provides a smooth but swinging set including "John R.," "Django," "A Gloomy Sunday," and a few standards, with "Secret Love" swinging nicely. A most enjoyable package with plenty of good programming for deejays.

\*\*\*\* **THE BLUES PIANO ARTISTRY OF MEADE LUX LEWIS**  
Riverside RLP 12-402—Meade Lux Lewis gives the piano a vigorous workout with his original and spirited blues styling. Heard here are a stimulating collection of tunes,

three standards and seven originals, including three unusual pieces played on a celeste that has hammers striking mallets instead of strings. Most impressive tracks are "Fate," "Rough Seas," "Celeste Bounce" and "Frompy Stomp." Dealers specializing in this genre should have no trouble selling this package.

### THE AL GREY-BILLY MITCHELL SEXTET

Argo LP 689—This swinging concert was presented at the Museum of Modern Art in New York last summer, and it was well worth recording. It spotlights the driving horns of Al Grey and Billy Mitchell, backed solidly by Henry Bozler on trumpet and Gene Kee, Art Davis, Jule Curtis and Ray Baretto on rhythm. Set moves from the opening flag-waver, "Blueish Gray," and continues through "Wild Deuce," "Bantu" and "Home Fries." Punching, uninhibited jazz here.

### GOOD GRAVY!

Teddy Edwards Quartet, Contemporary M 3592—Teddy Edwards, on his second LP for the label, displays a sound and a style that should make him better known as one of the country's important young tenor men. His warm and big sound comes through stylishly on a flock of standards, aided neatly by Phineas Newborn on piano. Titles include "Laura," "A Stairway to the Stars," "Just Friends" and "Laura." A set that should appeal to alert jazz fans.

### RELAX AND ENJOY IT!

Gerry Wiggins, Contemporary M 3595—This is exactly what the album title says, nice, easy-listening jazz played in warm, relaxed style by Gerry Wiggins and his trio. There are standards and one original, the latter being Wig's own swinging "Blue Wig." The standards include "One for My Baby," "Just Squeeze Me" and "Satin Doll." There's nothing controversial about this waxing—it's just good jazz.

### DODO'S BACK

Dodo Marmarosa, Argo LP 4012—A delightful set from this veteran pianist. Dodo Marmarosa has had a wide range of experience playing with people like Charlie Parker and Lester Young and he brings all that experience to bear in this swingy trio set. It's quiet piano with a fine feeling for time. The album should get many plays from jazz deejays, and deserves a listen from the hipper better music programming jocks.

### CLASSICAL LP'S

### STRONG SALES POTENTIAL

\*\*\*\* **DEBUSSY: LA MER**  
L'Orchestre des Concerts Colonne (Dervaux), Command CC 11008 SD (Stereo)—Pierre Dervaux and the L'Orchestre des Concerts Colonne have vital readings of two well known and much demanded Debussy pieces for orchestra here—"Fetes" from Images for Orchestra No. 2 and "La Mer." The music of the impressionist is played with a wide range of tone colors bringing the works vividly to life. A fine classical selection.

### THE VOICE OF EILEEN FARRELL

MGM E 3984—The great popularity of Eileen Farrell should help make this a strong item. Miss Farrell's artistry is exhibited, not only in some brilliant operatic singing but also, on the lighter side, with "Over the Rainbow," and a medley including "Anchors Aweigh," "Marines' Hymn," "Don't Sit Under the Apple Tree" and "Waltzing Matilda." Good supporting singers help out in arias from eight operas.

### SPECIALTY LP'S

### STRONG SALES POTENTIAL

### CHILDREN'S

\*\*\*\* **ALICE IN WONDERLAND, VOL. 5**  
Cyril Ritchard, Wonderland RLP 1460—Here are the last two volumes of the "Alice in Wonderland" series, both as well done as the previously released volumes. Cyril Ritchard continues to be a charming story-teller and the original music composed by Alec Wilder and played by the New York Woodwind Quartet is most suitable. Volume 5 contains Chapters 9, and 10: "The Mock Turtle Story" and "The Lobster Quadrille"; and Volume 6 consists of Chapters 11 and 12: "Who Stole the Tarts" and "Alice's Evidence." These two albums, as well as the entire series, are excellent recordings for the moppet trade.

### INTERNATIONAL

\*\*\*\* **IRISH TENORS THROUGH THE YEARS**  
Various Artists, AVOCA AV 133 (Monaural)—This album is a collector's item for Irish record buyers. Set features a number of artists: John McCormack, Father Sydney MacEwan, Michael O'Duffy, Dermot Troy, Thomas O'Brien and Edwin Fitzgibbon, singing tunes that are bound to bring a tear to an Irish Eye. "O Mary Dear"

and "The Star of County Down," by McCormack, "The Rose of Tralee" and "Ma-cushla" by Fitzgibbon and "I Hear You Calling Me," by Dermot Troy are just a few of the sentimental favorites.

### YIDDISH LOVE SONGS

Ruth Rubin, Washington WLP 726—Accompanied only by Fred Hellerman on the guitar, Miss Rubin offers a program of Yiddish love songs in a warm and expressive vocal style. The selections are authentic enough and Miss Rubin displays here fine talent for communicating the depth and feeling of the material when she sings alone. Highlights include "Vos Vilstu Muter Hobn" (Mother Why Do You Torment Me), "Tsvey Taybelech" (Two Little Turtledoves), "Hostu Mich Lib" (If You Love Me) and "Tumbalayayka." Strong item for the genre.

### COUNTRY & WESTERN

#### OPRY TIME IN TENNESSEE

Various Artists, Starday SLP 177 (Monaural) — Here's a package abounding in "live performances of favorite country and western tunes and artists (there are 20 selections recorded at the Ryman Auditorium in Nashville during an on-the-air presentation of WSM's noted "Grand Ol Opry" show). C.&W. fans will be pleased to hear such selections as "Flat Top" and "Black-Eyed Susan Brown" by Cowboy Copas, "Salty Dog Blues" by Flatt and Scruggs, "One Is a Lonely Number" by George Jones, "Ever Lovin' Dixieland" by the Willis Brothers and Justin Tubbs' "Your Side of the Story." Plenty of good listening here for c.&w. fans.

### BLUES

#### SOUTH SIDE BLUES

Mama Yancey & Little Brother Montgomery, Riverside RLP 403—This album, another in the label's "Chicago, The Living Legends" series, brings Mama Yancey back to wax for the first time in many years. Mama Yancey, accompanied by Little Brother Montgomery, does a nostalgic job on such blues as "Four o'Clock Blues," "How Long Blues," "Mama Yancey's Blues" and "Make Me a Pallet on the Floor." Walter Vison and Henry Bendson also handle vocals here. For collectors.

### SPECIALTY

\*\*\*\* **TITANS OF THE HIGH IRON**  
Riverside RLP 5512—There are reportedly millions of fans of railroading in the U. S. This LP should excite them, if it can be exposed to that crowd. Recorded by specialists, it features the sound of some famed steam engines going through their paces—starting, highballing, swinging around curves, tooting and whistling, etc. Even non-fans can get a kick out of this. Copious notes and photos.

### RELIGIOUS

\*\*\*\* **PRECIOUS MEMORIES**  
The Cook Sisters, Fidelity LP 4051—The Cook Sisters, who have traveled with many country and gospel groups, show off their attractive style on a collection of religious tunes here. They sing them with warmth and sincerity and the disk should interest their many fans. In addition to "Precious Memories" the set also contains "God Put a Rainbow in the Clouds" and "Everytime I Feel the Spirit."

### BAND

\*\*\*\* **A CONCERT OF MARCHES**  
Regimental Band of the Scots Guards, Angel S 35823 (Stereo)—Lieut. Col. S. Rhodes conducts the colorful Regimental Band of the Scots Guards in a stimulating collection of concert band pieces. The selections, rendered with glorious spirit and precision, include Wagner's "Grand March From 'Tannhauser,'" Tchaikovsky's "Marche Slav," Grieg's "Homage March" and Fucik's "Entry of the Gladiators." A prime item for band enthusiasts. Striking cover photo of the band should aid sales, too.

### SPOKEN WORD

\*\*\*\* **THE POETRY OF THOMAS HARDY**  
Read By Richard Barton, Caedmon TC 1140—Actor Richard Barton, with his lucid diction and eloquent voice, provides a most intelligent and articulate reading of various selections of Thomas Hardy's somber and moody poetry. Aply directed by Howard Sackler, Barton excels in "Weathers," "She Changed Me," "Beyond the Last Lamp" and "At Castle Boterel." This package should be of great interest to English literature students as well as to all poetry enthusiasts.

### SACRED

\*\*\*\* **SACRED SONGS FROM THE HILLS**  
Stanley Brothers, Starday SEP 123—Here are the Stanley Brothers, one of the best hill country acts, singing four sacred songs that should appeal to their many country fans. The songs include "A Few More Seasons," "Where We'll Never Die," "In Heaven We'll Never Grow Old" and "Mother No Longer Awaits Me." Attractive wax for the market.

### MODERATE SALES POTENTIAL

### CLASSICAL

\*\*\*\* **FAMOUS RECORDS OF THE PAST**  
Various Artists, FRP 12  
(Continued on page 38)

## Out Next Week

Tested Ideas on Programming and Selling

## MOVIE-SHOW-TV MUSIC ON RECORDS

- to present proven programming formats for showcasing movie-show-TV music on records to stimulate broadcasters to even more extensive use of this material.
- to provide successful tie-in ideas and stories about the important interrelation of movie-show-TV music on records among broadcasters, retailers and producers to achieve greater merchandising success for all products involved.
- to help increase sales and profits from movie-show-TV music on records for everyone concerned.

Issue Date  
Mar. 17

Distributed  
Mar. 12

Adv. Closing  
Mar. 7

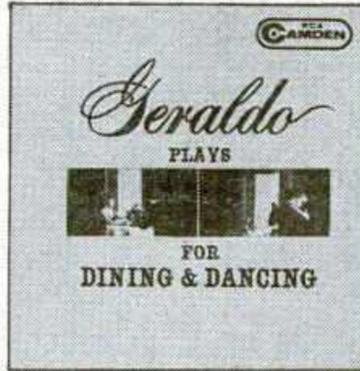
# five great new releases



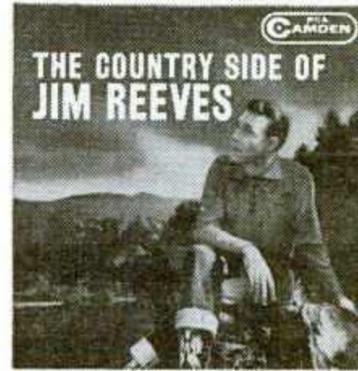
Ten sensational dance tunes timed to top the big Twist market! Charlie "Hoss" Singleton. CAS/CAL-713



"Moonlight Becomes You," "Fine and Dandy," 8 more great sounding hits in the romantic vein. CAS/CAL-683



32-tune medley album . . . great buy! "I'm In a Dancing Mood," "Comes Love." Sure-fire hit! CAS/CAL-691



A new winner with magnificent Nashville sound and appeal. "My Lips Are Sealed" and 9 more. CAS/CAL-686



Twelve superlative selections, sure to be a favorite Gospel album! "What A Happy Day" and 11 others. CAL-663\*

## plus...

**RCA CAMDEN**

# SING ALONG

WITH THE *Living Voices*

A HOT TIME IN THE OLD TOWN TONIGHT OH, SUSANNA  
 AFTER THE BALL WAIT TILL THE SUN SHINES, NELLIE  
 SILVER THREADS AMONG THE GOLD OLD MACDONALD  
 LOVE'S OLD SWEET SONG THE YELLOW ROSE OF TEXAS  
 SHE'LL BE COMIN' AROUND THE MOUNTAIN BLUE TAIL FLY  
 OLD KING COLE IN THE EVENING BY THE MOONLIGHT  
 THERE IS A TAVERN IN THE TOWN MOCKING BIRD  
 AND THE BAND PLAYED ON MARY HAD A LITTLE LAMB  
 POLLY-WOLLY DOODLE **27** THE OLD GRAY MARE  
 LITTLE JACK HORNER **ALL-TIME FAVORITES** I LOVE YOU TRULY  
 TA-RA-RA-BOOM-DE-AY ON TOP OF OLD SMOKEY  
 SING A SONG OF SIXPENCE HINKY DINKY PARLEY VOO  
 CLEMENTINE IN THE GOOD OLD SUMMERTIME MY GAL SAL

CAS/CAL-712

# a sing-along spectacular

(at a spectacular low-price to your customers!)

Swing along with the "sing-along" craze . . . stock the new, great-sounding "Living Voices" album! Best of all, it's priced to sell at a sensationally low cost . . . bound to build traffic and profits! Get new merchandising materials, too:

- Sales-winning streamer highlighting sing-along offer plus entire RCA Camden March release!
- New merchandiser holding up to 15 L.P.s, and high-

lighting the great new RCA Camden sing-along offer!

- Statement stuffer highlighting sing-along offer and 53 other big-sounding RCA Camden releases!
- Hard-selling newspaper mat ads in 280-lines and 140-lines, featuring sing-along offer and entire release!

Contact your RCA Camden distributor now for complete details and order full stock of March releases!

# ON RCA CAMDEN

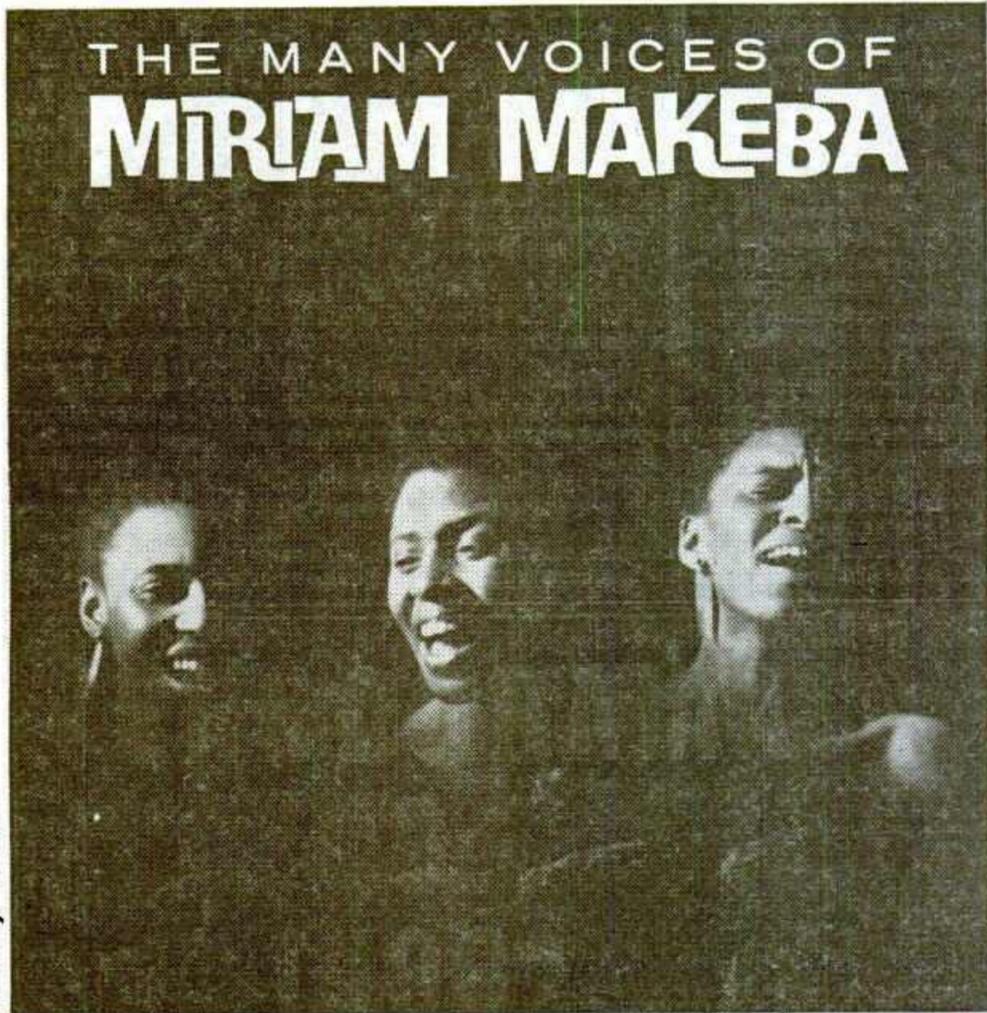
## THE BIGGEST "SOUND" VALUE AT ANY PRICE

Call your distributor now!

\*Available in Monaural Hi-Fi only.

# This is The Hit Album

## THE MANY VOICES OF MIRIAM MAKEBA



KL-1274/ KS-3274

# Now Here's The Single



produced by Belafonte Enterprises

**KAPP RECORDS**

## ● Reviews of New Singles

● Continued from page 27

### ★★★★ STRONG SALES POTENTIAL

#### JOE AND ANN

★★★★ Can't Help It—HERMITAGE 803—This side has the feeling similar to "I Know." It comes across with the two-some singing the lyric with feeling and fine tenor solo in the combo. (Sumner, BMI) (2:21)

★★★ Doubtful—(Sumner, BMI) (2:18)

#### JOE TEX

★★★★ Hand Shakin', Love Makin', Girl Takin' Son-of-a-Gun From Next Door—DIAL 303—A bright swinger in the Bobby Darin tradition is handled with style by the chanter over a driving ork and chorus arrangement. Listenable teen wax here. (Tree, BMI) (2:08)

★★★ Popeye Johnny—(Tree, BMI) (2:08)

#### EARL BOSTIC

★★★★ How Deep Is the Ocean?—KING 5600—Bostic contributes his usual tasteful sax solo work on a swinging version of the fine oldie. Strong juke wax. (Berlin, ASCAP) (2:47)

★★★ Wrap It—(Lois, BMI) (2:37)

#### JACK ROSS

★★★★ Margarita—DOT 16333—Ranchero-flavored trumpet solo marks effective backing of this attractive Latin-styled item with nice chorus vocal. Spinnable. (Lansdowne, ASCAP) (2:20)

★★★ Cinderella—(Vin-Sun, ASCAP) (3:27)

#### THE COMIC BOOKS

★★★★ Black Magic and Witchcraft—

CITATION 5001—This group has been getting some juke box sales in the South. The tune is neither of the two standards but rather a medium tempo rocker that swings. Deep-voiced lead tells the story while the rest of the group comes through in fine style against a combo backing. (Kirchstein, BMI) (2:02)

★★★ Manuel—(Kirchstein, BMI) (2:02)

#### LENNY O. HENRY

★★★★ The Touch of You—ABC-PARAMOUNT 10272—Plaintive reading by Henry on feelingful gospel-flavored uptempo rock-abbalad with solid work by chorus on backing. Has dual market—pop and r.&b.—appeal. (Tomorrow's Tunes, BMI) (2:15)

#### FRANK SLAY

★★★★ Irish Rose—SWAN 41401—After some good action on "Flying Circle" Slay should stir some action with this up-beat version of "My Wild Irish Rose." Side features the big band, as did his other instrumental, and the tune should make for excellent teen dancing. Twist beat is very much in evidence. (Claridge, ASCAP) (2:33)

★★★ Bel Mir Bist Du Schoen—(Harms, ASCAP) (2:27)

#### JOHN WRIGHT-EDDIE WILLIAMS

★★★★ Makin' Out (Parts I & II)—PRESTIGE 212—John Wright on piano and Eddie Williams on tenor combine for this happy, and bright swinger. A side that the jazz jocks can spin and that jazz boxes can use. Good instrumental wax. (2:26, 2:20)

### ★★★ MODERATE SALES POTENTIAL

#### MIRIAM MAKEBA

★★★ Can't Cross Over (Clara, ASCAP) (2:49)—★★★★ Theme From "Black Orpheus" (Carnival) (Ross - Jungnickel, ASCAP) (2:28). KAPP 452

#### KELLIE DOUGLAS

★★★ Big Honky Baby (Trinity, BMI) (1:58) — ★★ My Mama Don't Like Him (Trinity, BMI) (2:00). RCA VICTOR 8005

#### JOE BROWN AND THE BRUVVERS

★★★ Popcorn (Hollis, BMI) (2:07)—★★★ What a Crazy World We're Living In (Peter Maurice, ASCAP) (2:30). LONDON INTERNATIONAL 10507

#### WAYNE COCHRAN

★★★ Liza Jane (Arc, BMI) (2:05)—★★★ No Return (Arc, BMI) (2:15). GALA 120

#### RONNIE JAMES

★★★ Falling Tears (Wood, BMI) (2:24)—★★★ My Wife of One Day (Beachwood, BMI) (2:30). PAN-OR 1126

#### LETTIE AND JUNIOR

★★★ Blues in the Night (Remick, ASCAP) (2:40) — ★★ Coming Back Home to You (Brittany, BMI) (2:24). CUB 9101

#### BILLY LOVE

★★★ I'll Find My Way (Kenny Marlow, BMI) (2:15) — ★★ My Empty Arms (Kenny Marlow, BMI) (2:15). GLEE 10010

#### BILLY MAXTED

★★★ The Faithful Hussar (Leotis, BMI) (2:51)—★★★ Wall of the Winds (Witmark, ASCAP) (2:34). K&H 502

#### HERB SIMS

★★★ Old Weeping Willow (Stop Crying for Me) (Scottsdale, BMI) (2:49)—★★★ I'll Always Be in Love With You (Shapiro-Bernstein, ASCAP) (2:02). DOMAR 101

#### CAROL HUGHES

★★★ If She's Right for You (Bourne, ASCAP) (2:30)—★★★ Hello Heartbreak (Bourne, ASCAP) (2:15). CARLTON 571

#### GENIE PACE

★★★ I'll Never Be Free (Laurel, ASCAP) (2:22)—★★★ Bailing the Jack Twist (Marke, BMI) (2:23). JADEL 10001

#### SAMMY GARDNER

★★★ Stranger on the Shore (Melin, BMI) (2:58)—★★★ I Remember When (Regent, BMI) (2:26). NORMAN 517

#### HERBIE JAY

★★★ He Won the Furle Heart (For Doing the Twist) (Zike, BMI) (1:59)—★★★ War Paint (Zike, BMI) (1:59). MALA 447

#### THE NEIGHBORS

★★★ The Biggest Ride Since Paul Revere (The Ballad of John Glenn) (Amrita & Paris, ASCAP) (2:38) — ★★ Never Should Have Left (Old Kentucky)

(Rayven & Saga, BMI) (2:10). MGM 13066

#### SHERON IVY

★★★ I Need You (Elsher, BMI)—★★★ Believe Me (Elsher, BMI). HERITAGE 106

#### PICO PETE

★★★ Won't Act a Fool (Eureka, BMI) (2:22)—★★★ Going to Work (Eureka, BMI) (2:35). GROOMS 502

#### JIM NESBITT

★★★ New Frontier (Delrush, BMI) (2:55) ★★ Husband - In - Law (Rally-Delrush, BMI) (3:04). RUSH 1746

#### JEF REYNOLDS

★★★ Nature's Paradise (McGinty, ASCAP) (3:00)—★★★ One Kiss Told Me a Story (McGinty, ASCAP) (3:05). ROXIE 315

#### THE (5) ROYALES

★★★ Help Me Somebody (Best, BMI) (2:58) — ★★ Talk About My Woman (Conrad-Hara, BMI) (2:01). VEE JAY 431

#### PHIL MORRIS COMBO

★★★ Twistin' Smoke (Janell, BMI) (2:10)—★★★ Beer Barrel Polka (Shapiro-Bernstein, ASCAP) (2:04). CESSNA 972

#### RITCHIE HART AND HIS HARTBEATS

★★★ Phyllis (Renda, BMI) (2:28)—★★★ Do It-Twist! (Renda, BMI) (2:22). RAMCO 3709

#### JIMMY CONTENTA

★★★ Picture Album Blues (B. C., BMI) — ★★ Why Do You Do Me This Way (B. C., BMI) (2:08). BONNIE 5489

#### RACHEL AND THE ORIGINALS

★★★ I'll Always Remember (Handley, Coe & Woods, BMI) (2:42)—★★★ The Sound (Handley, Coe & Woods, BMI) (2:58). NITE STAR 10 A-B.

#### DOUG LaVALLEY

★★★ I'll Die of Love (Sioux Village, BMI) (2:55) — ★★ Please Believe Me (Sioux Village, BMI) (2:14). SIOUX 101861.

#### HORACE HELLER

★★★ Hello World (Cedarwood, BMI) (2:17) — ★★ Ed's Place (Cedarwood, BMI) (2:50). DOLLIE 102.

#### EDDIE TWISTER

★★★ Double Twister (B.I.E.M.) (2:55) — ★★ Simple Twist (B.I.E.M.) (2:25). PHILIPS 40909

#### MATTHEW REID

★★★ The Tarzan Twist (Bwana Ungava) (ASCAP) (2:21) ★★ Through My Tears (Saturday, ASCAP) (2:32). ABC-PARAMOUNT 10305.

#### RAY WHITLEY

★★★ Yessiree - Yessiree (Nite-Time, BMI) (2:25)—★★★ A Love We Can Have and Hold (Nite-Time, BMI) (2:10). VEE JAY 433.

#### JOHNNY AND THE BLUE J'S

★★★ Indian Love Call (2:52) — ★



Japanese Rock (2:03). BLUE J'S DJ1001.

**ANDY ANDERSON**

★★★ The Scoot (1:58)—★ Ol' Man River (2:58). SCOOT 2014.

**DON MCKENZIE**

★★★ Whose Heart (Jobete, BMI) (2:24)  
—★★★ I'll Call You (Bengal) (2:20).  
MIRACLE 10

**DAMITA JO**

★★★ You're Nobody 'Till Somebody Loves You (Parts I & II) (Southern, ASCAP) (2:30). MERCURY 71944

**CHUCK REED**

★★★ Talkin' No Trash (Cedarwood, BMI) (1:55) — ★★★ Just Plain Hart (Marty-Tree, BMI) (2:15). HIT 101

**JACKIE DE SHANNON**

★★★ I'll Drown in My Own Tears (Lois, BMI) (2:22) — ★★★ The Prince (Metric, BMI) (2:34). LIBERTY 55425

**CLAIRE CHARLES-THE TERRYTONES**

★★★ You're My Ideal (Laura, BMI) (2:22)—★★★ Ah Do Me Kitchie (Laura, BMI) (2:56). WYE 1002

**THE BARKER BROTHERS**

★★★ The Drifter (Sherman-DeVorzon, BMI) (1:55)—★★★ Tonight, Baby, Tonight (Sherman-DeVorzon, BMI) (2:03). VALIANT 6018

**CYRIL STAPLETON**

★★★ Stockholm Concerto (Leeda, ASCAP) (2:43) — ★★★ Innocence Abroad (Leeds, ASCAP). STAGE 517

**BOB HALLEY**

★★★ Doesn't Anybody Make Short Movies Anymore (Hollyjo-Emily, ASCAP) (3:00)—★★★ The Key to Room 303 (Hollyjo-Emily, ASCAP) (2:50). COLUMBIA 42354

**LITTLE SONNY WARNER**

★★★ Wallflower (Mune, BMI) (2:00)—★★★ That's for Me (Mune, BMI) (2:26). BEE BEE 222

**★★★★ STRONG SALES POTENTIAL**

**COUNTRY & WESTERN**

**ROY DRUSKY**

★★★ There's Always One—DECCA 31366—Wistful reading by Drusky on plaintive country weeper with good lyrics and pleasant harmonica work on backing. (Ashna, BMI) (2:30)

★★★ Marking Time—Drusky warbles with feeling and sincerity on moving country weeper. Both sides merit exposure. (Moss-Rose, BMI) (2:43)

**BILL PHILLIPS**

★★★ The Yankee Trader—COLUMBIA 42353—A bright, folksy hunk of material all about a sweet Yankee girl who's traded for a touring car. Smart arrangement and it's effectively sung. Could grab action. (Cedarwood, BMI) (2:09)

★★★ Pledged to Silence—Good weeper wax done to a moderate rhythm. The lads hand it a fine touch. Two listenable sides. (Cedarwood, BMI) (2:11)

**HOUSTON TURNER**

★★★ The Best Dressed Beggar (In Town)—DO-RE-ME 1416—The tune covered by Carl Smith is done well here by

**SINGLES REVIEW POLICY**

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

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

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

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

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

Houston Turner over attractive backing by the band. Side could do well against the competition, and could also get some pop action. Good wax. (Ashna, BMI) (2:17)

★★★ Uncle John's Bongos — (Ashna, BMI) (2:26)

**FOLK**

**THE TRAVELERS THREE**

★★★ Hush-a-Bye—ELECTRA 120016 —Here's a folk song lullabye that's sung with feeling by the boys. Side has that soft sound that has been getting good action on the pop front. (Stelen, BMI) (2:10)

★★★ Tamure—(Stelen, BMI) (2:11)

**SPIRITUAL**

**THE MEDITATIONS**

★★★ He Has Done Something for Me—HOB 301—Laura Rundless, leader of the group, turns in a moving performance here on a serious spiritual effort while the girls back her with feeling. Good wax. (Roberta Martin, BMI) (5:00)

★★★ Jesus, Be a Fence Around Me/I'm Ready to Serve The Lord—The girls come through with sincerity and meaning on these two tunes this side of the disk. Again the lead voice adds much to the reading. Fine gospel sides that should please fans. (3:45-3:15)

**DONNIE BROOKS**

★★★ He Stole Flo (Pattern ASCAP) (2:10)—★★★ My Favorite Kind of Face (Bamboo, BMI) (2:31). ERA 3071

**REBEL ROUSERS**

★★★ Cat's Den (Chu-Fin, BMI) (2:08) —★★★ Peter Gunn Twist (Northridge, ASCAP) (2:15). HIT 102

**(GATOR TAIL) JACKSON**

★★★ That Twistin' Train (Prestige, BMI) (2:20) — ★★★ Without a Song (2:07). TRU-SOUND 410

**CARL AND NORMAN**

★★★ Love Has No Strings (Claiborne-CEDAR, BMI) (2:27)—★★★ Climbing Up the Ladder (Cedar-Claiborne, BMI) (2:00). EMPIRE 513

**LARRY BUTLER**

★★★ The Same Ole Way (Glad, BMI) (2:00)—★★★ I'm Crying All the Day (Glad, BMI) (2:50). ALLSTAR 7242

**THE DOWNBEATS**

★★★ Rug Cuttin' (Ultra, BMI) (2:10)—★★★ Downbeat (Hilde, BMI) (2:15). DYNAMITE 1011

**PATTY AND PETER**

★★★ Tarzan Baby (Hanger, ASCAP) (2:15)—★★★ Can't Get a Date (Bangor, BMI) (1:55). SANDS 2760

**THE RHYTHM ACES**

★★★ What'd Twist? (Sioux Hill, BMI) (2:10)—★★★ Yahma (Sioux Hill, BMI) (2:30). SIOUX 102261

**BEE JAY**

★★★ I'll Go On (Emit, BMI) (2:18)—★★★ There's No One for Me (Emit, BMI) (1:55). CLOCK 1743

**THE BLENDERS**

★★★ I'm Not Sorry (Rehmel, BMI) (3:32) —★★★ There's Be a Tear in Your Eye (Rehmel, BMI) (2:53). VISION 101

**CAROL HILL**

★★★ Bounce Back (Earl Barton, BMI) (1:51)—★★★ Happiness Called (Lyle & Hollyjo, ASCAP) (2:22). COLUMBIA 42350

**NANCY LOVE**

★★★ Rescue Me (Lowery, BMI) (2:11) (BMI) (2:23). VEE JAY 432

**TED JARRETT**

★★★ Let's Twist (Slow and Easy)—★★★ My Happiness Twist. SPAR 716

**LITTLE LUTHER**

★★★ Du Dee Squat (Dominion, BMI) (2:10)—★★★ Steppin' High (Dominion, BMI) (2:32). DOT 16325

**JOY MANN**

★★★ Cryin' Fool (Home Folks, BMI) (2:15) — ★★★ Empty Pages (Dolli, ASCAP) (2:50). COLUMBIA 42351

**CHUCK BRADFORD**

★★★ You're Going to Miss Me When I'm Gone (Fast, BMI) (2:33)—★★★ Say It Was a Dream (Fast, BMI) (2:05). FIRE 505

**JIMMY RICKS**

★★★ Daddy Rollin' Stone (Beacon, BMI) (2:17) — ★★★ Homesick (Medal-Progressive, BMI) (2:31). ATCO 6220

**TEDDY BUCKNER BAND**

★★★ Midnight in Moscow (Neil, BMI) (2:16)

**AIMABLE AND HIS CONTINENTAL ORK**

★★★ Midnight in Moscow (Neil, BMI) (2:40). GNP 180

**VAUGHN MONROE AND ORK**

★★★ How Soon (Supreme, ASCAP) (2:29)—★★★ The Madrigal (Spectacular, ASCAP) (2:18). DOT 16334

**TARHEEL SLIM AND LITTLE ANN**

★★★ Can't Stay Away From You (Fast, BMI) (2:35) — ★★★ Forever I'll Be Yours (Fast, BMI) (3:00). FIRE 506

**TROY WALKER**

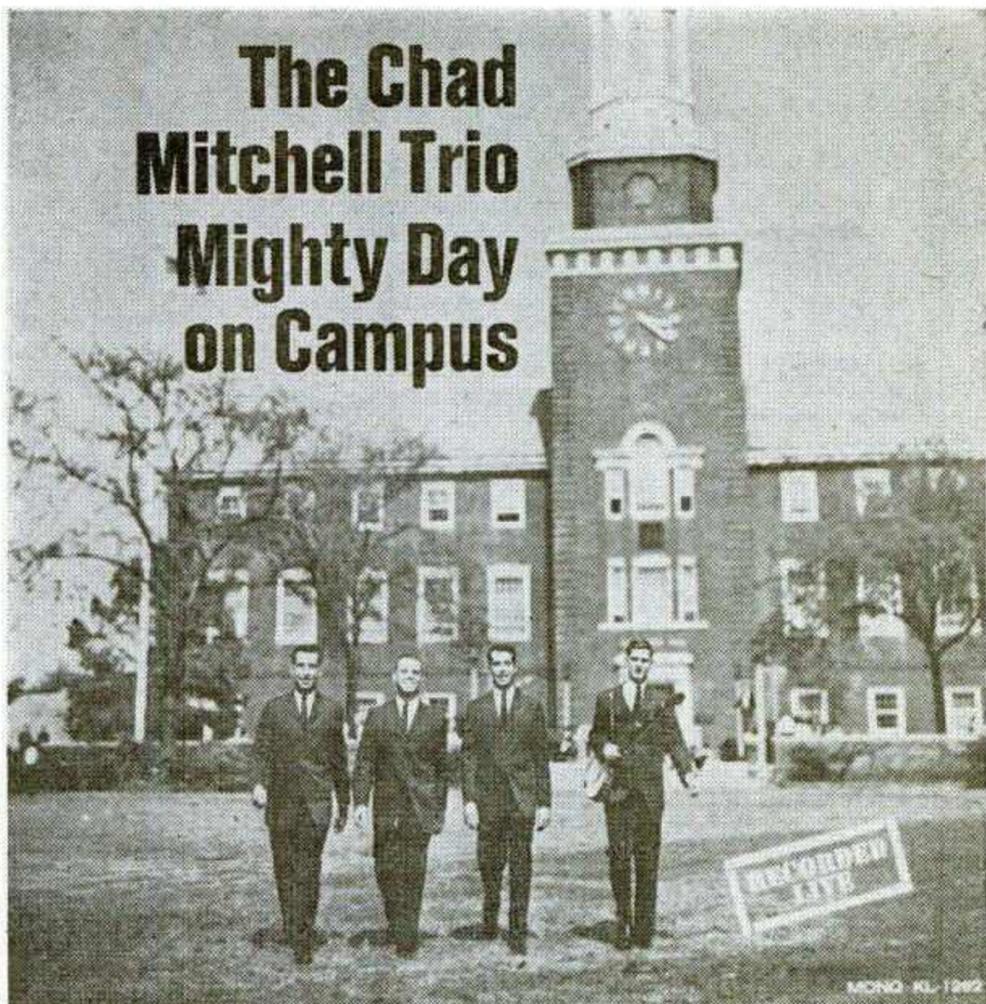
★★★ Midnight in Moscow (Neil, BMI) (2:10) — ★★★ Summertime (Gershwin, ASCAP) (2:20)

(Continued on page 38)

**The Hit Single, Lizzie Borden**



**From The Hit Album**



produced by Belafonte Enterprises



KL-1262 / KS-3262

MONO KL-1262

**ARTISTS' BIOGRAPHIES**

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



**ACE CANNON**  
(Hi)

**PERSONAL MANAGER:** Ray Brown. **BOOKING OFFICE:** National Artists Attractions. **BIRTHDAY:** May 5, 1934. **HOME TOWN:** Grenada, Miss. **EDUCATION:** College. **BACKGROUND:** Cannon began playing the sax at the age of 10 and played in school bands until he was graduated from high school. After dropping out of college in order to earn a living, Cannon played in night clubs with a combo for several

years. In 1959 he joined a combo that toured the country playing show dates and appeared on national television. Late in 1961 Cannon formed his own group and recorded his own composition tagged, "Tuff," featuring his alto sax. The disk has become a hot chart item moving up steadily in the Top 20. **OTHER MUSICAL INTERESTS:** Besides alto sax, Cannon also plays tenor, baritone and soprano sax plus the clarinet.

**LATEST SINGLE:** "Tuff," spinning on the Hi label.  
**LATEST ALBUM:** "Tuff Sax."

**SAVERIO SARIDIS**  
(Warner Bros.)



**BIRTHDAY:** June 16, 1933. **HOME TOWN:** Brooklyn. **EDUCATION:** High school. **BACKGROUND:** The Singing Cop first performed in public while serving in the U. S. Army when his army unit staged a talent show and Saridis won with his rendition of "Embraceable You." After his discharge in 1955, Saridis thought he'd like to take voice lessons. His two uncles, Benny and Louis Martini, took their nephew to their friend Carlo Menotti, a noted New York voice teacher. During the following months Saverio, now on the New York police force, learned six operas and 50 arias all "after hours." His voice was discovered while Patrolman Saridis was pounding a beat in Manhattan's 18th Precinct. He had made a \$10 recording of his voice, singing over a phonograph playing an Andre Kostalanetz record, and at the Grundig-Majestic hi-fi showroom on his beat, Saridis played the record. Leonard Ashbach, president of the phonograph firm, heard the dub and carried it to Neal Lang, vice-president and general manager of the Plaza Hotel, New York, also located in the 18th Precinct. There, Saridis received his first offer of a professional engagement, a five-week contract starting in the plush Persian Room of the Plaza. He still hasn't given up police work entirely, but has secured a leave of absence from the force in order to fulfill many TV appearances. Warner Bros. has signed him to an exclusive contract for films and records and is currently preparing a biographical film story of Saridis' life, entitled "The Streets of New York."

**LATEST SINGLE:** "Love Is the Sweetest Thing," a recent chart item.

**LABEL-DEEJAY PROMOTIONS**

By NIKI KALISH

**JIMMIE DAVIS SALUTE:**  
Radio Station WLBI, Denham

**DIALERS MAY  
WIN DIAMONDS**

**BALTIMORE** — Veteran TV disk jockey Buddy Deane, WJZ-TV, here, is celebrating his "Diamond Jubilee" by asking listeners to write and tell him which of the 100 best selling records over the last five years they would like him to play when he spins his 100,000th record.

Official ballots were issued, featuring the top 100 disks for the past five years according to Billboard Music Week. First prize (to dialer whose choice wins in the voting and who comes closest to estimating the number of votes it received) is a \$500 diamond set in a pin, ring, necklace or tie clasp.

The winning disk is Chubby Checker's "The Twist."

Springs, La., in conjunction with Decca Records will sponsor a celebration in recognition of Jimmie Davis' 25 years as a Decca recording artist on March 15. Station manager, Gerald Fannaly, advises that "the station will devote the entire broadcast day to programming Jimmie Davis music, reading congratulatory messages from people throughout the music world and playing taped messages from artists, etc. Telegrams, messages and tapes are already being received at WLBI for use on the program." Bill Carroll, Decca representative, will be directing the day-long activities with Station Manager Fannaly who requests that "all wires, messages and tapes should be sent to Jimmie Davis Celebration, Radio Station WLBI, Denham Springs, La."

**ALLIGATOR MAN CONTEST:** Another Decca artist garnered notice recently as reported by country and gospel DJ, Pore Ol' Bill Sky, of Station WTCB, Flomaton, Ala., who writes to tell of a contest he launched recently on his "Country Capers" program in conjunction with Jimmy Newman's

**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**

**Is there a definite swing toward the better songs or will rock and roll prevail for years to come? (Submitted by veteran songwriter Charles Tobias.)**

**THE ANSWERS**

**STEVE MAY**

**WESO, Southbridge, Mass.**  
Good songs and quality material have made tremendous inroads during the past two years. Bad music lost its hold on the public when station managers realized the same "exciting" sound could be created with legitimate songs and artists. The importance of club dates and personal appearances will also play an important role in the emergence of good material by potentially major artists.



**RONNIE CASH**

**WJET, Erie, Pa.**  
Both. That is, unless you are waiting for Top 100 rerun of "When Your Hair Has Turned to Silver." I think rock and roll will prevail on the national musical scene as long as there is an audience for it. There is room, and always will be for better music, and Frank Sinatra has paid a lot of income tax for many years to prove it. I don't think rock and roll has hurt the music business. On the contrary, the business needs anything that will sell.



**JACK ALIX**

**WEEL, Fairfax, Va.**  
Rock and roll itself, as a type of music with a definite beat, will always prevail. However, it has and will continue to moderate in its form. The hip-swinging, shout and scream type of rock and roll will eventually give way to a more subdued form. Teen-agers are my main programming interest, and they are beginning to discover all types of music from folk ballads to jazz, in addition to rhythm and blues. Better music is on its way, but will share the spotlight with new rock and roll form.



new Decca release tagged "Alligator Man." Contestants were requested to send dee-jay Sky a drawing or sketch of what an "Alligator Man" would look like to them. The drawings were not judged according to artistic ability, but by originality, general neatness and aptness of thought. Dee-jay Sky says: "Believe-you-me, we got some joddlers! Response was terrific. We got Jimmy Newman's 'Alligator Man' off with a bang in this area and everyone had a 'piroque' (Continued on page 33)

**VOX JOX**

By JUNE BUNDY

**SCHOOL TIE-UPS:** Smart deejays believe in establishing close ties with local students—even if they don't play to a teen-type audience—on the sound theory that today's teen-agers is tomorrow's buyer and adult dialer. We've been collecting data on programming and promotional gimmicks utilized to build better relations between deejays and school kids over the past several months, and here are some of the most interesting ideas:

Last summer, Bill Quinn, program director-morning man at WTLB, Utica, N. Y., reported "tremendous reaction" to a contest conducted to determine the most popular high school within the station's coverage area. Listeners were invited to cast as many votes (via postcard) as they wished. Then, in the fall, WTLB honored the winning school with a free dance, complete with recording stars, deejays, bands and refreshments. Another WTLB staffer, Larry Light, reported considerable success last fall with a public service promotion, whereby he visited local high school speech classes and gave a short address on the "speech-radio relationship," following which he opened the floor to questions.

Station WICE, Providence, R. I., features a daily "What's for Lunch?" information service on Dave Cummins' 7-8 a.m. show. Cummins tells what will be featured on the luncheon menu of each of the area's high schools. . . . Gary Stevens, WIL, St. Louis, makes personal appearances at high schools each afternoon as school is dismissed. He distributes free records, photographs and signs autographs. . . . Bob Barnett, KALL, Salt Lake City, launched a "high school safe driving" contest last fall in support of a local drive to "train youth in the ways of highway safety." He gave away hi-fi sets, shoes and albums as prizes for the best traffic safety slogans sent in by local high school students.

A flock of stations around the country last August supported city drives to encourage teen-agers to return to high school and reduce "drop-outs" which result when youngsters find summer employment and don't want to go back to school in the fall. For example, Dave Prince, WKMH, Detroit, sponsored a "back-to-school" contest, asking teen-agers to complete in 25 words or less the statement: "I'm going back to school this fall because . . ." Winners received wrist watches and transistor radios. The response was so great that the Michigan Education Association plans to stage similar contests next year with WKMH and other Michigan radio stations.

Station WLW, Cincinnati, conducts an annual contest to select a local high school girl, who will act as "Gal Friday" to dee-jay Bob Braun on his radio and TV shows for one year. Winner also serves as teen-age co-ordinator between Braun and his 200 student counselors throughout the various schools. . . . Radio's oldest network musical and educational program is "The Chevron School Broadcast," which is heard regularly by more than 2,500,000 students and their teachers in approximately 7,500 schools coast-to-coast. The programs (which are devoted to music in relation to the geography, history, art, literature and everyday life of various cities and countries) are carried in New York area by WQXR, New York. Teachers manuals are distributed throughout the schools as a listening and correlation guide.

**CHANGE OF THEME:** Ted Atkins, formerly with KIMN, Denver, has been appointed program director of Denver's newest radio station, KDAB. Other new KDAB staffers include Larry Green, ex-KLAK, Lakewood, Col., and Chuck Olson, ex-KSO, Des Moines, Ia. . . . New spinner at WFBG, Altoona, Pa., is Dick Dian-

**YESTERDAY'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  
March 9, 1957**

1. Young Love, T. Hunter, Dot
2. Too Much, E. Presley, RCA Victor
3. Don't Forbid Me, P. Boone, Dot
4. Teen-Age Crush, T. Sands, Capitol
5. Banana Boat (Day-O), H. Belafonte, RCA Victor
6. Young Love, S. James, Capitol
7. Marianne, T. Gilkyson, Columbia
8. Butterfly, C. Gracie, Cameo
9. Banana Boat Song, Tarriers, Glory
10. Butterfly, A. Williams, Cadence

**POP—10 Years Ago  
March 9, 1952**

1. Cry, J. Ray, Okeh
2. Wheel of Fortune, K. Starr, Capitol
3. Blue Tango, L. Anderson, Decca
4. Any Time, E. Fisher-H. Winterhalter, RCA Victor
5. Tell Me Why, Four Aces-A. Albrots, Decca
6. Please Mr. Sun, J. Ray, Columbia
7. Little White Cloud That Cried, J. Ray, Okeh
8. Bermuda, Bell Sisters-H. Rene Ork, RCA Victor
9. (Hero Am I) Broken Hearted, J. Ray, Columbia
10. Tell Me Why, E. Fisher-H. Winterhalter, RCA Victor

**RHYTHM & BLUES—5 Years Ago—March 9, 1957**

Blue Monday, Fats Domino, Imperial  
Love Is Strange, Mickey & Sylvia, Groove  
Jim Dandy, L. Baker, Atlantic  
Since I Met You Baby, I. J. Hunter, Atlantic  
Thousand Miles Away, Heartbeats, Rama

Without Love, C. McPhatter, Atlantic  
If Hurts To Be In Love, A. Laurie, DeLuxe  
Just Because, L. Price, ABC-Paramount  
Ram-Bunk-Shush, B. Doggett, King  
Too Much, E. Presley, RCA Victor

BILLBOARD MUSIC WEEK

EASY LISTENING

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	MIDNIGHT IN MOSCOW, Kenny Ball, Kapp 442	442	6
2	2	DON'T BREAK THE HEART THAT LOVES YOU, Connie Francis, MGM 13059	13059	5
3	7	SHE'S GOT YOU, Patsy Cline, Decca 31354	31354	7
4	3	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	31330	12
5	5	COTTON FIELDS, Highwaymen, United Artists 370	370	15
6	6	TO A SLEEPING BEAUTY, Jimmy Dean, Columbia 42282	42282	8
7	11	WHERE HAVE ALL THE FLOWERS GONE, Kingston Trio, Capitol 4671	4671	8
8	4	CAJUN QUEEN, Jimmy Dean, Columbia 42282	42282	7
9	13	COME BACK SILLY GIRL, Lettermen, Capitol 4699	4699	4
10	12	HE KNOWS I LOVE HIM TOO MUCH, Paris Sisters, Gregmark 10	10	7
11	9	I'LL SEE YOU IN MY DREAMS, Pat Boone, Dot 16312	16312	7
12	8	CAN'T HELP FALLING IN LOVE, Elvis Presley, RCA Victor 7968	7968	14
13	14	AFRIKAAN BEAT, Bert Kaempfert, Decca 31350	31350	8
14	10	CHATTANOOGA CHOO CHOO, Floyd Cramer, RCA Victor 7978	7978	8
15	19	PICTURES IN THE FIRE, Pat Boone, Dot 16312	16312	4
16	16	BLUE WATER LINE, Brothers Four, Columbia 42256	42256	8
17	18	TEARS AND LAUGHTER, Dinah Washington, Mercury 71922	71922	5
18	17	BERMUDA, Linda Scott, Canadian-American 134	134	5
19	—	LOLLIPOPS AND ROSES, Jack Jones, Kapp 435	435	2
20	—	AMOR, Roger Williams, Kapp 447	447	1

drea, formerly with WTRN, Tyrone, Pa. . . . Jerry Miller, ex-KLIF, Dallas, has returned to KONO, San Antonio, Tex., as production director. . . . Hy Lit left WDAS, Philadelphia, and has taken over the 6-10 a.m. time slot at WIBG, Philadelphia. . . . Dick Clark, ABC-TV, has picked up the East Coast franchise for the operation of a string of "Steer-Inns" from the coast-to-coast chain of drive-ins based in Philly. . . . Don Schwartz has moved from KDOK, Tyler, Tex., to WIRL, Peoria, Ill. He uses the name Tim Tyler on the air.

THIS 'N' THAT: NBC producer Parker Gibbs, who is featured, with ork and chorus, as T. Parker Gibbs on the Felsted single "Singapore Sling," (backed by "Green Bamboo") has written a special script to help plug his new disk. The script features a tongue-in-check dialog between an over-anxious plugger and a cynical jock. Felsted is mailing it out to deejays this month. . . . Shane Wilder, who emsees a syndicated four hour show "Spotlight on Music," is staging Twist contest for kids at local shopping centers in the Southern California area.

As a special salute to Greater Boston students, who were named as semi-finalists in the 1961-1962 National Merit Scholarship competition, WBZ, Boston, last November, started a new show, "Bruce Bradley's 9 o'Clock Scholar," featuring interviews by Bradley with 163 semi-finalists. The show will run through April.

Al (Flat Top) Daly, spearhead of "Operation Leaky Arm," (the blood donor drive conducted by inmates at Michigan prison) has been made a trusty and will be unable to write to the trade as he has in the past. Those wishing to contact Daly may write to him care of Bob Runyon, news director at WILS, Lansing, Mich., at 302 East Grand River, Williamston, Mich. . . . David E. Bell, Scottish Television Limited, Glasgow, Scotland, is readying a program featuring disks which have sold more than a million since 1945.

Joe Niagara, "The Rockin' Bird," has returned to Storer station WIBG, Philadelphia, after spending the last two years with KBIG, Hollywood. He was also active on the Hollywood film scene during his stay on the West Coast. . . . Jeb Stuart is the new assistant music director at WLEE, Richmond, Va. He will continue to emsee his 2-5 p.m. and 9-10 p.m. record shows. . . . Frank Ward, formerly program director of WFUN, Miami, has joined WINZ as operations manager. He will handle the station's programming and work closely with sales and business departments. Dick Doty, formerly vice-president in charge of programming and public relations at WINZ, has been upped to vice-president in charge of news and public affairs.

1 Artist Keys New Formats

Continued from page 20

ferent band. At the same station, deejay Paul Compton has started a new feature, whereby he devotes one hour of his three hour Saturday night show to the works of one bandleader or musician.

Station WJAS, Pittsburgh, spotlighted an all day salute to the late Tommy Dorsey last Wednesday (28) on the anniversary of the ork leader's birth. A Pete Johnson special was presented by jazz jockey Carroll Hardy earlier this month on WEBR, Buffalo, N. Y. Although Johnson, who lives in Buffalo, can no longer play because of illness, he guested on the show, via tape, and Hardy played a flock of his old recordings, many of them collector's items.

Station KRNO, San Bernardino, Calif., hopped on the marathon wagon last Friday (2) by playing one disk, Joanne Cameron's Norman platter "I've Got a Crush on You" for 18½ hours straight from sign-on at 5:30 a.m. to sign-off at midnight.

The stunt — reminiscent of a trend sparked by Al Collins several years ago when he played the Chordette's waxing of "Mr. Sandman" umpteen times in succession — was staged to publicize the station's switch from rock and roll to a pretty music policy (standard and current non-rock pop wax). After each spin of "I've Got a Crush on You," the KRNO deejays announced: "And you'll have a crush on the new KRNO starting tomorrow."

LABEL-DEEJAY PROMOTIONS

Continued from page 32

full of fun." Prizes were copies of Newman's Decca disk, of course.

SEEN AROUND THE STATIONS: MGM Records' star attraction, Connie Francis, was the "feature artist" on deejay Big Wilson's WNEW, N. Y., Sunday show recently. In addition to an interview with Biggie, one of Connie Francis' hit disks was played each half hour for a total of six times during his three-hour stint. Included, of course, was Connie's current smash MGM single, "Don't Break the Heart That Loves You."

Fourteen-year-old Ronnie Goodson, of Ronnie and the Hi-Lites, a new group recording on the Joy label, handled himself like a veteran on his WNJR, Newark, N. J., radio interview with deejay Herman Amis. The young lad put in a big plug for his debut Joy disk titled "I Wish That We Were Married" b.w. "Twistin' and Kissin'."

Suspend Sentence On Hancock

HOLLYWOOD — Rhythm and blues disk jockey, Hunter Hancock, convicted on three counts of tax evasion, last week was placed on five years' probation and given a suspended sentence of four years on each count, to have been served concurrently. The sentence, without fine, was handed down by Federal Judge William C. Mathis in whose court a jury had found Hancock guilty as charged two weeks before (see BMW, February 17).

The jockey had been accused of failing to report \$18,000 he allegedly collected from record distributors for giving air exposure to their disks. Hancock pleaded

ASCAP Take Rises in 1961

HOLLYWOOD—The American Society of Composers, Authors and Publishers' total 1961 receipts amounted to \$33,191,987, marking an increase of \$847,851 over the previous year. This was revealed here last week by ASCAP treasurer, George Hoffman, during the Society's regular semi-annual West Coast membership meeting. Approximately 500 writer-publisher members attended the meeting held at the Beverly-Hilton Hotel.

According to the treasurer's report, ASCAP collected \$32,891,095 from licensees. Interest on U. S. bonds amounted to \$167,583. It collected \$133,909 in membership dues. Expenses and salaries during 1961 came to \$6,599,746, consisting of \$3,365,271 in salaries and \$3,234,475 in operating expenses. Overhead cost was equal to 19.88 per cent of the total receipts, about the same as it was the previous year. According to Hoffman's report, ASCAP distributed \$26,592,240 to its members during the past year.

ASCAP's membership now stands at 5,679 writers and 1,902 publishers, its ranks increased by 126 writers and 81 publishers since September 21.

President Stanley Adams addressed members, reviewing the Society's activities, since the last Coast meeting. Morton Gould, chairman of ASCAP's executive committee, brought members up to date on the Society's continuing battle to remove the juke box licensing exemption from the copyright law. In this regard, members were alerted that they will be called upon next month to write their congressmen on behalf of the juke box exemption.

Dolton Will Build The Levine Image

HOLLYWOOD — Arranger-conductor-producer Hank Levine last week signed an artist's contract with Dolton Records, Liberty's subsidiary label. Levine will front an orchestra playing his arrangements, with Dolton reportedly set to build the Levine style into a readily recognizable disk commodity.

Levine told BMW he intends to fashion selections in a light, but commercial setting, emphasizing a dance beat at all times. The Dolton label, headed by its founder, Bob Reisdorf, will have its first instrumental aggregation under contract with the signing of Levine. The Liberty subsidiary is better known for its offerings featuring the Fleetwoods and the Ventures, among others.

Although he is signed to Dolton in the capacity of artist, Levine will remain free to arrange and produce for other labels. As an arranger, Levine has made numerous contributions to the Hot 100 during the past several years, among them Dolton entries featuring the Ventures.

Initial release, scheduled for later this spring, will consist of a single. An LP release also is being mapped, Levine said.

not guilty to the charge, claiming the amount in question consisted of cash gifts from the distributors and, as such, was not income, therefore not reported.

Hancock told BMW he plans to continue his regular program on Station KGFJ here, and hailed the local r.&b. outlet for "sticking by me" throughout the entire proceedings. Hancock has been the leading r.&b. jockey in this area during the past decade.

Jim Lounsbury Heads Own Firm

CHICAGO — Radio personality Jim Lounsbury, who left WJJD here recently, has formed Independent Artists, an independent motion picture producing firm. He'll handle movies, television and commercial film.

Lounsbury told BMW that he had no current plans to return to radio, a medium which has left him slightly disenchanted. He is, however, working on a new television show which is expected to come on weekly, and recently completed work on "Twist Craze," a movie (in which Lounsbury takes part) slated for national distribution March 15. Also in the works are a comedy short and a full-length feature.

MORE PEOPLE ARE YO-YOING THIS YEAR THAN EVER BEFORE IN THE HISTORY OF YO YO'S

THEN WHY NOT? WITH JUNIOR PARKER'S NEW DANCE RAGE

"ANNIE GET YOUR YO YO"

DUKE 345

GETTING BIGGER AND BIGGER!!! Bobby Bland's 4 Great Sides on 2 Records

"JELLY, JELLY, JELLY" and "AIN'T THAT LOVING YOU"

DUKE 338

"BLUE MOON" and "WHO WILL THE NEXT FOOL BE?"

DUKE 347

DUKE AND PEACOCK RECORDS, INC. 2809 Erastus Street Houston, Texas OR 3-2611

ATTENTION!

DISTRIBUTORS • RACK JOBBERS ONE STOPS • RETAILERS DISCOUNT OPERATORS

Major LP's & EP's, Singles (all labels, all artists). Accessories. Any quantity of factory new records (not used), 33 1/2's, 45's, 78's—available to you at cost of less than manufacturer's. Send for a free listing of prices and type records we can supply.

SEND FOR FREE CATALOG OF ALL MERCHANDISE AVAILABLE

HAM-MIL TRADING CORP. 1520 N. Broad St., Philadelphia 21, Pa. Phone: POplar 3-0585

DJ's—Send For This One!

"WALKING CANE"

Billy Duke

20th Fox 296 1721 Broadway, N.Y. 19

BEST SELLING on AUDIO FIDELITY!

2.98

Sugg. List FULL DEALER MARKUP

AFLP 1956 AFSD 5956

BONUS PRE-PAK DISPLAY

STEREO THE BEST OF THE DUKES OF DIXIELAND

SONGWRITERS WANTED

Composers and Lyricists

Call Alto Sound Studios

New York, OL 7-5353.

## Baltimore Retailers Criticize Quality of Package Players

BALTIMORE—Reed's Record Shop owner-manager, Reed Jr., said he feels that poor package goods in recorders are producing roadblocks in record buying. Major makes are among the worst offenders. A further check with record buyers and dealers produced even stronger comments on the poor quality of the portable record player costing "under \$100, and some above that figure."

Reed said that both as a parent buying for his own family, and as a dealer, he'd run through enough disappointments in package players to settle on buying some fine Ampex and Fisher components and putting them together to make a modest-priced player with good sound.

This reporter checked with in-store customers in nearby Washington, and heard similar experiences with three different name makes of portables, particularly recent stereo players. Complaints included poor sound, needles that fall out or bend when inserted, balky disk changers, and repair bills.

Changes in models from year

to year bring the customer with a two or three-year-old player a blank look when he inquires of the original dealer about repair or replacement of a part. This reporter checked on four Washington stores for a new needle for a 1960 portable phonograph of standard make, giving make, model and key numbers for needle and cartridge. Results were a search through various catalogs, a guess by one dealer as to the right kind of needle, a recommendation by another that the "player be brought in," and a "don't carry" and "don't know" from two others.

One Baltimore dealer noted that teen-agers can buy records—but they can't shell out up to \$100 for a record player if theirs goes sour, or even for constant repair bills. It becomes the natural thing to find their favorite tunes on the portable transistor with a flip of the finger. But this is a poor substitute for a good record player that can play a stack of 45's at a party, or on a rainy day—habituating the listener to his own programming, and more record buying.

## ARD Seeks Laws Which Will Stop Loss Discounters

NEW YORK — The Association of Record Dealers of New York and New Jersey (ARD) chapter of SORD hopes to initiate a campaign which may result in legislation outlawing the use of loss leaders, according to Mickey Gensler, prexy of the group.

Gensler said the group is setting its sights against large discounters who offer selected disk merchandise at below the normal dealer cost. The membership of the group feels the practice is unfair to smaller dealers.

"It's not the discounting itself that hurts," Gensler declared. "We're getting used to that now and trying to fight it as best we can. What really bothers us is the deliberate loss factor. We hope to contact trade associations in other fields like hardware and furniture, for example, and try to band together with them in fostering the legislation."

Some States already have such laws on the books, including Pennsylvania, where minimum resale percentages are established. However, traders note that even with such laws in effect, challenging alleged violators in court can be a costly and lengthy venture. Despite these potential roadblocks, Gensler feels such laws are a necessity and plans an early membership meeting to discuss tactics.

## This Dealer Says Lack of Product & Push Stunts 33 Single's Growth

SEATTLE—What's wrong with 33-speed single records? The answers may be somewhat different than those recently advanced to the effect that the public simply does not want them, according to Barry Ware, president of Ware House of Music, disk dealership here.

Ware claims that "the 33 single flopped because distributors made no merchandising effort to get dealers interested and to show them the need of a single with a future."

"Due to the high percentage of adults who cannot cope with 45 spindles and the vanishing 45 player equipment, we could see the need to switch to 33 singles to get back the adult market and to have a product which can be played in the future," Ware asserted, "so we tried. But we have been completely unsuccessful in being able to obtain the 33 singles that are supposed to be available."

"If they have been made," continued Ware, "the manufacturers must have made a very feeble effort to get them to the distributors because they don't have them. The distributors don't take the initiative because they are too busy worrying about price-cutting and when their market did not respond easily, they gave up and did not order. How can a dealer get 33 singles? I'd like to know. We have found that 33 goes well when offered equally with 45's. The reason for the failure is that the industry must be plagued with shortsighted gutlessness. How or where can we get 33 singles on standard or late hit best sellers?" Ware concluded.

## Eastman-Kodak In Tape Field

NEW YORK — Eastman-Kodak Company officially entered the magnetic recording tape field last week. The announcement of the new field to be served came at a special press presentation held Thursday (1) at Plaza Sound Studios in Radio City here.

Last year the firm made its initial move into tape when it unveiled tape product for professional and commercial use. The product announcement this week was keyed strictly to the idea of domestic usage. A 26-piece orchestra played a special suite composed by maestro-cleffer Jacques Belasco, in which were interspersed previously recorded tape segs, the idea being to demonstrate the closeness in sound between the live and the tape performance. These tapes were recorded at the normally sub-professional speed of 7½ i.p.s., thus highlighting the domestic aspect.

The latest Kodak move was explained by Eastman President William S. Vaughn in a brief talk. "At least partly responsible for our decision," Vaughn remarked, "is the similarity between manufacturing requirements and production techniques basic to both tape and film products." The tapes are of the standard quarter-inch variety and come on three, five and seven-inch reels.

As of now, the tape product will be marketed solely through dealers selling Kodak photo products. No comment was available at this time as to possible future availability of the tape through audio component and record stores. Also, according to a spokesman, there are no plans now on the drawing board for the entry of Eastman into the tape equipment field. There has been some trade speculation of the "blade and razor" variety that Kodak might move into the equipment field in view of its business with cameras as well as film.

## BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

### PHONOS LISTING BETWEEN \$301 AND \$400

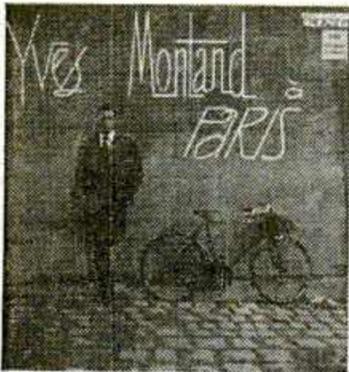
Pos. This Issue	Pos. 11/27/61	Brand	% of Total Points
1	1	Magnavox	51.3
2	4	RCA Victor	11.9
3	—	Motorola	7.6
4	2	Stromberg-Carlson	6.4
5	—	Voice of Music (V-M)	4.2
5	2	Fisher	4.2
7	—	Zenith	3.4
7	6	Grundig-Majestic	3.4
		Others	7.6

## V-M Adds New Phonos to Line

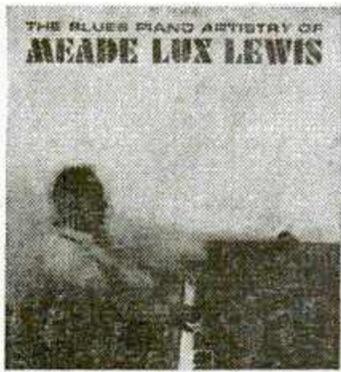
BENTON HARBOR, Mich.—V-M Corporation has added three new stereo phonos to its over-all line, including an early American console, a colonial-styled console and a new portable model to retail at under \$80.

The Model 853 console in cherry wood has provision for a drop-in AM-FM tuner at optional extra cost. The console Model 825, containing a maple wood cabinet, is built in compact styling for apartment or limited space locations. The portable Model 334 contains a central six-inch speaker which carries the signals of both channels, plus "hide-away" four-inch speakers which can be detached for extension up to 20 feet.

## ALBUM COVER OF THE WEEK



**YVES MONTAND A PARIS**—Yves Montand, King 758. A most appealing full color cover photo by J. P. Leloir of the artist relaxing on a Paris street. The white lettering is unusual and attractive. Prime item for display.



**THE BLUES PIANO ARTISTRY OF MEADE LUX LEWIS**, Riverside RLP 402. Designed by Ken Deardoff, this is an eye-catching cover displaying a drawing of the artist in muted shades of brown and white. Potent display material.

## 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.

- KAPP-MEDALLION**—Expires March 15, 1962. Started January 15, 1962. Ten per cent discount with dating to qualified dealers on 20 new releases plus complete catalog. Contact local distributor.
- TAMLA-MOTOWN**—Expires March 15, 1962. Started November 10, 1961. Label is offering one album free for every six purchased. Special program deal covers entire catalog.
- SMASH**—Expires March 16, 1962. Started February 5, 1962. Inauguration '62. Label is offering one free LP for every seven purchased on its six LP's.
- PHILIPS**—Expires March 20, 1962. Started February 12, 1962. Label is offering, through distributors, 12-on-100, with deferred payment on its album catalog.
- LIBERTY**—Expires March 23, 1962. Started February 19, 1962. The label adds four packages to its Premiere line, with a special dealer program covering both previous and new Premiere product, offering a 10 per cent discount, full exchange (any time after July 1); payments in two installments, due April 10 and May 10.
- LIBERTY**—Expires March 23, 1962. Started February 19, 1962. Label is offering 15 per cent cash discount, 100 per cent exchange privilege, payment May 10, 1962, on two LP's: "Twist With the Ventures" and "Surfer's Stomp" by the Mar-kets. Label is also offering 10 per cent cash discount, 100 per cent exchange privilege, deferred payments on four new Julie London and Martin Denny albums, plus entire catalog of London and Denny LP's.
- VEE JAY**—Expires March 26, 1962. Started February 5, 1962. Album Discount Program. Label is offering one free for every seven purchased on pop, spiritual and blues albums, and one for five on jazz albums. Program covers complete catalog plus new releases.
- ABC-PARAMOUNT**—Expires March 31, 1962. Started January 1, 1962. Label is offering distrib 12½ per cent discount on 23 new albums, including 12 ABC-Paramount LP's, 6 Impulse, 4 Chancellor, and 1 in its new comedy series, Aristocrat.
- ELEKTRA**—Expires March 31, 1962. Started March 3, 1962. March Dividend. Label offers one album free for every 10 purchased. Plan covers complete catalog, excluding March releases and sampler LP's.
- MGM**—Expires March 31, 1962. Started March 5, 1962. Connie Francis Month. One album free for every four Connie Francis albums purchased. Ten per cent discount on remainder of the MGM album catalog, plus four new releases.
- PRESTIGE**—Expires March 31, 1962. Started January 7, 1962. Bluesville: One for five on LP's, two for 10 on singles. Lively Arts: One for five on LP's. Prestige-International: One for five on LP's. Tru-Sound: One for five on LP's, two for 10 on singles. One hundred per cent exchange privilege on all.
- VERVE**—Expires March 31, 1962. Started March 5, 1962. Label is offering one album free for every five purchased of the new March releases.
- MERCURY**—Expires April 15, 1962. Started March 1, 1962. David Carroll Month Plus 2. One album free for every six purchased on complete Carroll catalog of 18 LP's plus his latest package, "Dance to the Movie Themes." One for nine on the 14 new March album release, including two new F:35d "PPS" LP's. Fifteen for 100 on 36 albums in the "Highlight" series. See separate story, current issue, for details.
- CAMEO**—Expires August 31, 1962. Starts March 1, 1962. Plan features a prepack of 80 LP's assorted of best-selling catalog and new releases, with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "unusual discounts" and under stipulated conditions and may earn 12½ per cent reorder privilege for six months. Specific details are available through distrib.
- MONITOR**—No expiration date. Started January 31, 1962. Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakhs, Gilels, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann, and Franck, Let's Dance the Pachanga and Charanga.

**GOVERNMENT CORRECTION**

**IRS Ups Final Quarter Disk Excise Tax Report**

• *Continued from page 6*

will not publish the correction until its next quarterly excise report is released.

Due to IRS lag, neither the final quarter nor final half excises for records would include the "phenomenal" Christmas sales of records reported by manufacturers and dealers for 1961, which have been claimed to outstrip those of any previous year. Also, the figures would not reflect actual final quarter sales of Twist records which electrified the industry. These sales should show up in Treasury's quarterly excise for January-February-March, 1962.

**Corrected Figures Show Drop**

Even the corrected excise figures show a drop in manufacturers' excise from the same periods in 1960. In the final quarter, the figure was \$5,728,000, and in final half figure was \$10,208,000, in 1960. These figures do not, of course, cover vast amounts of records which are counterfeited and unreported to IRS, nor do they cover the increasing amounts of "free goods" which are given away, and thus not reflected in sales excise for the period—but which eventually find their way into retail sales and final revenue gross of the record business.

In general, figures supplied by manufacturers and distributors indicate a decidedly rising curve for manufacturers' record sales in this country, although IRS figures have indicated drop in fiscal year excise in 1961 from 1960. Excise on phonograph records, musical instruments, cabaret and theater tickets are in the very-small category at IRS, as compared for example, with excises of over a billion dollars on gasoline. According to Billboard Music Week's Research Department, total record sales in 1961 were decidedly higher than in 1960 in units sold. The dollar volume was also higher.

Correct figures for manufacturers' tax on musical instruments for final quarter and final half of 1961 (also reflecting three-month lag behind actual manufacturers' sales), as given to BMW are: \$4,761,000 for the final quarter, and \$8,161,000 for the last half of 1961. These are down somewhat

from 1960 corresponding taxes of \$4,917,000 for the final quarter, and \$8,413,000 for the last half of that year.

Excise in the coin-operated amusement category, which includes juke boxes, also showed a drop from 1960, while excise on theater and cabaret admissions went up, and tax on radio, TV and phonos, largest of all, was up substantially over 1960 periods.

Coin-amusement excise for the last quarter of 1961 was \$326,000, down from 1960's final quarter take of \$336,000. Tax for last half of calendar 1961 was \$2,907,000, down from 1960's tax of \$3,289,000 for the same period. Tax on gaming machines also dropped during both periods, as compared with 1960.

**Cabaret Tax**

Cabaret tax for the final quarter of 1961 was \$8,902,000, up \$429,000 from the final quarter of the previous year, and \$17,660,000 for the last half of 1961 as against \$17,592,000 for the last half of 1960. Tax on admissions to theaters, concerts et al. for 1961 final quarter was \$11,741,000, up from \$10,615,000 in the same period of 1960, and \$21,874,000 in the last half of 1961, as against \$19,863,000 for the final six months of 1960.

Radio, TV sets and phonographs brought in manufacturers' excise of \$45,944,000 in the last quarter of 1961, and \$76,669,000 in the last half of 1961, IRS reports, a substantial gain over previous year's tax of \$41,411,000 for the last quarter and \$73,488,000 for the last half.

IRS excise reports cover individual quarters, and fiscal take to date. In this instance, report on fiscal 1962 to date covers July through December of 1961.

**14 New Phonos in Packard-Bell Line**

LOS ANGELES — Packard-Bell has introduced 14 different new stereo phono and six new TV-radio stereo combinations. Ken Johnson, vice-president of the firm's Home Products Division, said all models are equipped with stereo multiplex receiving equipment. All will also feature a low silhouette styling in the cabinetry.

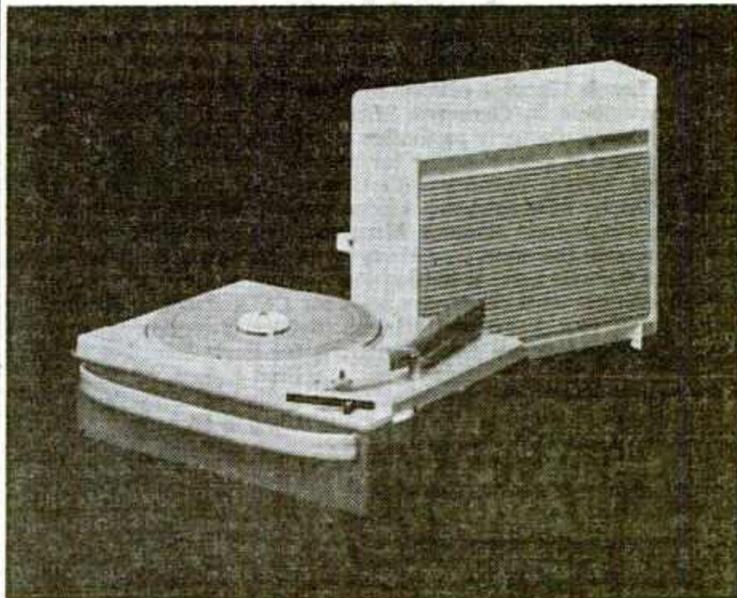
In announcing the line to distributors, Johnson noted that 100 FM stations are now broadcasting stereo. "About 10 of these," he said, "are in 11 Western States. This number is expected to triple within the next 60 days." Johnson said his firm's FM stereo set sales have increased 12 per cent in the last two months and a 60 per cent increase is projected for this year. Price range of the new line is, from \$199.95 to \$600.

**Avalon, Lawrence**

• *Continued from page 6*

Ketty Lester was being played by the stations but hadn't come to life much in the stores. This record, too, was selling well in other areas.

Phil Cameratta's "Pain Set to Music" on ABC-Paramount was getting some attention by the ra-



MERCURY RECORD CORPORATION'S entries into the phonograph field include a portable stereo unit (top) and a fully transistorized portable (bottom). Both are manufactured in Holland by Philips' Phonographic Industries. The stereo unit will retail for \$139.50, the portable for \$59.95.

**Five Oscar Song Nominees Are in ASCAP Group**

NEW YORK — All five songs nominated in the "Best Song" category by the Motion Picture Academy this year are ASCAP copyrights.

The nominees are "Bachelor in Paradise," from "Bachelor in Paradise" by Henry Mancini and Mack David, Robbins; "Love Theme From El Cid" ("The Falcon and the Dove"), from "El Cid" by Miklos Rozsa and Paul Francis Webster, Robbins; "Moon River," from "Breakfast at Tiffany's" by Henry Mancini and Johnny Mercer, Famous; "Pocketful of Miracles," from "Pocketful of Miracles" by James Van Heusen and Sammy Cahn, Maraville, and "Town Without Pity," from "Town Without Pity" by Dimitri Tiomkin and Ned Washington, United Artists.

The winner will be announced on the Academy Award TV show April 9. Meanwhile the publishers and writers involved are readying their usual all-out promotional campaigns to capture votes. Gogi Grant and Andy Williams have signed to warble two of the nominee tunes on the video show, and

**Rabinowitz Takes Epic Sales Post**

NEW YORK—Sol Rabinowitz, former a.&r. producer for Epic and Okeh Records, has been promoted to the post of manager of national promotion for the Epic label. Rabinowitz succeeds Herb Linsky, who left last week to join United Artists. Rabinowitz is already on a trip through the Midwest. Meanwhile, Joe Rene has been signed by Columbia to handle a.&r. work for the Epic-Okeh labels. Rene produced the Bobby Lewis hits at Beltone Records, including "Tossin' and Turnin'." He was musical director at Beltone prior to joining Epic.

the names of those who will sing the other three will be announced shortly.

Mancini, who has two chances of winning this year, has never won a "Best Song" Oscar. Tiomkin has one Oscar in the tune category; Rozsa, one; David, one; Paul Francis Webster, two; Johnny Mercer, two; Ned Washington, three; James Van Heusen, three, and Sammy Cahn, three.

dio stations, but the kids weren't picking it up at the stores. A couple of dealers reported the teens somewhat annoyed at what they termed was somebody trying to make fools out of their idols.

Beginning to show signs of some popularity were "Please Don't Ask About Barbara" by Bobby Vee on Liberty, and Paul Anka's new recording for RCA Victor, "Love Me Warm and Tender." Both of these made the "Hot 100" this week. Showing most promise in the opinion of Bob Clayton of WHDH were "Clown Shoes" by Johnny Burnette and "Along Came Linda" by Tommy Boyce on RCA Victor.

it's **OUR** Silver Anniversary but **YOU** get the gift!

**FREE!** beautiful, practical **RECOTON DIAMOND SHOWCASE** with the purchase of the #962 assortment of only 30 popular Recoton diamonds! This dramatic silent salesman is yours free with the purchase of the #962 assortment of 30 popular stereo and mono Recoton diamonds. Showcase has space for more than 50 in all! Uses only 13" of counter space — smart plexiglass window gives full visibility. Pilfer proof, easily accessible, easy for inventory taking. Full of Recoton sales literature — helps promote more business for you!

Order through your Recoton distributor, or write to Dept. XL

**RECOTON CORPORATION**  
52-35 Barnett Ave., Long Island City, 4, N. Y.

**DIRECTIONAL**

**NEW NEW NEW**

**COOL PERCUSSION**

**III SOUND III**

A PRODUCT OF PREMIER ALBUMS, INC.  
356 W. 40 St., N. Y. C.

**JAMIE**

Headed for the Top! **QUARTER TO FOUR STOMP**

**THE STOMPERS**  
Landa #684

**JUNGLE LULLABY**  
**THE LEGENDS**  
Caldwell #410

**GUYDEN RECORDS** 1330 W. Girard Ave. Phila. 23, Pa. CE 2-3333

**ANOTHER HICKORY HIT!**

**Sammy Salvo FRENCH POODLE**  
HICKORY 1161

RELIABILITY—QUALITY **RECORD PRESSING**

Originators of the Patented rim drive; thick-thin type record

**RESEARCH CRAFT CO.**  
1011 NORTH FULLER  
HOLLYWOOD 46, CALIF.

America's Largest and Oldest **ONE-STOP RECORD SERVICE!**

**45 RPM 60c**

ALL LP's—REGULAR DISTRIBUTOR **WHOLESALE—NOTHING OVER**

**SAME DAY SERVICE**

**The MUSICAL SALES COMPANY**  
The Musical Sales Bldg.  
Baltimore 1, Maryland

**SMASHING!**

**"The Alvin Twist"**

**DAVID SEVILLE**  
And The Chipmunks  
#55424

**LIBERTY**

**SPECIAL ANNOUNCEMENT**

New Prices on Singles Was 65c—Now 60c

**SINGER ONE STOP**

1812 WEST CHICAGO AVE., CHICAGO 22, ILLINOIS (HUMBOLDT 6-7400)  
6920 S. HALSTED, CHICAGO 21, ILLINOIS (RADCLIFFE 3-2144)

**NATION'S MOST BEAUTIFUL AMPHITHEATRE**

3400 SEATS

Now Available!  
For Lease or Bookings!

Write **IROQUOIS AMPHITHEATRE**  
c/o DEPT. OF PARKS  
LOUISVILLE, KY.

**NEW SPIN-TACULAR STAR!!!**

**TY WHITNEY**

On DENNY RECORDS, 1011 N. Fuller, Hollywood

**"GONNA SET A NEW RECORD"**  
**"THE OTHER SIDE OF LOVE"**

# Victor Ready With Dole Premium LP

NEW YORK—RCA Victor has prepared a premium album for the Dole Corporation, called "Music From the Dancing Years." The LP will be advertised in many large circulation consumer magazines. Dole is offering the LP for \$1 plus labels from Dole Pineapple label products. Campaign will run through April.

The special LP contains sides by Louis Armstrong, Gus Arnheim, Xavier Cugat, Tommy Dorsey, Duke Ellington, Glenn Miller, Vaughn Monroe, Helen O'Connell, Artie Shaw and Frank Sinatra.

The Dole premium follows the Victor Chevrolet campaign, in which the company offered a Golden Anniversary album prepared by Victor. Chevrolet made the album available through its dealers for \$1, and sold over 500,000 of them. Victor gave the firm a gold record for the half-million album sale.

**THE CHORDETTES**  
Sing  
**"THE WHITE ROSE OF ATHENS"**  
C #1417  
**CADENCE RECORDS**  
119 W. 57th St. N. Y. C.

**DION**  
**'BORN TO CRY'**  
Laurie 3123

REAL BIG SELLER!  
**Rick Nelson**  
**"YOUNG WORLD"**  
b/w  
**"SUMMERTIME"**  
#5805  
**IMPERIAL RECORDS**  
6425 Hollywood Blvd.  
Hollywood 28, Calif.

**BUDDY DISTRIBUTING CO.**  
★ WE'RE NEW  
★ WE GIVE COMPLETE PROMOTIONAL COVERAGE  
★ WE GIVE INDIVIDUALIZED LABEL ATTENTION  
★ WE MAKE HITS!  
1741 MARKET ST., OAKLAND, CALIFORNIA  
OLYMPIC 4-9288

**Rose Maddox**  
**"HERE WE GO AGAIN"**  
Capitol 4709  
**CENTRAL SONGS INC.**  
1483 NORTH VINE STREET  
HOLLYWOOD 28, CALIF.  
HO. 9-2239

# MUSIC AS WRITTEN

Continued from page 20

**Al Hirt** slipped into town February 25-26 for RCA Victor sessions at the RCA Victor Studio here. . . . Victor's **Steve Sholes** visited Nashville from the West Coast last week. The label's International representative to the Far East, **Bob Wynn**, was in town from Tokyo, and **Norman Luboff** was also here recently for a visit which included a tour of the Hermitage, **Andrew Jackson's** famed homeplace. Luboff was shown the historic sights by Victor's **Eddy Arnold**, **Chet Atkins** and promotion man **Bob Holt**.

**Ralph Emory** and **Skeeter Davis** are building a colonial home near Brentwood, just outside Nashville. . . . **John D. Loudermilk** and **Norris Wilson** recently visited the 6,000-or-so-acre farm in Georgia owned by **Walter Forbes'** father. They went down for bird hunting. . . . **Jim Reeves** is on the road again for some two months. . . . **Porter Wagoner** leaves right away for a German tour  
Pat Twitty

## Chicago

**Lennie Garmisa** opened Big Town, a new distributorship, to be housed in Garmisa's Michigan Avenue quarters. **Kent Beauchamp**, formerly promotion director for Garmisa's **Garlen**, takes over as sales manager for Big Top. The firm will handle United Artists, formerly with **Garlen**, and **Vee-Jay**, formerly handled by **Milt Salstone**. **Garlen** takes over Philips with **Reprise** and **Fiesta**. Midwest Mercury and Garmisa Distributing line remain the same. . . . **Marty Spieler**, formerly head of Discount Records here, is starting **Eagle Sales**. He'll handle record departments on a concession basis for CMA discount stores in **Palatine**, **Oak Lawn** and **Harlem**. **Spieler** is renting space at Garmisa's Michigan Avenue quarters for **Eagle Sales** but there is no tie between the two firms. . . . **Fred Siptora**, of **Singer's**, is leaving for a week's vacation in **Acapulco**. **Singer's**, incidentally, is cutting its singles price to stores to 60 cents.

**Oscar Brown Jr.** returns for a week of promotion on his new Columbia album based on his recent "Kicks & Company" play here. It's a fast change of pace for Columbia promotion man, **Paul Cook**. He worked with folk singers **Inman** and **Ira** last week, classicist **Issac Stern** over the weekend, and now jazz composer-singer **Brown**. . . . **Little AF's** newest disk outlet, his 12th, is in the Near North French Village and open from 4 p.m. to 4 a.m. to catch the night club crowd. . . . Mercury's **Shelby Singleton** has pacted c.&w. artist **Johnny Bond**. . . . **Erroll Garner** returns for a Civic Opera concert March 10. . . . **Vee-Jay** pianist **Bill Marx**, son of **Groucho**, huddled here last week with **Vee-Jay** prexy, **E. G. Abner**. . . . **Vee-Jay's** **Bill Henderson** signed with the **William Morris** office here. The agency's **Chi rep**, **Herb Tannen**, said they will concentrate on Henderson's recordings plus motion picture deals and television. . . . Mercury will release an album cut of the off-Broadway comedy group, **The Rivals**, which opened at the **Martique** last fall. It's called "All in Love."  
Nick Biro

## Hollywood

**Saverio Saridis**, whose "Love Is the Sweetest Thing" on the Warner label is climbing the Hot 100 singles list, last week signed to participate in a coast-to-coast "A Night With Gershwin" one-nighter tour, co-starring **Rhonda Fleming**, **Earl Wrightson**, **Skitch Henderson** and orchestra and the **Ray Charles Singers**. Company will hit **Pittsburgh**, **Philadelphia**; **Richmond, Va.**; **Raleigh, N. C.**; **Greensville, S. C.**; **Atlanta, Charlotte, N. C.**; **Greensboro, S. C.**; **Washington** and **Milwaukee**, among other cities during the months of March and April.

Dot President **Randy Wood's** latest pride and joy—a 24-k. gold putter, a gift from **Selig Smith** (J. S. Berlin company), heralding his prowess as a golfer. . . . **Reprise** apparently inspired by the speed of **Col. John H. Glenn Jr.'s** orbital flight, recorded and issued an LP saluting the **Glenn** flight within 48 hours after **Glenn's** landing.  
Lee Zhitto.

## Pittsburgh

**Lillian Briggs** has been set for the first night club date at the **Vogue Terrace**, **McKeesport**, May 13, to be followed by **Louis O'Brien** and the **Four Coins**. **Zeke Nicholas** booked all three. . . . The **Wright Sisters** spent two days here promoting new **Cadence** single, "That's Okay."

**Lee Levine** and **Ben Herman** of **Standard Distributing** hosted **Eddie Hodges**, who spent February 16 and 17 here to plug his waxing of "Bandit of My Dreams." . . . **Bob Schachner**, head of **Bobtone Records**, is recuperating after a lengthy illness in **Montefiore Hospital**. He reports the **Riverside** recording of "White Rose of Athens," featuring **Nana Mouskouri**, is faring well in this area.

**Hank Ballard** is the first record name signed by **Porgy Chedwick**, the **WAMO** deejay, for **Porky's** next in-person show at **Syria Mosque** May 11. . . . **Bill Lawrence**, head of **Bill Lawrence, Inc.**, his chief aid, **Glen Miller**, and six members of their sales staff, attended a **Mercury Record** sales meeting in **Chicago** this weekend.  
Leonard Mendlowitz

## Cincinnati

**Ohio Appliances, Inc.**, whose **RCA Victor Records'** division is headed by **Jerry Weiner**, has taken on the distributorship of the **Philips** and **London** labels. . . . **Nashville** promotion man **Joe Cash** made the rounds of deejays and music marts here last Tuesday (27) to promote **Bob Moore's** new one, "Auf Wiedersehen, Marlene," and **Jerry Byrd's** "Memories of Maria" on **Monument**. Accompanying **Cash** on the local trek was **Julie Godsey**, **RCA Victor** tub-thumper here. . . . **Jim Green**, promotion man for **Columbia Records** here, ushered **Billy Walker**, of "Grand Ole Opry," around the local stations Tuesday (27) to put out the good word on the latter's new disk, "Charlie's

# BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	By special survey for week ending 3/10	Weeks on Chart
1	3	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	9	9
2	1	WALK ON BY, Leroy Van Dyke, Mercury 71834	27	27
3	7	A WOUND TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229	8	8
4	5	THAT'S MY PA, Sheb Wooley, MGM 13046	9	9
5	4	LOSING YOUR LOVE, Jim Reeves, RCA Victor 7950	13	13
6	6	LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959	12	12
7	2	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	6	6
8	9	ALLA MY LOVE, Webb Pierce, Decca 31347	5	5
9	16	ACHING, BREAKING HEART, George Jones, Mercury 71910	3	3
10	20	SHE'S GOT YOU, Patsy Cline, Decca 31354	2	2
11	19	AIR MAIL TO HEAVEN, Carl Smith, Columbia 42222	9	9
12	11	NOBODY'S FOOL BUT YOURS, Buck Owens, Capitol 4679	3	3
13	8	CRAZY, Patsy Cline, Decca 31317	17	17
14	12	HAPPY JOURNEY, Hank Locklin, RCA Victor 7965	9	9
15	28	CHARLIE'S SHOES, Billy Walker, Columbia 42287	2	2
16	10	SOFT RAIN, Ray Price, Columbia 42132	22	22
17	25	UNLOVED, UNWANTED, Kitty Wells, Decca 31349	2	2
18	26	GO HOME, Lester Flatt and Earl Scruggs, Columbia 42141	15	15
19	22	CAJUN QUEEN, Jimmy Dean, Columbia 42282	5	5
20	18	TENNESSEE FLAT-TOP BOX, Johnny Cash, Columbia 42147	12	12
21	—	WHERE I OUGHT TO BE, Skeeter Davis, RCA Victor 7979	1	1
22	17	DEAR IVAN, Jimmy Dean, Columbia 42259	6	6
23	13	GO ON HOME, Patti Page, Mercury 71906	4	4
24	—	TO A SLEEPING BEAUTY, Jimmy Dean, Columbia 42282	1	1
25	21	BIG BAD JOHN, Jimmy Dean, Columbia 42175	21	21
26	24	SOMETIMES I'M TEMPTED, Marty Robbins, Columbia 42246	6	6
27	14	THE WALTZ YOU SAVED FOR ME, Ferlin Husky, Capitol 4650	7	7
28	—	WHAT A PLEASURE, Connie Hall, Decca 31310	3	3
29	23	ANYWHERE THERE'S PEOPLE, Lawton Williams, Mercury 71867	19	19
30	15	WHAT I FEEL IN MY HEART, Jim Reeves, RCA Victor 7950	13	13

Shoes." Walker returned to Nashville Tuesday night. . . . **The Mamselles** (**Delores Jean** and **Shirley Sabin**) next week wind up an extended stay at the **Kentucky Hotel**, **Louisville**. **Delores Jean** is on piano, and **Shirley** on cocktail drums and vocals.

**Richard Maltby**, veteran band leader, arranger and composer, whose big band is still active weekends in the **New York** sector, premiered his new concert group, the **Richard Maltby Octet**, in a six-day stand at the **Surf Club** here ended Sunday (4). Group appeared twice nightly and its work drew raves from the local dailies. **Surf Club**, new suburban nitery, has **Miranda Records'** **Arthur Lee Simpkins**, a prime fave hereabouts, coming in next week, with the management interested in bringing in **Roberta Sherwood** at an early date.  
Bill Sach.

## Philadelphia

**Jewelton, Inc.**, organized here for activity in all phases in the music business. . . . **Drexelbrook Inn** to bring in names for one-nighters each month, with **Sammy Kaye** March 12 and **Guy Lombardo** April 16. . . . It's now three years for the holdover run of **Joe Frassetto** at **Cherry Hill Inn** on the **Jersey** side. . . . **Joe Grady**, one of the pioneer deejays, returns to the music playing field as a member of the **Sentimentalists** unit. . . . At least six colleges were represented at the second annual intercollegiate **Jazz Festival** at **Villanova University** staged on the campus February 23. . . . **Carl Helm**, local athlete and singer, signed with **Canadian-American Records**. . . . **Jack Verna** cut two sides for the local **Carillion Records**, both tunes clefted by **Bix Reichner**. . . . **Val Damon**, linked with the **Cavalier** label, comes in from the **West Coast** to take over the singing emcee post at the **Latin Casino** on the **Jersey** side.  
Maurie Orodener,

**BILLBOARD MUSIC WEEK HOT R & B SIDES**

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	DUKE OF EARL, Gene (Duke of Earl) Chandler, Vee Jay 416	8
2	2	LOST SOMEONE, James Brown and the Famous Flames, King 5573	12
3	8	LETTER FULL OF TEARS, Gladys Knight and the Pips, Fury 1054	11
4	9	I KNOW, Barbara George, AFO 302	16
5	11	CRY TO ME, Solomon Burke, Atlantic 2131	3
6	14	HEY! BABY, Bruce Channel, Smash 1731	3
7	13	TWISTIN' THE NIGHT AWAY, Sam Cooke, RCA Victor 7983	4
8	16	SOMETHING'S GOT A HOLD ON ME, Etta James, Argo 5409	2
9	3	I'M BLUE, Ikette, Atco 6212	9
10	10	BABY IT'S YOU, Shirelles, Scepter 1227	10
11	4	THE TWIST, Chubby Checker, Parkway 811	13
12	15	STONE CRAZY, Buddy Guy, Chess 1812	3
13	6	JAMIE, Eddie Holland, Motown 1021	9
14	18	LET ME IN, Sensations, Argo 5405	6
15	12	TURN ON YOUR LOVE LIGHT, Bobby Bland, Duke 344	14
16	5	DEAR LADY TWIST, Gary (U. S.) Bonds, LeGrand 1015	7
17	21	CUTTIN' IN, Johnny (Guitar) Watson, King 5579	2
18	24	SOUL TWIST, King Curtis, Enjoy 1000	4
19	17	TWISTIN' POSTMAN, Marvelettes, Tamla 54054	4
20	7	BABY DON'T LEAVE ME, Joe Henderson, Todd 1066	6
21	—	TUFF, Ace Cannon, Hi 2040	6
22	20	MIDNIGHT SPECIAL, Jimmy Smith, Blue Note 1819	2
23	29	OUR ANNIVERSARY, Shep and the Limelites, Hull 748	3
24	28	SMOKY PLACES, Corsairs, Tuff 3030	9
25	—	LOVE LETTERS, Kelly Lester, Era 3068	1
26	23	SHAME, SHAME, SHAME, Jimmy McCracklin, Art-Tone 827	2
27	19	PEPPERMINT TWIST, Joey Dee and the Starlites, Roulette 4401	11
28	27	POOR FOOL, Ike and Tina Turner, Sue 753	11
29	30	MY SOMETIMES BABY, B. B. King, Kent 365	5
30	25	DO-RE-MI, Lea Dorsey, Fury 1056	5

**FOLK TALENT & TUNES**

By BILL SACHS

Capitol Records' Wanda Jackson and Her Party Timers have been set by manager Jim Halsey for a two-weeker at the Commercial Hotel, Elko, Nev., starting March 27. On March 22, the group returns to the Golden Nugget, Las Vegas, to remain through April 4. . . . Hank Thompson and His Brazos Valley Boys, who last weekend concluded a Canadian trek with a Marlin Payne package, return to the Golden Nugget, Las Vegas, Thursday (8), for a fortnight's stand. . . . Roy Clark, now also working under the guidance of Jim Halsey, finished a Canadian tour with the Marlin Payne unit at Billings, Mont., Sunday (4), and Tuesday (6) begins a week's stand at the Four Seasons nitery, Denver. He follows with the Southern Club, Lawton, Okla., March 13-18, and the Melody Club, Odessa, Tex., March 20-25.

On a recent trip to Nashville, Steve Stebbins, of Americana Corporation, Woodland Hills, Calif., made a deal with the Jim Denny Artists Bureau whereby George Morgan, Jimmy Dickens, Billy Walker, Carl Belew and Red Sovine will follow each other on a series of West Coast dates coming up soon. . . . Lefty Frizell embarked on a tour of the Pacific Northwest and West for American February 23, with the wind-up coming at Farmington, N. M., March 21. . . . Eddie Dean, currently touring Northern California for Americana, will be followed over the same route by Freddie Hart beginning next week. . . . Stoney Cooper, recently bowled over by a serious illness, is reported on the

**International News**

Continued from page 23

**NORWAY**

**Boyesen Transfers Rights to Iversen**

By ESPEN ERIKSEN  
Verdens Gang, Akersgaten 34, Oslo

The man behind Harmonyforlaget publishing, C. C. Boyesen, has transferred all rights of his company to Egil Monn Iversen A/S as of March 1. Boyesen will, however, continue as a consultant and songwriter for Egil Monn Iversen.

The Scandinavian finales of the European Melody Grand Prix are now finished, with these four winners: Denmark, "Vuggeviser" (Lullaby); Sweden, "Sol och var" (Sun and Spring); Finland, "Tipiti," and Norway "Kom sol kom regn" (Come Sun Come Rain). The singers participating in the European finale in Luxembourg March 18 will be opera songstress Ellen Winther from Denmark, Inger Berggren from Sweden, Marion Rung from Finland and veteran songstress Inger Jacobsen from Norway.

This week was a Norwegian success on the platter front. Not only did young Grynnet Molvig reduce the distance between his own and the present leading song, "Walk on By" by Leroy Van Dyke on Philips, but also Bjorg and Per Gunnar made the charts with their latest hit "Mari og Ola" on Mann and thereby gave the Norwegian Top 10 its second record of domestic origin. That has not happened in quite a while.

**SWEDEN**

**'Sol Och Var' Is Eurovision Entry**

By HARRY NICOLHUSON  
Regeringsgaten 22, Stockholm C

The six tunes that competed to represent Sweden in the European Song Festival in Luxembourg March 18 were played several times over the Swedish radio and TV in order to give the listeners a chance to get well acquainted with them before sending in their votes.

"Sol och var" by Ake Gerhard and Ulf Kallqvist sung by Inger Berggren got far more votes than any of the other tunes. Second was "Nar min van by Owe Tornqvist and then came "Anneli" by Per Lindqvist, "Lolo-Lolita" by Bobbie Ericsson and Bo Eneby, "I sagans underbara varld" by Britt Lindborg and at last "Trollen ska trivas" by Ulf Peder Olrog, Inger Berggren will sing the winning tune in Luxembourg and maestro Egon Kjerrman will lead the orchestra.

The melody contest arranged by Radio Nord in collaboration with the Metronome, Karusell and RCA record companies is now finished. The winner was "Vinden talar om" by Karl Erik Mattsson sung by Ann-Louise Hansson (Metronome); second was "Det var min lyka" by Hakan Elmkvist sung by Lil-Babs (Karusell) and third "Hit men inte langre" by Bo Eneby and Bobbi Eriksson sung by Tova Carson (RCA).

mend, although still confined to his bed. Doctors say it'll be some three months before he'll be able to work again. Drop him a line to Station WSM, Nashville.

Jim Reeves and His Blue Boys appear March 10 at Heiser's Shadow Lake Ballroom, near Seattle, where Jack Roberts and the Evergreen Drifters are the regular weekend feature. Other Puget Sound area dates for Reeves and his combo are Lynnwood Cabaret, Lynnwood, Wash., March 7; Pearl's Pavilion, Bremerton, Wash., 8, and Evergreen Ballroom, Olympia, Wash., March 9. . . . "Grand Ole Opry" comic, Archie Campbell, now working under the direction of Bob Ferguson and Don Light, of Backwoods Talent, Nashville, hit the supper club circuit recently with a three-day stand at the Botter Busch Club, New Oxford, Pa. Archie is plugging his new comedy album, "Bedtime Stories for Adults."

March bookings as announced last week by Curtis Artists Productions, Goodlettsville, Tenn., stack up as follows: Ernest Tubbs and the Texas Troubadours, Fort Smith, Ark., March 7; Fairfax, Okla., 8; Bellevue, Neb., 9; Tulsa, Okla., 10; Greensboro, N. C., 16; Charlotte, N. C., 17; Corpus Christi, Tex., 22; Austin, Tex., 23; Bandera, Tex., 24; San Antonio, Tex., 24; Enid, Okla., 29, and Oklahoma City, Okla., 31; Ray Price and the Cherokee Cowboys, Farmington, N. M., March 7; Albuquerque, N. M., 8; Lubbock, Tex., 9; Wichita Falls, Tex., 10; Lawrence, Kan., 17; Kansas City, Kan., 18; Sioux Falls, S. D., 20; Sioux City, Ia., 21; Lincoln, Neb., 22; Omaha, Neb., 23; Wichita, Kans., 23; and Jacksonville, Fla., 31; Jim Reeves and the Blue Boys, Lynnwood, Wash., March 7; Bremerton, Wash., 8; Olympia, Wash., 9; Renton, Wash., 10;

Lynchburg, Va., 15; Greensboro, N. C., 16; Charlotte, N. C., 17; Muskegon, Mich., 23; Grand Rapids, Mich., 24; and Saginaw, Mich., 25; Buck Owens and band, Oklahoma City, Okla., March 17; Pueblo, Colo., 18; Muskegon, Mich., 23; Grand Rapids, Mich., 24, and Saginaw, Mich., 24; Carl Butler, Columbia, S. C., March 17, and Phoenix, Ariz., 22.

Ott Devine, manager of "Grand Ole Opry," has set the Glaser Brothers in Minneapolis, March 12-17; Cousin Jody, Huntsville, Ala., March 16, and Belleville, Ill., April 1; Bill Monroe and His Blue Grass Boys, Portsmouth, Ohio, March 10, and Walnut Ridge, Mo., 15; and Flatt and Scruggs, Milledgeville, Ga., March 6; Winder, Ga., 7; Franklin, Tenn., 8; Athens, Ala., 9; Rocky Mount, Va., 13; Brookmead, Va., 14; Mount Pleasant, Tenn., 19; Oakland, Ala., 20; Ardmore, Tenn., 23; Concord, Ark., 26; Bald Knob, Ark., 27; Mountain View, Ark., 28; Batesville, Ark., 29; Jackson, Tenn., 30; Orange City, Tenn., April 2; Richmond, Va., 7, and Norfolk, Va., 8.

**Margie Rayburn Inks Dot Recording Pact**

HOLLYWOOD—Dot Records signed songstress Margie Rayburn to a long-term contract. She had been on the Liberty label for three years, where her top seller was "I'm Available."

Her initial release under the Dot banner, scheduled for next week, is a single coupling "Hello, Mr. Heartbreak" with "Mudpies." Deal was negotiated and signed between Dot president Randy Wood and Norm Malkin, the artist's husband-manager. Malkin produced the Jack Ross "Happy Jose" master, which Dot had purchased several months ago and now climbing BMW's Hot 100.

**STRONG NEW RELEASES**

**THE MASQUERADE IS OVER KATANGA**  
Little Willie John King 5602

**IT'S TWISTIN' TIME AUTUMN BREEZE**  
Hank Ballard King 5601

**WHY DOES EVERYTHING HAPPEN TO ME**

**NIGHT TRAIN**  
James Brown and the Famous Flames King 5614

**DO THE PRESIDENT TWIST YOUR LOVE KEEPS**

**A-WORKING ON ME**  
Lula Reed, Freddy King & Sonny Thompson Federal 12457

**SITTIN' ON THE BOAT DOCK SIDE TRACKED**  
Freddy King Federal 12456

**GOING STRONG**

**DO YOU KNOW HOW TO TWIST BROADWAY**  
Hank Ballard King 5593

**FEVER (with fiddles) BO-DA-LEY DIDD-LEY**  
Little Willie John King 5591

**LOST SOMEONE CROSS FIRING**  
James Brown and the Famous Flames King 5573



A DEFINITE SMASH!  
**BRIAN HYLAND**  
Singing  
**GINNY COME LATELY**  
#10294  
ABC-PARAMOUNT  
FULL COLOR FIDELITY

IT'S HERE!  
**THE CENSOR**  
#2043  
jubilee

Broke Big!  
**"IF YOU WANT TO" THE CAROUSELS**  
G-5118  
**GONE RECORDS**  
1650 Broadway New York, N. Y.

Have you seen  
**BALLROOM DANCE MAGAZINE**  
Send for free sample copy  
Box B 231 W 58 St N Y 19, N Y

# New Studios Key Global Emphasis

Continued from page 4

vision producers or film makers. It is expected that musical directors who have thus far used lesser facilities for the scoring of films for the American market will make extensive use of the new studios. Italy itself is a relatively small record market, yet the ceremonies attendant upon the formal opening

were the acme of international posh and glamor—testimony to the far-flung significance of the event. In line with this, all RCA licensees during the week were discussing the use of the new facility as a focal point in the manufacture and dissemination of product.

The week's ceremonies were key-noted Monday (26) at a studio press conference attended by journalists of many nations. In addition, many foreign record executives were present and joined in a multi-lingual question and answer session presided over by Giuseppe Ornato, general manager of RCA Italiana, and George Marek, vice-president and general manager of the RCA Victor Record Division. Ornato, Marek, and RCA Victor's international exec, Dario Soria, were on hand to answer technical questions.

The attendance at the press conference was roughly estimated at 150. The task for all on hand was facilitated by a multi-microphone set-up. Giants of the electronic and record industries were present en masse and on Thursday participated in inaugural ceremonies at the studio. They included RCA's Frank Folsom, British Decca's Sir Edward Lewis, EMI's David Bicknell, Philips' Willem Langenberg. Also on hand from RCA's New York offices were Bob Yorke, Peter Baumberger, Frank Swenson and Robert Cook.

### Notables Attend

Foreign notables included: W. Brandsteder, J. Mascini and W. Roelans of Inelco, Holland; Ingwersen, H. Lieber, and Messrs. Richter, Slavik and Waizenegger of Teldec, Germany; M. Hawgood, British Decca; Moritz Rosengarten and Jack Dimenstein of Musikvertrieb AG, Zurich, Switzerland; Sixten Eriksson of Gramophone AB Electra, Sweden; K. Caglayan, American Nesriyati Burosu, Turkey; R. Friedmann, Musica Schallplatten, Austria; A and F Vaz Pinto, Telectra, Portugal; A. J. G. MacGrath, Teal Record Company, South Africa; E. Henriksen, Hede Nielsens Fabriken, Denmark, and others from all over the world.

### The Eternal City

Irving Green, president of Mercury, was expected momentarily. The atmosphere was that of the United Nations, in a setting of potted palms and modern architecture all within the aura of the Eternal City.

## BMW Classified

Continued from page 5

Billboard Music Week offices in New York, Chicago, Hollywood, or St. Louis by Tuesday of any week will appear in the issue distributed on the following Monday. The Buyers and Sellers Classified Mart

## Disk Structure

Continued from page 4

studios C and D, are designed for small combos and soloists.

All studios are equipped with standard instruments and are adaptable for all electronic media. Studio A has been built with recording, television and motion pictures, and their individual requirements, in mind. With the technical facilities in the new building, and those previously available, on the same grounds, RCA Italiana is now in the position of being able to carry through from recording to distribution of finished product in the same area. These include the manufacture and technical equipment required for the recording process.

RCA and other companies have been recording complete operas in Rome and elsewhere in Europe since 1953 where they have been affected by union regulations which have required them to use fixed orchestra groups, the Rome Opera Orchestra at the Teatro Dell and the Santa Cecilia Symphony at the Santa Cecilia Auditorium, for example. Now the recording company will be free to form its own symphony from a free choice of musicians.

## Baltimore Takes

Continued from page 6

Phatter on Mercury; "Please Don't Ask About Barbara," by Bobby Vee on Liberty; "Cry, Baby, Cry," by the Angels on Caprice; "She Can't Find Her Keys," by Paul Peterson on Colpix, and "You Better Move On," by Arthur Alexander on Dot.

The hold-back (if it is that, and not other factors), not only penalizes the dealer, but prevents spread of the record's popularity via strong local sales where it is taking hold. One dealer said he had this experience with "Moments to Remember," by Jennell Hawkins on Amazon, and Rene Roberts' "I Want to Love You" on New Phoenix. On the latter disk, another Baltimore dealer reported an on-and-off sales pattern, very good one week, nothing by the end of a second week, then back again, but not strongly, the third.

Dealers generally attribute the manufacturer hold-back to fear of being caught short on disks which the big-quantity buyers will want in large amounts and in a hurry when and if the tune suddenly takes off.

is designed to provide the same services to domestic advertisers as those provided to the International market by the International Buyers and Sellers Exchange, which was introduced last November by Billboard Music Week's International Division.

## Reviews of New Albums

Continued from page 28

### ★ ★ ★ MODERATE SALES POTENTIAL

★ ★ ★ FAMOUS RECORDS OF THE PAST  
Various Artists, FRP 13

### JAZZ

★ ★ ★ SOUTH AMERICAN COOKIN'  
The Curtis Fuller Quintet, Epic BA 17020 (Stereo & Monaural)

★ ★ ★ INVERTED IMAGE  
The Chris Anderson Trio, Jazzland JLP 57

★ ★ ★ LIL HARDIN ARMSTRONG AND HER ORCHESTRA  
Riverside RLP 9401 (Stereo & Monaural)

### INTERNATIONAL

★ ★ ★ THE ENGLISH AND SCOTTISH POPULAR BALLADS, VOL. 4  
Ewan MacColl and A. L. Lloyd, Washington WLP 718

★ ★ ★ THE BIG BAMBOO  
Big Bamboo Orch. Carib LP 2015 (Stereo & Monaural)

### FOLK

★ ★ ★ SONGS OF THE OLD WEST  
Merrick Jarrett, Washington WLP 725

★ ★ ★ THE ENGLISH AND SCOTTISH POPULAR BALLADS VOL. 3  
Ewan MacColl and A. L. Lloyd, Washington WLP 717

★ ★ ★ THE ENGLISH AND SCOTTISH POPULAR BALLADS, VOL. 3  
Ewan MacColl and A. L. Lloyd, Washington WLP 716

★ ★ ★ WHALING BALLADS  
Ewan MacColl and A. L. Lloyd, Washington-WLP 724

### SPECIALTY

★ ★ ★ HOLLYWOOD CHARM COURSE VOLUME 1: MAKEUP  
Venise 7027

★ ★ ★ A CHILD'S INTRODUCTION TO SEX  
Dr. Milton I. Levine, Wonderland 1459

### COMEDY

★ ★ ★ HELLO DERE  
Allen and Rossi, ABC-Paramount ABC 2270 (Monaural)

### COUNTRY & WESTERN

★ ★ ★ LEW CHILDRÉ  
Starday SEP 198

## Reviews of New Singles

Continued from page 31

### ★ ★ ★ MODERATE SALES POTENTIAL

### SACRED

JOAQUIN SINGERS

★ ★ ★ I Kneel to Pray (San Joaquin, BMI) (2:32)—★ ★ ★ Walk and Talk With My Lord (San Joaquin, BMI) (2:07). JOAQUIN 103.

### JAZZ

JACK McDUFF

★ ★ ★ Goodnight, It's Time to Go (3:30)—★ ★ ★ Sanctified Waltz (Prestige, BMI) (3:30). PRESTIGE 211.

### LIMITED SALES POTENTIAL

JESSE ATKINS

Two Fools (Manship, BMI) (2:37)—★ Pink Sheets (Manship, BMI) (2:42). VELLEZ 1512 A-B.

THOMAS AND TOMCATS

Drive Drive Drive (Balmin, BMI) (2:21)—One Day (Balmin, BMI) (2:26). NOLTA 22.

CARA STEWART

A Boy Like Me Needs a Girl Like You (McGinty, ASCAP) (2:42)—You're Just for Me (McFingy, ASCAP) (2:12). ROXIE 314.

DORIS KNOLL

The New Frontier (Georgianna, BMI) (2:12)—Ladies' Day at the Ball Game (Georgianna, BMI) (3:00). KNOLL 5561.

LENNIE EDWARDS

Poor as I Am (Sound, BMI) (2:42)—Darling I'm in Love With You (Sound, BMI) (2:12). ACCENT 1074.

LINDA HALL

G.I. Guy (James E. Kirchstein, BMI) (1:57)—Almost Always True (From the Hal Wallis Film "Blue Hawaii," ASCAP) (2:14). CUCAL 1070.

BAN-LONS

Highest Mountain (Spectrum) (2:40)—Hey Baby (LeBill, BMI) (2:20). FIDELITY 4051.

THE ROCKINENTALS

L'Il Liza (Sioux Village, BMI) (2:17)—Something Else (Sioux Village, BMI) (2:22). SIOUX 11762.

NORMAN KNUTH

Do You Ever Think of Me (Miller)—Johnson Rag (Kleinkauf). SANDS 3150.

CURLEY MONEY

Blue Heart (Mona) (2:12)—Hurricane Baby (Mona) (2:04). RAMBLER 2471.

JOHNNY COLE

How You Know (Jaf, BMI) (2:20)—I'll Be There (Jaf, BMI) (2:27). JOLT 335.

TOM DE MARCO AND LORI RAISER

Marina (Ray Maxwell, BMI) (2:08)—Eyes (McFadden, BMI) (2:58). SENATOR 716.

THE KEYTONES

Until Eternity (Brosh, BMI) (2:58)—A Love Song for You (Brosh, BMI) (2:14). BROSH 400.

KRIS ARDEN

MY GUY (Jasmine, BMI) (2:32)

JERRY MARSHALL

Just a Few (Jasmine, BMI) (2:32)

MYSTERY GIRL

Makes My Heart Start Flopping Along (2:32)

RONNIE MAY

I Love 'Em So (Jasmine, BMI) (1:45). BROSH EPBR 500

### COUNTRY & WESTERN

TOM O'NEAL

Wasted Years (Three C's, BMI) (2:25)—You Can't Buy the Moon (Three C's, BMI) (2:05). CHEATHAM 103.

## Decca Branches

Continued from page 4

Indianapolis, for example, is now being serviced from Cincinnati; Cleveland from Pittsburgh; Houston, El Paso, Fort Worth and Oklahoma City all out of Dallas; Milwaukee out of Chicago and Richmond from Baltimore. In all cities served with product from other markets, the resident salesman set-up obtains. The economies thus affected have had a favorable influence on the Decca profit picture. In the words of Sydney N. Goldberg, vice-president of Decca Distributing Corporation: "Last year was one of the best years in the history of our company and we're doing even better now."

Unsurpassed in Quality at any Price

Made in the famous studios and laboratories of James J. Kriegsmann

**GENUINE 8"x10" GLOSSY PHOTOS**

**7¢ EACH IN 1,000 LOTS**

**\$9.88 per 100**

GENUINE HIGH-GLOSS POST CARDS, \$32 per 1,000. Copy Negatives, \$1.95.

MOUNTED ENLARGEMENTS

Size: One: 2 or more:  
20"x30" ..\$4.85...\$3.50 ea.  
30"x40" ..\$7.50...\$4.85 ea.

KODAK COLOR PHOTOS

100 JUMBO SIZE ..\$22.50  
100 8"x10" at ..\$1.10 ea.

PLaza 7-0233

**JJK COPY-ART Photographers**

A DIVISION OF JAMES J. KRIEGSMANN

165 W. 46th St., NEW YORK 36, N. Y.

**FAN MAIL GLOSSY PHOTOS**

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

**MULSON STUDIO**  
Box 1941 Bridgeport, Conn.

**PHOTOS for PUBLICITY**

QUALITY PHOTOS IN QUANTITY

100 8 x 10 ... \$ 7.99  
1,000 Postcards 19.00

BLOWUPS  
All other sizes, write for FREE sample & list BB

**MOSS PHOTO SERVICE**

350 W. 50 Street, New York 19 PL 7-3520

**BILLBOARD MUSIC WEEK**

in this issue

**1962 WHO'S WHO IN THE WORLD OF MUSIC**

THE SPOTLIGHT AND HIGHLIGHTS OF THE YEAR

1962 WHO'S WHO IN THE WORLD OF MUSIC

**A MUSIC-BUSINESS TREASURY**

**"1962 WHO'S WHO in the WORLD OF MUSIC"**

A 240-page, lavishly illustrated Year-Round Reference Aid. Packed with helpful information and detailed data on the big money-making successes of the music-record-automatics industry around the world.

**A Rare & Useful Directory**

**YOURS FOR ONLY \$1 POSTPAID!!**

**Billboard Music Week**  
2160 Patterson St.  
Cincinnati 14, Ohio

Send me POSTPAID \_\_\_\_\_ Copy(s) of the 240-page "1962 Who's Who in the World of Music" @ \$1 per copy. (U. S. & Canada.)

NAME \_\_\_\_\_ (please print)

STREET \_\_\_\_\_

CITY \_\_\_\_\_

ZONE \_\_\_\_\_ STATE \_\_\_\_\_

\*\$1.85 to England & W. Europe  
\$2.50 Elsewhere  
Payment Attached

768



## Two Memphis Ops Pool Equipment For More Efficient Service Calls

By **ELTON WHISENHUNT**

**MEMPHIS**—Two operators of music and game routes have pooled their servicemen and equipment to service both routes with radio-equipped vehicles and, as a consequence, have cut down labor overhead and improved service. No one lost his job. The arrangement was worked out by Charles V. McDowell, vice-president and general manager of Southern Amusement Distributing Company, and Parker C. Henderson, owner of Rainbow Amusement Company. Henderson formerly was in the job McDowell now has but left to build his own enterprises.

### Old Arrangement

Under the old arrangement, seven servicemen worked Southern's route, a large one. Henderson had three servicemen. One of Southern's servicemen quit, as did one of Henderson's.

Rather than hire new men, they entered into an agreement whereby, under varying days and hours, the men on duty will service both routes.

Southern is using six men and six radio-equipped

vehicles and Henderson two each. The radio base is at Southern's office and warehouse, 628 Madison, near downtown. Henderson's office is some miles away in the southern part of the city at 1889 Lamar.

### Save Money

It can be seen that both operators with this unique and economical arrangement will save money. For one serviceman, say, at \$100 per week is \$433 a month. In addition, using radio both operators will save gasoline and wear and tear on vehicles.

But that is not the important consideration, as McDowell sees it. He said the two main things are:

1. That they can give better service with the radios in the service vehicles.

2. That they can get men to the locations faster when there is a machine out of order, which keeps the "down time" from running up.

### Faster Service

"We can have a man on the way to a location five minutes after a call," said McDowell. "That's a lot faster than before, when they used the tele-

*(Continued on page 46)*

## Automatic Services Executive Changes



JOEL KLEIMAN

**CHICAGO**—A series of key executive changes are in the works for AC Automatic Services, Inc., division of Automatic Canteen Company of America and sales agent for AMI and Rowe equipment.

John Hale, formerly head of the equipment division of the Coca-Cola Corporation, will take over as president, replacing Joel Kleiman, who has been named special liaison representative for Canteen president, Patrick L. O'Malley.

Jack Harper, formerly vice-president and general manager of Coca-Cola of Reno, Nev., will take over as vice-president and sales manager of AC Automatic.

The moves are expected to take *(Continued on page 46)*

## WEST GERMAN OPS PLAN 'GET ACQUAINTED' TRIPS

**STUTT GART**—West Germany operators are planning a series of American trade visits, and efforts will be made simultaneously to promote U. S. trade visits to Germany.

The Germans visualize a large German-American operator exchange program of mutual visits by major U. S. and West German trade figures and scores of ordinary operators as well.

From the German side, the program of "operator to operator" visits will begin this spring with a visit by Baden-Wurttemberg operators to the U. S.

### More to Come . . .

This visit will establish a pattern for visits to follow by other West German operators and, it is hoped, manufacturers and distributors.

At the moment interest centers here in organizing a reverse flow of American operators to Germany.

"There is no problem with our people. We have more applications than plane seats," a Baden-Wurttemberg operator official reported. "But we would like to make these visits a neighborly sort of enterprise, visiting back and forth, and we hope to interest the Americans in returning our visit this spring."

### Chartered Plane . . .

Baden-Wurttemberg operators have chartered a 118-seat Constellation. The party will take off from the Echterdingen Airport at Stuttgart in the first week of June and spend three weeks in the U. S.

As yet, there is no fixed itinerary. The trip is billed as an "information" journey, which means that the itinerary will be left flexible. The German operators hope to visit U. S. plants and study operation of the U. S. trade all the way from manufacturer through distributor to operator.

German trade circles view the American odyssey of the Baden Wurttemberg operators as an opportunity for U. S. manufacturers to promote their equipment in this country.

There is keen interest among all the German operators in visiting U. S. juke box and game plants and in getting this country to adapt the equipment to German operating conditions.

## Williams Bows Playing Card Pinball Game



THREE COINS

**CHICAGO**—Williams' new Three Coins single-player pinball game features three or five-ball play and has a playing cards theme.

*(Continued on page 46)*

## 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.

HEY, LET'S TWIST AND ROLY POLY	JOEY DEE & THE STARLITERS Roulette 4408
TO A SLEEPING BEAUTY AND CAJUN QUEEN	JIMMY DEAN Columbia 42282
I'VE GOT BONNIE AND LOSE HER	BOBBY RYDELL Cameo 209
I'LL SEE YOU IN MY DREAMS AND PICTURES IN THE FIRE	PAT BOONE Dot 16312
YOU WIN AGAIN AND IDA JANE	FATS DOMINO Imperial 5816
PLEASE DON'T ASK ABOUT BARBARA AND I CAN'T SAY GOODBYE	BOBBY VEE Liberty 55419
YOUNG WORLD AND SUMMERTIME	RICK NELSON Imperial 5805

# NAMA'S REVIEW OF STATE LEGISLATION

**NEW YORK**—Most of the nation's 50 State Legislatures were busy last year considering bills which would affect the coin machine industry, and, although relatively little legislation was passed, a review of proposed bills serves as a valuable guide for vending machine, juke box and amusement game operators.

The report, compiled by the National Automatic Merchandising Association's Legislative Committee, follows:

**Alabama** has amended its vending machine license statute to include coin-operated radios and piped-in music on certain types of locations.

Another amendment to the vending machine license statute exempts penny gum machines from the per-machine tax if not less than 20 per cent of the gross receipts from such machines are devoted to charitable purposes.

**Arizona** imposed a \$20 per-machine license fee on insurance vending units.

In **Arkansas**, a bill to prohibit the use of pinball machines died on adjournment, and another measure which would have placed a \$2.50 per-machine tax on all coin-operated amusement devices was killed.

Two other licensing measures failed in the Arkansas Legislature. One would have imposed a \$10 per-machine tax on cigaret venders, would have required a year's residence in the State before applying for a permit.

The other would have reduced the annual business license fee for operators of fewer than three cigaret machines. It was later amended to impose a \$5 per-machine fee on all merchandise machines.

A **California** bill which died on adjournment would have imposed a \$6.50 per-machine tax on amusement, music and motion picture machines accepting a coin of 5 cents or more. This bill described the above units as "vending" machines and, according to NAMA, might have been interpreted to cover all vending machines.

Two strong anti-vending machine bills were introduced in the **Connecticut** Legislature, both of which died on adjournment.

Here is NAMA's summary:

"**VENDING BLUE LAW**—Would have required, in effect, that merchandise and service vending machines cease operating at least one day a week and on certain holidays. The bill would require the owner, distributor or custodian of any machine that dispenses goods for services for a few to stop operation on such machine on both Saturday and Sunday.

"Vending machines located in restaurants and places of amusement and 'vending machines offering services for amusement purposes' located in such establishments need cease operations only one day a week, not necessarily Saturday or Sunday. If the weekend closing requirement works an undue hardship on the business, it

would have been possible for that business to petition the Circuit Court which could then allow an 'alternate day for closing' or approve a plan for 'staggered employment' if it wished. Would also have forbidden the operation of any vending machine on New Year's Day, Decoration Day, Independence Day, Labor Day, Thanksgiving Day and Christmas Day."

The other bill provided for a \$25 per-machine tax on vending machines dispensing goods for human consumption, with the exception of gum, nut, cigaret and cigar machines.

Another Connecticut measure which died on adjournment would have required a \$50 distributor's license and a \$20 operator's license for juke boxes and pinball machines, with a \$25 tax on each machine.

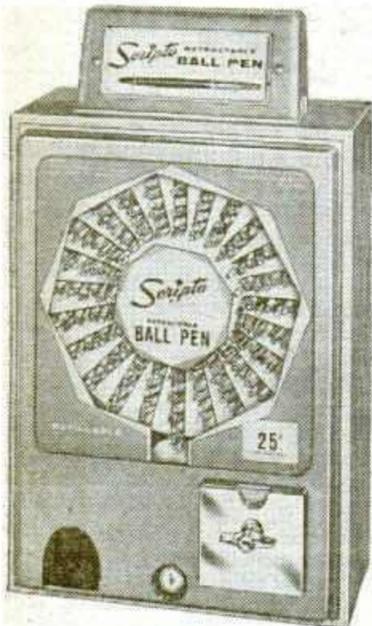
A **Georgia** measure which failed would have deemed the sale of juke boxes and coin games to professionals to be sales for resale and thus exempt from the sales and use tax.

In **Illinois**, a \$5 per-machine vending tax died on adjournment. The measure would also have authorized municipalities to tax and regulate vending at the local level.

In **Kansas**, bills requiring a \$25 per-machine tax on juke boxes and games, and a \$5 per-machine tax on merchandise or service venders died on adjournment.

*(Continued on page 42)*

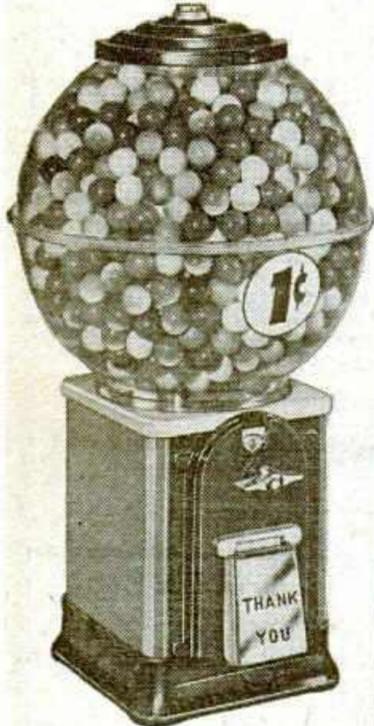
ANOTHER EXCLUSIVE  
BY VICTOR!



**PEN VENDORAMA AND  
SCRIPTO PENS**

—A Fine Combination—  
Holds 193 SCRIPTO Pens  
Vending @ 25c  
Takes in \$48.25

SCRIPTO PENS—Fine Quality,  
Name Brand Mdse.



**NEW L. C. TOPPER**

For Vending 100 Count Gum . . .  
This New L. C. (Large Capacity)  
Vendor Holds  
1,175 BALLS OF  
100-COUNT GUM



**VICTOR-2000**

Fast Play and Big Profit  
Three (3) Balls 100-Count Gum for  
5c Straight . . . or Mixed With  
Rocket Charms!

GET STARTED NOW WITH THESE NEW  
AND OUTSTANDING MACHINES!

**VICTOR VENDING CORP.**  
5701-13 W. Grand Ave.  
Chicago 39, Ill.

**BILLBOARD  
MUSIC WEEK**

**BULK  
VENDING**

**N. Y. Bulk Venders Assn.  
Blasts 20% Charity Deal**

NEW YORK — The New York Bulk Venders Association, in a meeting here last week, blasted the practice of operators placing equipment on location on the premise that a portion of the profits go to charity.

The group charged that such operations are misleading the pub-

lic in that the operators claim that 20 per cent of the receipts go to charity. However, only the operator knows how much money has been taken in, and nobody will dispute his figures.

As the store owner receives no commission, he has no interest in

(Continued on page 46)

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_

Fill in coupon, clip and mail to:

**H. B. HUTCHINSON, JR.**  
1784 N. Decatur Rd., N.E. Atlanta 7, Ga.  
Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.



**1962 VENDORAMA**

Come to Miami Beach . . . Relax with old friends.  
See our complete new line and machine for  
**FIVE-CENT JUMBO CHARM VENDING.**

**SURE LOCK**, the perfect capsule. Patent No. 2762411.  
Outstanding items. Send \$2.50 and receive 100  
quality filled capsules. Contains our complete line.

FREE illustrated  
Sheets on all  
Feature Charms,  
Rings and Bulk  
Charms.



The  
**PENNY KING**  
Company

2534 Mission Street, Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms



Penny-Nickel  
ATLAS MASTER  
Venders

INSIST  
ON  
**STAR  
BRITE BALL  
GUM**  
Save Money!

**Hi!**

SEE YOU AT THE N.V.A. SHOW  
HOTEL DEAUVILLE

**MIAMI, Florida, MARCH 15th-18th**

BOOTH NUMBER ONE

W. M. CRAMER JR. RICHARD ROLLINS  
CARMEN D'ANGELO

**CRAMER GUM CO., INC.**

75 GOVE STREET EAST BOSTON 28, MASS.

- Member National Vendors Association
- Member Carolina Bulk Vendors Association
- Member New York Bulk Vendors Association
- Member Ohio Bulk Vendors Association
- Member Florida Penny Vendors Association
- Member Massachusetts Bulk Vendors Association

**Italian Ex-Pinball Operators Find  
Greener Pastures in Bulk Vending**

By OMER ANDERSON

ROME — Italian pinball operators, put out of business by anti-pinball legislation two years ago, have dried their tears.

Most of the operators spent most of the interval until the present fighting the anti-pinball law in the courts. Of late, however, the operators, one by one, have been shifting to bulk vending—with astonishing results.

Nearly all of the former pinball operators report that bulk vending is proving an attractive, and even lucrative field. Typical reaction is that of Antonio Antonelli, who now has 75 bulk vending machines sited in the area adjacent to the Via Veneto, the ritzy Roman boulevard.

**Fewer Headaches**

"There is more money in bulk vending and fewer headaches than I had imagined," Antonelli reported. "I'm in bulk vending to stay."

The ex-pinball operators have acquired nut and gum machines and candy and cigarets. A number of the operators are entering phonograph operation as well, coupling bulk vending with phonographs.

Italy was a pinball paradise until the trade ran afoul the hostile Italian daily press triggered a campaign to outlaw the pinballs on the ground that they were "cesspools" of crime.

**Legislation**

The campaign caught the trade by surprise and divided it about how to reply. The result was that the legislation was rammed through parliament before the trade regained its balance.

Since then the case has been in the courts. The operators won a partial victory in that pinballs have been restored to private clubs and other segregated locations.

But this will benefit only a few operators. The majority intend sticking to their chewing gum and peanuts. Guiseppe Paternostro, one of these operators, mused, "How ironical can life get? I was a kid when American troops liberated Rome. I remember we used to run after the GI's yelling, 'Hey, Joe! Got any gum, chum?' Now I'm vending the stuff. I'm stuck."

The Best Charms  
Rings, Gimmicks & Capsules  
Come From  
**EPHY-GUGGENHEIM, INC.**  
Send for Our New Low Price List.  
91-15 144th Place  
Jamaica 35, L. I., N. Y.

The Best Charms  
Rings, Gimmicks & Capsules  
Come From  
**EPHY-GUGGENHEIM, INC.**  
See Them and Buy Them at  
**H. B. HUTCHINSON & COMPANY**  
1784 N. Decatur St. N.E.  
Atlanta 7, Ga.

**JR. SCARE EMS**

**THE MOST SENSATIONAL  
NEW VENDING ITEMS!**

Assorted Scary Items  
Cockroach Shrimp  
1,000 Logger Cricket  
4" Worm, Fish, etc.

Molded of a special formulation of soft plastic with that life-like feeling. Excellent in 5c Capsule Machines.

**ONLY \$30.00 PER M CAPSULED**  
Also available:  
Large Scare Ems \$50.00 per M CAPSULED.

Order from your distributor or  
**PAUL A. PRICE CO., INC.**  
55 Leonard Street New York 13, N. Y.  
Cortlandt 7-5147-8

The Best Charms  
Rings, Gimmicks & Capsules  
Come From  
**EPHY-GUGGENHEIM, INC.**  
See Them and Buy Them at  
**NORTHWESTERN SALES & SERVICE**  
446 W. 36th St., New York 18, N. Y.

**oak  
PROFIT MAKER!**

25¢ OR 50¢  
SANITARY VENDOR



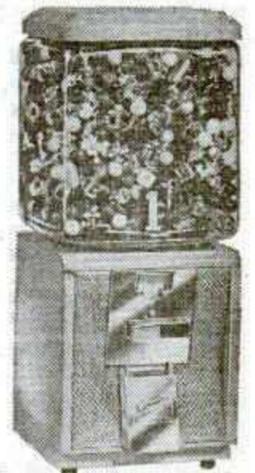
The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26½" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

**oak**  
MANUFACTURING COMPANY, INC.  
11411 Knightsbridge Ave., Culver City, California

**Northwestern  
MODEL 60**

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and jumbo ball gum.



WIRE, WRITE OR PHONE  
FOR COMPLETE DETAILS

**Northwestern  
CORPORATION**  
2322 E. Armstrong St. Morris, Ill.  
Phone: Whitney 2-1300

# Rapid Growth of Phoenix Responsible For Booming Bulk Vending Revenues

PHOENIX, Ariz.—Probably no city in the country has undergone as swift an expansion in bulk vending as this area, which has climbed from 150,000 population nine years ago to nearly a half-million in 1962.

Because Phoenix's climate is highly suitable for year-round outdoor operations, bulk vending machines show from one-third to 50 per cent greater returns per spot than in the average city, and have actually doubled up in shopping centers, outdoor sports areas, drive-in theaters and downtown sidewalk locations.

Only a few years ago, most operators hauled in their machines as soon as 100-degree temperatures came along each July. But the City of the Sun has gradually become a year-round market, with complete air conditioning of business buildings and homes making it possible to live comfortably through the blazing summer.

The direct result has been the growth of bulk vending in the Phoenix area from six operators in 1956 to more than 50 in 1962, including at least a dozen major operators from California, who have extended their strings over the 400 miles connecting Phoenix with the West Coast.

Typical of these is H. L. Davis of Los Angeles, who has contracted major supermarket chain locations throughout the entire

Valley of the Sun, amounting to several hundred machines. Another is Mercator Vending Company of San Diego, operating both 5-cent and 1-cent machines in the same area.

### Part-Time Operators

It isn't surprising that many of the new vending routes have been developed by local Phoenixians, many of them retired people who have moved to the city to benefit from the warm dry air, and who find retirement galling. There are some 20 registered bulk vending operators in the city who have between 25 and 50 machines, and who find returns good enough to justify spending several days a week on servicing operations.

Typical of the new spot possibilities which have burgeoned out in Phoenix is Sun City, a gigantic housing development set aside entirely for older, retired people, with a minimum age limit of 55. With 2,700 homes already built, a total of 10,000 planned, and with several large shopping centers included, there are more than 250 bulk vending machines in the Sun City area.

More grandiose subdivisions for elderly retired are being built east of the city and south, with a correspondingly large number of bulk vending machines going in.

### New Operators

Highly pleased with the situation is veteran operator-distributor

Walter Gray, of Best West Specialties, who has watched his own routes expand tremendously, while sales of machines have gone up sharply. Gray has encouraged numerous new operators to enter

the field, counseling most against the blue sky problem, which, understandably, has likewise hit new highs in Phoenix.

Surprisingly, most of the expansion in the past few years, which conservatively amounts to more than 5,000 new machines operating in the Phoenix area, has been in penny vending machines, rather than in the 5-cent and 10-cent extra units which have been added elsewhere in the country.

(Continued on page 47)

# Zola Brings Western Ops Up to Date on Lic. Battles

LOS ANGELES — Eugene L. Zola, of the taxation committee, will represent the Western Vending Machine Operators Association in its campaign for more equitable licenses in Santa Monica when he meets with that city's council on April 18.

Zola brought the members of the association up to date on his activities in seeking retail licenses or more equitable per machine fees in the municipalities of Los Angeles and Orange counties at the regular monthly dinner meeting held in the Nickabob Restaurant here Tuesday night (27). The informal meeting was conducted by President Daniel F. Lally.

Zola said that he had contacted the finance officer of the City of

Inglewood and had been advised that the proposed amendment to modify the license fee for the benefit of bulk operators was to be given attention. A flat rate or retail license was to be given attention, Zola pointed out.

### Bulk Machine Fees

Zola also contacted the director of finance in Norwalk. He said that a full report concerning bulk vending machine license fees was to be submitted to the city council.

The taxation representative has also contacted the city of Garden Grove, asking for a personal interview for further and more comprehensive discussions of the matter. At the time that he requested the meeting, he submitted an analysis of the bulk vending machine business so that the council might more fully appreciate the problem(s) involved.

Zola is presently studying the licensing in La Mirada and will report on it at the next meeting to be held March 27. Meetings are open to all bulk operators.

The Best Charms  
Rings, Gimmicks & Capsules  
Come From  
**EPHY-GUGGENHEIM, INC.**  
See Them and Buy Them at  
**GRAFF VENDING SUPPLY CO., INC.**  
2817 W. Davis, Dallas, Texas  
**STAR VENDING SUPPLY CO.**  
6327 Calhoun Rd., Houston, Texas

**BIG SAVINGS**  
on **BALL AND VENDING GUMS**  
SAME FINE FLAVORS CENTERS AND COATING

**Direct Low Factory Prices**

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size...	28 1/2 lb.
Chicle Ball Gum, 130 ct. ...	36 1/2 lb.
Clor-o-Vend Ball Gum ...	41 1/2 lb.
Clor-o-Vend Chicks, 320 ct. ...	41 1/2 lb.
Chicle Chicks, 320 & 520 ct. ...	37 1/2 lb.
Bubble Chicks, 320 & 520 ct. ...	29 1/2 lb.
Tab (short stick), 100 ct. ...	38¢ box
5-Stick Gum, 100 packs ...	\$1.90
F.O.B. Factory 150 lb. lots.	

**AMERICAN CHEWING PRODUCTS**  
37 years of manufacturing experience  
4th & MI Pleasant • Newark 4 N J

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Machine	18.00
N.W. Model #33, 1¢ Perc. Converter for 100 ct. B.G.	6.50
Silver King 1¢ B.G. or Mdse.	8.50
A.B.T. Gum	30.00
Mills 1¢ Tab Gum	12.00
Model #33 Peanut, 1¢	6.50

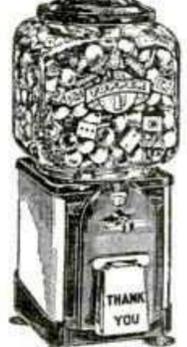
### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	54
Pistachio Nuts, Jumbo Queen, White	57
Pistachio Nuts, Large Tulip	62
Pistachio Nuts, Vendor's Mix	55
Pistachio Nuts, Sheik, Red	50
Cashew, Whole	65
Cashew, Butts	60
Peanuts, Jumbo	45
Spanish	35
Mixed Nuts	57
Baby Chicks	32
Rainbow Peanuts	32
Bridge Mix	32
Boston Baked Beans	32
Jelly Beans	28
Licorice Gems	28
M & M, 50¢ ct.	47
Hershey-ets	47

Rain-Blo Gum, 72 ct.	32
Malt-ette, 100 ct., per 100	38
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	32
Rain-Blo Ball Gum, 100 ct.	34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	48
Wrigley's Gum, all flavors, 100 ct.	48
Beech-Nut, 100 ct.	48
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator.  
One-Third Deposit, Balance C.O.D.

## IMMEDIATE DELIVERY World Famous VICTOR Standard TOPPER



1¢ or 5¢  
For Ball Gum and Charms.  
Also available for Peanuts and Bulk Candies.  
Packed and sold 4 to a case.

STAMP FOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO.**  
MOE MANDELL  
446 W. 36th St., New York 18, N. Y.  
L O n g o c r e 4-6467

GIVE TO DAMON RUNYON CANCER FUND

# IMPORTANT MEMO

## AD DEADLINE FOR N.V.A. ISSUE

Dated: March 17

Distributed: Monday, March 12  
(Ad Deadline: March 7)

FREE distribution of this issue at the N.V.A. Convention, Deauville Hotel, Miami Beach, Florida, March 15-18.

REACH OPERATORS IN THIS EDITORIAL PACKED ISSUE, which will contain a comprehensive wrap-up of convention activities.

ONLY IN BILLBOARD IS WEEKLY BULK VENDING NEWS REPORTED.

ONLY in Billboard Music Week can advertisers reach (at low cost) the operators in attendance as well as those operators unable to attend the convention.

Send Advertising Copy On or Before Wednesday, March 7.

**BILLBOARD MUSIC WEEK**  
188 West Randolph Chicago 1, Illinois  
Phone: CEntral 6-9818

The Best Charms  
Rings, Gimmicks & Capsules  
Come From  
**EPHY-GUGGENHEIM, INC.**  
See Them and Buy Them at  
**KING & COMPANY**  
2700 W. Lake St. Chicago 12, Ill.

The Best  
CHARMS, RINGS, GIMMICKS  
and CAPSULES  
come from  
**EPHY-GUGGENHEIM**  
The Biggest Selections are now on display in our showroom.  
**COME IN! SEE THEM! BUY THEM!**

Sun Specs	1.00
Talk Talk Teeth Charms	9.00
Truck & Trailer Vac. Plated Charm	6.50
Moving Turtle Charms	5.00
Cable Car Charms	8.00
Clip On Rings	12.00
Traffic Light Charms	10.00
Rocky Bullwinkle Rings	15.00
Plated Paper Charm Mix	2.00
Vacuum Plated Barrels	8.00
Gold Plated Baseballs	5.50
Assembled Vac. Plated Belt Rings	9.50
Plastic Bongo Drums	7.00
Vacuum Plated Bongo Drums	10.00
Assorted Color Cameras	10.25
Plastic Cup & Saucers	7.50
Plated Cup & Saucers	10.25
Monster Fingernails Assembled	10.00
Signal Flashlights	12.00
Compass	10.00
Plated Jumping Beans	6.25
Vacuum Plated Lanterns	12.00
Paul Reverse Lanterns	5.00
Stop & Go Gold Frame Lanterns	12.00
Vacuum Plated Screwdrivers	10.50
Plastic Slippers	3.00
Plated Space Ship Charms	8.00
Tin Snip Charms	6.50
Adjustable Wrenches	6.50
Windmill Charms	2.00
Series #10 Vac. Plated Charms	2.00
Series #45 Vac. Plated Charms	3.90
Series #57 Copyrighted Charms	4.00
Series #90 Vac. Plated Charms	3.90
Cultured Pearl Rings	12.00
Knockers	8.00
Penguins	8.00
Plated Pliers	4.50
Plated Princess Phone Charms	12.00
Private Eye Charms	9.50
Plated Rabbit Foot Charms	7.00
Ball of Fire Rings	12.00
Series #8 Gold Plated Rings	7.75
Pearl Chip Rings	11.75
Sea Pearl Rings	12.00
Snake Rings	7.75
Stone Sea Rings	12.00
Rubber Hat Charms	7.00
Metal Scissors	6.50
Plated Shark Charms	7.00
Gold Plated Slippers	5.50
Hearts With Pearls	9.50
Plated Head Charms	6.75
Plated Horseshoes	6.00
Plastic Hot Dog	9.00
Gold Plated Hot Dogs	12.00
Ice Cream Soda Charms	8.00
Jackknife Charms	6.50
Keys & Tag Charms	3.00
Plated Loving Cup Charms	6.00
Loving Cup Trophy Charms	9.50
White Man in Tub	9.50
Ivory Monkey Charms	4.00
Plated Money Charms	7.00
Plated Monogram Charms	6.50
Mythical Faces	5.75
Mustache Charms	6.25
Oval Crosses	6.00
Plated Crucifix Charms	6.00
Doughnut & Aik Charms	3.75
Plastic False Teeth Charms	7.00
Gold Plated False Teeth Charms	10.00
Gold Plated Fairy Tale Charms	6.00
False Fingertip Charms	5.75
Plated Footballs	6.00
Gold Plated Footballs	6.00
Plated Four-Leaf Clover	6.00

SEND FOR NEW CATALOG.  
1/3 DEPOSIT ON ALL ORDERS,  
BALANCE C.O.D.  
SEND PAYMENT IN FULL ON ALL  
ORDERS UNDER \$20.00.

**Rake Coin Machine Exchange**  
609-A Spring Garden St.,  
Philadelphia 23, Pa. WAlnut 5-2676

**NEW SPACE RINGS**  
5 BRILLIANT COLORS!  
See our NEW Items... GO-GO-GO-GO with us to the MIAMI SHOW!  
GLENN AND US HAVE TAKEN OFF!  
PLASTIC PROCESSES, INC.  
83 Hanse Avenue Freeport, N. Y.

**Electric Money Maker Famous ACME ELECTRIC MACHINE**  
Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.  
Sample ..... \$28.13  
2 and up ..... 23.50  
Floor Stand ..... 5.00  
**ORDER TODAY**  
1/3 Dep., Bal. C.O.D., F.O.B. N.Y. Distributors, Write for Prices.  
**J. SCHOENBACH**  
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines. Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.  
715 Lincoln Place, BROOKLYN 16, N. Y. President 2-2900

# NAMA'S REVIEW OF STATE LEGISLATION

• Continued from page 39

The Iowa Legislature failed to pass a measure which would have legalized cigaret machines if location-owned (they are currently illegal) and require a \$20 per-machine tax. Another measure which failed to get through would have taxed juke boxes and games \$25 a year.

Maryland legislators passed a bill which establishes a \$10 per-machine license fee for juke boxes and pinballs, with the fee running as high as \$35 per machine in Harford County.

Failing to pass were bills which would have made it a crime to "have or keep" any pinball machine or similar device which could be played for money or anything of value, and which would have licensed and regulated pinball machines in Wicomico County.

An anti-burglary bill did not pass the Massachusetts Legislature. The measure would have made it a specific crime to break into or to destroy a coin machine, or to attempt to do so.

Four bills which would have outlawed cigaret machines and another which would have required attendants at all vending machines failed to pass the Minnesota Legislature.

The city of Lincoln, Neb., passed a per-machine tax on vending units, ranging from 50 cents to \$5, depending on the size of the coin accepted.

Nevada broadened the definitions of "slot machines" within the meaning of the Gaming Control Act to include

machines which are both gaming devices and merchandise dispensers and imposed a \$20 per-machine tax on insurance venders.

Reported unfavorably in committee by the New Jersey Legislature was a bill to increase the per-machine tax on cigaret units from \$1 to \$10.

New Mexico passed a \$20 per-machine tax on insurance venders.

New York failed to pass legislation which would have authorized any municipality to tax juke boxes up to 10 per cent of gross revenue.

In North Carolina, a 1-cent tax on each 5-cent package of chewing gum (or major fraction thereof) died on adjournment.

The North Dakota Legislature did not act on a bill which would have banned cigaret or cigar machines in any location which admits persons under 21 years of age.

The Ohio Legislature passed a law exempting machines vending only nuts, chewing gum or panned bulk candies from the State Vending Health Code and Regulations.

Killed on adjournment were bills which would have removed all 1-cent and 5-cent machines from the code and which would have imposed a \$100 license on cigaret machine operators, as well as requiring them to place a \$10,000 bond.

Other bills which failed to pass the Ohio Legislature

would have placed a \$50 tax on juke boxes, prohibited pinball games, and which would have licensed pinballs at \$1,000 a location.

Oklahoma passed laws imposing a residence requirement on an operator of juke boxes, games or cigaret machines and which defined as second-degree burglary the forcible opening of any coin machine. Defeated was a \$50 per-machine cigaret vendor tax.

A \$1 per-machine cigaret license tax failed to pass the Oregon Legislature.

Rhode Island authorized the town of North Kingston to tax juke boxes and games \$25 per machine, subject to local referendum.

It failed to pass measures authorizing all municipalities to tax juke boxes, games and vending machines \$15 each and to impose a \$25 tax and a \$3 sticker fee on all food machines.

Bills to license pinballs at \$50 and to ban cigaret machines failed to pass the South Dakota Legislature.

Texas failed to pass a measure which would have taxed all coin bowlers longer than 20 feet at \$10.

A bill to provide tax relief for vending machine operators failed to pass the Washington Legislature.

Wisconsin defeated a bill which would have placed vending machines under the State Restaurant Code and subject each location to a \$10 restaurant fee.

## VENDORAMA OF 1962

### Offers Operators

NEW IDEAS . . .

NEW TRENDS . . .

NEW EQUIPMENT

Well planned business sessions, large array of exhibitor's displays; plus an ideal setting for vacation fun . . . just a few of the exciting items on the menu for a profitable and pleasant VENDORAMA OF 1962.

WHEN:

March 15 through March 18

WHERE:

Deauville Hotel, Miami Beach, Florida

**Special Note to Operators.** Plan to attend the one, the only Bulk Vending Convention of the year. Lots of fun for the wives, too.

**Special Note to those few exhibitors who haven't yet planned to be represented.**

FOR RESERVATIONS: CALL

Jane Mason, Executive Secretary

## National Vendors Assoc.

1155 N. Cicero, Chicago, Illinois

Phone: ES 8-6000



PHILADELPHIA COIN MACHINE LEADERS met recently to plan the industry's 1962 Allied Jewish Appeal Campaign. Left to right: Raymond Erfle, honorary chairman (seated); Frank Caffrey, division chairman; Edward Balin, Madel Vending (standing); Joseph Ash, Active Amusement Machines; Marvin Stein, Eastern Music Systems; Joseph Silverman, executive secretary, Amusement Machines Association of Philadelphia; Albert M. Rodstein, Banner Specialty, and Leonard Goldfine, Allied Jewish Appeal Trade Council chairman.

## Op's Time With Owners Well Spent

DENVER — How often should a phonograph operator visit his location for pure good-will building?

"About once a week is enough," says Tony Lucero, suburban operator here. "Busy restaurant and tavern owners are likely to forget who they are doing business with if they see only the collector, who is usually too busy, making as many as 40 or 50 stops in a day, to stop and chat. In the evening, when there is less pressure on the average location owner, is the best time to make good-will calls."

Lucero, an old hand at every phase of operating, has developed some hard and fast rules for good-will building which he observes at every turn. They are:

1. Get on first-name terms with the location owner as rapidly as possible.
2. Accept nothing free—if the location owner offers a free meal, or free drinks, pay for it anyhow. This leads to mutual respect toward each other's operating costs.
3. Show interest in the location's own business problems. This leads to partnership rapport which, after all, has a lot to do with success or failure of the location.
4. Show interest in the location owner's family. Even busy bartenders, restaurant owners, cocktail lounge operators are family men, and have pride in their accomplishments. Mentioning a son's graduation from high school, a daughter's engagement announcement, etc., will surprise the location owner, and invariably please him.
5. Keep an eye for ideas which will help a location, as well as equipment, personnel, and news.

Lucero is thankful, incidentally, that most of his locations serve food, and that he can patronize the restaurant by ordering meals or sandwiches, rather than having a high ball wherever he goes on such good-will building calls. "I'd be an alcoholic if I had a drink at every stop," he grinned.

"I can, however, have a meal here, a cup of coffee and a sandwich there, eating at a different spot every night, insist upon paying for the food, and in this way, get the sort of results I want. I make it a point to check newspapers closely

for anything which has to do with one of my location owner's family, and to comment about it. Often, a location owner has a hobby of exceeding interest, so I learn something about it, particularly what he has accomplished in his own field.

"In spending a half hour or an hour, at the location, it's difficult to have enough to talk about, unless there has been some preparation in this way. Then, the location owner is likely to feel far more friendly, pleased that I insist on paying for food or drink, and that I am understanding about his own problems."

### Offer Suggestions

In making weekly calls on his restaurant and tavern spots, Lucero naturally notes merchandising or management ideas in one which might apply to another. For example, he found one restaurant which was using a system of actually printing the diner's checks on a cash register, saving much time and effort for waitresses, and he successfully encouraged half a dozen other operators to go into the same system.

When a tavern owner was up against it for an experienced cocktail waitress, Lucero remembered one who had moved to another State, and then returned to Denver. When the ex-waitress was contacted, she proved to be interested in returning to work, solving a serious personnel problem for the location.

"Naturally I don't steal one location owner's employees away to work at another," Lucero said. "But there are a lot of instances in which I can be helpful to a location owner."

Regular observance of these rules, spending as much time as possible with each location owner at least once a week has meant that Lucero is just about as busy during the evening hours as during the daytime.

A bachelor, he doesn't mind, and he points out that the excellent relationship which he has developed with his location owners has done away almost altogether with requests for prohibitively large loans, location jumping, and careless treatment of the phonograph or amusement machine in the stop. His collections are considerably better than average, because of his "making it personal" program.

# Rock-Ola Winners



A FREE TRIP FOR TWO to Las Vegas was won by Jerry Palassis and Paul Sanford, of Arrow Amusement Company, Charleston, S. C., for submitting the best and most interesting location photo in Rock-Ola's Lucky Seven Contest.



JERRY PALASSIS' partner, Paul Sanford, couldn't make the trip to Las Vegas, so Jerry and his wife will spend a vacation together, with Rock-Ola picking up the tab.



THE WINNING PHOTO in the Rock-Ola Lucky Seven contest shows Miss D. Lempesis, of Tower Drive Inn, Charleston, S. C., standing behind the phonograph which has been skillfully fitted into the counter arrangement together with a cigaret machine.



LAWRENCE E. HOLDER, of Le Sturgeon Distributing Company, presents a Polaroid camera to Miss D. Lempesis, of Tower Drive Inn, after her phonograph location won in Rock-Ola's Lucky Seven contest. Operators are Paul Stanford and Jerry Palassis, Charleston, S. C. Jerry and his wife should be vacationing in Las Vegas, courtesy of Rock-Ola, as this issue goes to press.

## Game Ops Account for Ark. Tax \$\$

LITTLE ROCK—Arkansas residents paid a total of \$283,469 in gaming taxes in the last six months of 1961, most of it by operators of coin-operated amusement devices, the district director's office of the U. S. Internal Revenue Service reported last week.

The largest part of these taxes collected, IRS reported, were on the \$250 stamps on machines classified by the IRS as gambling devices. Tax from the \$250 stamps totaled \$221,063, IRS reported.

Nationally, the IRS office reported, the federal government collected \$10,264,000 in taxes on coin operated equipment, \$367,000 from the wagering occupational licenses and \$2,914,000 in taxes on the wagers, all during the last six months of 1961.

As most people know, however, most of these wagering taxes were paid in Nevada, the only State where gambling is legal.

## Mittel Named to Williams Berth



JACK MITTEL

CHICAGO—Williams last week named Jack Mittel, 32, to the post of assistant sales manager. Mittel was most recently general manager of Twin City Shippers and before that served on the product department vice-president's staff at Automatic Canteen Company of America from 1959 to 1960.

He was with Joe Lowe Company here from 1948 to 1959. A graduate of De Paul University, he resides with his wife Judith on Chicago's North Side. Jack Bagelman, who held the post of sales manager with Williams, left the firm recently.

## POINT OF SALE PHONO PROMO BOOSTS PLAYS

NEWARK, N. Y.—John Bilotta, New York State Wurlitzer distributor, believes in point-of-purchase merchandising on juke boxes. Bilotta is currently distributing jacket covers for the Johnny Mathis "Sweet Thursday" record for placement atop juke boxes featuring the disk. Operators in the Newark area have reported that plays of the record have jumped considerably since the jacket was placed. A couple of months ago, Bilotta passed out streamers for the Norma Rivers' recordings of "San Antonio Rose" and "I'll Hold You in My Heart." Operators said that these streamers boosted play on the disks.

# EUROPEAN NEWS BRIEFS

## SRO at Antwerp Trade Fair

ANTWERP—Exhibition space has been entirely reserved for the Antwerp coin machine trade fair from March 23 to 27. The SRO sign stamps the fair as the biggest such trade showcase ever to be held in Belgium. Exhibits will reflect Antwerp's strategic position as the crossroads of the trans-Atlantic trade, and its new position as the center for air shipment of machines to Africa.

## Italian Phono Prices to Drop

ROME—Italian trade studies forecast appreciable reduction in phonograph prices after the European Common Market becomes fully operative. Some experts believe that the rugged competition induced by the big trading area may lower prices by as much as 25 per cent. The general estimate is at least 15 per cent. Reduced box prices, it is predicted, will stimulate the trade generally, including disk purchasing and installation of more boxes at new locations.

## Keeps Youths From Payouts

BONN—West Germany's Ministry of Family Affairs is drafting legislation restricting payout play by minors. Details of the new law have not been announced, but the ministry says the aim of the new measure is to eliminate payout play by youths even if this requires placing penny arcades and amusement halls generally off limits to minors. Manufacturers are joining operators to oppose the proposed law, which they contend would paralyze phonograph operations as well. The German trade, or at least a large segment of it, claims payout machine manufacture and operation is indispensable to solvency of the phonograph trade.

## Live Bands Fine Phono Promo

HAMBURG — German distributors are using recording orchestras to promote new phonograph models. Small orchestras and combos have given German wholesalers some of the best promotion results ever achieved. The orchestras are paired off with new box models in such a way as to focus on the tonal quality of the new phonographs. The orchestras at the same time generate valuable publicity for the phonograph, and coupling of orchestra with phonograph refutes charges the juke boxes are automating musicians out of jobs.

(Continued on page 46)

## LOWEST PRICES in the World!

NOW it can be done

You can operate a New Vending Machine

even in your MARGINAL LOCATIONS!



Vendocraft Economy Line

- Compact
- Large Capacity
- Mechanical Simplicity
- Guaranteed Trouble Free

Now Delivering

- CIGARETTES
- COOKIES
- BOWL-R-SHOP
- CIGAR VENDORS
- LAUNDRY VENDORS

The Ultimate Product Profit Line For Automatic Merchandisers

Our Machines Vend Anything Worth Vending. Jobber-Distributor Inquiries Invited.

HARRY H. BERGER

Sole National Sales Representative

PRECISION METALCRAFT—DIVISION OF E.M.I.

612 Tenth Avenue

Circle 6-8464-5

New York 36, N. Y.



# 'Where Have Flowers Gone' Big in Chi

By NICK BIRO

CHICAGO—Several hot new sides were selling well to the juke box trade here last week. Singer's biggest was what Fred Sipiora described as a "late breaking tune here"—"Where Have All the Flowers Gone," by the Kingston Trio on Capitol.

Also doing well, Sipiora noted, were Clyde McPhatter's "Lover, Please" on Mercury, described as a good cover tune, and "Nut Rocker," by B. Bumble and the Stingers on Rendezvous.

At Music Box, Russ DiAngelo said that local boy Paul Gallis appears to have a two-sided hit, for operators at least, with his "Boogie Twist" and "Cha Cha Twist" on Heartbeat. The "Boogie Twist" side has been doing well in store sales throughout the Midwest, but DiAngelo said operators are getting good play on both sides.

Vying with the Gallis record for top operator sales at Music Box last week were "Stranger on the Shore," by Acker Bilk on Atco, described as an instrumental with a Wayne King-like sax, and "Adios, My Love," Jo Stafford on Colpix, which DiAngelo said is "steadily picking up."

### Other Big Sellers

Also chalking up good sales, though not as strong as the first

three, were "If I Had My Way," Julius La Rosa on Kapp; "White Rose of Athens," David Carroll on Mercury; "Love Is the Sweetest Thing," Saverio Saridis, Warner Bros.; "Chapel by the Sea," Billy Vaughn, Dot; "Slow Twist," Chubby Checker, Parkway; "Young World," Rick Nelson, Imperial; "She's Got You," Patsy Cline, Decca; "Midnight in Moscow" Kenny Ball, Kapp; "Love Me Warm and Tender," Paul Anka, RCA Victor; "Good-Luck Charm, Elvis Presley, RCA Victor; "Glad Rag Doll," Johnny Maddox, Dot; "Afrikaan Beat," Bert Kaempfert, Decca; "Sugar Blues," Don Costa, Columbia; "Come Back, Silly Girl," Lettermen, Capitol.

The sales on Carroll's "White Rose of Athens" is interesting in that the record is in a battle with another version of the tune by Nana Mouskouri on Riverside. Both are doing well in store sales throughout the Midwest and both are getting supporting air play. Operators appear to be buying Carroll's instrumental styling.

Also interesting is the large number of "good music" tunes being bought by operators, both among new-breaking tunes and among old standards.

DiAngelo at Music Box points out that operators may buy more of a hot new single during a given

week, but that week-in-week-out, it is the standards that comprise the bulk of the business.

Several labels have built a respectable singles business out of supplying such old standards, DiAngelo noted. Perhaps the most successful are Decca, RCA Victor, Columbia, Mercury and London.

Music Box has gone out of its way to court the operators' need for standards, building a large display for such material in front of the store, where operators can take their time and shop at will.

The policy, says DiAngelo, has been unusually successful.

## Cold Nips Juke Box Collections In Denver Area

DENVER—Juke box collections were down here this week as repeated blasts of Arctic cold and snow drove customers to their fire-sides. The drop was pegged at from 15 per cent to 25 per cent according to major-scale Denver operators.

Record sales were brisk, however. One-stops reported that best sellers are: "Little Bitty Tear," by Burl Ives; "Help Me," by Andy Williams; "Tough," by Ace Cannon; "Yes Indeed," by Pete Fountain; "Peppermint Twist" and "Slow Twist," both by Chubby Checker, and "White Rose of Athens," by David Carroll.

All Dixieland jazz numbers by Pete Fountain were selling well, in strong demand on almost every route.

Denver operators were taking advantage of long periods of sub-zero weather to overhaul machines on location.

## Shuffle Contest Draws Interest

MANCHESTER, N. J.—American Shuffleboard's tournament competition for New England is generating a high degree of interest, according to a report from the Tri-State Amusement Company, which is organizing the tournament in New Hampshire. Date for the contest, to be held at the Pulaski Club, will be announced.

Ed DeRocco has been named chairman of the Vermont tournament, which will be held at the Burlington Vets, Burlington, Vt. All games will be played on new American Shuffleboard Company equipment furnished by Tri-State.

## Boston Holiday Revenues Hold as Teens Trudge Through Snowstorms

By CAMERON DEWAR

BOSTON—When five snowstorms belted Boston in the last week it seemed as though juke box operators would suffer in their collections with a coinciding dive in record sales. Ordinarily this would have been the case, but a week-long school holiday saved the situation. The atrocious weather may have kept the older folk indoors but apparently the youngsters battled the blizzards to their favorite juke box locations, with the result that everyone in the industry was happy.

### Big Problem

The big problem in the minds of operators was; to buy or not to buy Twist records. Many communities have banned the dance and frown on the music, putting a note of caution in place of what was a mad rush to grab everything that came out previously in the Twist line.

Curiously enough, though, operators reported that in the "free" zones, the twist was still the big money getter, and some even found the disks went well in such unlikely places as barrooms. Leading this parade was Chubby Checker with his "Slow Twistin'" on Parkway.

Following closely was Sam Cook doing "Twistin' the Night Away" on RCA, although some operators felt it wasn't quite the thing for selective spots. One one-stop remarked that operators were in a bit of a tizzy over purchases and were actually looking for the impossible—a universal record, something that would please all locations.

Meanwhile, operators were set-

ting for a pretty wide range of selections, and it did not seem as though any one record was dominating locations.

### Ball Moving Well

If there was one favorite it seemed to be "Midnight in Moscow" by Kenny Ball on Kapp. Others getting a share of the business were: "Johnny Angel" by Shelley Fabares on Colpix; Jean McDaniels' "Chip Chip"; "Dream Baby" by Roy Orbison on Monument; the Kingston Trio's "Where Have All the Flowers Gone" on Capitol, and "Don't Break the Heart That Loves You" by Connie Francis on MGM.

Not quite as big sellers at one-stops, but coming up strongly were: "Please Don't Ask About Barbara" by Bobby Vee on Liberty; "Love Me Warm and Tender" by Paul Anka on RCA Victor; "Sweet Thursday" by Johnny Mathis on Columbia, and "Love Letters" by Ketty Lester on Era.

## Memphis Assn. Meeting Elects New Officers

MEMPHIS—Music and game operator members of the Memphis Music Association will elect new officers at their next meeting, March 20, at Bill & Jim's Restaurant, 1835 Madison. The dinner meeting begins at 7 p.m.

Officers were to have been elected at the last meeting, February 20, but several operators were unable to attend and the election was put off a month.

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

## Maurice Baker Dies In Springfield, Mass.

SPRINGFIELD, Mass.—Maurice (Monty) Becker, 63, owner of the Becker Amusement Company here for 32 years, died last week at Wesson Memorial Hospital. Burial was at Bet Israel Cemetery, West Springfield.

Born in Russia, he came to this country as a boy and served in the Army in World War I. He was active in sports, managing the YMHA basketball team in the 1920's and owning a local semi-pro basketball team in the 1930's.

He was a member of the Springfield Boys' Club Alumni and of the American Legion Post 21.

He is survived by a mother, a widow, a son, a daughter and three grandchildren.

## Los Angeles Phono Revenues Held Up Despite Heavy Rains

By SAM ABBOTT

LOS ANGELES—Now that Los Angeles has returned to normal after deluges that stopped traffic in sections by floods and mud slides, operators resumed their usual schedules. Record sales, however, held up well even during the record rains, Mary Solle, record bar manager at Leuenhagen's said.

After several years of drought that had conservation departments worried, the rains came intermittently and hard for a period of a couple of weeks. Following the deluges, the weather turned to a cool 54, dipping below freezing in some of the outlying citrus areas. Firing for some fruits was required.

"Hey! Baby" bids for the top number in the area, being first in sales at California Music and enjoying top popularity on the machines operated by Merle Holmes of Valley Vending in Glendale.

At Leuenhagen's, Mary and Kay Solle, veteran pickers, list the top tunes as "Love Letters" by Ketty Lester; "Hey! Baby," Bruce Chan-

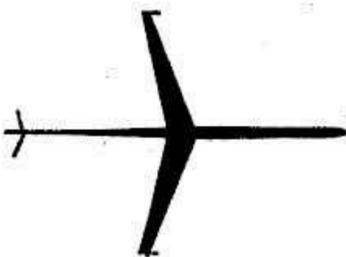
nel; "Midnight in Moscow," Kenny Ball; "If a Woman Answers," Leroy Van Dyke, and "Don't Break the Heart That Loves You," Connie Francis. They point out that all five are vying for top popularity and that it is difficult to pick any one for the first position.

At California Music, Buddy Robinson listed Bruce Channel's "Hey! Baby" as first; "What's Your Name," Don and Juan; "I'm Blue," Ikettes; "Love Letters," Ketty Lester, and "Midnight in Moscow," Kenny Ball.

At Valley Vending, the top five are "Hey! Baby"; "Let Me In," Sensations; "Don't Break the Heart," Francis; "What's Your Name," and "Midnight in Moscow." Holmes is betting on Fats Domino's "You Win Again."

He picked the number for a listen after it moved up 10 places to 54. A test is now being placed on the machines Holmes operates in the Glendale and Los Angeles area. He said the tune's take would be carefully watched to see the local reaction.

jet plane delivery



brings this complete issue of Billboard Music Week to Western Europe—and most other parts of the world—at the same time American readers are receiving their copies. Two and a half times more International readers are getting the vital news of world-wide music events from this issue than from all other U. S. music trade publications combined.

For full information how you can receive Billboard Music Week promptly each week—at new low cost—use coupon attached.

**BILLBOARD MUSIC WEEK** THE INTERNATIONAL COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

These Countries get FAST weekly delivery of Billboard Music Week For Only \$15 a year!

- |         |         |             |
|---------|---------|-------------|
| Austria | Germany | Norway      |
| Belgium | Greece  | Portugal    |
| Denmark | Holland | Spain       |
| England | Iceland | Sweden      |
| Finland | Ireland | Switzerland |
| France  | Italy   | Turkey      |

Payment by Bank Draft, Money Order—at current rate of exchange—or we'll bill later. (Rates for other countries will be supplied on request).

### Subscribe Now!

Name (please print)

Address:  business  home

City Country

My Business Is

Billboard Music Week  
1564 Broadway  
New York 36, N. Y., U.S.A.

Good things happen when you



# EUROPEAN NEWS BRIEFS

• Continued from page 43

## Soviets Deb Coin Quiz Game

EAST BERLIN—The Soviet Union has developed a quiz game with 500 questions and answers in multiple choice format. Each answer is numbered, the player pressing the numbered button. The machine operates on the computer principle, and is claimed by the Russians to be the most sophisticated coin machine ever produced. The Soviets have announced that it will be exhibited at the March trade fair in Leipzig. Apparently the Russian game is still in the development stage. The prototype is being tested, but the Soviets have said nothing about marketing it. The Russian quiz game deals with heavy subjects, including nuclear physics, and is designed for egghead appeal.

## GEMA Collections Up 800%

FRANKFURT—GEMA royalties have increased 800 per cent in the last decade in relation to juke box collections according to a German operator study. The study paints a somber picture of rocketing royalties and dwindling collections. In 1952, when the German juke box boom began, royalties amounted to one-fourth of one pfennig (100 pfennigs to one mark, which is the equivalent of 25 cents). Since then, the German ASCAP organization has escalated royalties while juke box collections have declined. Today, the GEMA royalty averages 2.3 pfennigs per record played.

## Hearings Begin in Tax Suit

KARLSRUHE—West Germany's Supreme Court is beginning hearings in the suit of the North Rhine-Westphalia operators to nullify the amusement tax in that State as applied to phonographs. The amusement tax is being contested by operators in all of the German States, but the Supreme Court hearing signals the showdown phase of the long tax battle. The Karlsruhe decision will establish a binding precedent for the disposition of a series of cases pending before lower courts in the various German States. For example, the Frankfurt court has ordered amusement tax litigation suspended pending the Karlsruhe decision.



DEL WOOD PRESENTS PRES STRUVE with a copy of her new Mercury album at a showing held recently by Struve Distributing Company at the Rainbow Hotel, Great Falls, Mont., to launch the new Seeburg SDS phonograph. Looking on are Clarence Stoick, Joe Mears, John Armstrong, Mrs. John Armstrong, Robert Lucht, Mrs. Robert Lucht, Gren Loyland, M. Britton (Seeburg field engineer), Mrs. Lou Antonich, Roger Walters, Mrs. Roberta Overturf, Chuck Dudley, Mrs. Harry Armstrong, Lou Antonich, Harry Armstrong, O. W. Christensen, George Buzzas, and John Mears.

## Two Memphis Ops Pool Equipment

• Continued from page 39

phone to call in and had to drive miles from one spot to another.

"With the radio we are in constant touch with them. It's like a police operation, or taxi companies. It's a lot faster, there is less driving and much time saved."

McDowell said the two-way radio equipment gave them a base station for transmitting and talking back and forth with servicemen for a radius of 50 to 60 miles. The radio equipment cost several thousand dollars.

McDowell said one of the headaches of the business they have not solved yet is the "change calls"—when a location owner calls the operator wanting change. The location owner expects this as a courtesy.

McDowell feels the location owner ought to go to the bank for his change, as does everybody else in business. The change calls takes a serviceman out of operation when he has to go and deliver change.

McDowell said it is a courtesy they have to extend to keep the location owner's business and he hasn't found an answer yet.

Of the over-all operation, McDowell and Henderson said it cuts a lot of duplication. For example, Henderson may have a man servicing his route, picking up collections, etc., in the same part of town McDowell will have there doing the same thing. Under the new arrangement, one man will do the work for both operators in the same area.

Henderson said: "With this arrangement we are able to give better service with less manpower. We can do now with eight men what it took 10 before to do."

### Manpower Problem

"When you are in a business that requires service 365 days a year up to 11 p.m., it takes a lot of manpower. In a small or medium operation, you can't do it. You just can't work people the number of hours you have to give service. This arrangement we have is the answer."

Operators in other cities confronted with rising overhead and cost of operation may find such an alliance with another operator the answer. The next time a serviceman resigns, it might be time to talk to another operator about a joint service arrangement.

### Automatic Services

• Continued from page 39

effect March 15. There was no comment from Canteen or AC Automatic officials on the reported appointments.

Currently, Dean McMurdie holds the post of executive vice-president of AC Automatic, and Tom Sams is vice-president in charge of phonograph sales. Both are expected to remain at their posts.

Kleiman was named president of AC Automatic when it was formed approximately a year ago. Prior to that, he had been director of special

services for Automatic Canteen since 1954. It was Kleiman who supervised Canteen's establishment of AC Automatic and the latter firm's entry into the coin machine business.

### N. Y. Bulk Assn.

• Continued from page 40

checking the collections. Representatives of the charities involved are thankful for whatever they get and never bother to check the coin box.

The resolution pointed out that a storekeeper will often have four or five bulk vending machines operated on the premises that various charities are sponsoring, and the regular operator with a machine on the location will discover that his collections are negligible.

The local group plans to discuss the situation with local charities, explaining that the operators who place machines on location under charitable auspices give a negligible amount to the charities.

An effort to educate store owners will also be made.

Ironically, the operator who gets in a location on a charity deal can end up making more money on a location than an operator who enters the location with a straight commission deal. The charity gets 20 per cent of the gross, providing the operator gives the charity a fair shake. But commissions to locations often exceed the 20 per cent.

### Williams Game

• Continued from page 39

Inserting the coin lights the first card—an ace. Hitting an ace, king, queen, jack and 10 consecutively lights the first coin on the playfield.

Hitting the same sequence a second time lights a second coin and a pair of bottom rollovers for specials. Hitting the sequence for a third time lights a moving target for specials.

Four side targets spot cards and advance scores. The game has five rollovers buttons, four targets, bottom lanes and moving target spot cards.

Three Coins has a plasticote finish on the playfield, slug rejector, locked coin box and single or twin chutes.

**THE PRICE IS RIGHT**

Send For New 1962 Listings Today

ARCADES—GAMES—BINGOS—RIDES—MUSIC, ETC.

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

**FOR SALE**

5 coin-operated Model 2100 Master Wash Units and Accessories. Priced right for quick sale.

JOE AUTON  
KING PIN EQUIPMENT CO.  
18237 W. Seven Mile Rd.  
Detroit 35, Mich.  
Phone: 273-9180

**WANTED**

Juke Box Mechanic. No drifters, steady work, good pay, regular hours.

Write: The Billboard  
BOX 156  
188 W. Randolph Chicago 1, Ill.

**WANT TO SELL or BUY A ROUTE!**

Have BUYERS waiting. Send us full details of your Juke Box, Cigarette, Drink, Amusement Machines, Vending or Stamp Machine Routes you desire to sell.

Have ROUTES for SALE—Call or write for details!

We also BUY and SELL Music & Record Shops.

Write for full particulars. Mergers Affected.

**NATIONAL BUSINESS EXCHANGE**  
Route Specialists  
147 West 42nd St., New York 36, N. Y.  
BRyant 9-0240

**WANTED**

Mechanic and Technician for Rock-Olas, Seeburgs, and Games by long established Southeastern Distributor. No drinkers or drifters; regular hours, good pay, write or call.

**Franco Distributing Co., Inc.**  
P. O. Box 927 Phone 263-6463 Montgomery, Ala.

AMERICAN'S offers more and steadier profits for coin operators.

**Imperial**

Featuring: Totally new, cantilevered scoreboard. New built-in light in scoreboard. New end lamps for beauty and illumination.

Watch your profits soar when you operate the

**ALL NEW IMPERIAL!**

Available with or without exclusive Magno Play Control.  
★ See it at your distributor now or write for free color brochure.

**American SHUFFLEBOARD COMPANY**  
210 Paterson Plank Road, Union City, N. J., UNion 5-6633

**OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE**

★  
**UNITED MANUFACTURING CO.**  
8401 N. California Ave., Chicago 18, Ill.



**WANTED**  
**BINGO GAMES**  
Give quantity and price in first letter.  
Write: The Billboard  
BOX 154  
188 West Randolph Chicago 1, Illinois

**FOR SALE GAMES**  
Barrel-O-Fun .....\$445.00  
Barrel-O-Fun '62 ..... 645.00  
Gottlieb Tournament ..... 65.00  
Gottlieb Jubilee ..... 65.00  
Chi Coin Capri ..... 65.00  
Bally Circus ..... 65.00

**PHONOGRAPH**  
AMI Continental 200 .....\$545.00  
AMI G 120 ..... 245.00  
AMI Lyric Stereo 100 ..... 465.00  
AMI H200 ..... 295.00  
Seeburg V200 ..... 180.00  
Seeburg 222 ..... 635.00  
Seeburg KD ..... 345.00  
Seeburg C ..... 155.00  
Seeburg G ..... 235.00  
Wurlitzer 1700 ..... 195.00  
Wurlitzer 1800 ..... 245.00  
Seeburg Wall Boxes, 3W1 ..... 37.50  
AMI Wall Boxes, 200 Sec. .... 55.00  
AMI 120 Sel. Wall Boxes. .... 35.00

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

**Low Jones** Distributing Co.  
Exclusive Wurlitzer Distributor  
1301 N. Capitol Ave. 329 W. Ninth St.  
Indianapolis, Ind. Covington, Ky.  
Greater Cincinnati  
Tel.: ME1954-51593 Tel.: AX 1-6969

**FOR SALE GAMES**  
WMS. JOLLY JOKER 1P ..... WRITE  
WMS. SPACE SHIP 1P ..... WRITE  
WMS. METRO 2P ..... WRITE  
WMS. SKILL BALL 1P ..... \$295.00  
WMS. RESERVE 1P ..... 295.00  
GOT. BIG CASINO 1P ..... 325.00  
WMS. GUSHER 1P ..... 125.00

**MUSIC**  
AMI CONT. 1-200 STEREO .....\$725.00  
AMI LYRIC 100 STEREO ..... 595.00  
AMI R100A STEREO ..... 595.00  
AMI J-200E STEREO ..... 575.00  
AMI J-120 STEREO ..... 575.00  
AMI G-200 ..... 245.00  
AMI G-120 ..... 275.00  
ROCK-OLA 1438 ..... 150.00  
ROCK-OLA 1455 ..... 295.00  
ROCK-OLA 1465 ..... 375.00  
WUR. 1800 ..... 235.00  
WUR. 2200 ..... 375.00  
SEEBURG M100G ..... 295.00  
SEEBURG V-200 ..... 195.00  
SEEBURG VL-200 ..... 275.00  
SEEBURG V-200L ..... 225.00

**MONROE**  
COIN MACHINE EXCHANGE, INC.  
2423 Payne Ave., Cleveland 14, Ohio  
Phone: Superior 1-4600

**MECHANIC WANTED**  
Philadelphia area. Experienced on all types of coin-operated games and music. Good pay. Give full details in first letter.  
**BOX 161**  
Billboard Music Week  
188 West Randolph Chicago, Ill.

**ONLY WURLITZER HAS THE TEN TOP TUNES**

**BUY Bally FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE**

**DAVIS**  
—GUARANTEED RECONDITIONED AND REFINISHED EQUIPMENT:  
**SEEBURG**  
M100B .....\$149  
M100C ..... 189  
100W ..... 269  
HF1006 ..... 289  
220S ..... 659  
222S ..... 689

**SEEBURG 3W1 WALLBOXES, RECONDITIONED—100 SELECTION... \$39**  
Terms: 1/2 deposit required.  
**WORLD EXPORT DISTRIBUTING**  
**Davis Corp.**  
Exclusive Seeburg Distributors  
738 East Erie Blvd.  
Syracuse 3, N. Y., U. S. A.  
Phone: Granite 5-1631  
area code 315

**Horseplayers Bring in Ark. Ops Winners**

**HOT SPRINGS**—Hot Springs music and game operators report top business on their routes with opening last week of Oaklawn horse racing track which has drawn thousands of enthusiasts from all over the nation.

W. E. Lewis, Lewis Novelty Company, and Wilburn Green, Spa Amusement Company, report big play on their juke boxes—perhaps an all-time record.

J. Earl Gill, Gill Amusement Company; R. G. Jennings, Jennings Coin Machine Company, and Phil Marks, Phil Marks Amusement Company, report the best game collections they can recall in a one-week period.

Duane Faull, Faull Amusement Company, and Van Eddinger, Van Eddinger Music Company, also reported big business on their routes.

The entertainment spots have brought in top name entertainers which help draw the crowds to the popular resort spot. Liberace was there last week, as was Jan Garber and his orchestra, Julius La Rosa, Eleanor Powell and Frankie Laine.

Hot Springs is also building a much needed convention hall to seat 4,000 which will also aid operators. It will bring many more big conventions to town.

**First Coin Issues Equipment Catalog**

**CHICAGO**—A comprehensive 66-page catalog covering a wide range of coin-operated equipment was published last week by First Coin Machine Exchange here.

The book covers all five juke box manufacturers and their products: pinball games by Gottlieb, Williams and Bally; bingo games by Bally and United; shuffle games by United, Chicago Coin and Bally, and a wide range of baseball games, long-bowlers, skee-bowl games, up-rights, pool games, guns, rides and arcade equipment.

The catalog features a picture plus complete description and year of issue for each piece of equipment. Editors are Joe Kline, Fred Kline and Sam A. Kolber.

**Phoenix Growth**

Continued from page 41

Concentration on 1-cent machines proves to old-time operators like Walter Gray that most of the new units are being placed by first-time operators, who want to start small with penny machines, and look into 5 and 10-cent machine possibilities after the original route has become well established.

**REP. MILLER TO ADDRESS MOA CONFAB**

**CHICAGO**—Rep. George P. Miller (D-Calif.) will be the principal speaker at the Music Operators of America annual convention, to be held at the Morrison Hotel here, May 6-8. Miller is chairman of the House Committee of Science and Aeronautics and had a major role in arranging the reception activities for Lt.-Col. John Glenn. The California Congressman, who represents the home district of George A. Miller, MOA president, has appeared at previous MOA conventions and is familiar with the problems of the music machine industry.

**Coin Games Ring Bell at Budapest Coffee House**

**BUDAPEST**—Hungary's first arcade, which opened last week in a local espresso snack bar, is attracting heavy patronage. Biggest earner of the seven coin-operated games in Screamo, a Williams-made flipper, which, according to the inscriptions, was made for delivery to a French-speaking country. Play goes for 2 forints (about 8 1/2 cents).

Other games, all operating on 1-forint play, are four Soccer games of Hungarian manufacture, an Austrian-made Toto-Football game, and a Hungarian pool game, and a Hungarian pool table. The only non-coin piece is a straight billiard table.

Playing time on the Soccer games are 10 minutes, with two players. Each player maneuvers rods manually, with each set of rods controlling action of the 11-player team. Construction is wood, and the design is simple.

The Austrian game operates on the same principle, except that playing time is two minutes, with only three figures to a side. Fig-

ures light up each time a goal is scored. The pool table allows 10 minutes of playing time, plus whatever additional time is required to sink the remaining balls after the 10-minute limit.

The snack bar, containing about 1,000 square feet of floor space, is operated as a District Guest Trade Enterprise under the supervision of the Municipal Council. Seating capacity is 40 persons, with admission limited to those who are 16 or older.

With all games constantly in use during operating hours, it is likely that additional installations will be made in Budapest coffee houses.

Hungarians are heavy coffee drinkers, and snack bars featuring Italian-style espresso are popular here.

The machines are operated by the Intercommercial Lending Enterprise, which has branches in most of the country's larger cities and in summer resorts around Lake Balaton, Hungary's largest recreation center.

**6-POCKET POOLS**  
**SLATE TOP, LATE MODEL .....\$150.00**

ARCADE		BALLY	
1960 Auto Test .....	\$495.00	Monarch .....	\$395.00
Pollard Football .....	175.00	ABC .....	175.00
Field Goal .....	145.00	Congress .....	195.00
Genco Rifle Gallery .....	125.00	KEENEY	
Drive Mobile .....	145.00	Speedlane .....	\$195.00
United Skyraider .....	200.00	Bonus .....	95.00
		United Handicap .....	225.00
		Jewel .....	295.00

**PURVEYOR** Better Buys  
DISTRIBUTING CO.  
4322-24 N. WESTERN AVE.  
CHICAGO, ILLINOIS  
JUNIPER 8-1814

Exclusive Chicago Area Distributor for  
**WURLITZER PHONOGRAPHS and PARTS**

**IMPORTERS**  
SEND FOR **FREE** 1962 CATALOG  
64 Pages—Fully Illustrated.

**FIRST** COIN MACHINE EXCHANGE  
Joe Kline & Wally Finke  
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

**UNITED'S BASEBALL FOR '62 IS HERE!**

**BONUS BASEBALL**

Featuring the profit-making BONUS FEATURE to assure you of top earning power!

ORDER TODAY!  
UNITED—First... with the BEST!

**TARAN DIST. CO.**  
MIAMI: 3401 N.W. 36 St.  
JACKSONVILLE: 90 Riverside Ave.



**Joe Ash says . . .**  
CONTACT ACTIVE FOR **PINBALLS**  
THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!  
Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware

**ACTIVE** AMUSEMENT MACHINES CO.  
666 N. Broad St., Phila. 30, Pa.  
POplar 9-4495  
You can ALWAYS depend on ACTIVE ALL WAYS  
Write or wire for prices.

**NOW DELIVERING UNITED'S BONUS BASEBALL**  
With the proven money-making bonus feature.

**BANNER SPECIALTY COMPANY**

EXCLUSIVE UNITED MFG. CO. /1641 No. Broad Street, Phila., Pa. CEntor 6-5000  
DISTRIBUTOR 1508 Fifth Avenue, Pittsburgh, Pa. GRant 1-1373

More will LIVE  the more you GIVE  
**HEART FUND**

# S. Moore, 2 Others, Coin & Lane Bowling Booms Hit by Court Award

NEW YORK—Sanford J. Moore, former Long Island juke box operator and distributor, along with two other defendants, was slapped with a \$362,297 judgment in Federal Court, Brooklyn, this week. The award was made by Chief

Judge Walter Bruchhausen on the application of M. Hallstead Christ, court-appointed trustee of the Gibraltar Amusements, Ltd., a bankrupt concern which Moore formerly headed.

Also named in the civil action was Harold F. Levin, a New York lawyer; Bernard Levine, a former associate of Moore's in the juke box operation, and Funds for Business, Inc., a finance company. Moore is also under indictment on a charge of conspiring to obstruct justice in a Brooklyn court case.

Judge Burchhausen, in a 24-page decision, said that the trio had conspired to cancel debts owed by Moore to Funds for Business, of which Levin was board chairman.

### Dummy Concerns

He explained that the assets of the involuntary bankrupt, Gibraltar Amusements were sold to dummy concerns controlled by Funds for Business. In return for this, the judge continued, Funds for Business canceled a \$150,000 business debt of Moore and turned over to him, through devious means notes worth more than \$300,000.

He added that the juke boxes and games diverted were worth \$57,146, and the locations diverted were worth \$305,700. At one time, Gibraltar had 700 juke boxes and 400 locations.

Moore, along with two other defendants, received prison sentences one year ago after having pleaded guilty to diverting Gibraltar's assets.

### Fix Charge

But before sentencing, Moore was reported to have said that he had a fix on and he either would

GENEVA — Bowling is booming in Europe, and coin machines are bowling along with the ten-pin boom.

Some experts rate the bowling boom as the most bullish of present factors influence the European coin machine trade. As automatic bowling sweeps Europe coin machines are trailing close in the wake of the boom.

Every new automated bowling salon—you can't call some of the palatial European ten-pin parlors anything else—automatically creates a vast location for coin machines . . . for the full range, phonographs, games, and vending machines. In West Germany, the bowling lanes even provide a lucrative location for payout machines.

It's a billion dollar business, according to the experts, that is being transplanted from the U. S. to Europe, where continental flourishes and ruffles are added.

### Phenomenal Success

The two major U. S. producers of automated bowling equipment, Brunswick - Balke - Collender Company of Chicago and American Machine & Foundry Company (AMF) of New York, have had phenomenal success in bringing "Le Bowling" to Europe.

Brunswick and AMF expect to open a combined total of 15,000 bowling lanes in Britain and on the Continent by 1963. The total could be greater, but, as a Brunswick executive said, "right now the market looks so good we can't believe it. We prefer to take a conservative approach."

Every new bowling center opening in Europe is a potentially plush location for coin machines. For

instance, the bowling center at Monte Carlo has a number of juke boxes, 10 games (including bowlers), and cigaret, candy, and bulk vending machines.

At Knokke, Marlene Dietrich, after opening the AMF lanes there, played the pinball machines. Knokke has half a dozen juke boxes and a dozen games at various spots around the bowling pavilion.

Biarritz, thanks to the introduction of U. S. bowling, now finds the international gilded set taking unabashed joy in playing coin

games and listening to the phonographs at the bowling lanes.

### Social Centers

All over Europe operators are discovering that bowling centers are more than centers for bowling—they are social centers which in time attract many persons with no great interest in ten pins. The refreshment and amusement aspects (primarily coin machines) of the bowling centers tend to rival bowling itself in terms of revenue.

Bowling company executives pre-

(Continued on page 50)

**NATIONAL WANTS TO BUY**

GOTTLIEB:

LITE-A-CARD • ATLAS • CONTEST  
CAPT. KIDD • SWEET SIOUX  
MADEMOISELLE • WAGON TRAIN  
TEXAN • MERRY-GO-ROUND  
KEWPIE DOLL • FOTO FINISH  
OKLAHOMA • FLYING CIRCUS  
SHOW BOAT • LANCERS • CORRAL  
BIG CASINO  
TOP DOLLAR PAID!

---

**FOR SALE!**

Completely Reconditioned  
CHICAGO COIN  
PRO HOCKEY .....\$375  
RAY GUN ..... 375

---

**SPECIALS!**

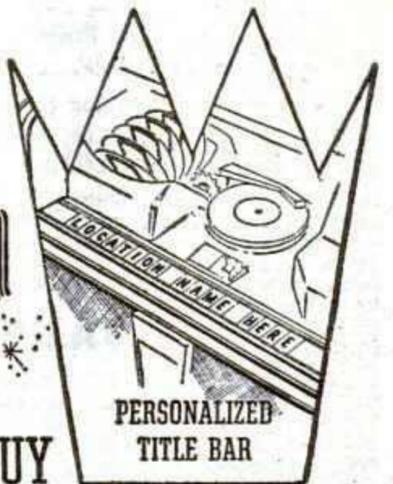
Completely Reconditioned  
C. C. 12' BOWL LEAGUE,  
3" Balls .....\$100  
BUMPER POOL (slate).... 100

SHIPPING NOW—ORDER TODAY!

**LIBERTY BELLE**  
GOTTLIEB'S NEW 4-PLAYER HIT!

**NATIONAL COIN MACHINE EXCHANGE**  
1411-13 Diversey Chicago 14, Ill.  
BUckingham 1-8211

**ANOTHER REASON WHY THE ROCK-OLA Princess PHONOGRAPH IS YOUR BEST BUY**



look to ROCK-OLA for advanced products for profit

**ATLAS... Reconditioned—Guaranteed MUSIC • GAMES VENDING**

**MUSIC**

A.M.I. J-200 E (50c).....	\$445
A.M.I. F-120 .....	225
A.M.I. G-120 .....	265
A.M.I. I-120 (50c) .....	445
A.M.I. K-100 (50c) .....	495
ROCK-OLA 1454 .....	295
ROCK-OLA 1455 .....	295
ROCK-OLA 1458 .....	395
SEEBURG Q100-SH (50c) .....	745
SEEBURG 222-SH (50c) .....	745
SEEBURG 100-R .....	375
WURLITZER 2100 (50c) .....	325
WURLITZER 2150 (50c) .....	325
WURLITZER 2000 (50c) .....	275
WURLITZER 2200 (50c) .....	395
WURLITZER 2300 (50c) .....	545

1/2 Deposit, Balance Sight Draft

**Distributors for AMI—ROWE—BALLY**

**ATLAS MUSIC COMPANY**  
DIV. OF AC AUTOMATIC SERVICES, INC.  
CHICAGO 47, ILL.  
2122 N. Western Ave.  
ARmitage 6-5005

DES MOINES, IOWA  
1120 Walnut St.  
Ph. 283-2393

**Valley "SPECIAL" 6-POCKET**

**QUALITY BUILT—ECONOMY PRICED!**



Count on it for Play and PROFIT!

- Genuine Billiard Cushions
- 2 1/4" Regulation Balls
- "Easy Count" Scorer
- New Mechanism
- Many other "Pro" features!

Model 745A, 75 x 42  
Model 845A, 84 x 47  
Multi-Color Finish

See your distributor or write for details

**VALLEY SALES CO.**  
A Division of Valley Mfg. Co.  
333 MORTON ST., BAY CITY, MICH.  
TWINbrook 5-8587

not have to go to prison, or else he would get a light sentence.

As a result of this alleged statement, Moore, along with three other defendants are charged with having conspired to obstruct justice with a \$35,000 bribe. All have pleaded not guilty.

Defendants in the alleged bribe case, in addition to Moore, are State Supreme Court Justice J. Vincent Keogh; former Chief Assistant United States Attorney Elliot Kahaner; Dr. Robert Erdman, a New York physician, and Antonio (Tony Ducks) Corallo, a labor racketeer.

**WANTED SKILLED MECHANICS**

Specializing in the following types of equipment

**AMI MUSIC SHUFFLE ALLEYS**  
(United, Chi Coin, Bally)

**BOWLING ALLEYS**  
(United, Chi Coin, Bally)

Knowledge of all other machines is also required.

APPLY TO

**MYRON SUGERMAN RUNYON SALES COMPANY**  
221 FRELINGHUYSEN AVENUE  
NEWARK 8, NEW JERSEY  
Blgelow 3-8777

**UNITED'S BASEBALL FOR '62 IS HERE! BONUS BASEBALL**



Featuring the profit-making BONUS FEATURE to assure you of top earning power!

ORDER TODAY!  
UNITED—First . . . with the BEST!

Call Ed Zorinsky

**UNITED PRODUCTS**

201 South 13th St.  
OMAHA, NEBRASKA  
Phone 341-0

**UNITED'S BASEBALL FOR '62 IS HERE! BONUS BASEBALL**



Featuring the profit-making BONUS FEATURE to assure you of top earning power!

ORDER TODAY!  
UNITED—First . . . with the BEST!

**WANT TO BUY**  
Highest Prices Paid for Gottlieb Pin Games

**FOR SALE**

2 Williams Nags .....	\$185.00
1 United Duplex Bowler ..	525.00
1 Chicago Queen Bowler ..	510.00
2 Acapulco .....	595.00
1 County Fair .....	625.00
2 Miss America .....	260.00
3 Brite Star .....	150.00

2070 SEYMOUR AVENUE  
CINCINNATI 37, OHIO

**ROYAL**

more will LIVE the more you GIVE

**HEART FUND**



# Quick & Easy Unit Info System Speeds Repairs

ALBUQUERQUE, N. M. — More than 300 keys, neatly racked in seven horizontal rows, at the general office of Border-Sunshine Novelty Company, juke box, game, and vending operators here, are continuing insurance against service breakdowns,

ill-will, and aggravating headaches.

The huge line-up of keys is suspended from wooden strips, extending some nine feet across the wall, each accompanied by a glued-on label which gives the name of the machine, its location, the serial number, and all other pertinent facts.

The keys are triplicates, for the most part, each collector, of course, carrying all of the keys necessary for his own route, and usually, a duplicate as well.

In the event that there is an automobile accident, an injury, or sudden hospitalization of a collector, large sections of any route can suddenly become totally inaccessible from a key standpoint, Harry Snodgrass, owner, has found.

Consequently, the extra keys are maintained behind the service counter, where any authorized representative of Border-Sunshine Novelty Company can use them to gain access to any machine, and in this way, do away with revenue loss, the likelihood of angry location owners, and similar problems.

Keys are arranged in blocks, according to the type of equipment concerned, some of them mounted on heavy three-inch steel rings, others on smaller rings, and individual keys on strings with paper tags. It requires only a few seconds to locate any key to any machine, in emergency. Most of the keys, incidentally, are coded, as to location, so that there is little likelihood of an enterprising burglar making off with all of the keys, and emptying the cash boxes on all of the routes represented.

All collectors are signed out with all keys issued to them, as part of route operations, and by checks at regular intervals to determine that the office copy of the keys is available.

# Ops Ask Lower Disk Price

VIENNA—Austrian operators have begun a campaign for a reduction in the price of phonograph records. The operators contend that Austrian disk prices, when all factors are taken into calculation, are among the highest priced in the world. High disk prices contribute to the high operating costs which have caused the Austrian phonograph trade to stagnate. The operators charge that cartel pricing arrangements are largely responsible for the high cost of their disks. They are threatening to press for a government anti-cartel investigation unless disk prices are reduced.

## WE WANT TO BUY—20 OF EACH OF THE FOLLOWING MACHINES:

Wurlitzer 2250—2150—1800—1900—1700

Seeburg R's

Skill Cards (counter machine)

United Pixie—Triple Play

William 57—Baseball . . . Shortstop . . . Pinch Hitter

Also—All Bally Bingos (Lotta Fun—Barrel of Fun)

## REDD DISTRIBUTING CO., INC.

126 Lincoln Street, Brighton, Mass. PHONE: AL 4-4040



## UNITED'S BASEBALL FOR '62 IS HERE! BONUS BASEBALL

Featuring the profit-making BONUS FEATURE to assure you of top earning power!

ORDER TODAY!  
UNITED—First . . . with the BEST!

**CLEVELAND COIN  
MACHINE EXCHANGE, INC.**

2027 Prospect Ave.  
Cleveland 15, Ohio

*"Profit-Makers" From*  
**chicago coin**

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

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14



## UNITED'S BASEBALL FOR '62 IS HERE! BONUS BASEBALL

Featuring the profit-making BONUS FEATURE to assure you of top earning power!

ORDER TODAY!  
UNITED—First . . . with the BEST!

**ROCK CITY  
AMUSEMENT CO.**

108 Lafayette Street  
NASHVILLE, TENNESSEE  
Phone: CH 2-4353

*Your's* RIGHT FROM THE ORIGINAL DESIGNER OF AUTHENTIC BASEBALL GAMES . . .

# Williams 1962 WORLD SERIES

ready to score more money for you . . .

★ Players actually run the bases with Williams patented base running unit.

- Scoring "Super" Home Run adds 1, 2, or 3 extra innings of play at option of operator.
- "Grand Slam" Home Run lites next letter of name to spell W-O-R-L-D S-E-R-I-E-S.
- Beat previous high score is powerful carry-over.
- Super Home Run, High Score, Spell Name qualify for replays.
- Mystery Pitcher throws fast, curve, or slow balls.

New Stainless Steel Trim

Slug Rejector



**Williams ELECTRONIC MANUFACTURING CORP.**  
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

When you buy a baseball game—buy Williams



**new  
IMPROVED  
PITCHING  
UNIT**  
**new  
IMPROVED  
BATTING  
UNIT**

# NEW STEREO PHONO

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

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



## West

### LOS ANGELES LINES

Leo Hirsch, sales representative of Nix-Pix Locks, Washington, was in Los Angeles to sign up the R. F. Jones Company there and in San Francisco to handle the locks in those respective areas. Hirsch said the locks eliminate duplication of keys, offer internal security for operators as there are 65,536 combinations, and increase efficiency as one key can be used for an entire route. Hirsch has been in the coin machine field since 1927.

Bill Gray of the vending department of R. F. Jones Company here, is out after a siege with the flu. He took sick soon after he returned from Arizona with Chuck Klein and Ralph Cragan. . . . Jack LaRue, Jones service engineer, is on the road again following a trek into Arizona.

Harry Perrine, who sold his music route in Oceanside a couple of years ago, is reported again building a route in San Diego. . . . R. F. Jones was in the city from his San Francisco offices.

C. A. Robinson, of the company bearing his name, reports that a shipment of Midway Baseball games is en route. This gives the firm three games of this type: United, Williams, and Midway. . . . Steve Tronick son of Hank Tronick of C. A. Robinson Company, is a student at the University of California, Los Angeles. He is majoring in bacteriology in his pre-med studies. His dad says he will help in surgery if and when he operates on an operator. . . . C. F. Norris, Long Beach arcade operator, is in town and along West Pico.

Max Nolan, San Bernardino music and games operator, was noted shopping around on West Pico. . . . Jack Simon of Simon Distributing and Henry Leyser of Associated Coin Amusements in Oakland are due back from Hawaii, where they went on a combined business and pleasure trip. While they were away Sonny Lomborg and John Freeman kept the Los Angeles store. Lomborg reports that the seven-foot Valley pool tables are going strong.

Ted Bowser, of Fairchild & Company, and wife are back from Las Vegas, where they enjoyed a trip awarded them by a Los Angeles radio station.

## Midwest

### OUT MINNESOTA WAY

Menahem Heilicher, 73, father of Dan and Amos Heilicher of Advance Music Company, Minneapolis, and affiliated firms, was struck

## Coin and Lane Bowling Booms

• Continued from page 48

dict, on the basis of the initial reaction, that ten-pin bowling's invasion of Europe will be a "chain reaction" affair. They expect West Germany alone to have 5,000 bowling lanes.

Operators' studies, generously confirmed by bowling center proprietors, show, furthermore, that a great many persons frequent bowling centers who don't bowl—but who do patronize coin machines. They usually accompany active bowlers as spectators. These spectator bowlers, or what Swiss operators call "apres bowlers," are customers for bowling center juke boxes and games.

Further to the "apres bowler" theme, studies in bowling centers show that a strong sympathetic relationship exists between the full-size bowling and bowler coin

games. Those who don't dig the full-size game frequently delight in the coin game, and even those who play the big game are attracted to the coin game.

The European coin machine trade discerns other areas of advantage in the ten pin bowling invasion. For example, bowling gets bowling, and studies show that bowlers tend to multiply in areas adjacent to new automatic bowling centers.

In France, for example, there was an indifferent market for bowlers until the ten pins became fashionable in Paris. Soon there was a demand for bowlers throughout the Paris area, and demand for coin bowling games has kept pace, numerically and geographically, with the march of automated ten pin bowling.

by a car and killed February 17 as he was crossing the street near his home. . . . Sol Rose, sales manager of Sander Distributing Company, Minneapolis, and his wife, are on a three-week vacation in Western Europe. . . . Tony Ratchford, Huron, S. D. operator, is recuperating from a mild heart attack after being hospitalized in Huron. Tony also is the father of a new girl.

Jack Karter of Midwest Novelty Company, St. Paul, rolled a 626 game in a B'nai B'rith bowling tournament at Bloomington, Minn., a Minneapolis suburb. He was one of the top 15 bowlers of the 128 who participated in the tourney and won prize money. . . . Lots of snow, which blocked roads, kept many outstate ops from getting into the Twin Cities. Among those who did were Al Eggermont, Marshall, Minn.; Mrs. Jim Stolp, Greenbush, Minn., and Clayton Norberg, C & N Sales, Mankato, Minn.

Donald M. Lyons.

### MILWAUKEE MENTIONS :

Sam Cooper, Paster Distributing Company, says AMI music sales are holding firm, and top game sales are the pool tables. . . . Business is at a low ebb, reports Carl Betz, P. & P. Distributing Company. "But we're slightly ahead of last year's figures." . . . United, Inc., has signed a number of new dealers for the firm's Tape-A-Thon background music franchises. Signees include Fred Braun, Suburban Vending, Menomonee Falls; Jack Zimmerman, Badger Music, Watertown; Ralph Klatt, Beaver Dam; Johnny Barros, Rhineland, and Ray Jenner, Waupaca.

## BARGAINS FOR THE WEEK

GAMES GAMES GAMES  
350 OF THEM  
BIG WAREHOUSE  
CLEARANCE SALE

Received a Large Lot of Games in Trade, Including One Lot of 10 to 20 Guns.

WHAT DO YOU NEED? SPECIALS FOR THE WEEK  
AMI 1100M . . . . . \$325.00  
1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin—Write for More Information, on the Above.

Write or Call Us Collect. MAIn 1-3511

Write for Our Price List on Full Line of Coin-Operated Machines.



2315 Olive Street, St. Louis 3, Mo. Phone: MAIn 1-3511; Cable: Cendist

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



4  
PLAYERS!  
"DOUBLE TWIN"  
ROTO-TARGETS!  
Another Sensational  
Profit Maker!

# GOTTLIEB'S LIBERTY BELLE

- New "Double Twin" Roto-Targets—four targets in scoring position at all times
- Top right and left rollovers spin corresponding side targets—score 50 points when lit
- Two bumpers spin all targets
- One target always lit for 10 times value
- Three pop bumpers—one always lit for high score
- Hitting center target scores 5 to 50 points—bulls-eye lights all pop bumpers for high score
- Four flippers—two for "booster action" at mid-playfield
- Sparkling cabinet design • Match feature

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

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION TODAY!



1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!





**Ordinary stereo phonographs see location customers like this**



**Seeburg Directional Stereo phonographs see them like this**

**Artist of the Week  
Album Packages**

**Week of February 26—**

Horn A-Plenty  
**AL HIRT** (RCA Victor)

Steinways Staged For Stereo  
**HENRI ROSE/BOBBY STEVENSON** (Capitol)

**Week of March 5—**

Breakfast At Tiffany's  
**HENRY MANCINI** (RCA Victor)

Cozy Inn  
**LEON McAULIFF** (ABC Paramount)

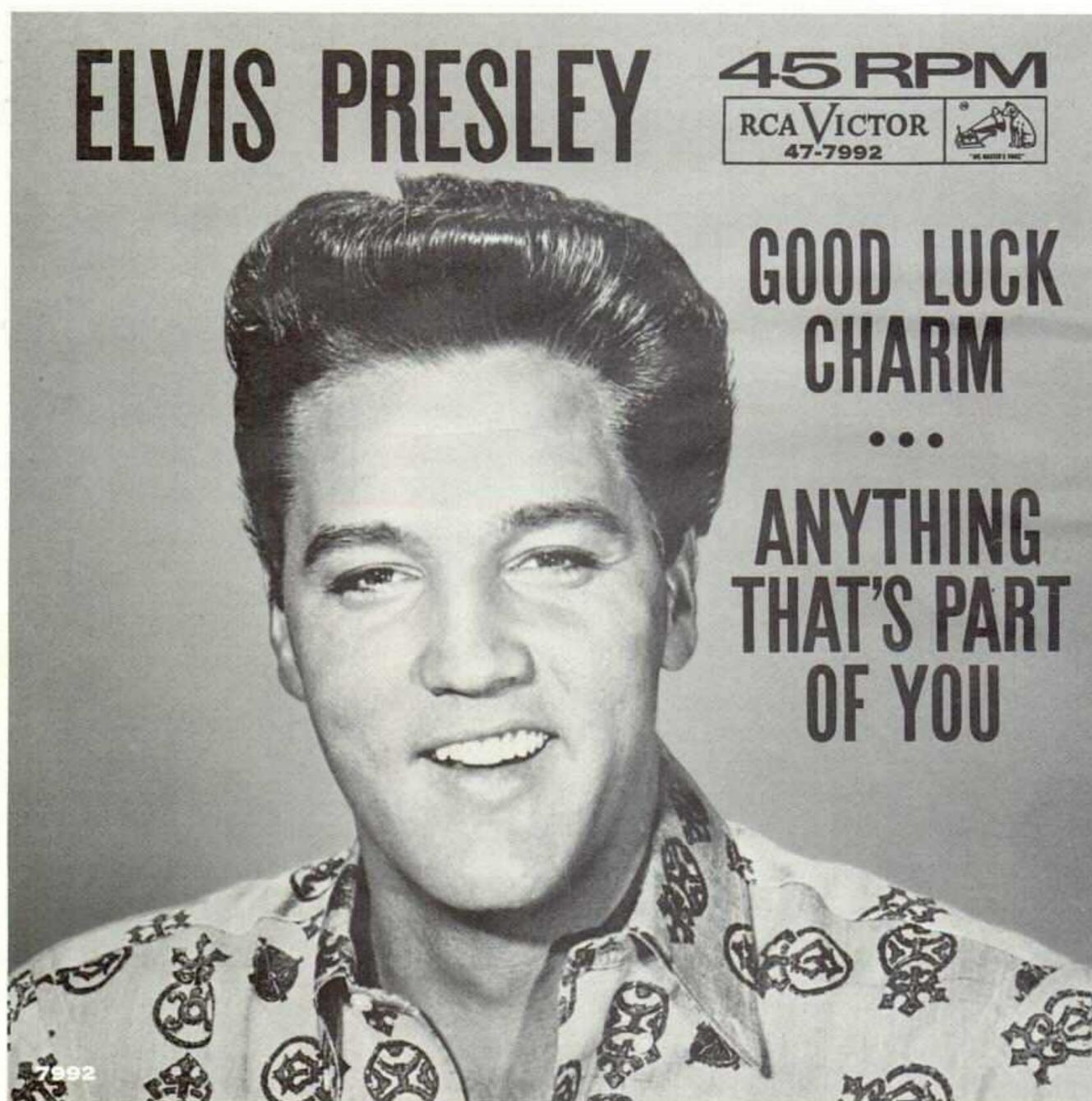
Exciting music may go to the feet, but first it must get to the ears. So what's the use of stereo that gets lost down under the tables? New SEEBURG DIRECTIONAL STEREO goes straight to the ears. Seeburg lifts it up to listening level, even without remote speakers. Mounted on each side of the display panel, new *adjustable* and *directional* 33 $\frac{1}{3}$  speakers create the true magnificence of stereo right at the phonograph. Location customers hear every note they pay for.

**SEEBURG**

**Directional stereo in 33 $\frac{1}{3}$  right at the phonograph**

The Seeburg Sales Corporation, Chicago 22

**ELVIS PRESLEY'S  
NEW  
DOUBLE-SIDED HIT SINGLE!**



**#7992**

**ORDER NOW! ORDER BIG!**

**RCA VICTOR**

TM&© 1956  
The most trusted name in sound